



ASX RELEASE:

Wisr surpasses \$200 million in loan originations, grows 23% QonQ and announces minimal exposure to COVID-19.

Sydney, 15 April 2020 - Wisr Limited (ASX: WZR) (ACN 004 661 205) ("Wisr", or the "Company") is pleased to provide an update to the market on Q3FY20.

Highlights:

Loan book

- The strength in the Balance Sheet positions the Company very well through the COVID-19 period and beyond
- Achieved significant company milestone, exceeding \$200 million in loan originations within tightened credit policy
- The 4th tranche of \$50 million was achieved within 4 months
- Total loan originations now \$202.7 million and loan book continues to grow, with an average credit score of 706 (Australian average credit score is circa 600¹), reinforcing the prime nature of the Company's loan book and customer base
- \$38.9 million in new loans originated in Q3FY20, a 23% quarter-on-quarter increase for Q3FY20 (compared to Q2FY20)
- After successfully filling over \$50 million into the NAB loan warehouse facility during Q3FY20, a dual funding model strategy has been adopted, with previous off-balance sheet funding being utilised alongside the warehouse to reduce risk and optimise capital management during the period of COVID-19 disruption
- Deliberate moderation in loan originations through Q4FY20, as the Company takes a conservative view on the outlook of COVID-19

Risk exposure

- Stress testing analysis confirms very low balance sheet exposure to high risk categories that have been or likely to be most impacted by COVID-19²
- High risk COVID-19 categories have been expanded to ensure the Company's risk policy is as effective as needed
- Total portfolio arrears are stable with 90+ Day arrears of 1.66% at 31 March 2020, well below internal risk appetite triggers
- Tightening of the Company's credit policy and proprietary decision engine rules have been implemented
- The Company's Fintech business model is well placed to continue lending, operations and growth of its financial wellness products through COVID-19 disruption and post recovery

¹ According to data supplied by Equifax

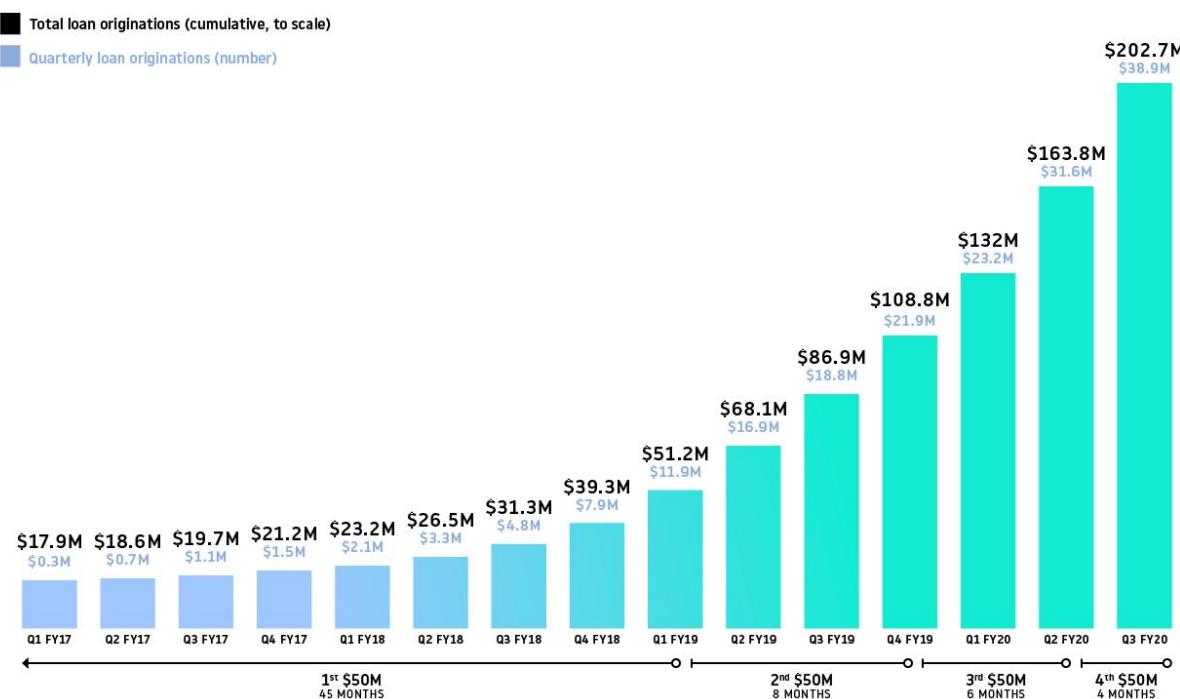
² Defined as hospitality, tourism, airlines, arts, entertainment, sports, recreation, events planning, catering and retail (clothing, footwear, homewares, accessories)



Business update:

Wisr is pleased to announce the \$200 million loan originations mark was achieved with the initial \$50 million taking 45 months to originate, the second \$50 million taking more than 8 months, the third \$50 million took 6 months and the most recent \$50 million written in under 4 months.

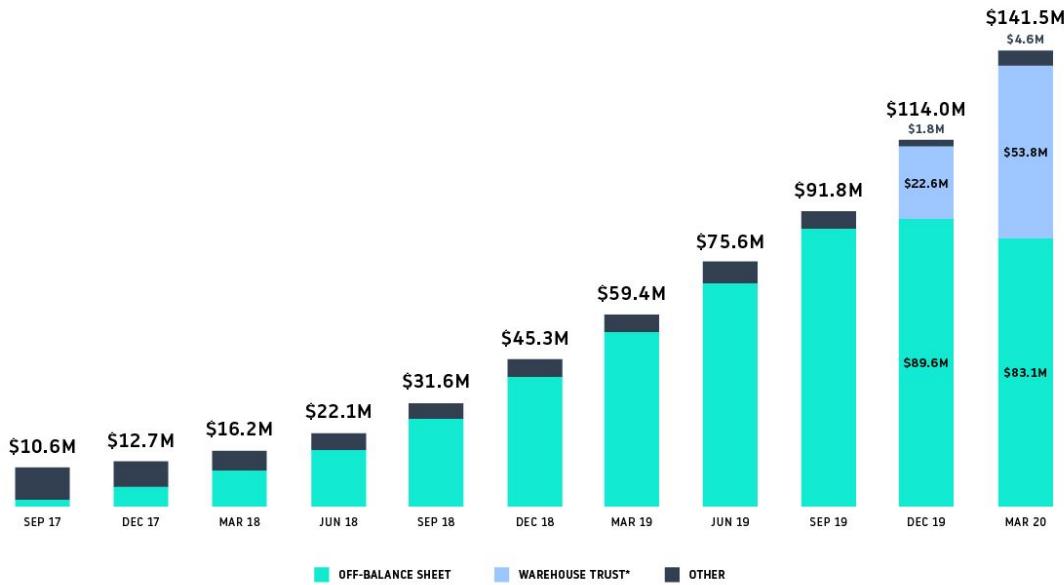
The milestone was reached with all Wisr employees working from home, in effect since 16 March 2020, with no disruption to normal business operations.



The Company continues to be in a strong financial position and is very well capitalised with cash of approximately \$35.6 million at 31 March 2020 in addition to \$3.5 million Wisr commitment to the NAB loan warehouse facility and loans held on balance sheet available for sale.

The loan book is continuing to grow, with an average credit score of 706 (Australian average credit score is circa 600³), reinforcing the prime nature of the Company's loan book and customer base.

³ According to data supplied by Equifax



*NAB are senior funder

Wisr will take a prudent approach to loan origination in Q4FY20, reflecting changed economic conditions with COVID-19, while focusing on growing the Wisr Ecosystem of financial wellness products to support all Australians in these uncertain times.

The Wisr Ecosystem continues to rapidly attract thousands of Australians during COVID-19, with growth above management expectations.

Credit and Risk update:

To ensure Wisr continues to grow safely and maintain its market-leading credit performance through COVID-19, we have reviewed the Company's credit policy and origination parameters, including reducing exposure to pockets of industry-specific risk, and portfolio management strategies for customers who may encounter difficulties.

Wisr has further tightened its credit policy to ensure we continue to support our targeted prime customer base, while retaining our market-leading approach to responsible lending. This includes process enhancements to strengthen even further our verification of employment status and income stability during the period of COVID-19 disruption. These enhancements ensure lending decisions are well considered from both Wisr and the customer's perspective.

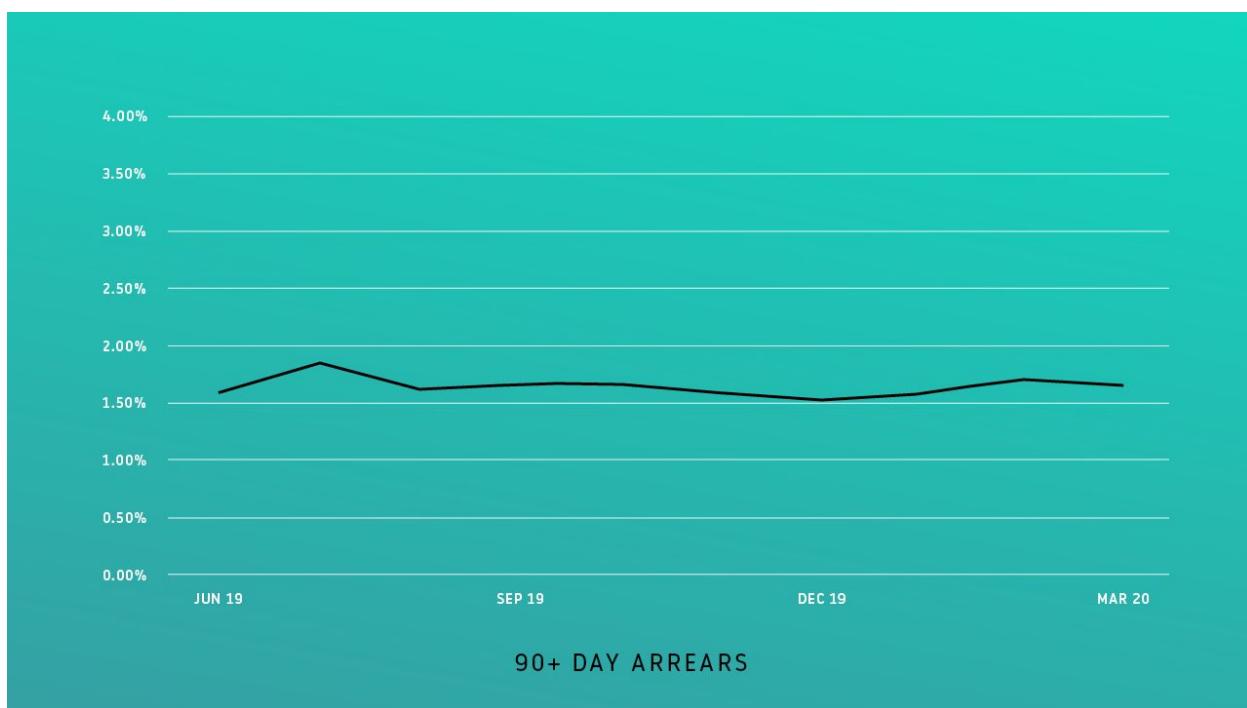
The Company has also implemented a risk based approach to factor in high-risk industry sectors and employment types which are likely to be most impacted due to COVID-19, defined as hospitality, tourism, airlines, arts, entertainment, sports, recreation, events planning, catering and retail (clothing, footwear, homewares, accessories).



The Company has a very low balance sheet (NAB loan warehouse facility) exposure to these high-risk industry sectors, with \$6.7 million (13%) at 31 March 2020. Only \$0.3 million (0.8%) of the balance sheet exposure is within a high risk industry segment and has a higher risk credit score (<539).

Like all consumer finance companies, Wisr expects a period of heightened customer hardship stemming from COVID-19. However, this impact is manageable in light of the Company's very small balance sheet loan exposure, strong cash balance, prime customer base and exceptionally low exposure to high risk sectors.

Notwithstanding the strong total portfolio credit performance with 90+ day arrears of 1.66% as at 31 March 2020, Wisr continues to maintain limited exposure to historical loan book performance, given the off-balance sheet loan funding model utilised until mid-November 2019.



Commentary:

Wisr CEO, Anthony Nantes said, "Surpassing \$200 million in loan originations while the entire Company is working from home, is not only a strong validation of our Fintech business model and proprietary technology but also our high-performance culture. We have demonstrated our ability to work remotely as the new normal, without any impact to the business, delivering our services to prime Australian borrowers, whilst ensuring the safety and wellbeing of our staff."

"Wisr's business model is focused on the best borrowers in Australia. Our credit policy has been enhanced to ensure we continue to support our targeted prime customer base through the COVID-19 disruption. Our proprietary and dynamic credit decisioning engine gives Wisr significant flexibility to adapt and integrate tighter controls very quickly."



"We've also implemented a risk based approach to factor in industry sectors and employment types which have been significantly impacted due to business closures. This has ensured a very low level of balance sheet exposure."

"Wisr will be taking a prudent approach to loan origination in Q4FY20, while continuing to responsibly lend to our customers to help them consolidate, refinance, purchase, and fulfil their needs through the Wisr Financial Wellness Ecosystem in these uncertain times." finished Mr. Nantes.

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This announcement has been approved in accordance with the Company's Continuous Disclosure Policy and authorised for release by the Board of Directors.

For further investor enquiries, please contact:

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About Wisr Limited

Wisr (ASX: WZR) is Australia's first neo-lender with a commitment to the financial wellness of all Australians, through providing a smarter, fairer and wiser collection of financial products and services. Wisr provides a unique financial wellness eco-system underpinned by consumer finance products, the Wisr App to help Australians pay down debt, WisrCredit.com.au the country's only credit score comparison service, combined with content and other products that use technology to provide better outcomes for borrowers, investors and everyday Australians.

For more information visit www.wisr.com.au