



WISR.

ASX CEO Connect December 2019



anthony@wisr.com.au



Disclaimer.

FINANCIAL INFORMATION IS DERIVED FROM THE PRELIMINARY FINAL REPORT RELEASED TO THE MARKET ON 30 AUGUST 2019.

NO INVESTMENT ADVICE OR OFFER OF SHARES

This presentation does not constitute investment advice, or an inducement or recommendation to acquire or dispose in any shares of Wisr, in any jurisdiction.

RISKS AND ASSUMPTIONS

This presentation contains statements (including forward-looking statements), opinions, projections, forecasts and other material, based on various assumptions. Whilst this presentation was prepared with care and attention, those assumptions may or may not prove to be correct. All forward-looking statements, whilst considered reasonable by Wisr at the date of this presentation, involve known and unknown risks, assumptions and uncertainties, many of which are beyond Wisr's control. There can be no assurance that actual outcomes will not differ materially from those stated or implied by these forward-looking statements, and readers are cautioned not to place undue weight on such forward-looking statements. To understand more about the risks and uncertainties faced by Wisr refer to the 2018 Annual Report.

Statements about past performance are not necessarily indicative of future performance. To the extent required by law, neither Wisr or any of its

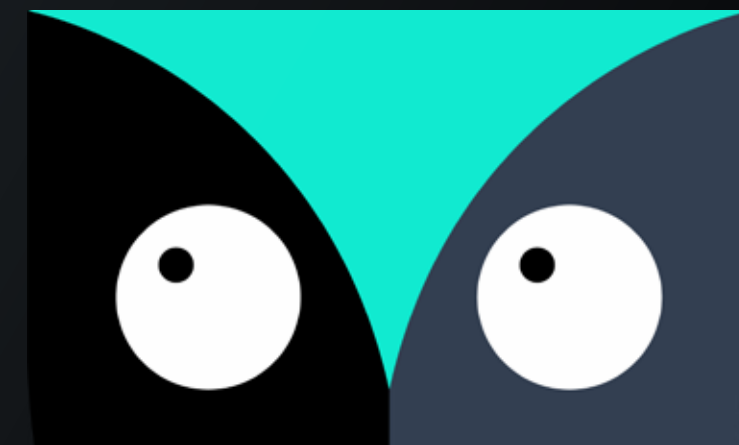
directors, officers, employees and agents give any warranty, representation or guarantee as to the accuracy or likelihood of fulfillment of any forward-looking statement in this presentation or assumption upon which any part of this presentation is based or the accuracy, completeness or reliability of the information contained in this presentation.

NON-GAAP FINANCIAL MEASURES

A number of non-GAAP financial measures are used in this presentation. You should not consider any of these in isolation from, or as a substitute for, the information provided in the audited consolidated financial statements, which are available at: www.wisr.com.au

DOLLAR ESTIMATES

All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated.



One of Australia's most recognised Fintechs.

24 NOMINATIONS AND 6 WINS IN THE PAST 12 MONTHS.



**Owl vision is to
bring financial
wellness to all
Australians.**





**Wizr is reinventing
what a consumer
lending company
can be**

Wiser is reinventing what a consumer lending company can be..

1

A **Purpose-led company**, which will be known for focusing on the financial wellness of Australians (we aim to own the financial wellness space).

2

A **globally unique and innovative business model and ecosystem** that redefines what a consumer lending company can be (not a me-too model), in order to win long term in consumer lending in Australia.

3

Innovative distribution channels that will provide access to millions of Australians (the rails), delivering **market leading unit economics and margin** for the company.

4

More credit products and innovative financial wellness features to extend on the proof points shown throughout FY19.

5

A brand new experience for Australian finance consumers, with deep, data rich relationships with customers (like a bank has), without being a bank. Delivering smarter, fairer credit products along with data driven platforms to take advantage of the opportunities emerging with data in banking and finance.

Our core product.

RISK BASED PRICING PERSONAL LOANS

\$5,000 – \$60,000
3, 5, 7 year loan terms

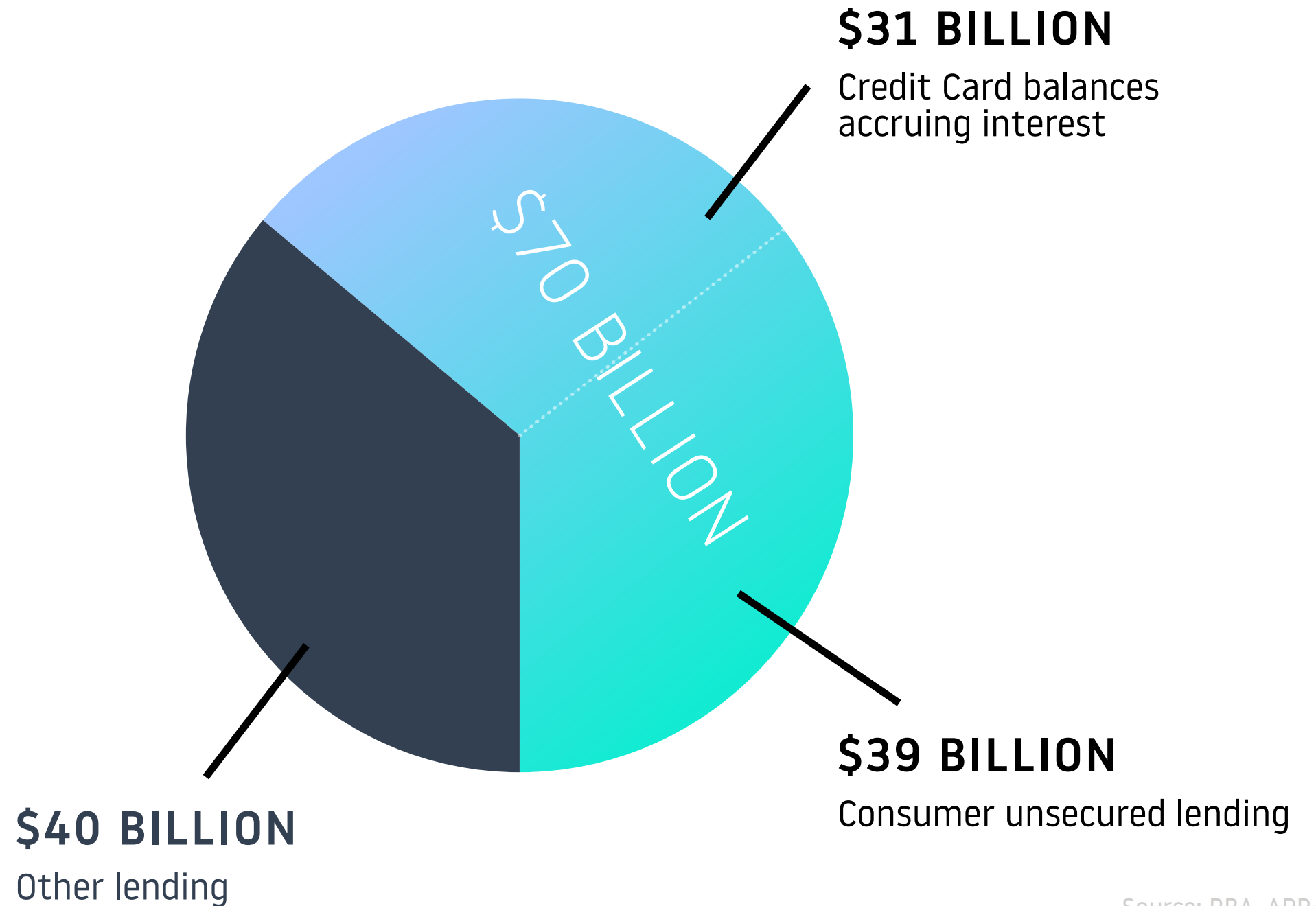
AVERAGE LOAN SIZE

Circa \$25,000 over 4 years

GROSS YIELD ON BOOK

Circa 13%

Consumer Lending market size: \$110 billion



Source: RBA, APRA

There's never been a better time to build a purpose-led business in consumer finance.

Global trends.

	USA	UK	Australia
FINTECH ONLINE LENDING LAUNCHED	2006	2006	2014
MARKET SHARE AT YEAR 3	0.5% (2009)	0.5%	0.5% (2017)
MARKET SHARE AT YEAR 4	Market Share at year 4 1% (2010)	2%	1% (2018)
MARKET SHARE AT YEAR 6	4% (2012)	5%	?
MARKET SHARE AT YEAR 11	38% (2018)	25%	?

Local factors.



OPEN
BANKING



ROYAL
COMMISSION

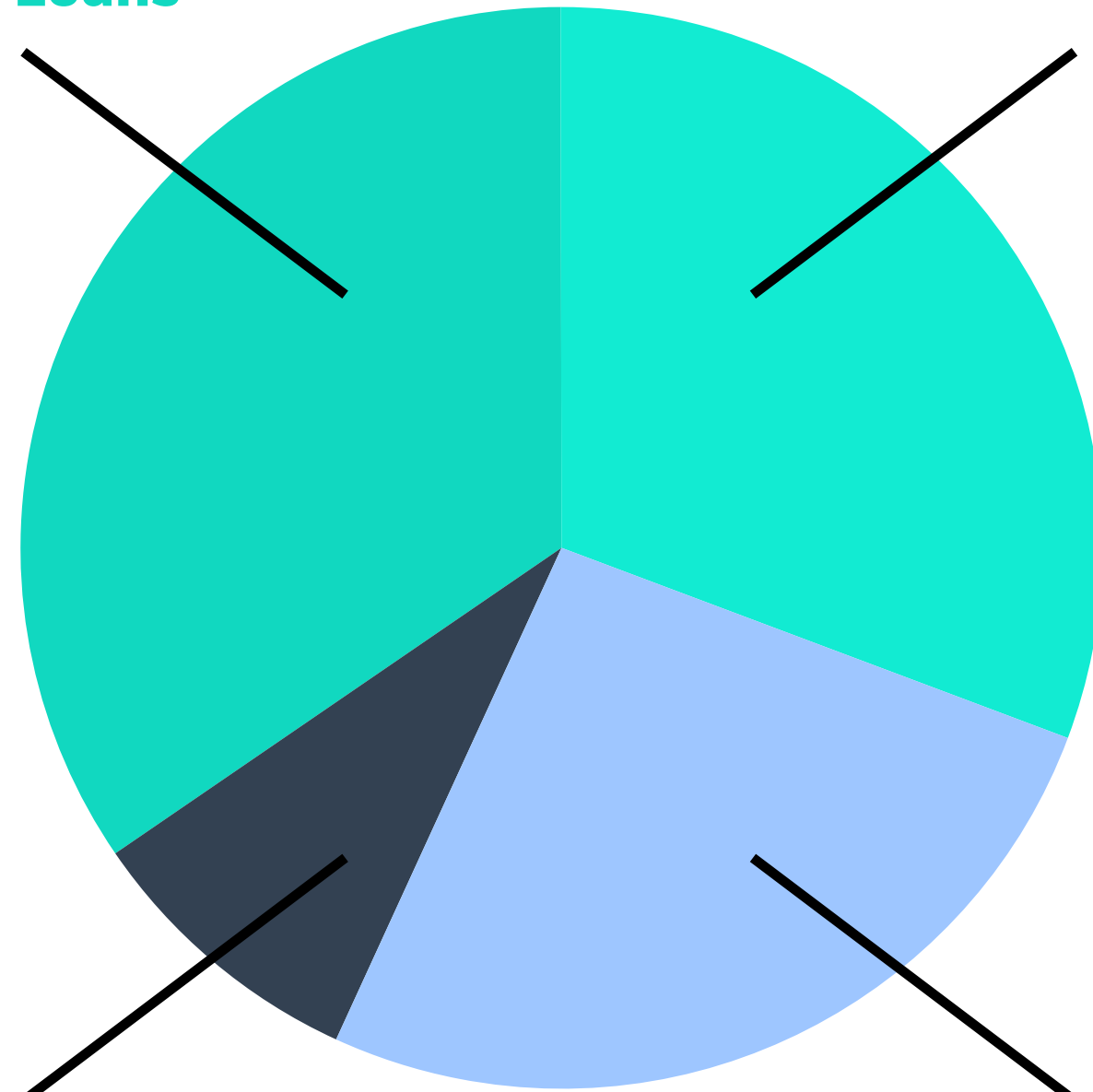


POSITIVE CREDIT
REPORTING

4.4 million applications for consumer credit expected in the next six months.

1.53M
Personal Loans

1.36M
Credit Cards



374,000
Auto Loans

1.15M
Home Loans

A Significant opportunity exists for Wisr.

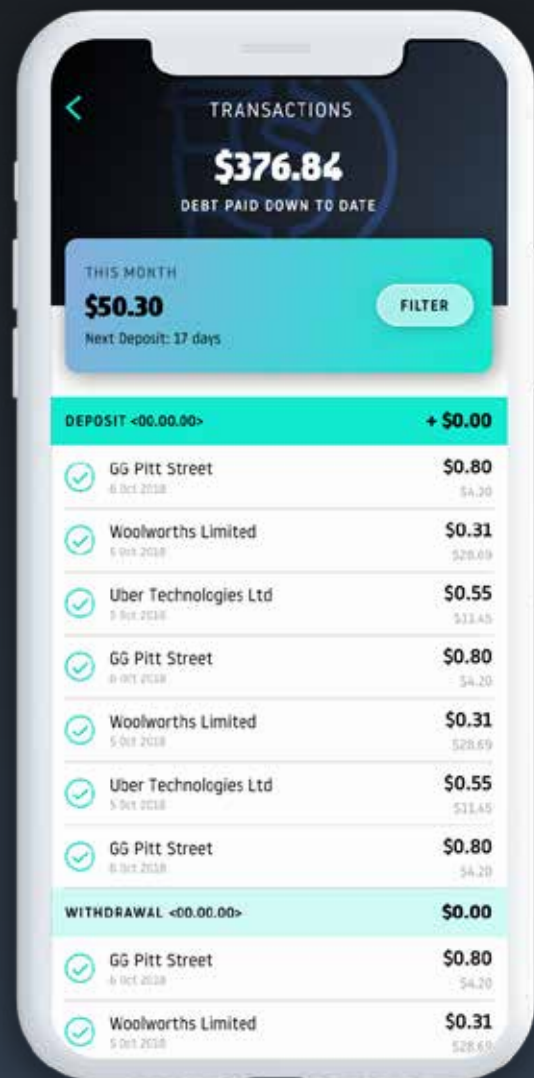
Approximately 3 million personal loan applications expected per annum.

0.22%
(CURRENT WISR PENETRATION)

Wisr personal loan applications in FY19 as a share of potential expected personal loan applications.



Using customer transaction data for better outcomes.

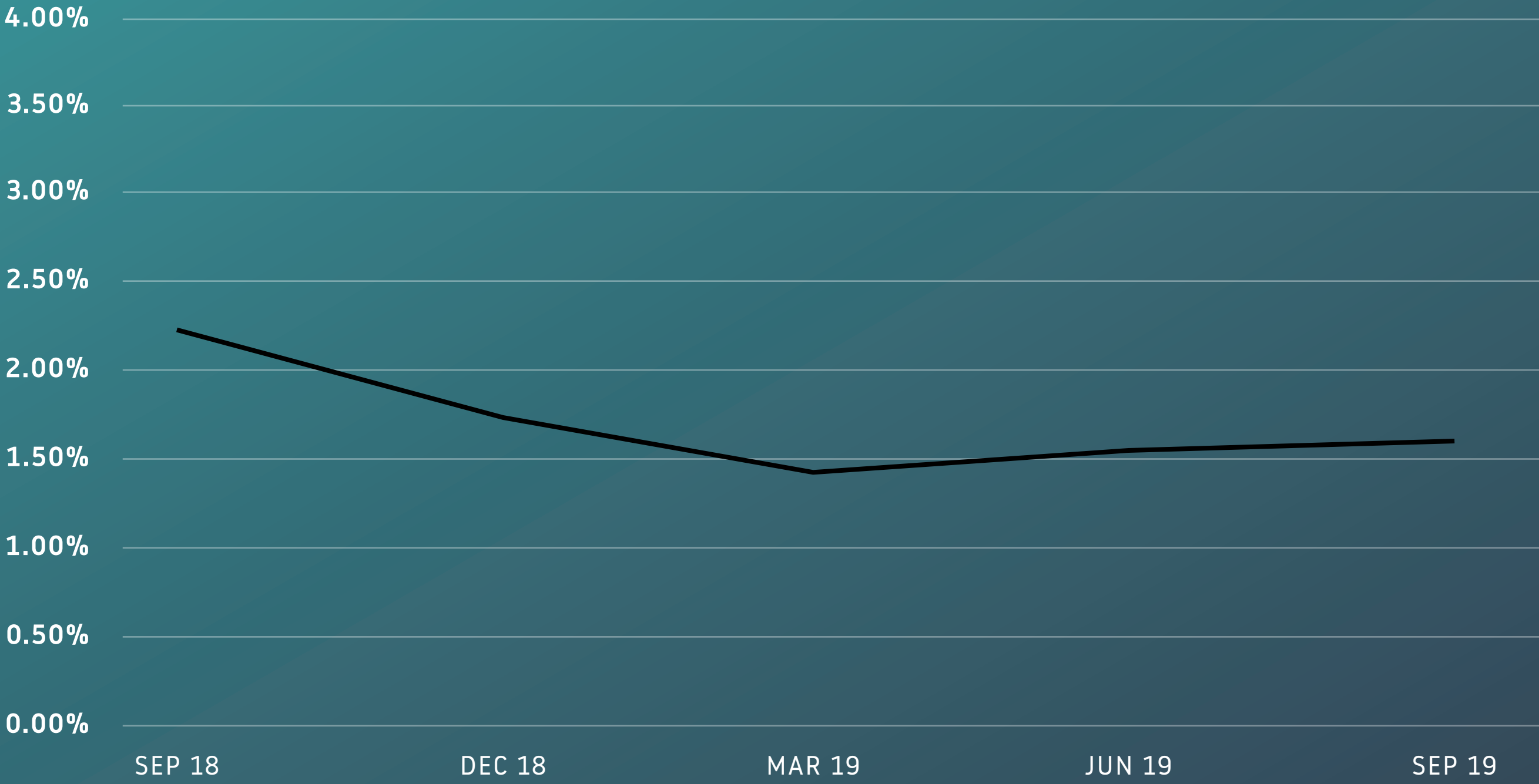


WISR INTELLIGENT CREDIT ENGINE
(ICE)

- Using over 250 unique data points
- Reinforces our commitment to ethical, responsible lending
- Automatically verify income and liabilities
- Identify undisclosed liabilities
- Faster verifications
- Deeper understanding of the customer

Credit quality: bank level underwriting capability.

90+ day delinquencies (%).



Year on year loan origination growth.

\$80m

\$60m

\$40m

\$20m

0

\$3.6m

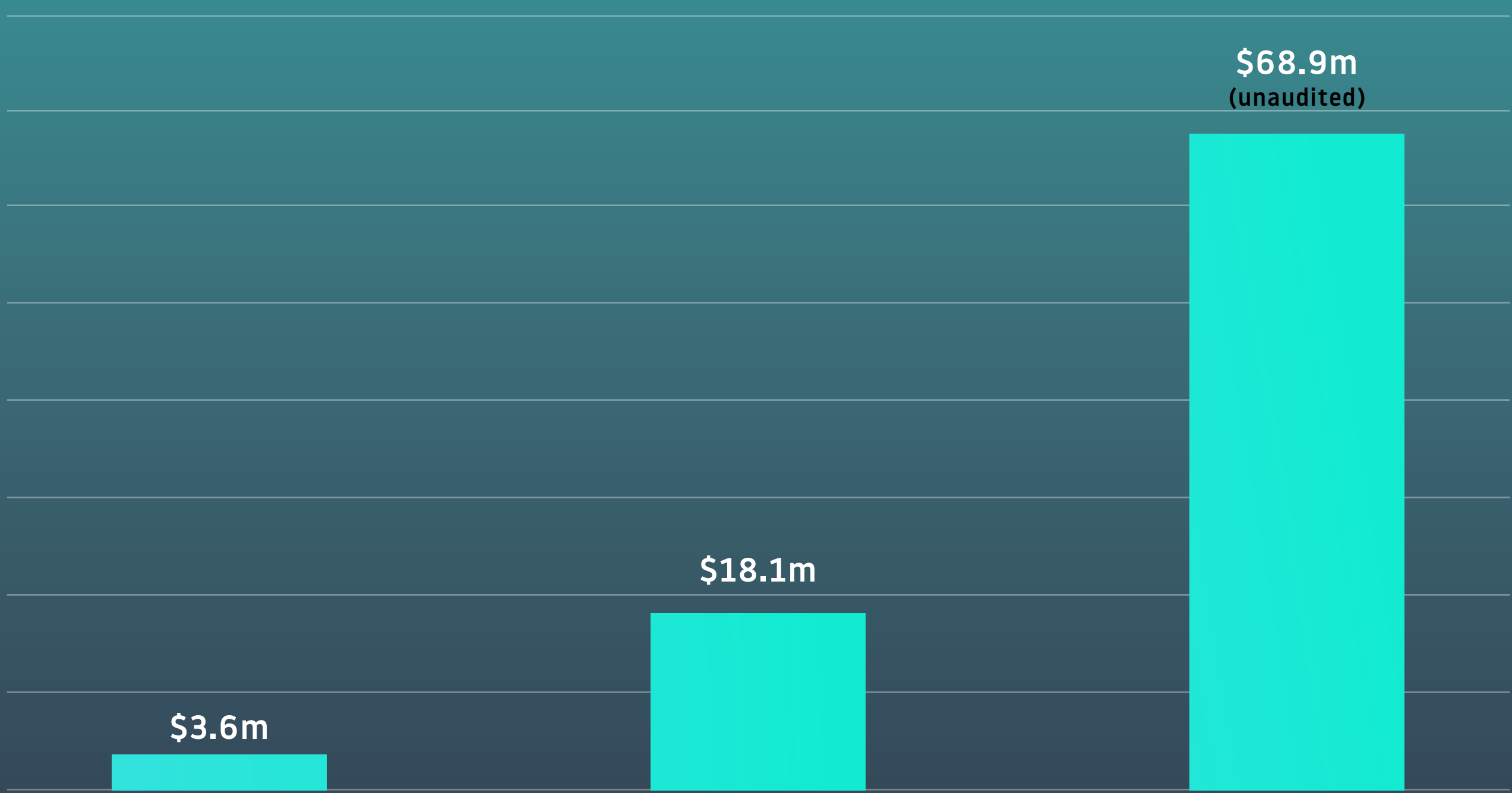
FY17

\$18.1m

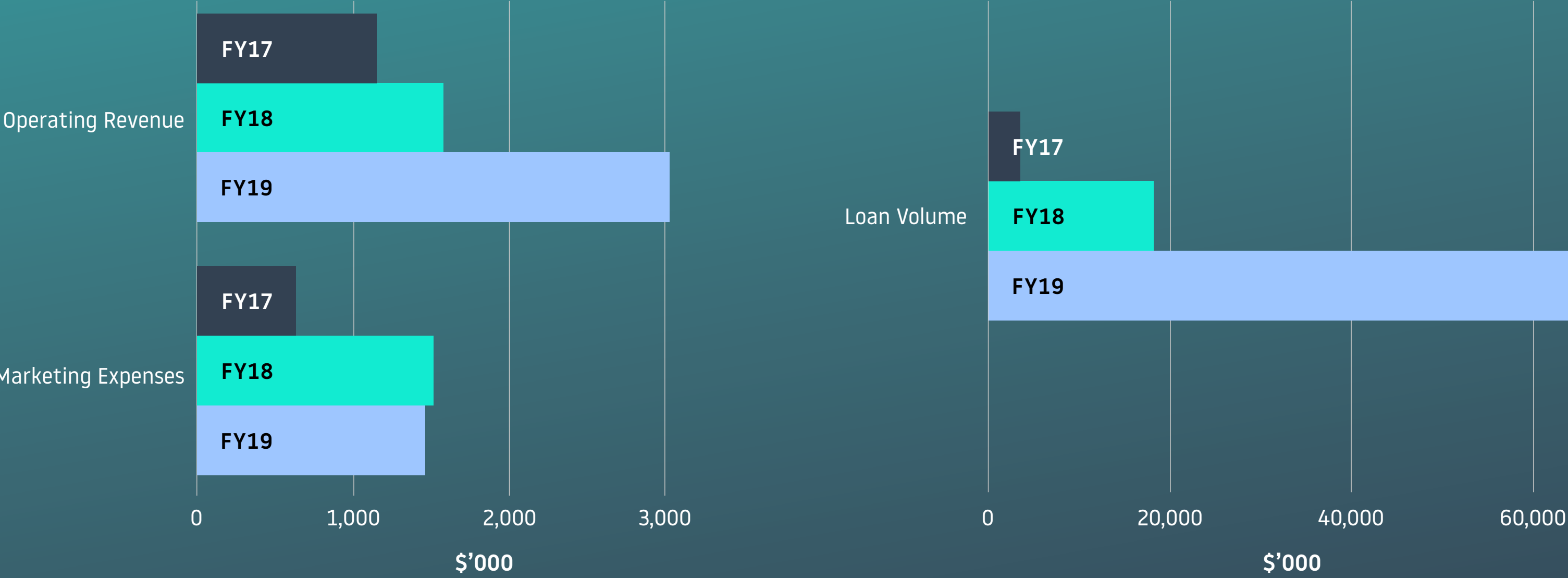
FY18

\$68.9m
(unaudited)

FY19



Building market leading unit economics.



EFFICIENCY AND MARGIN IMPROVEMENT

Wisr continued the efficient scaling of its core personal loans business, delivering 281% loan volume growth and 91% revenue growth despite reducing marketing spend by 4%.

Business evolution.



PHASE 1: FY17-18 **“FOUNDATIONS”**

- Build market leading proprietary technology to manage end-to-end customer experience.
- Build the right team to deliver the 5 year vision.
- Utilise a low margin, capital light off balance sheet funding model to scale.
- Demonstrate we can write \$100M+ in personal loans, with strong credit performance.

PHASE 2: FY19 **“CREATING THE NEO-LENDER MODEL”**

- Create a strong brand that resonates in market .
- Build the beginning of the financial wellness Wisr Ecosystem.
- Demonstrate we can attract tens of thousands of Australians into the Wisr Ecosystem at effective acquisition cost levels.
- Demonstrate we can scale the Company effectively and efficiently.
- Extend the team and culture to build the high performance outcomes required.

PHASE 3: FY20+ **“SCALING THE COMPANY”**

- Diversify our funding structure to significantly increase margin.
- Activate B2B2C channels with strategic partners to reach millions of Australians.
- Aggressively build the Wisr Ecosystem platforms to scale.
- Continue to innovate features and products to remain market leading.
- Launch the Wisr Secured Vehicle Finance product to increase total addressable market.

Wizr Ecosystem highlights.

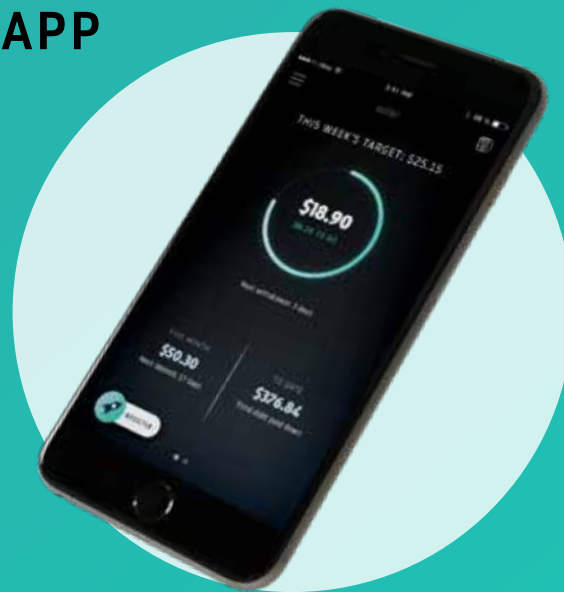
In FY19 Wizr delivered on the preliminary rollout of the Wizr Ecosystem, acquiring over 60,000 Australians to June 30 2019 into its channels. The Wizr Ecosystem includes the launch of a number of individually powerful, and collectively unique products aligned to financial wellness.

WISRCREDIT



- Launched WizrCredit, Australia's first and only credit score comparison site
- 32,000+ compared their credit score in FY19
- Over 40% of users fall in the top credit tiers

WISR APP



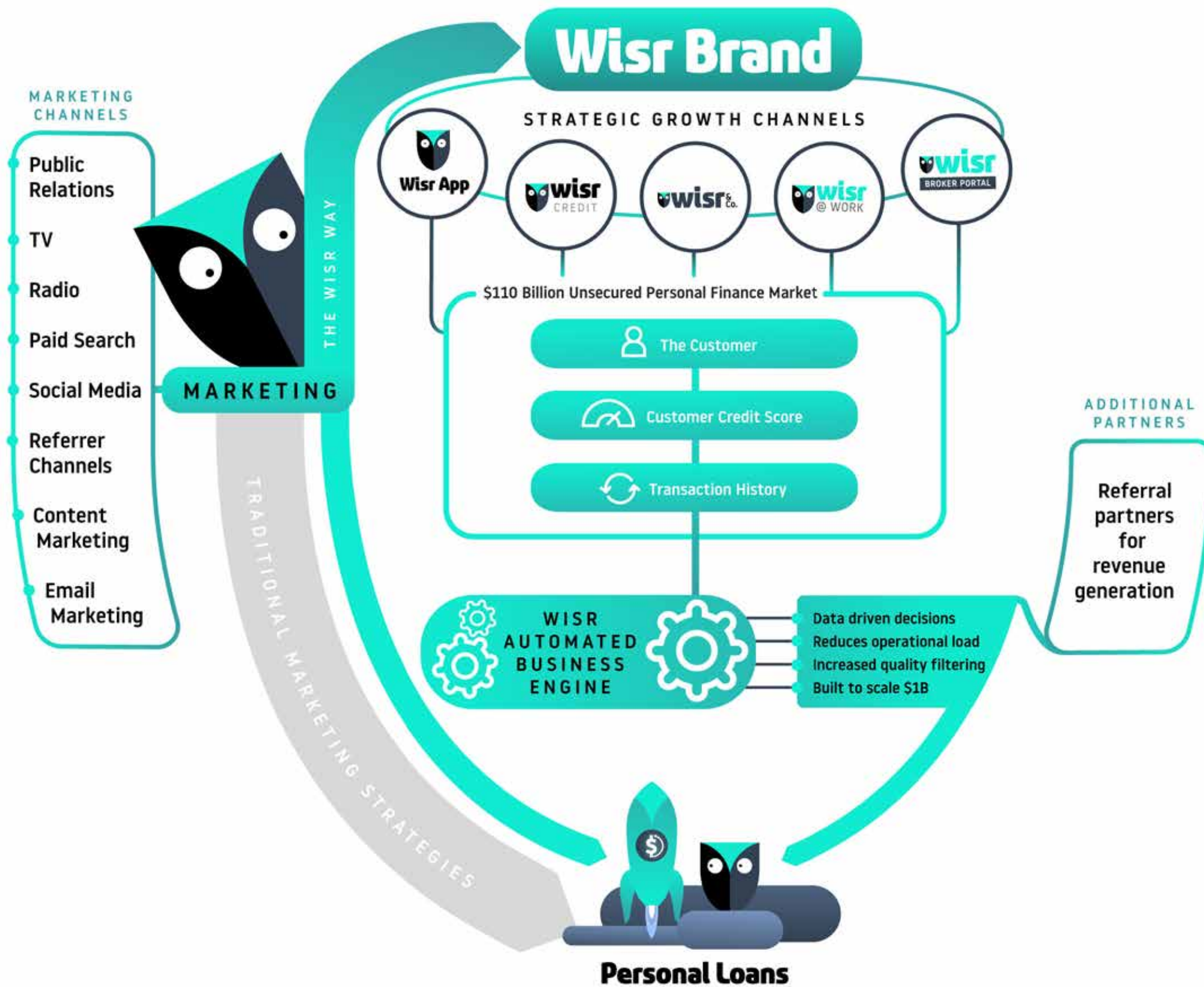
- Launched Wizr App to deliver more financial wellness and encourage debt reduction for more Australians
- 25,000+ Wizr App downloads in its first few months of launch
- Wizr App reached the top 10 in finance on The App Store

PARTNERSHIPS



- Launched Wizr@Work and Wizr&Co B2B2C partnership models
- Strategic partnership announcements including Smartgroup, HCF and an industry super fund
- Distribution of Wizr products to potentially millions of Australians

The Wisr Ecosystem.



Debt funding model.

SIGNIFICANTLY IMPROVING WISR MARGINS, WITH ROOM TO GROW.

FY16 TO FY17 - ORIGINS

- Peer to Peer model origins
- Retail Fund
- Difficult to scale
- Low margin

FY18 TO FY19 - WISR 1.0

- Initial wholesale funding
- Capital light
- Platform play
- Scalable
- Off balance sheet
- Low margin
- Management fee structure

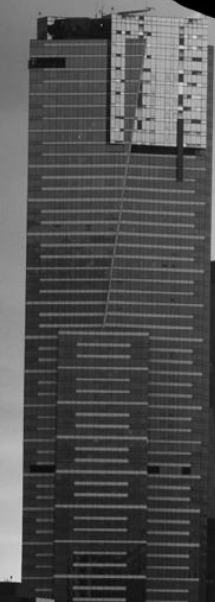
FY20 ONWARDS - WISR 2.0

- Hybrid model including WISR 1.0
- Diversification of debt funding models through new structures and facilities
- NIM Model
- Significantly improved loan unit economics
- Provides clear runway for growth
- Provides avenue for WISR to launch more lending products





Business update.



Recent Highlights:

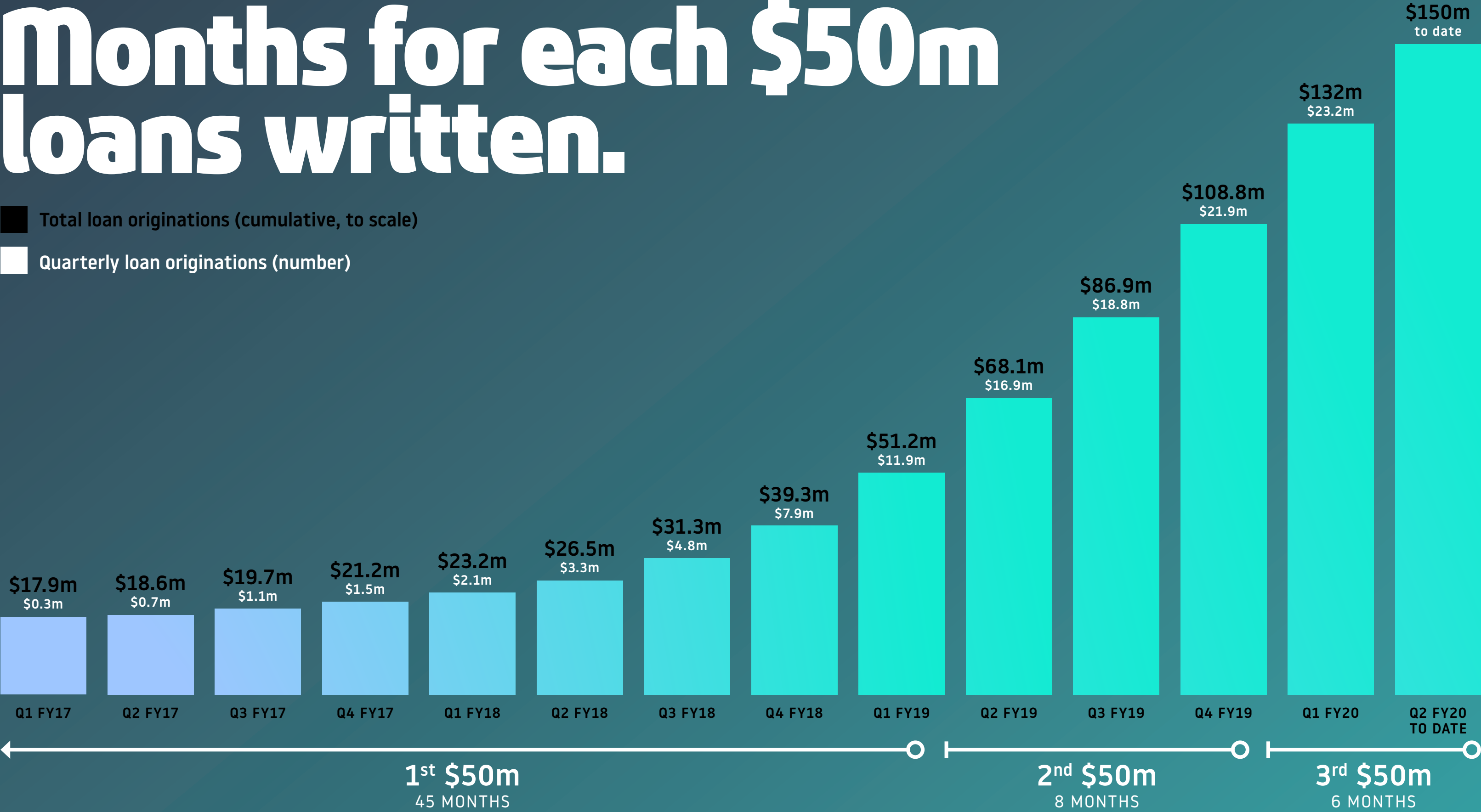
Delivering on Plan so far in FY20

1. Executed NAB partnership deal:
which will on average more than triple current margin for the Company
2. **\$150 million total loans now written**, and approaching \$150 million run rate
3. Successful **Launch of New lending product**: secured vehicle finance generating first revenue in Q1FY20, significantly increasing Opportunity size for Company
4. Rollout of **Smartgroup partnership now generating revenue**
5. Significant **product upgrade with major release of the WisrCredit**
6. Successful **release of Wisr App for Android** (100% coverage of market now)
6. Appointment of new **Chief Risk and Data Officer**, from CBA



Months for each \$50m loans written.

Total loan originations (cumulative, to scale)
 Quarterly loan originations (number)

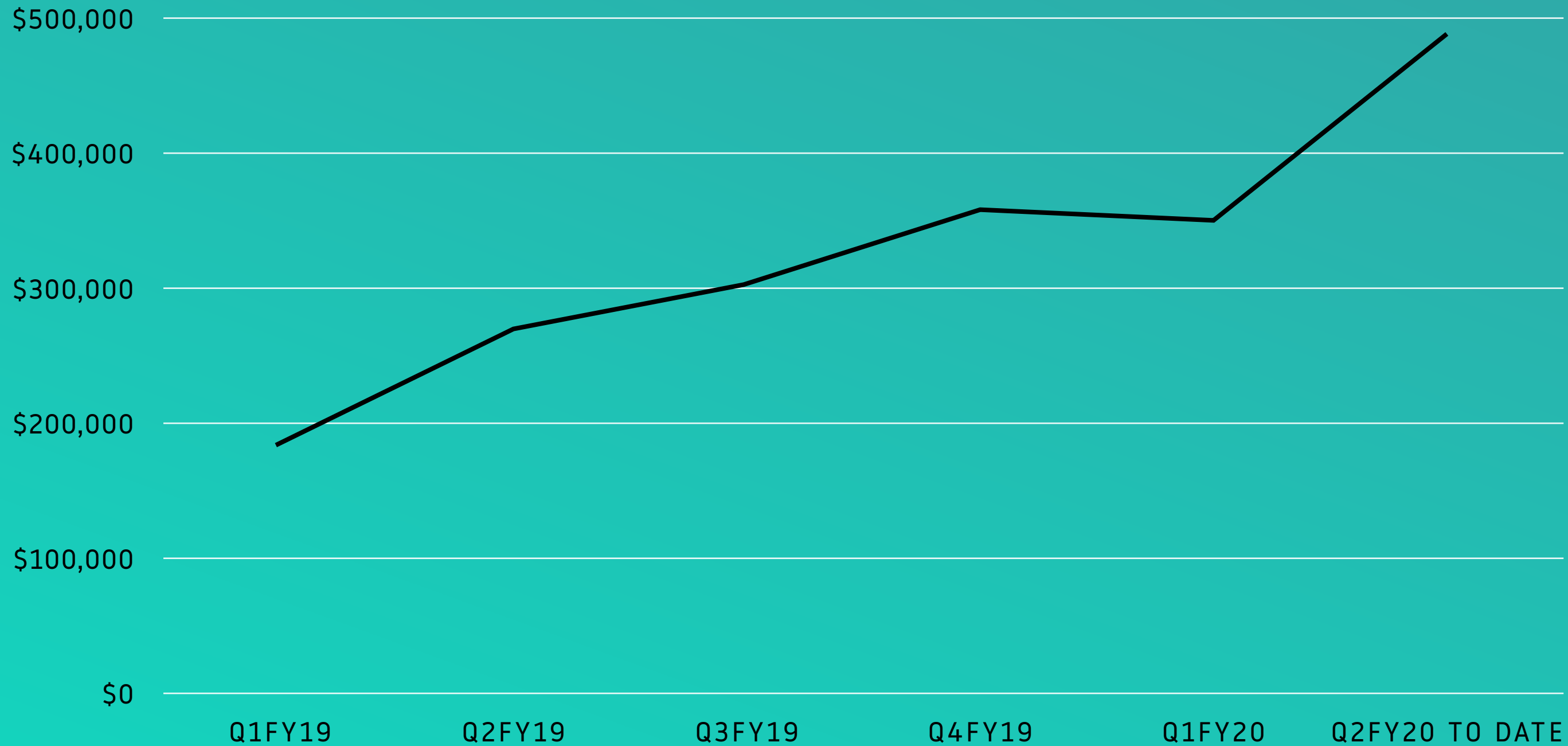


1st \$50m
 45 MONTHS

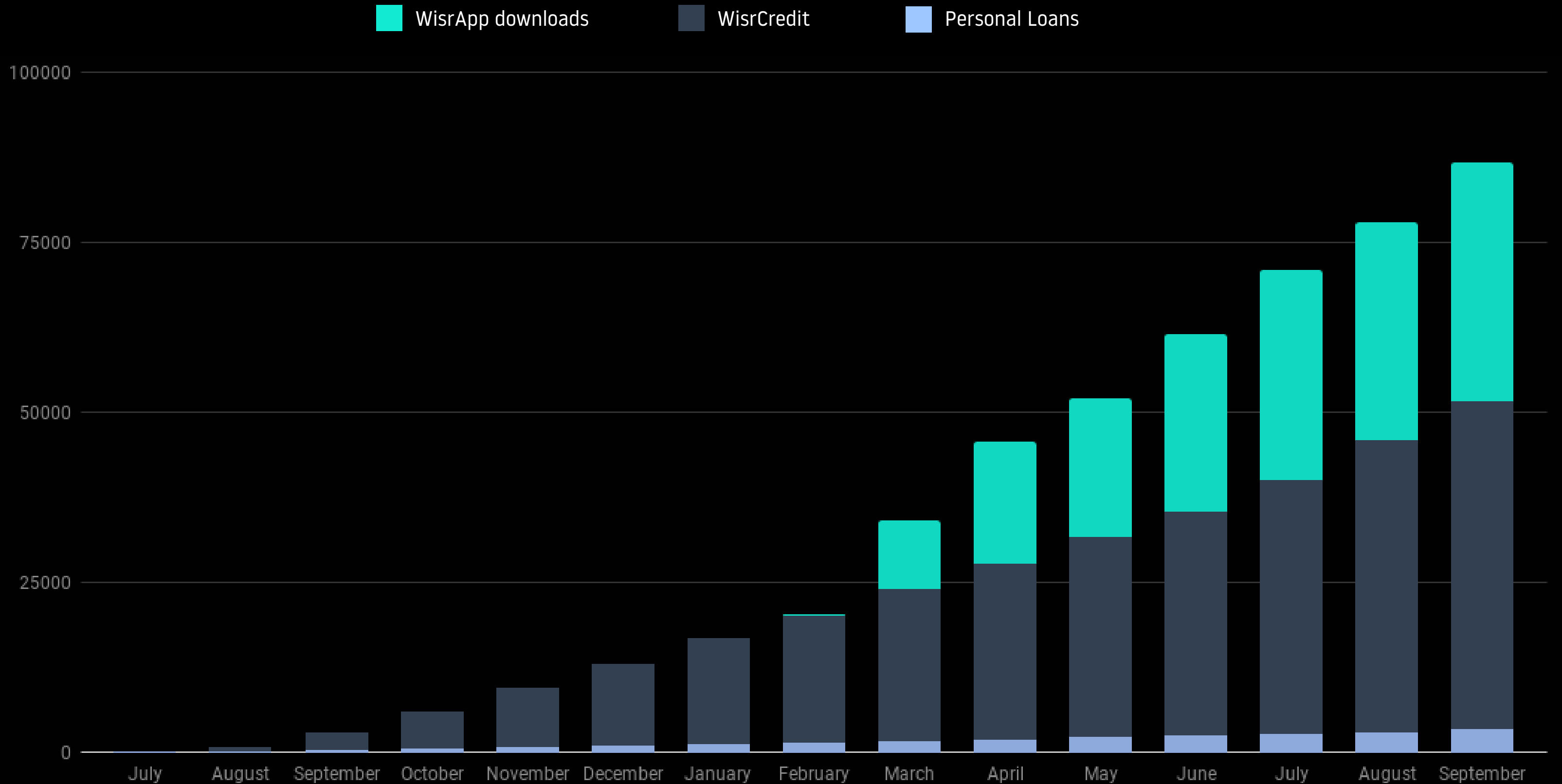
2nd \$50m
 8 MONTHS

3rd \$50m
 6 MONTHS

Average daily settlements by quarter.



Over 85,000 Australians entered the Wisr Ecosystem.



Our growth strategy.

1

SHORT TERM

- Continue to win in our competitive channels through superior tech, a strong brand, go-to-market strategy, customer experience, price point and capability of our highly-talented team – but continually monitor loan unit economics and not chase short-term non-viable loan origination growth (i.e. not spending into ineffective channels to chase loan growth).
- We will aggressively protect capital, credit quality and loan unit economics and grow the company safely.

2

LONG/MEDIUM TERM

- Continue to aggressively ramp the build of our defensible distribution channels as core assets, to provide us with competitive advantage and allow us to win long term.
- Utilise the rich data from our channels to drive increased margin, best in class loan unit economics and conversion to credit products.
- Build our strategic partnerships channel to provide access to the Wisr Ecosystem for millions of Australians.



Business momentum.



LOAN BOOK GROWTH

- Proprietary end-to-end origination platform
- Operational and marketing efficiency
- Ability to rollout new lending services
- Wisr Secured Vehicle Finance product launching in FY20



WISR ECOSYSTEM

- Launched WisrCredit and Wisr App B2C products
- Introduced over 85,000 new customers into the Wisr Ecosystem
- Launched Wisr@Work and Wisr@Co to enable strategic partnerships



DIVERSIFIED DEBT FUNDING

- Capital light platform play to date
- Highly scalable
- Hybrid model in FY20 to significantly improve loan unit economics



STRATEGIC PARTNERSHIPS

- Highly scalable distribution of Wisr Ecosystem
- Founding partnerships with Smartgroup (ASX:SIQ) and HCF
- Opportunity size in the millions of potential customers



smarter,

fairer,

WILSR

Australia's first neo-lender

