



**Australia's first neo-lender**



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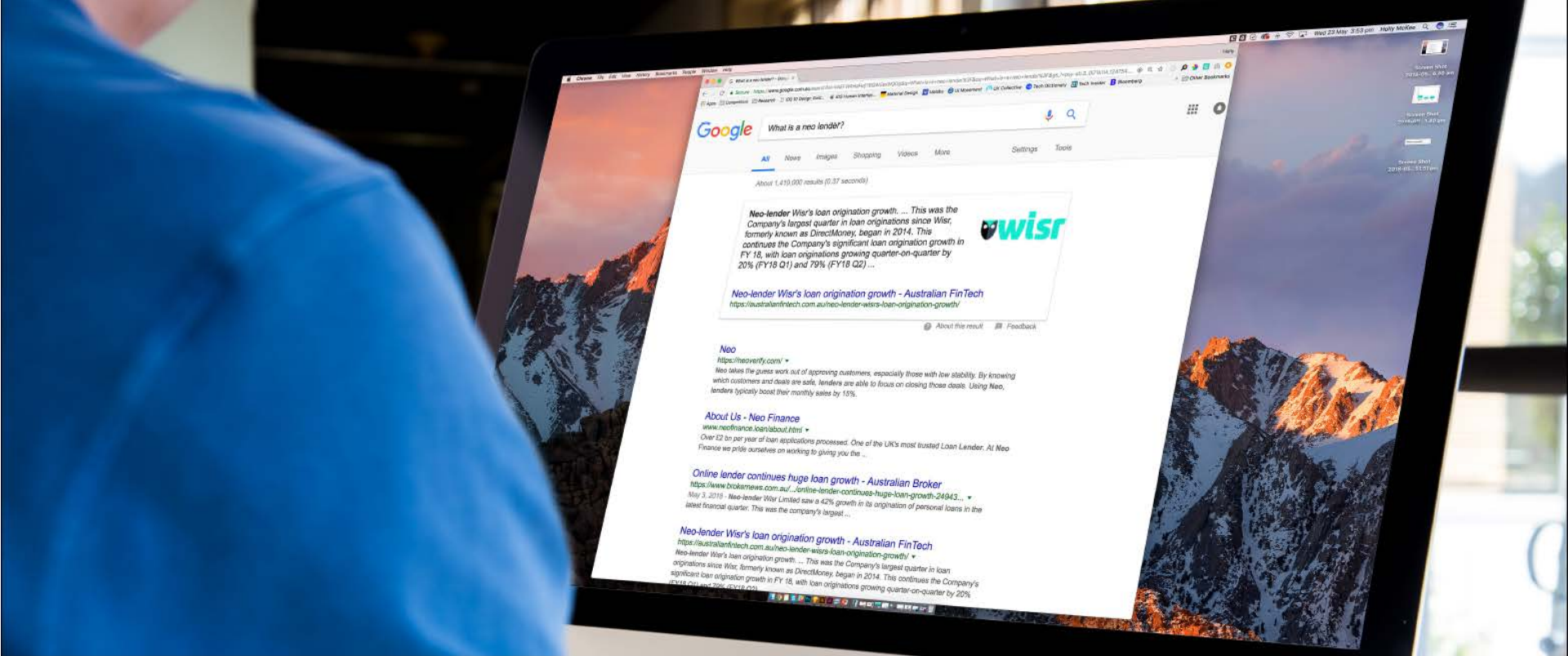
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## **Dollar estimates**

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

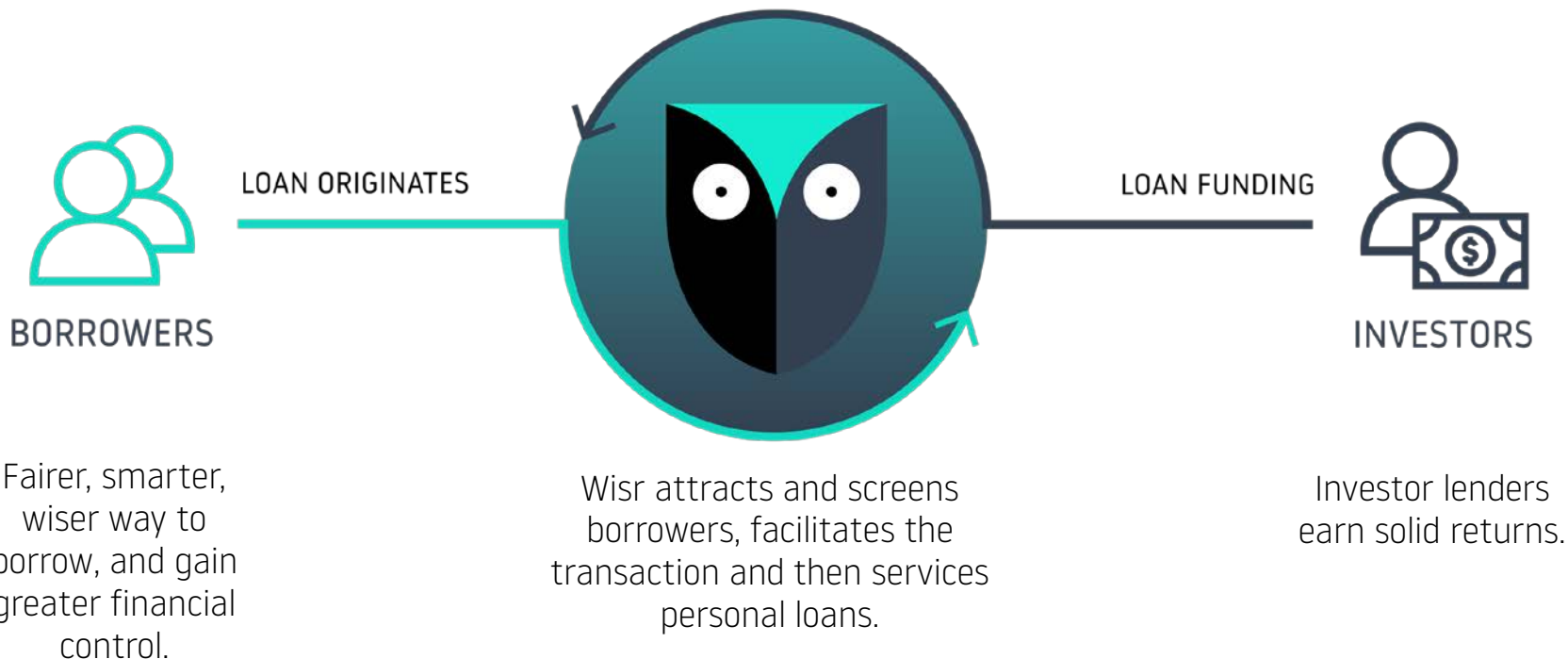


## Peer-to-peer (v1.0) into neo-lender (v2.0)

We've evolved from our heritage as a peer-to-peer lender, allowing us to do more through better technology for more Australians



**Wisr Personal Loans:** \$5k-\$50K, 3-5 year term, risk based pricing (approx. 8%-18%), prime customers



**The Wisr Model is Highly Scalable, Capital Light, Resilient and led by an Experienced Team**



# Thousands of Australians have already chosen a Wizr way to borrow money.



## Young

The average age of a Wizr customer is 25-35 years-old.



## Affluent

The median income for Wizr borrowers is \$86,000.



## Trustworthy

The recent average credit score of Wizr Customers is 711, which is considered a good credit risk. (Australian average is 649\*)



# What our customers are using Wizr for.



## Debt

24.68%

- Historic average 34.89%
- Personal loan consolidation
  - Credit card bills
  - Tax bills



## Investment

22.63%

- Historic average 20.90%
- Shares
  - Gap finance
  - Business investment



## Vehicles

19.11%

- Historic average 13.62%
- New and used motorcars
  - Motorcycles
  - Boats and caravans



## Lifestyle

8.91%

- Historic average 11.33%
- Home renovations
  - Holidays
  - Education

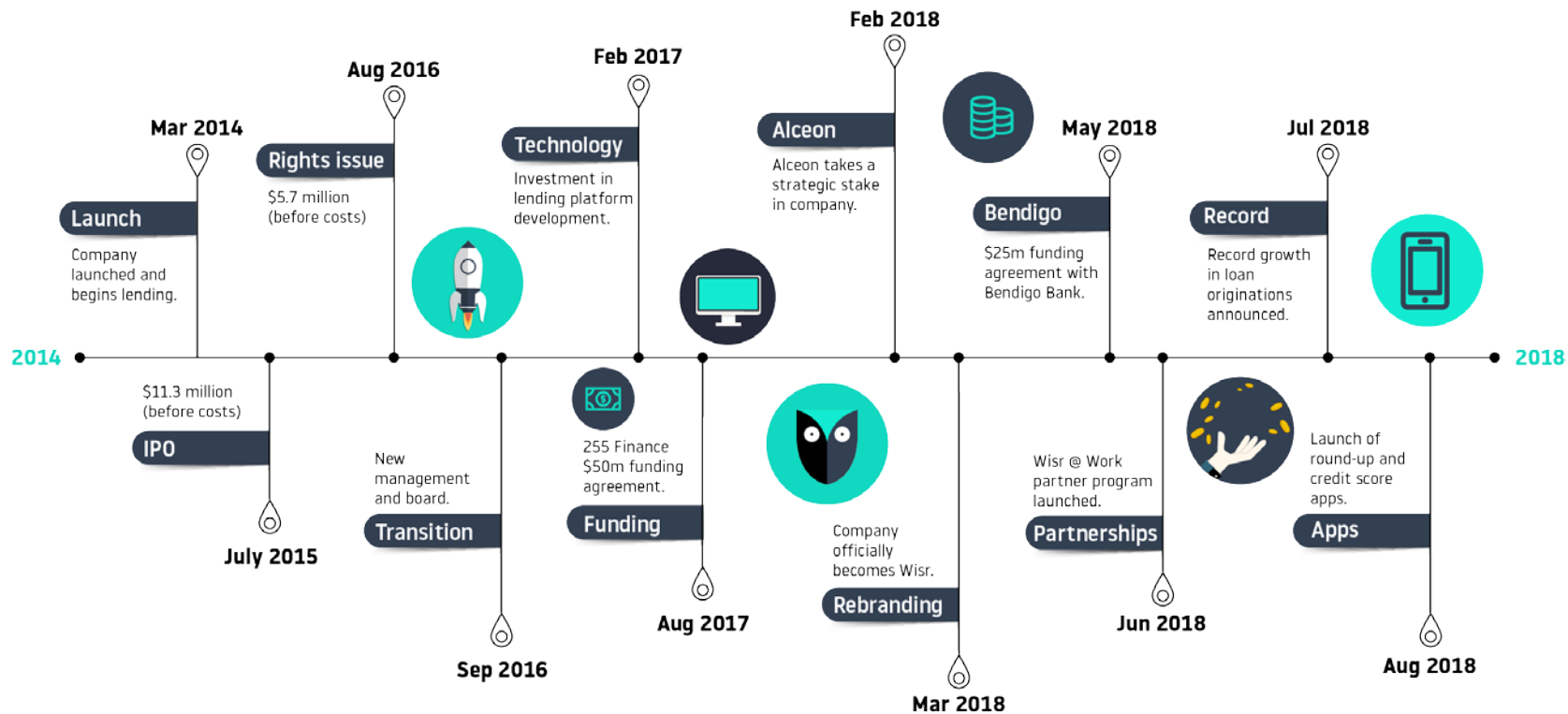


## Other

24.68%

- Historic average 19.26%
- Lending for any worthwhile purpose

During the past 12 months we have seen loan purpose shift from debt-focused, to an increasingly wide range of purposes – including investment, vehicles and lifestyle.

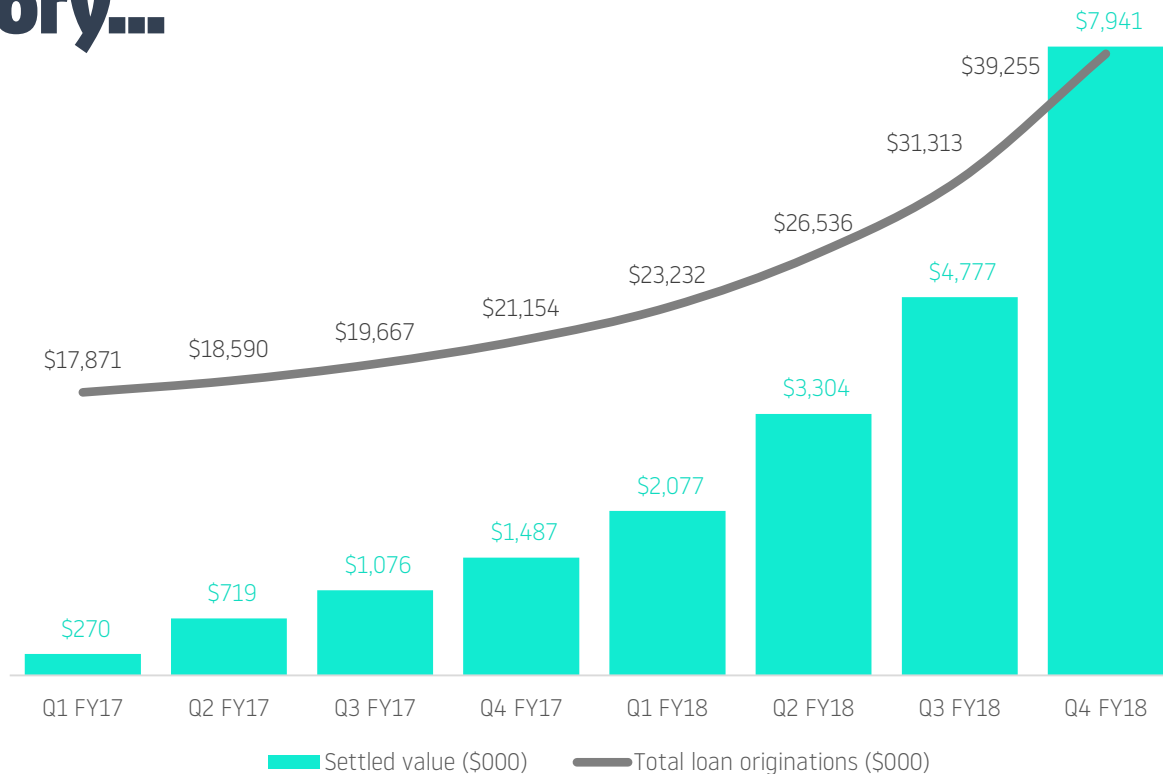




# Our growth story...

Since refocusing the business in early FY2017 we have seen:

- New company focus, management and Chairman
- Annual loan origination growth of 410%
- Now the fastest-growing lender in category



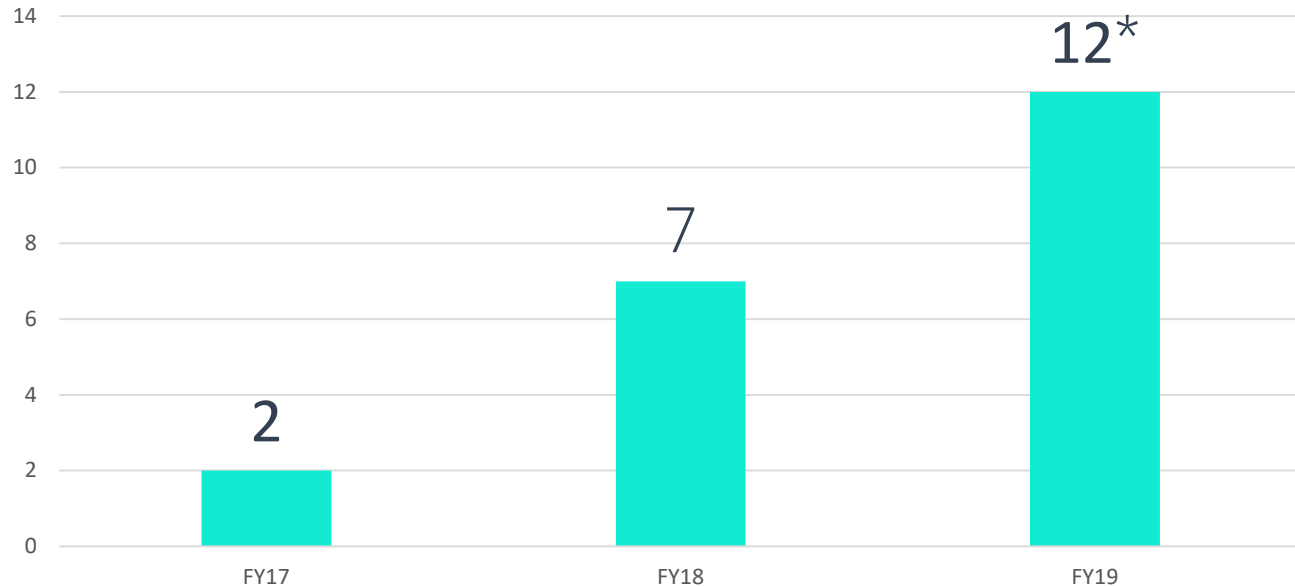


# Strengthening our economics



Our evolution from a peer-to-peer lender in FY17 (with only 2 discreet revenue generating lines) has seen us evolve our business model to find more ways to generate revenue across our business.

**Revenue Generating Business Lines**



\*Projected



# The Wisr Tech Platform

**Unique Wisr Proprietary Tech Platform designed to manage the full end-to-end customer journey**



- Over 80% of customers receive a fully automated outcome
- Developed and perfected over last 3-5 years of lending
- Invested, designed and built to scale to \$1B+ in originations per annum
- Automated integrations with 2 Bureau's and Yodlee bank statements
- Automated credit scorecard and policy components
- Automated quality control and access control
- Automated reporting and analytics
- Automated applicant nurturing and customer management
- Automated 3<sup>rd</sup> party integrations
- Automated fraud prevention mechanisms
- Automated document management and control
- Bespoke Customer Portals with single sign on across products (Wisr App etc.)
- Rapid upscaling, and process improvement built and delivered in-house

*“The whole Wisr experience on my mobile was fast, seamless, beautiful and felt so much not like a bank! It's how I thought banks would be operating by now, but they just aren't ... You guys are doing a great job and we're going to have the most amazing honeymoon thanks to you!”*

*Wisr customer, Michelle, 33, Balmain, NSW*



**The Opportunity**



# \$49.5b

PL addressable  
market in Australia

# \$110b

Consumer finance  
market

Australian Bureau of Statistics,  
Personal fixed loan commitments  
April 2017-March 2018

In countries such as the United States, online fintech lenders like Wisr have already captured a 32% share of personal lending. Locally our industry is **doubling in size every year.**

Fact versus Fiction: FinTech Lenders,  
TransUnion, 2017.

# And the average Australian household has \$17,750 of addressable personal debt, led by personal loans ...

① **\$7,750**

Personal loans

③ **\$4,750**

Credit card debt

② **\$5,250**

Student loans

④ **\$2,750**

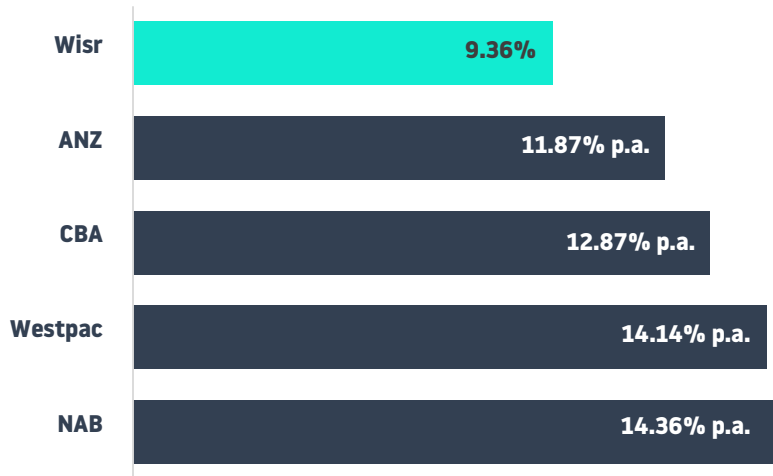
Other





# We offer a better alternative to the major lenders ...

# ... and a fairer deal than credit card companies.



According to ASIC, in almost half of all cases Australians are worse off when choosing a credit card balance transfer.

- 15.7% increased total debt by more than 50%
- 15.9% increased total debt by 10 to 50%
- 15.3% maintained approximate debt level

Rates as of 16 July 2018. All rates are based on a \$30,000 unsecured loan with a five year term. The Comparison rates above includes any upfront and monthly account keeping fees. The Wisr rate is available to applicants with strong credit.

ASIC, "Credit Card Lending in Australia", July 2018



# Credit and Operations



# Faster, better credit decisions through our tech



## Bank level credit

Targeting prime customers, with responsible lending.



## Instant verification

Wisr allows for near instant borrower verification.



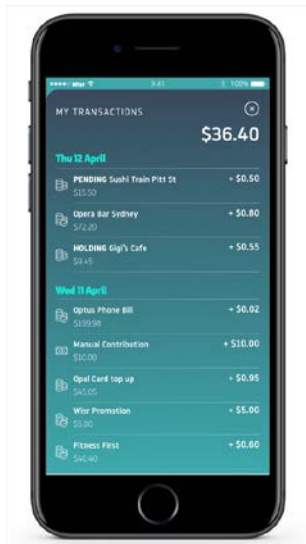
## Highly automated

Over 80% automation across the platform for customers.





# Using customer transaction data for better outcomes



Automated business  
decision engine



- ✔ Keeps us ahead of regulatory changes
- ✔ Reinforces our commitment to ethical, responsible lending
- ✔ Automatically verify income and liabilities
- ✔ Find undisclosed liabilities
- ✔ Faster verifications
- ✔ Deeper understanding of the customer

# Loan Side Investors

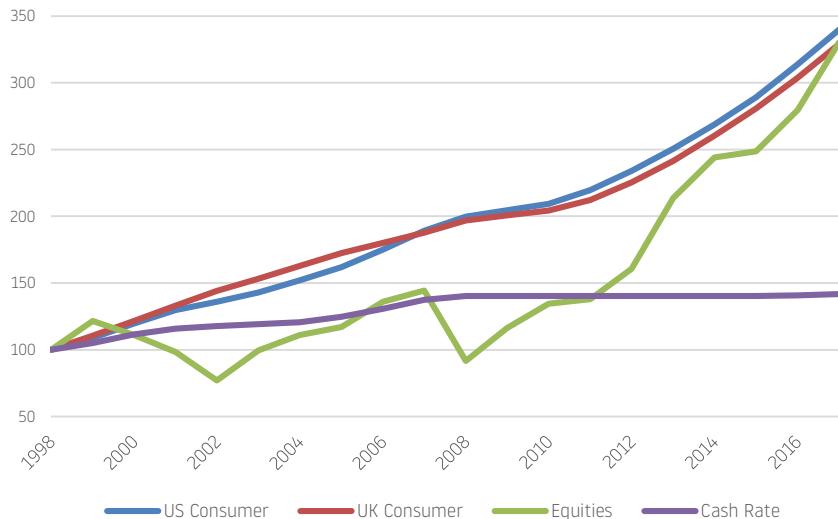




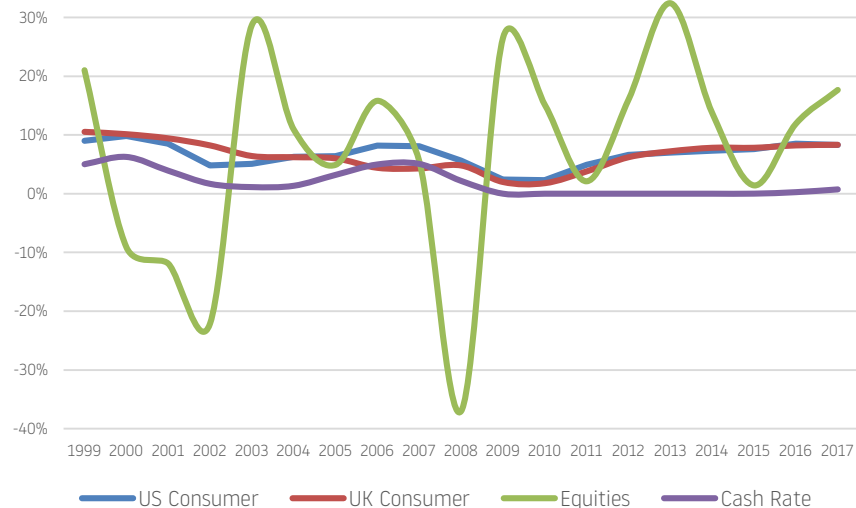
# Strong returns, low volatility

Consumer Lending: 20 years of equities-like yields but less volatility.

## Cumulative returns



## Annual returns



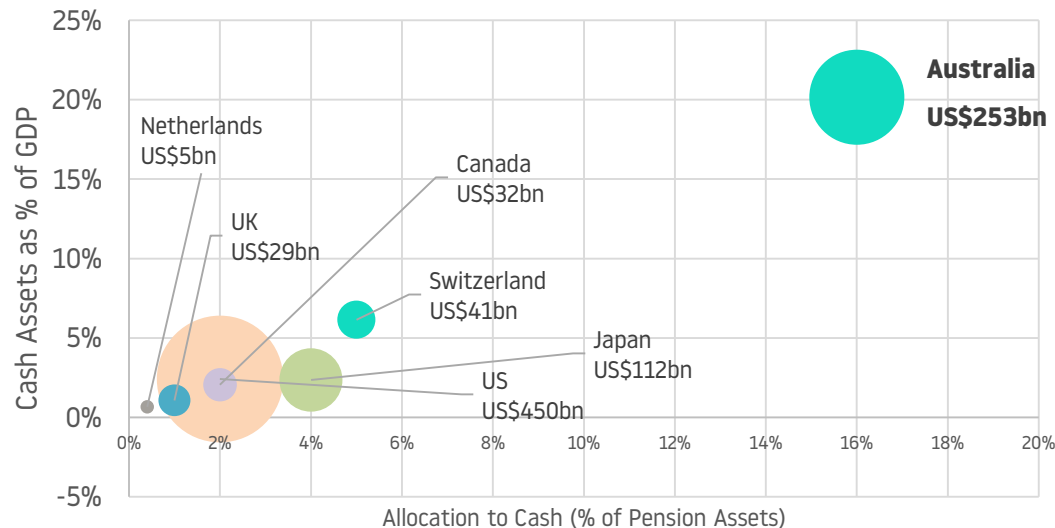


# Attractive asset class

Delivered a **7.5% net annual return** for more than three years. This provides monthly income in a yield hungry environment.

## Vast pools of capital

Australia has more pension assets in cash than any other country.



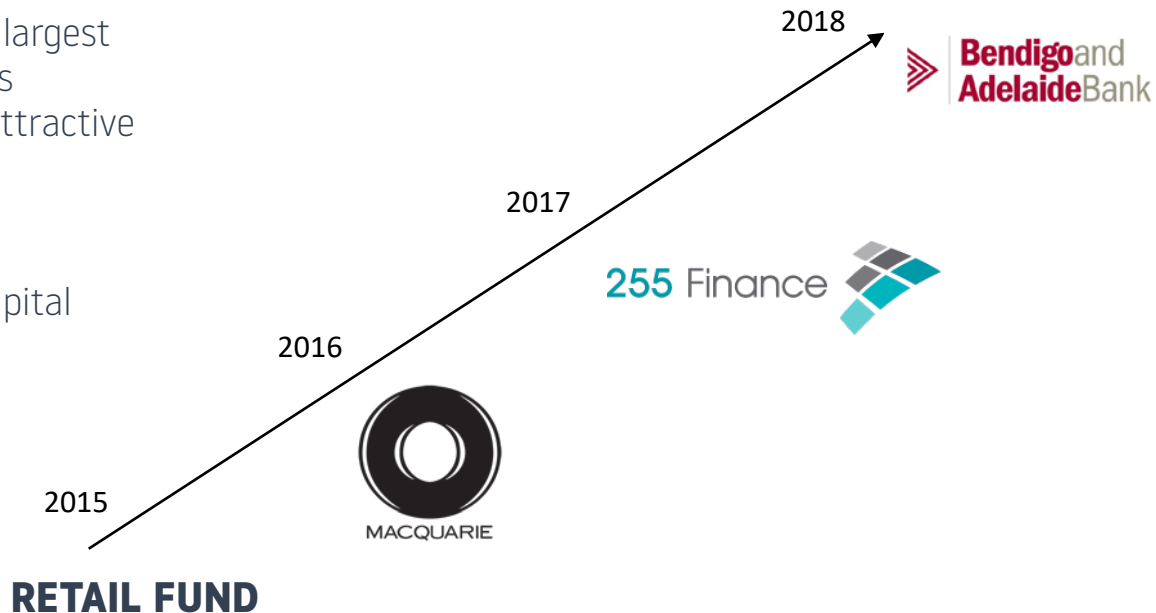
# A growing and diversified investor base



Wisr is supported by some of Australia's largest and most respected financial institutions including asset managers and banks – attractive economics, scalability, resiliency.

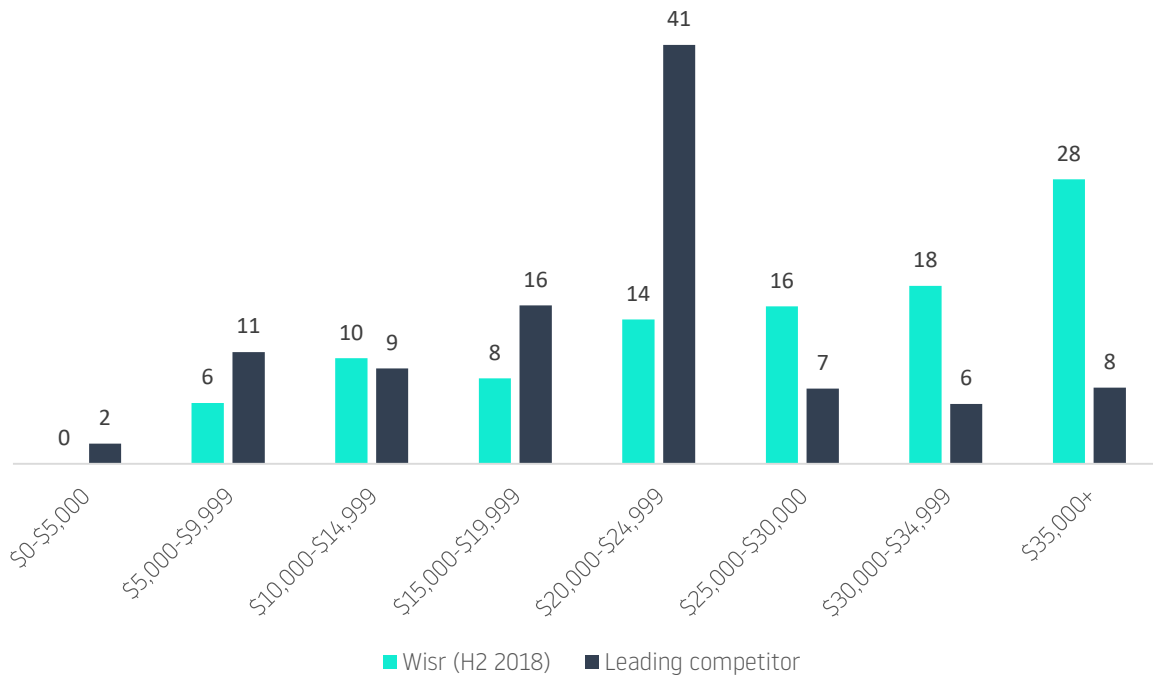
## Funding strategy:

- Increasing access to large pools of capital
- Deep and diverse investor base
- Large buyers with stable funding
- Wholesale and retail mix
- Capital light
- Margin expansion focus





# A more balanced lending portfolio



Unlike some of our other competitors, we have a broad range of borrowers – both by loan purpose and by loan amount. We have also seen growth in higher value loans during the most recent half.

Percentage of total value of originated loans by lending band.

Publicly available loan data from comparable Australian competitor

A graphic featuring two large, white, circular eyes with black pupils, set against a dark blue background. The eyes are positioned on the left side of the frame, looking towards the right. The top of the image has a teal-colored curved shape.

# The Wisr Roadmap

**wisr**



# Regulatory change creates opportunity



## Positive credit reporting

From 1 September 2018 major banks will begin providing a wider range of data to credit agencies.

Potential Wisr impacts include:

- Streamlined loan application process
- Better risk-based pricing
- Heightened interest in credit scores

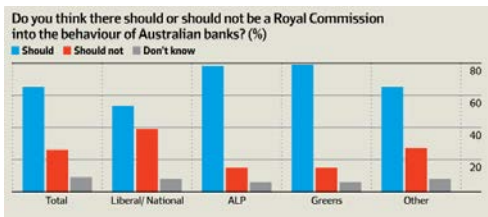


## Open banking

Customers will be able to access credit and debit card, deposit and transaction account data available from 1 July 2019. Personal loans from July 2020.

Potential Wisr impacts include:

- Allows Wisr to receive detailed data
- New products can be created
- Reduction in lending costs



## Royal Commission

Current Royal Commission into banking practices to conclude later this year with interim report expected by September 2018. Potential Wisr impacts include:

- Banks tighten lending practices
- Industry broker landscape changes
- Boost industry competition





# Our growth strategy

- 1 **Short/Medium term:** win in our competitive channels through a superior brand, go-to-market strategy, customer experience, price point and capability of our highly talented team
- 2 **Long term:** Build defensible channels which we own, to provide us with an unfair competitive advantage and a platform to diversify our product offering, increase share of wallet and touch points to more Australians



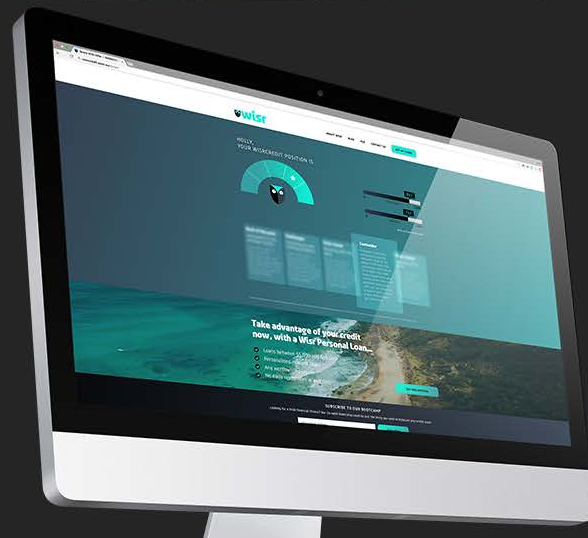
**Wisr App**



**wisr & Co.**



**wisr @ WORK**



**WisrCredit**



# Wisr App.

**Automatically pay down your debt whenever you spend... That's Wisr.**

Wisr App helps you pay back your debts sooner by rounding up your daily transactions to pay off:

- ✔ Credit Card Debt
- ✔ Your Mortgage
- ✔ A Wisr Personal Loan

## Preparing for a changing world of banking



### Superannuation

In just a few years pension companies in the Netherlands have taken a 10% market share in mortgage origination by working with companies like Wisr.



### Retailers

In less than seven years Walmart Canada's lending business accrued banking assets of nearly US\$1.2b.



### Non-banks

In the UK, 24% of all personal loans are now non-bank originated, around 10 billion pounds per year.



### Supermarkets

Tesco's banking arm generates 1.5% of group revenue and 5.55% of total group profit.



# Key takeaways

1. Unsecured online lending is a large and growing market, with Australia a long way behind the established markets (US/UK)
2. The Wisr model is scalable, capital light and resilient, with a proven management team
3. There is a “perfect storm” in Australia for Wisr to take advantage of:
  - Rapid customer adoption and likely market share increase by fintech lenders
  - Regulatory change assisting competition with introduction of positive credit reporting and open banking
  - Wisr’s unique proprietary platform offers partnering opportunities not seen before in Australia, as new parties take advantage of consumer distrust of banks.
4. Wisr has a compelling strategy to deliver growth and build long term defensible channels that significantly drive enterprise value
5. Wisr offers significant value & a compelling strategy for growth when compared to its peers both locally and internationally

 **owwiser** a fair way  
to financial  
wellness