ASX RELEASE

Wisr delivers 54% growth in loan originations

Continued execution of growth strategy with NIM expansion, improved arrears and reduced net losses

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Sydney, 30 October 2024 - Wisr Limited (**ASX: WZR**) ("**Wisr**", or the "**Company**") is pleased to provide a market update for the quarter ending 30 September 2024 (**Q1FY25**).

The first quarter of FY25 highlighted Wisr's commitment to growth, marked by a 54% increase in loan originations to $77.3M (Q1FY24: $50.1M). Additionally, Wisr successfully reduced 90+ day arrears to 1.40% (Q4FY24: 1.58%) and net losses to 2.06% (Q4FY24: 2.75%). Continued portfolio NIM expansion of 29 bps to 5.64% (Q1FY24: 5.35%) was achieved from ongoing front book repricing initiatives and improvements to funding margins.

Loan book:

- Loan originations of $77.3M[1], a 54% increase from Q1FY24 ($50.1M) and a 40% increase compared to the prior quarter ($55.2M), reflecting Wisr's first full quarter of executing its return to growth strategy
- Secured vehicle loan originations increased by 67%, and personal loan originations increased by 49% compared to Q1FY24, underscoring the significant market opportunity for continued scaling
- Loan book of $753M[1], reflecting a 15% decrease from $887M in Q1FY24, attributable to the deliberate moderated growth strategy implemented in FY24. The loan book saw a 2% decline compared to the previous quarter
- Loan book average credit score remained strong at 782[2] (Q1FY24: 780)
- 90+ day arrears of 1.40%, an improvement from Q4FY24 (1.58%), reflecting the continued credit strength of the loan portfolio and the impact of improved collections processes
- Net losses of 2.06%, a reduction of 69 bps from Q4FY24 (2.75%)

Operations:

- Portfolio yield 11.12% (Q1FY24: 10.33%), front book (Sep-24 run rate) yield 12.76% (Sep-23: 12.68%)
- Portfolio Net Interest Margin ("NIM")[3] 5.64% (Q1FY24: 5.35%), front book (Sep-24 run rate) NIM 6.47% (Sep-23: 5.69%)

1 Q1FY25 financial metrics and performance are unaudited.

2 Total loan book average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off.

3 NIM defined as loan book yield less finance costs, excluding Corporate facility interest cost and hedge accounting impacts.

- Quarterly revenue decreased to $22.5M[1] (Q1FY24: $24.3M) due to the reduction in loan book during previous moderated growth settings

Funding and capital:

- Unrestricted cash of $23.7M, a 17% increase on Q1FY24 ($20.3M)
- Two warehouse facilities are in place to support originations with a total commitment value of $650M and an undrawn capacity of $194M
- Both warehouse facilities were renewed in the quarter with improved pricing
- From the $50M corporate facility announced in May-24, a further $15M remains available to fund the Company's ongoing growth plans

Customer:

- Customer Net Promoter Score +72 (Q1FY25)
- Wisr has facilitated the payment of $33.1M in extra loan repayments and $9.5M in round ups on customer debt

Leadership Commentary:

Mr Andrew Goodwin, Wisr's Chief Executive Officer, said, *"We are delighted to deliver our first full quarter of growth since pivoting from moderated growth settings in FY24. These results were headlined by a significant increase in loan originations to $77.3M, reflecting a 54% increase from the prior corresponding period."*

"Maintaining the prime quality of Wisr's loan book was a focus during this period, and we were pleased to see improvements in yield while maintaining a strong average credit score of 782. Our continued work enhancing collections processes reduced 90+ day arrears to 1.40%, down from 1.58% in the previous quarter. In addition, we saw a reduction in net losses to 2.06% from 2.75% over the same period."

"Looking ahead, as we focus on growing loan originations and our loan book in FY25 and beyond, we are encouraged by significant improvements in our unit economics. Notably, portfolio yield increased by 79 bps to 11.12% (vs. pcp), led by key pricing initiatives on the front book. The uplift in yield, combined with improvements in warehouse facility pricing, increased our front book NIM by 78 bps to 6.47% (vs. pcp), positioning the Company strongly to continue growth while scaling the business towards profitability and a self-sustaining capital position," concluded Mr Goodwin.

Performance Rights

At the end of the quarter, 29,332,888 performance rights issued to employees under the Company's long-term incentive plan, vested. None of these rights have yet been exercised.

Investors

The Wisr Investor Hub is a dedicated platform for investors to learn more about Wisr and contains Wisr's Annual Reports, announcements, share price data as well as other updates. Sign up here.

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

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About Wisr Limited
Wisr (ASX: WZR) is a purpose-built Australian fintech lender. The proprietary Wisr platform combines digital lending along with financial tools and features to help Australians pay down debt, access credit, better understand their financial standing and make smarter money decisions. For more information, visit www.wisr.com.au