



COMPANY UPDATE

Q1FY27

OCTOBER 2026



Wiser now expects to deliver **FY27 Cash NPAT of at least \$7.0M¹**, an upgrade from original guidance of at least \$5.0M

This expected improvement will be driven by continued loan origination and loan book growth, operating leverage, disciplined cost management and productivity gains from Wistr's investments in automation and technology

Wirs also expects **Cash NPAT to grow substantially in FY28** as the business benefits from increased scale and further operating leverage

Wisir holds \$97.9M of carried-forward tax losses, providing a future benefit by reducing Wisir's effective tax rate, and supporting strong cash generation as taxable profits are achieved

Guidance track record

FY25

Upgraded



Exceeded

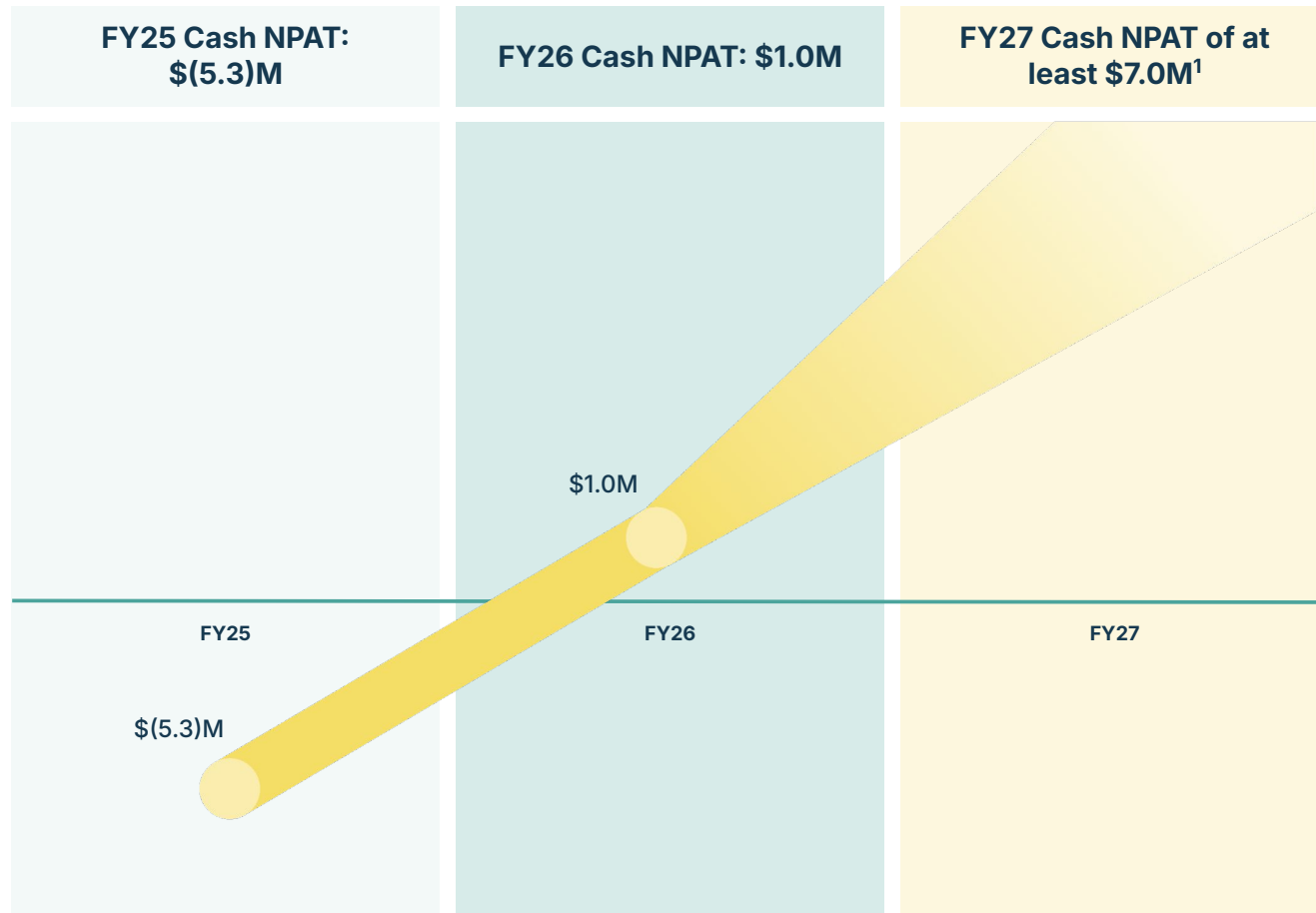


FY26

Upgraded



Exceeded



2



Record loan origination volume

\$1 Billion annual run-rate

\$125M

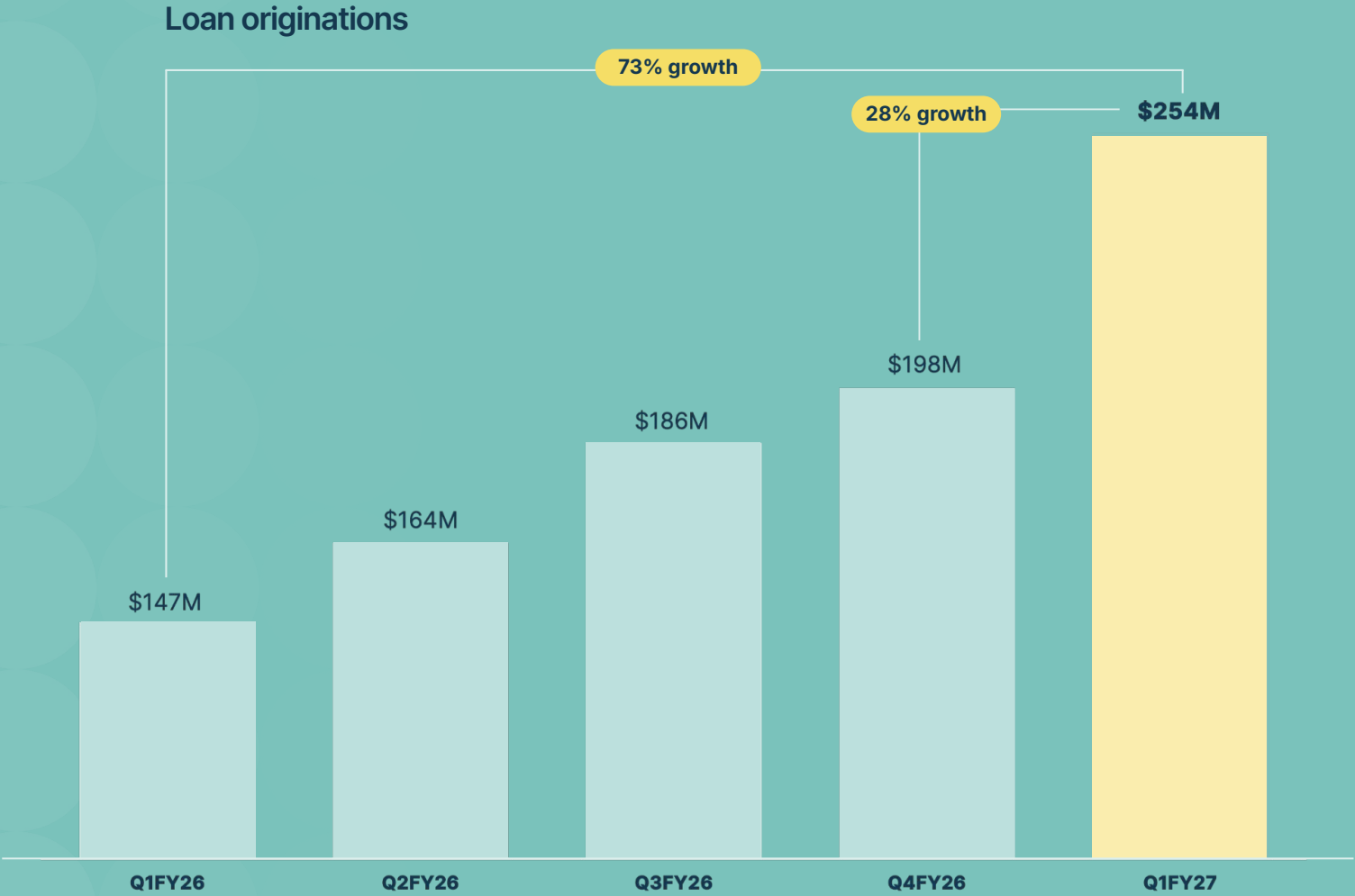
Personal Loan
Originations

↑35%
(Q1FY26: \$93M)

\$129M

Secured Vehicle Loan
Originations

↑138%
(Q1FY26: \$54M)





Loan book surpassed \$1.2 Billion

Up 40% on sustained momentum

\$710M

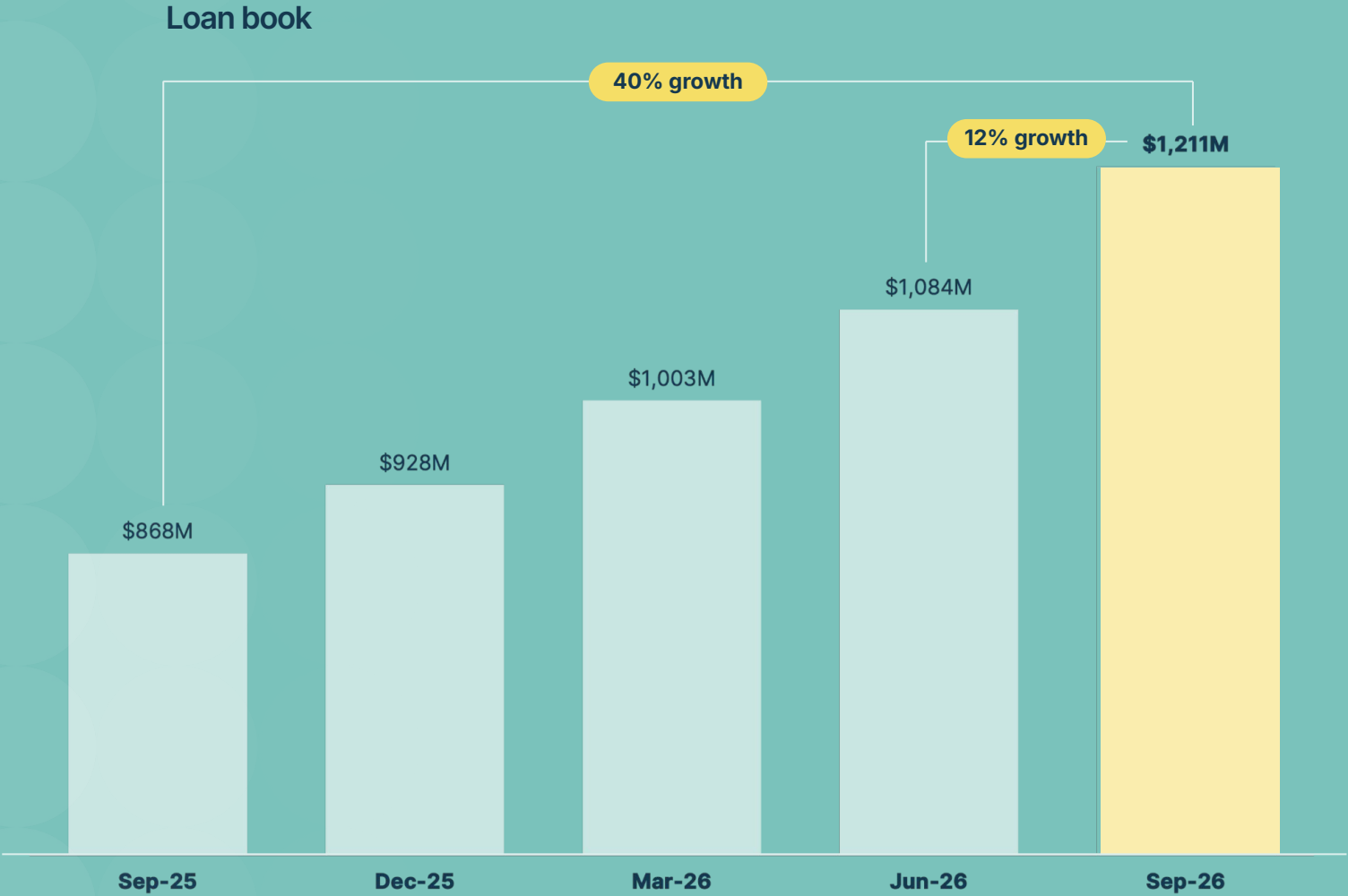
Personal Loan Book

↑27%
(Sep-25: \$559M)

\$501M

Secured Vehicle Loan Book

↑62%
(Sep-25: \$308M)





Q1FY27 key results

LENDING	FINANCIAL		CUSTOMER
\$1,211.0M Wisr loan book as at Sep-26 ↑ 40% (Sep-25: \$867.6M) ↑ 12% (Jun-26: \$1,084.0M)	11.03% Portfolio yield ↓ 11 bps (Q1FY26: 11.14%) ↑ 3 bps (Q4FY26: 11.00%)	\$33.1M Revenue ↑ 32% (Q1FY26: \$25.0M) ↑ 10% (Q4FY26: \$30.0M)	Product expansion: simplified assessment for eligible personal loans Faster loans: integration of vehicle inspections and automated customer ID checks Customer self-service: increase in AI service agent tasks, reducing cost to service
\$253.8M New loan originations ↑ 73% (Q1FY26: \$146.8M) ↑ 28% (Q4FY26: \$198.1M)	4.90% Portfolio Net Interest Margin (NIM)² ↓ 36 bps (Q1FY26: 5.26%) ↓ 21 bps (Q4FY26: 5.11%)	3.71% Portfolio Risk Adjusted Margin (RAM)³ ↑ 7 bps (Q1FY26: 3.64%) ↓ 10 bps (Q4FY26: 3.81%)	+80 Customer Net Promoter Score +81 Broker Net Promoter Score
802 Average credit score of total book¹ as at Sep-26 ↓ 5 (Sep-25: 807) ↓ 5 (Jun-26: 807)	0.86% 90+ day arrears ↓ 28 bps (Sep-25: 1.14%) ↓ 15 bps (Jun-26: 1.01%)	1.19% Net losses ↓ 44 bps (Q1FY26: 1.63%) ↓ 11 bps (Q4FY26: 1.30%)	Winner of WeMoney's Innovation of the Year - Debt Reduction for DebtBustr

Note: Q1FY27 financial metrics and performance are unaudited

¹Total loan book weighted average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off

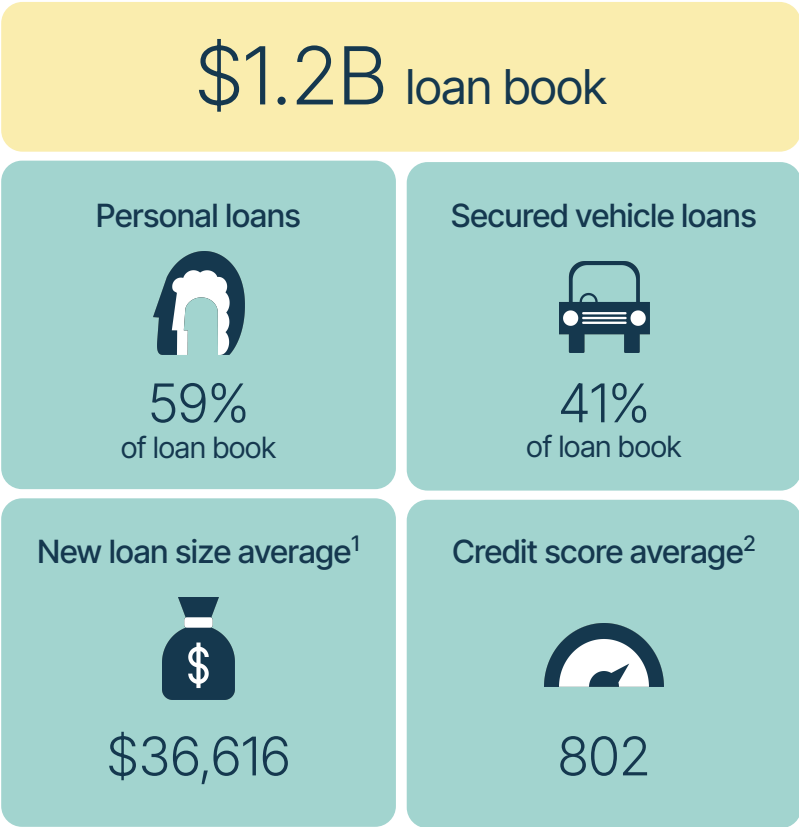
²NIM defined as loan book yield (calculated on an effective interest rate basis, inclusive of amortised broker commissions and establishment fee income) less finance costs, excluding corporate facility interest cost and hedge accounting impacts

³RAM defined as NIM less net loan losses during the period

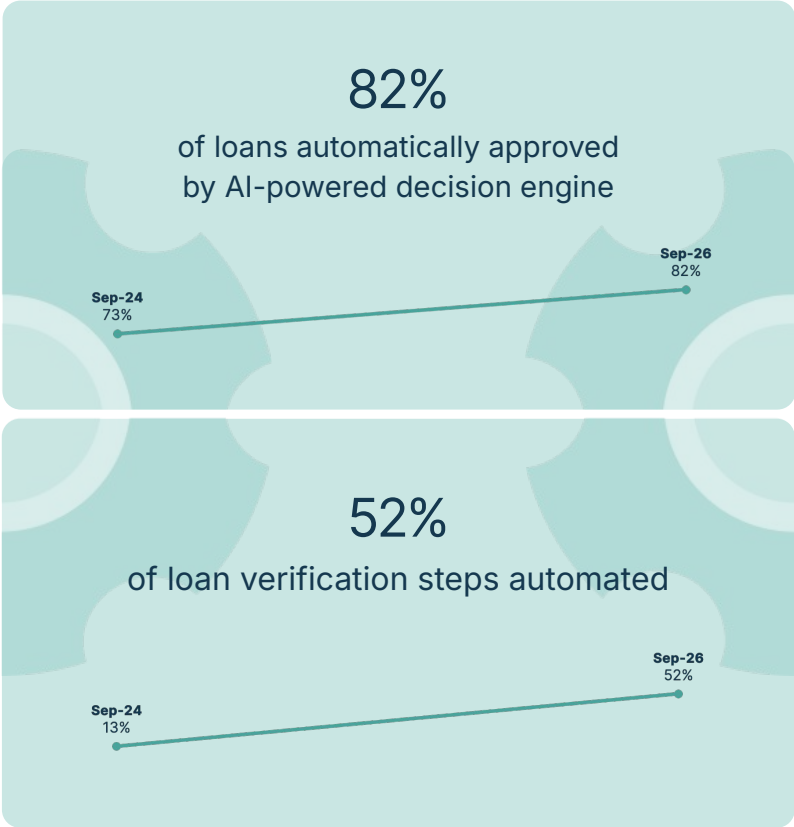


Wizr at a glance

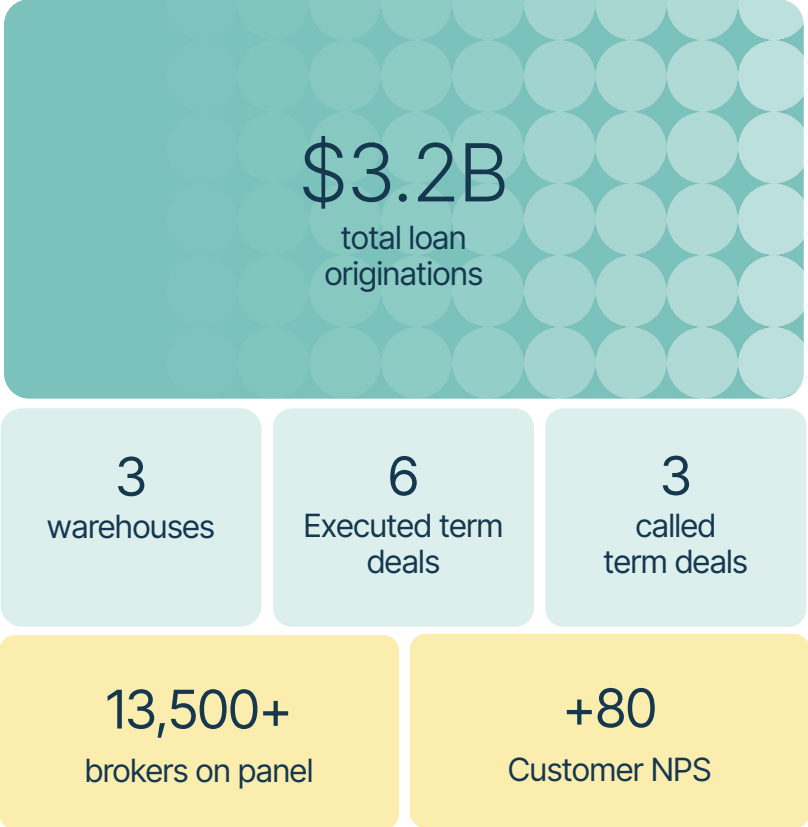
Wizr loan book snapshot



Automation-first fintech



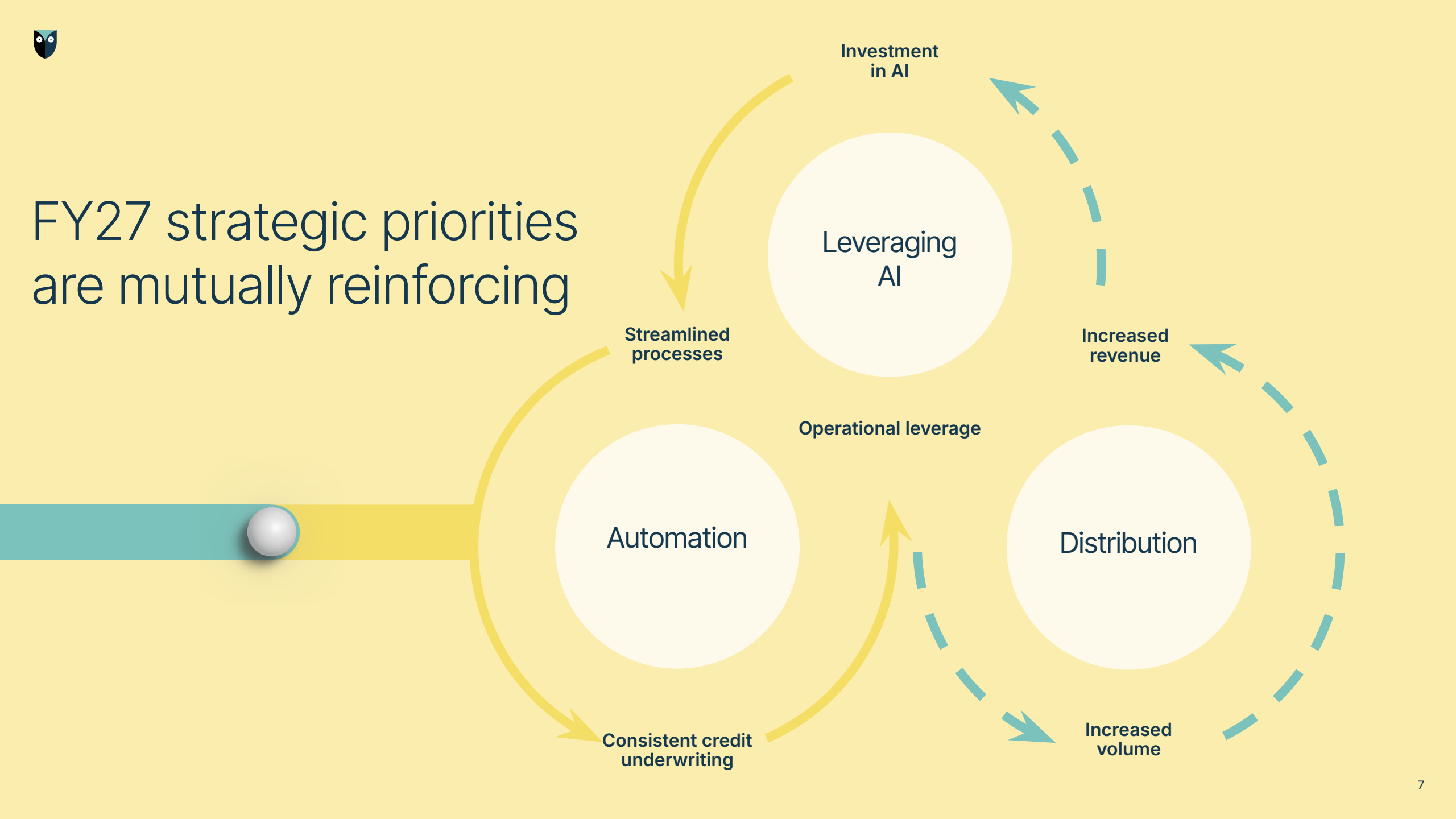
Sophisticated lender



Source: Internal Wizr data on loan principal balance, as at Sep-26
¹ For the quarter ending Sep-26
² Total loan book weighted average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off



FY27 strategic priorities
are mutually reinforcing





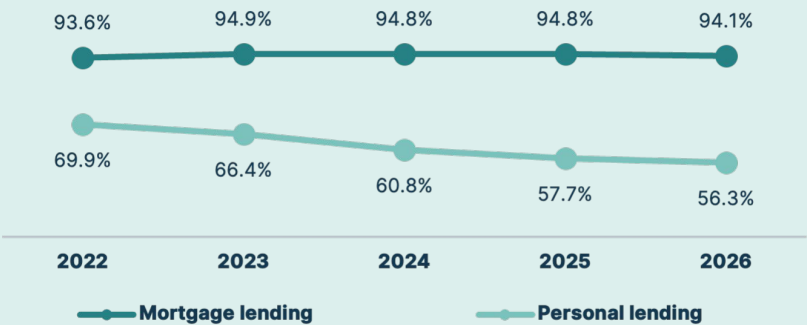
Structural tailwinds creating opportunity



Major bank market share in structural decline

- The major banks' market share of the personal and secured vehicle lending market continues to decline
- Their focus is mortgage and business lending, away from personal lending (70% market share in Dec-22 down to 56% in Aug-26)
- Two major banks have exited the secured vehicle lending market

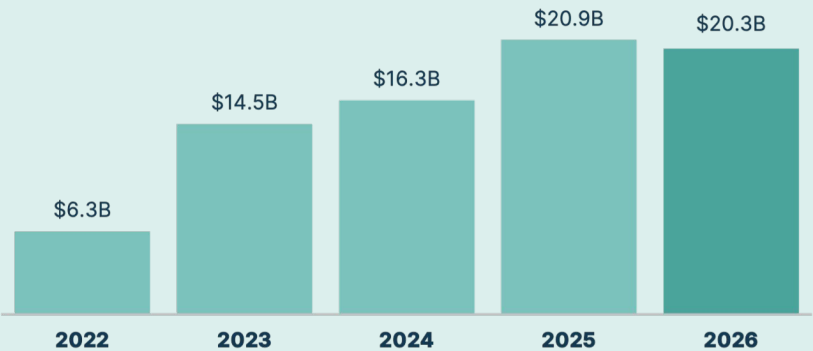
Share of total household lending with banks¹



Asset-Backed Securities (ABS) issuance market is growing

- Funding for certain lending assets has shifted from bank balance sheets to the ABS market
- ABS issuances have increased substantially as non-bank lenders increase their secured vehicle lending market share

ABS issuance breakdown²



Market opportunity / TAM³

~\$12B

Personal loan originations

Wisor market share 3.7%

~\$46B

Secured vehicle loan originations

Wisor market share 0.8%

¹ Source: Reserve Bank of Australia; Personal loans data refers to unsecured lending only - 2026 as at August 2026, other periods as at Dec

² Source: NAB Capital Markets - 2026 represents an extrapolation of YTD August 2026, other periods as at Dec

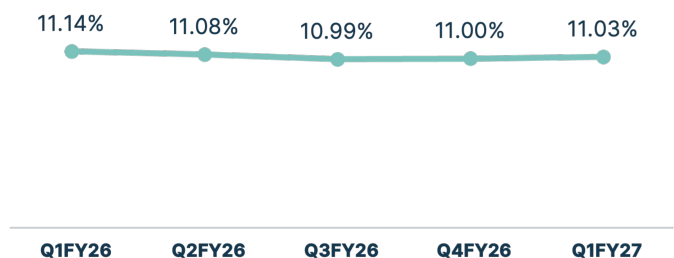
³ Total addressable market size is a management estimate, which includes consumer and commercial lending segments in Australia



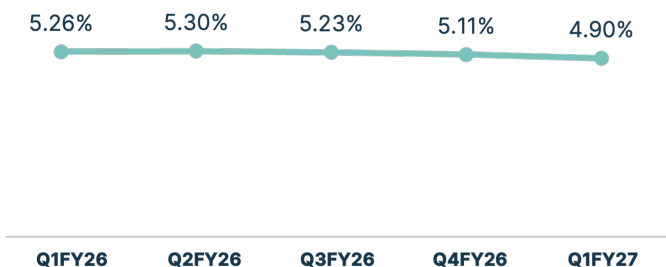
Stable yield and risk-adjusted margin

- Quarterly portfolio yield stable at 11.03% (Q4FY26: 11.00%, Q1FY26: 11.14%), as the benefit of front book pricing increases implemented in Q1FY27 offset the portfolio mix shift towards secured vehicle loans, which carry lower yields, funding costs and credit losses
- Net Interest Margin (NIM)¹ decreased 21 bps to 4.90% (Q4FY26: 5.11%) and 36 bps from prior comparative quarter (Q1FY26: 5.26%), reflecting the shift in portfolio mix during the quarter
- Risk-adjusted margin (RAM)² stable at 3.71% (Q4FY26: 3.81%, Q1FY26: 3.64%), as the improvement in net losses largely offset NIM compression, demonstrating the quality of the loan book and lower loss profile of secured vehicle loans

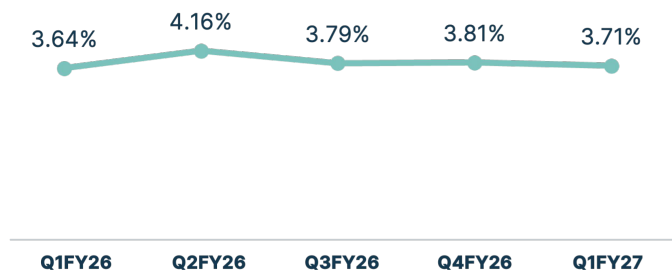
Portfolio yield



Portfolio Net Interest Margin (NIM)¹



Portfolio risk-adjusted margin (RAM)²



¹ NIM defined as loan book yield (calculated on an effective interest rate basis, inclusive of amortised broker commissions and establishment fee income) less finance costs, excluding corporate facility interest cost and hedge accounting impacts

² RAM defined as NIM less net loan losses during the period



NIM set at origination for the life of the loan

1 Interest income fixed at origination

Each loan is originated at a fixed interest rate, providing certainty over interest revenue for the full life of the loan (circa 4 years)

2 Funding cost linked to variable BBSW at origination

Funding costs are contractually linked to BBSW, with variable exposure on a pre-hedged basis only

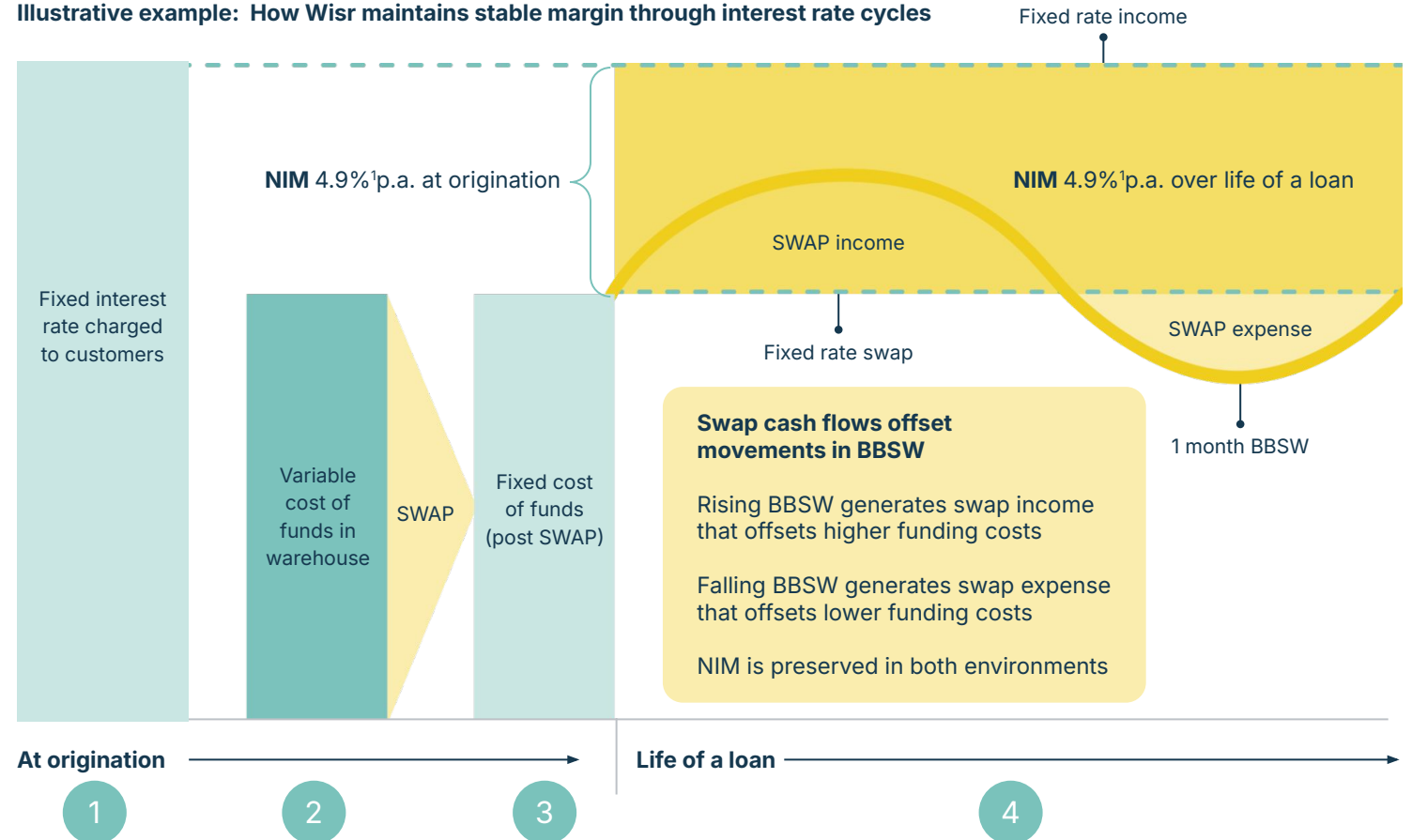
3 Swaps convert variable funding cost to fixed cost

Wizr executes monthly interest rate swaps that economically “swaps” BBSW-linked variable funding into a fixed cost aligned with loan term

4 Income and funding matched at origination

With both sides fixed, Wizr effectively locks in Net Interest Margin (NIM) when the loan is originated, delivering predictable unit economics for the life of loan regardless of movements in the BBSW rate (or RBA cash rate)

Illustrative example: How Wizr maintains stable margin through interest rate cycles



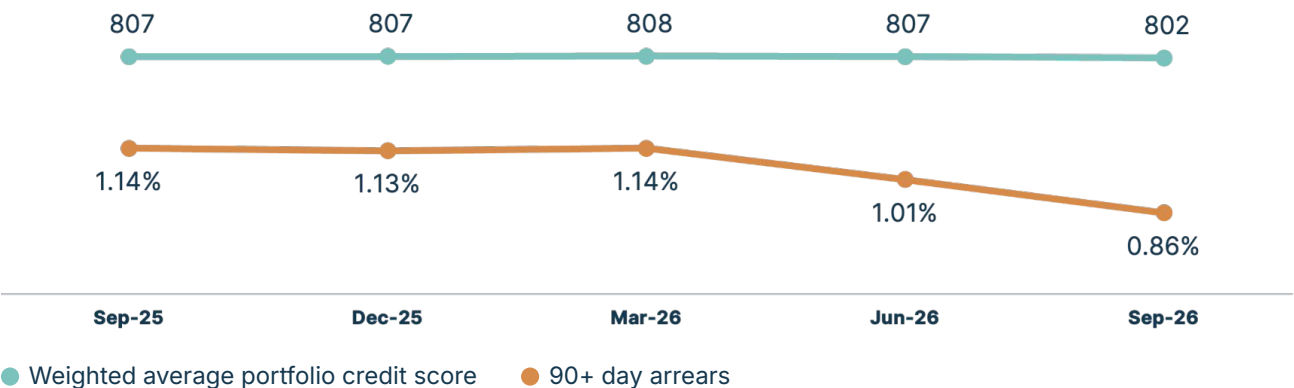
¹Current portfolio NIM



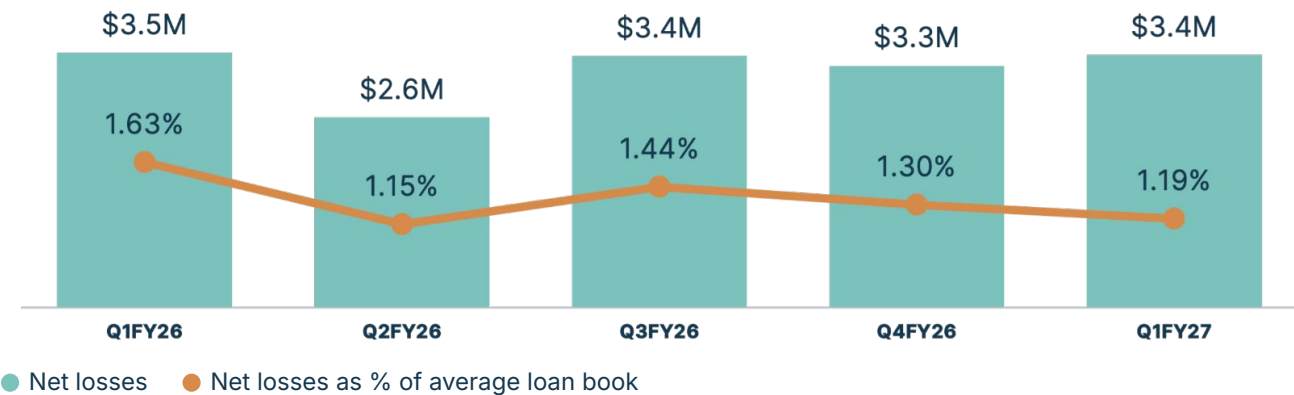
Significant improvement in book performance

- 90+ day arrears improved 28 bps to 0.86% (Sep-25: 1.14%) and 15 bps on prior quarter (Jun-26: 1.01%)
- Net losses improved 44 bps to 1.19% (Q1FY26: 1.63%) and 11 bps on prior quarter (Q4FY26: 1.30%), reflecting continued improvement in underlying credit performance

Customer credit scores and 90+ day arrears



Net losses (\$ and %)

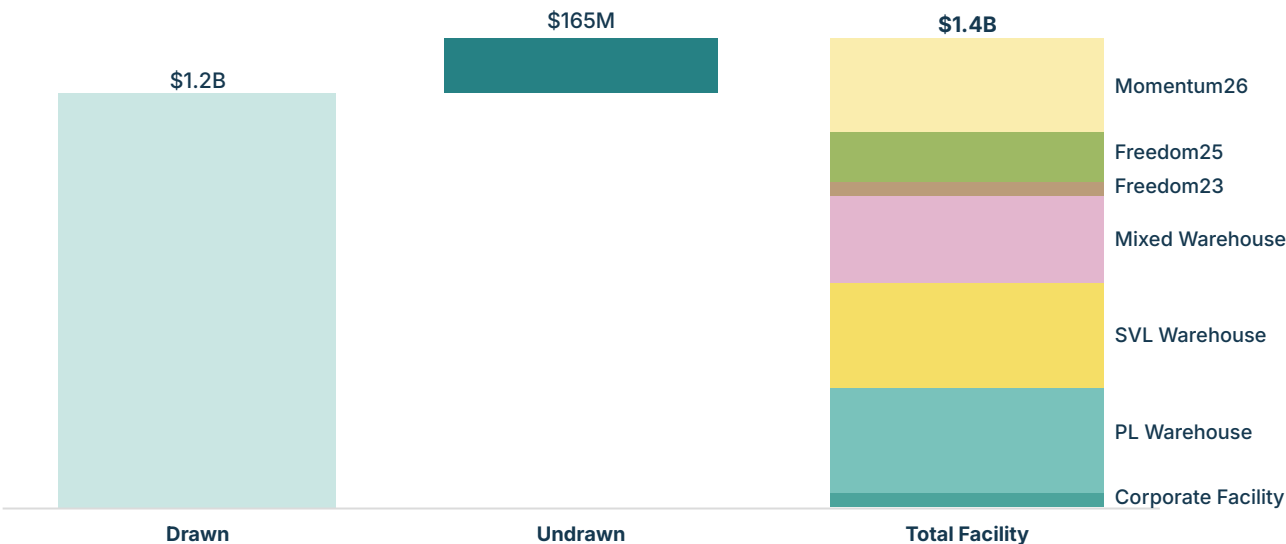




Robust funding program supports growth

- The Company’s three warehouse facilities have total commitments of \$887M (Jun-26: \$887M), with \$165M of undrawn capacity
- At Sep-26, \$30.0M was drawn from the \$50.0M corporate facility, with \$20.0M undrawn (\$7.5M committed and \$12.5M uncommitted capacity)
- Unrestricted cash of \$13.0M, which together with the undrawn corporate facility provides total liquidity of \$33.0M to support growth

Funding as at 30-Sep-26

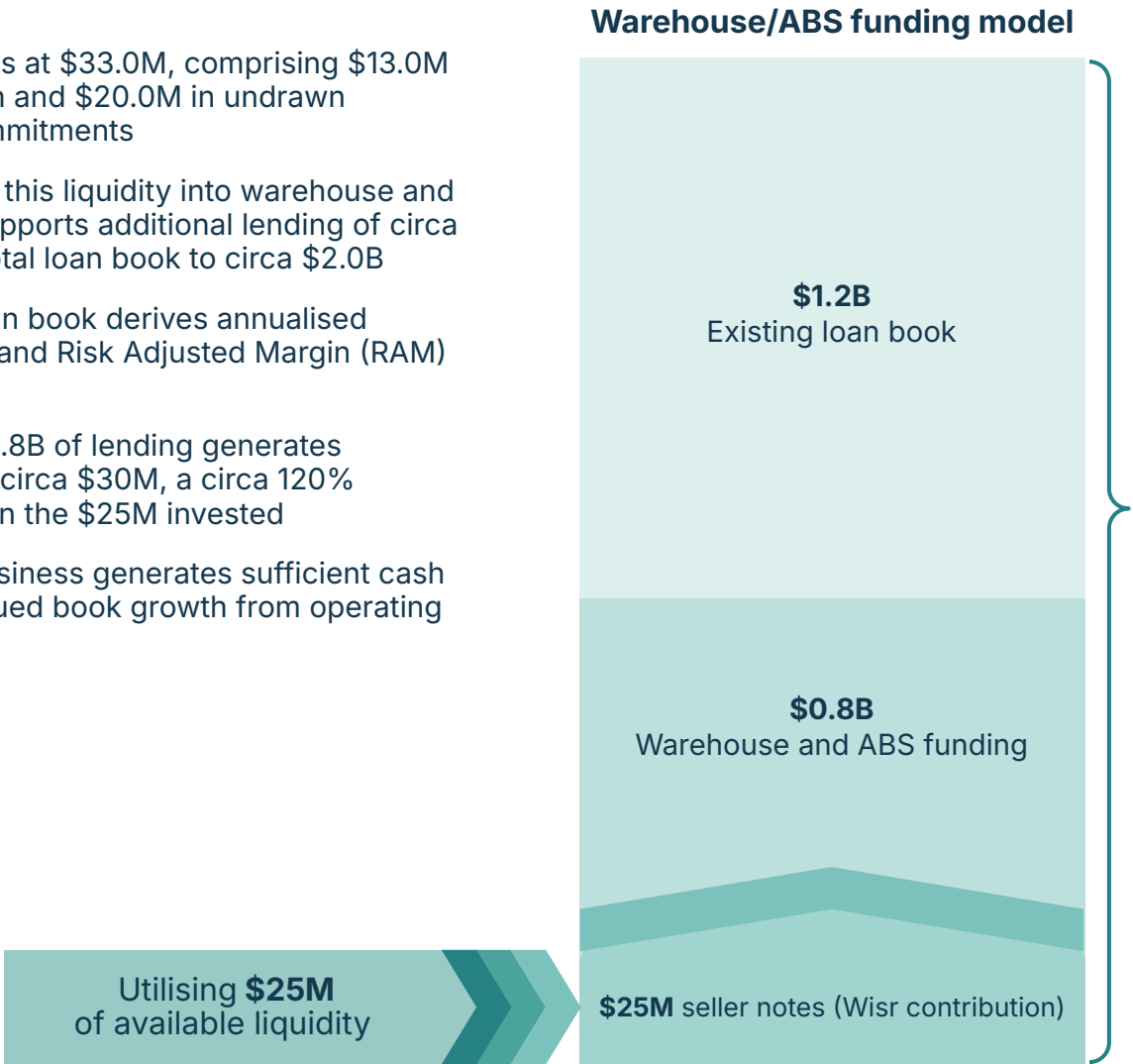


	Corp Facility	WH1	WH2	WH3	F23	F25	M26
% drawn	60%	80%	80%	93%	100%	100%	100%
Products	Corp	PL	SVL	Mixed	PL	PL	Mixed



Funding capacity supports planned growth

- Total liquidity stands at \$33.0M, comprising \$13.0M in unrestricted cash and \$20.0M in undrawn corporate debt commitments
- Deploying \$25M of this liquidity into warehouse and ABS seller notes supports additional lending of circa \$0.8B, taking the total loan book to circa \$2.0B
- At this scale the loan book derives annualised revenue of \$220M and Risk Adjusted Margin (RAM) of \$74M
- The incremental \$0.8B of lending generates annualised RAM of circa \$30M, a circa 120% annualised return on the \$25M invested
- At this scale the business generates sufficient cash flow to fund continued book growth from operating cash flow



Illustrative lending opportunity

CIRCA \$2.0B loan book	Yield		Annualised revenue	
	x	11.03%	=	\$220M
	Risk Adjusted Margin (RAM)		Annualised RAM	
	x	3.71%	=	\$74M
Cash flow self sustaining at scale				

Note: This is not a forecast. The data represents an indicative scenario of the economics of the Wisor Loan Book. Indicative economics are illustrative only and may vary due to a range of assumptions and variables. Data is subject to broader market conditions, including (but not limited to) movement in interest rates, macroeconomic conditions, and/or significant market volatility events



In summary

FY27 guidance upgraded

- ✓ 40% improvement in FY27 Cash NPAT guidance to at least \$7.0M (previously at least \$5.0M)
- ✓ Driven by growth in the loan book, operating leverage and technology-driven productivity gains
- ✓ Substantial growth expected in FY28
- ✓ \$97.9M of carried-forward tax losses, supporting strong cash generation as taxable profits are achieved

Loan book growth and record originations

- ✓ Loan book increased 40% to \$1,211.0M (Sep-25: \$867.6M), an eighth consecutive quarter of growth
- ✓ Record quarterly originations of \$253.8M, up 73% (Q1FY26: \$146.8M), a \$1 Billion annual run-rate

Revenue momentum and improving credit performance

- ✓ Q1FY27 revenue of \$33.1M, up 32% (Q1FY26: \$25.0M)
- ✓ 90+ day arrears improved to 0.86% (Sep-25: 1.14%)
- ✓ Net losses improved to 1.19% (Q1FY26: 1.63%)

AI automation driving efficiency and customer experience

- ✓ Simplified assessment for personal loans
- ✓ Automated asset and income verification
- ✓ Originations growth, reduced servicing cost and increased customer/broker satisfaction
- ✓ Customer NPS: +80; Broker NPS: +81



Questions





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