



Wisr: Products & Services.

Delivering exceptional experiences for brokers.

PREPARED AUGUST 2019

**A vision to
bring financial
wellness to all
Australians.**

Why partner with Wisr?

Introducers and Aggregators are rewarded via broker fees and/or commissions.



Designed for Brokers.

- Free **Rate estimate** provided upfront before application is submitted
- **90 minute** turnaround on packaged applications
- Assisted by a dedicated **broker support team**
- **100% online** via the Broker Portal website
- Free bank statement service
- A **referral service** is available as well!

Meet your clients' needs.

- Unsecured loans up to \$50,000
- Any worthwhile purpose including Gap Finance, Medical and Debts
- 3, 5 & 7 year terms
- Rates from 8.5%*
- No admin, early repayment or "risk" fees

* Comparison rates from 9.25%

Our team is on standby.

BDMs and Broker Support Team.

BROKER ADVOCATES

Andrea, Ash, Tina & Peter

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BROKER SUPPORT HOTLINE

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Low interest rates.

Personalised Rates.

Wistr's recommended loan interest rates are based on applicant's Veda 1.1 credit score as determined by Wistr's enquiry with Equifax.

The **higher** of the two scores are used for joint applicants.

Wistr reserves the right to set the approved loan interest rate based on the overall assessment of the applicant's credit profile.

VEDA SCORE 1.1	36 MONTH RATE ²	60 MONTH RATE ²	84 MONTH RATE ³	COMPARISON RATE ¹
835+	8.50%	8.50%	9.00%	9.24%
730-834	11.50%	11.95%	12.45%	12.72%
640-729	13.00% ³	13.45% ³	13.95% ³	14.23%
540-639	15.50% ³	16.45% ³	n.a.	17.25%
400-539	18.00% ³	19.45% ³	n.a.	20.27%

¹ Comparison rate(s) are based on \$30,000 personal loan, fixed over 5 years, with monthly repayments including a \$525 loan establishment fee

² Wistr may offer a further discount for approved broker introduced loans if acceptable security is provided.

³ Interest rate is 50 basis points below the rate offered to non-introduced, direct applicants.

⁴ Loan amount is capped at \$5,000 for unsecured loans where applicant(s) have Veda 1.1 scores below 500. Larger amounts for secured loans.

Product description.

LOAN AMOUNT	\$5,000 - \$50,000 (maximum \$52k including all fees. \$5k max for Veda 1.1 credit score(s) under 500)
LOAN TERM	3, 5 or 7 year terms (7 years for home improvements and asset purchases. Veda 1.1 >=640)
INTEREST RATE	Fixed Rates from 8.50% p.a. to 19.45% p.a. subject to credit profile
COMPARISON RATE	From 9.24% (calculated on \$30,000 over 60 months with \$525 LEF)
LOAN ESTABLISHMENT FEE	From \$475 (subject to loan amount)
REPAYMENT FREQUENCY	Monthly with option to make weekly / fortnightly payments
REFINANCE	Allowed subject to submission of new application & approval
LOAN PURPOSE	Any worthwhile purpose including: Gap Finance, Medical, Tax debt, Business, New/ Used Vehicle purchase, Debt Consolidation, Home furnishing, Travel, Wedding, Combinations and other
SECURITY	Not required. May be accepted to reduce interest rate. PPSR and caveats over
ANNUAL FEE / EARLY REPAYMENT FEE / EARLY EXIT FEE / ACCOUNT KEEPING FEE	Nil
LATE PAYMENT FEES	May be charged if repayments are not made on time

Broker fees & commission.

Brokers may add a Broker Fee to each loan application. The maximum allowable fee is \$990. See table.

The applicant’s Amount of Credit will include the Broker Fee plus Wizr’s Loan Establishment Fee.

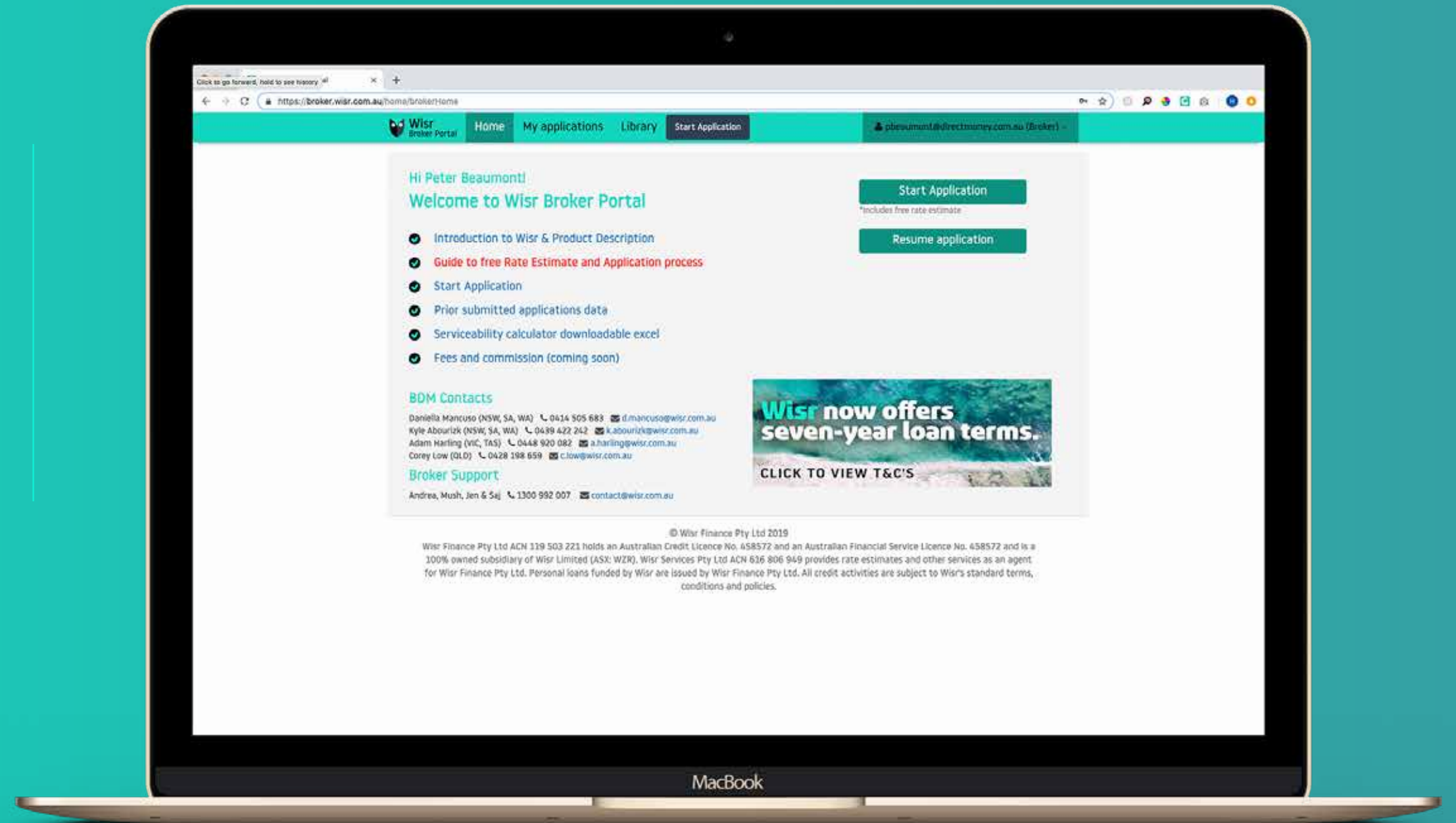
Wizr may pay a Commission to the broker subject to our agreement with your Aggregator.



LOAN PROCEEDS	BROKER FEE (MAX)
\$35,000 - \$50,000	\$990
\$20,000 - \$34,999	\$990
\$10,000 - \$19,999	\$900
\$7,500 - \$9,999	\$750
\$5,000 - \$7,499	\$500

Broker Portal.

PERSONALISED ACCESS.



Client eligibility.*



APPLICANT ELIGIBILITY

- An Australian citizen or permanent resident
- Must be over 18 years of age
- Must be employed and earning at least \$30,000 gross p.a. from all sources, with a maximum of 50% from Centrelink



CREDIT HISTORY

- No current or discharged bankrupts
- File age > 2 years for applicants aged over 25 years
- No unpaid loan or credit card defaults, or paid defaults in last 3 years
- No unpaid util/telco defaults, or paid defaults over \$1,000 in last 3 years



EMPLOYMENT STATUS

- Full time or part-time for > six (6) months in current or prior role
- Casual employment > nine (9) months
- Self employed for last two full financial years & tax assessments completed

* This list is not exhaustive.

Credit parameters.



SERVICEABILITY

Wizr requires a minimum positive ratio of 1.1 comparing available income and committed expenses. Please use the **Serviceability Calculator** provided on the **Broker Portal**.



LOAN PURPOSE

The objectives and requirements of the loan are required as part of the application. Wizr may ask to pay controlled funds to a third party.



ACCOUNT CONDUCT

Wizr reviews the primary bank account, (& loan and credit card statements if req.) to assess each applicant's account conduct with respect to direct debit dishonours, gambling and SAC behaviour.



CREDIT HISTORY

Wizr makes an enquiry with a credit bureau regarding the applicants credit history after an application is submitted.



STABILITY OF EMPLOYMENT

A history of stable employment, e.g. FT > 6 months in current or prior role, and evidence of regular income is required.



STABILITY OF RESIDENCE

A history of stable residence, e.g. 6 months at current or prior address, is required.

Supporting documents.



IDENTITY VERIFICATION

Medicare card & one of:

- Drivers Licence
- Proof of Age Card
- Passport



SELFIE PHOTO

A “Selfie” photo of the applicant holding a valid photo identification:

- Driver’s License or
- Passport or
- 18+ Proof of Age Card issued by the State or Territory



BANK ACCOUNT TRANSACTIONS

Recent 90 days bank transaction list from primary account which receives salary/wages showing name of account holder, BSB and account number



PROOF OF ADDRESS

At least one document which shows current living address, excluding payslips:

- Bank statement
- Drivers licence
- Mortgage statement
- Rates notice
- Lease agreement
- Utility bill



INCOME VERIFICATION

- PAYG employees: two most recent payslips
- Self employed; two most recent personal ITRs and NOAs
- Partner income verification required for apportioning of living expenses, mortgage and/or rent



DEBT CONSOLIDATION LOANS

- Most recent loan or credit card statements showing name of account holder, BSB and account number and logo of bank/financial institution
- In-date payout letter for refinancing secured loans if security being taken

Tips for a faster application process.

Before the application.

Complete our **Serviceability Calculator** to confirm serviceability and identify if a Joint application may be required.

Review.

Review bank transaction list and statements. Identify any undisclosed liabilities or issues with account conduct. You may elect to have your clients provide statements via **Credit Sense**.

Rate estimate & application.

Go the Broker Portal and start by getting your free **Rate Estimate!** Proceed to the Application. Please call your BDM or Broker Support for help.

After the application.

Providing all supporting documents ensures **90 minute T/A**. Loan assessment begins as documents are received – payslips, recent 90 day bank transaction list, ID documents, and if required, copies of loan and credit card statements.

Wisr's referral and B2B services.



Referral or “light touch”.

- We provide a Wisr weblink and co-branded lander which you can share with your customers. So simple.
- Client's receive a Rate Estimate, submit their application and we then handle them directly.
- You earn a referral fee per settlement.

Broker to Broker.

- Do you need expert help for a financial product Wisr can't help with? Secured car loans, SME kiabs, Loans above \$50,000 perhaps?
- Let us refer you to one of our Preferred Partner “B2B” specialist brokers who can assist you and your client.

**smarter,
fairer,**

wilsr

Australia's first neo-lender

