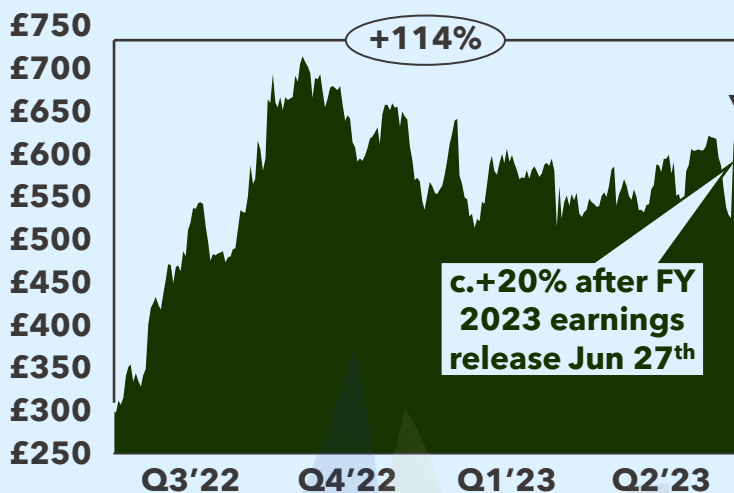
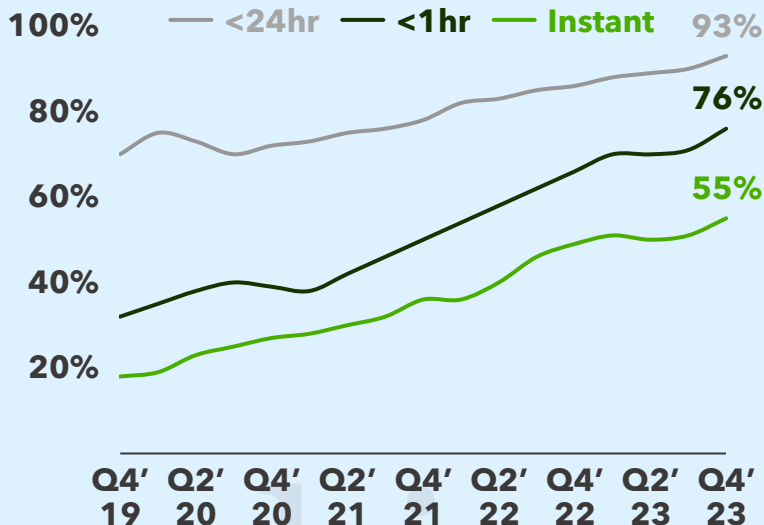


Wise FY 2023 Performance Assessment

1 1-YEAR STOCK PRICE EVOLUTION

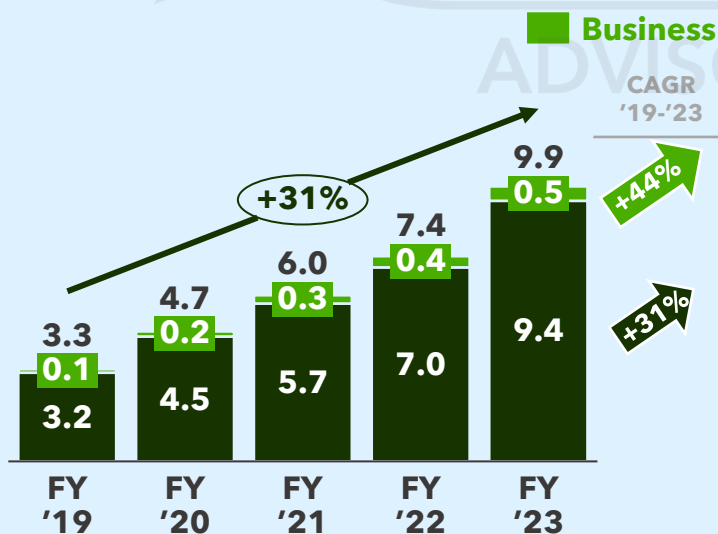


2 TRANSACTION SETTLEMENT TIME (non-exhaustive; financial year figures)

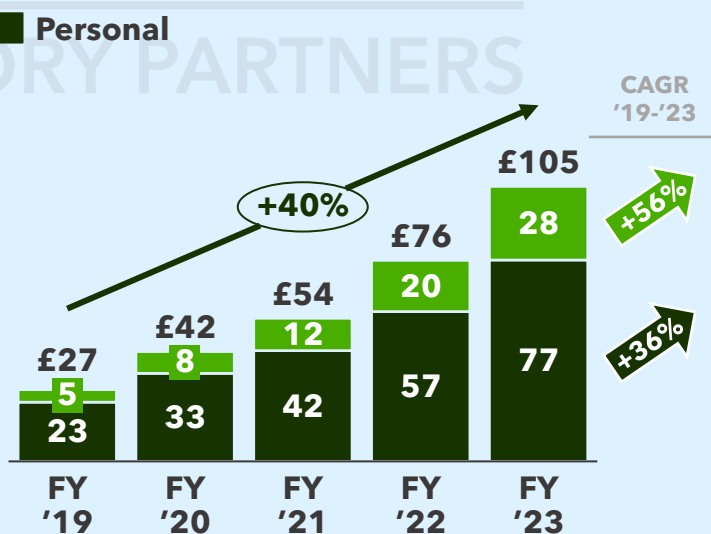


Sources: Wise earnings releases and investor presentations, Flagship Advisory Partners analysis.
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3 ACTIVE CUSTOMERS (in mil.)



4 TOTAL PAYMENT VOLUME (in £ bil.)



Sources: Wise earnings releases and investor presentations, Flagship Advisory Partners analysis
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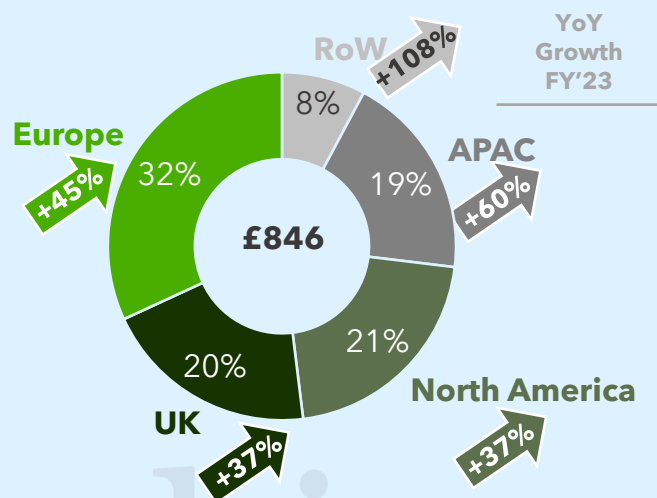
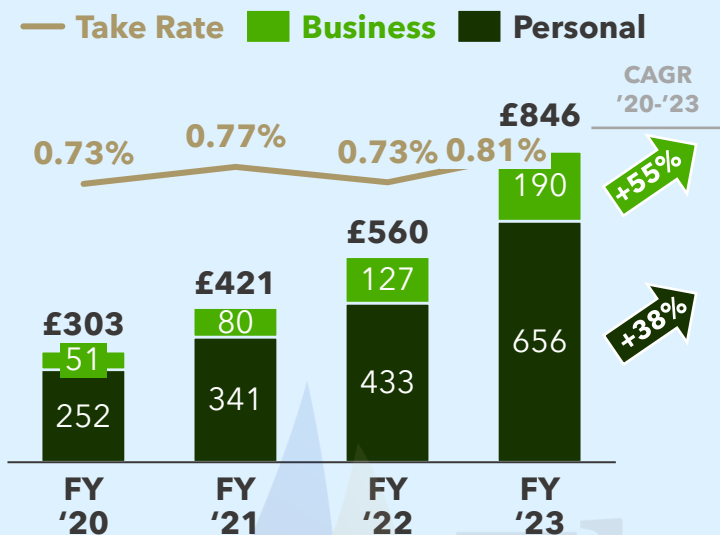
General Commentary & Highlights

- Wise's stock price surged c.20% to £641.40 on 28th June, fueled by its FY23 results that included surprisingly high growth. Wise stock is up more than 100% since its all-time low one year ago
- The customer base grew 34% YoY (66% of which joined through word-of-mouth), while volume grew at 37%; strong customer and volume growth across both consumer and business segments
- Transaction speed improvement via instant payment capabilities launched to and from Brazil, Singapore to Malaysia; and via new partner integrations in countries like Japan and the U.S.

7WISE FY 2023 Performance Assessment

5 REVENUE (in £ mil.) & TAKE RATE

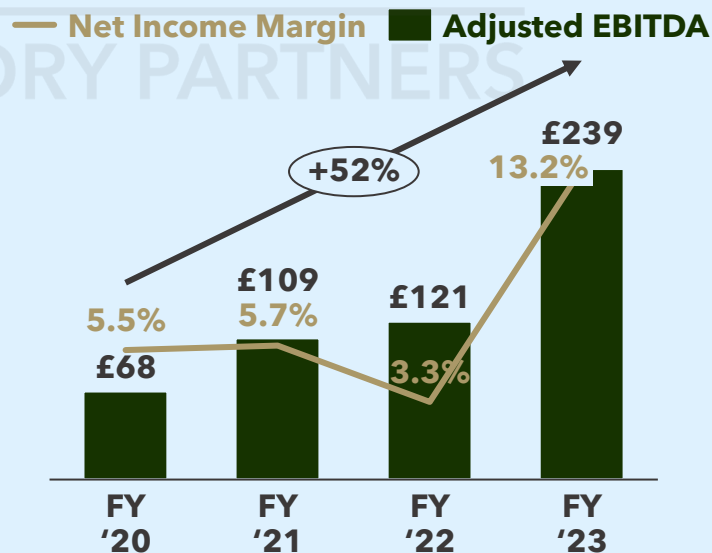
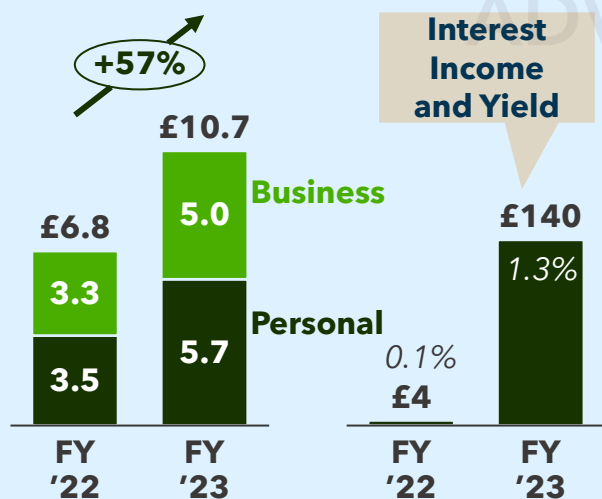
6 FY 2023 REVENUE BY GEO



Sources: Wise earnings releases and investor presentations, Flagship Advisory Partners analysis.
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7 CUSTOMER BALANCES (in £ bil.) & INTEREST INCOME (in £ mil.)

8 ADJUSTED EBITDA (in £ mil.) & NET INCOME MARGIN



Sources: Wise earnings releases and investor presentations, Flagship Advisory Partners analysis
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General Commentary & Highlights

- Impressive 51% YoY revenue growth powered by volume growth, margin expansion, and acceleration of interest income in a rising rate environment
- Strong growth across global regions, but particularly strong in APAC and ROW
- Growth propelled in part by Wise Platform (i.e., embedded partners) expansion, 60 new partners
- Adjusted EBITDA increased by ~100% YoY, and the net income margin surged by 3x as Wise Account features drove the increase in profitability from the higher interest rate environment