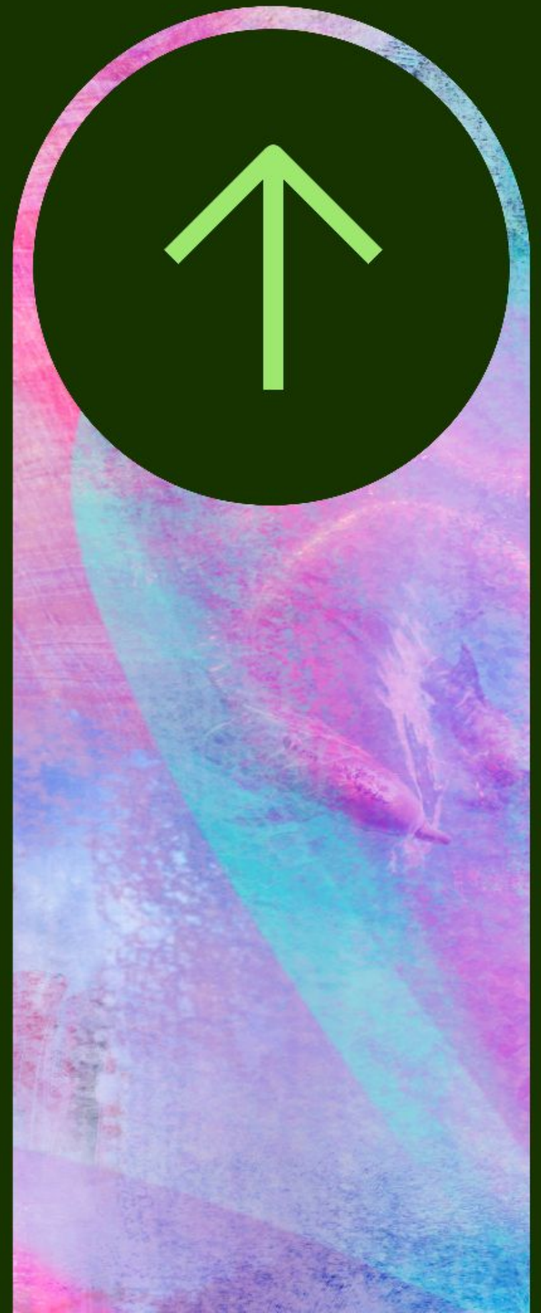
H1 FY27 RESULTS PRESENTATION



12 November 2026

Disclaimer

This document and any accompanying materials or presentation may include forward-looking statements, which are based on current expectations and projections about future events. These statements may include, without limitation, any statements preceded by, followed by or including words such as “target”, “believe”, “expect”, “aim”, “intend”, “may”, “anticipate”, “estimate”, “forecast,” “plan”, “project”, “will”, “can have”, “likely”, “should”, “would”, “could” and any other words and terms of similar meaning or the negative thereof. These forward-looking statements are subject to risks, uncertainties and assumptions about Wise Group plc and its subsidiaries. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur. Such other risks include, but are not limited to, those identified in “Item 3.D. Key Information—Risk Factors” of the Company’s Annual Report on Form 20-F for the fiscal year ended March 31, 2026 filed with the Securities and Exchange Commission (the “SEC”), which are accessible on the SEC’s website at www.sec.gov

Past performance cannot be relied upon as a guide to future performance and should not be taken as a representation that trends or activities underlying past performance will continue in the future, and the statements in this report speak only as at the date of this report. No representation or warranty is made or will be made that any forward-looking statement will come to pass and there can be no assurance that actual results will not differ materially from those expressed in the forward-looking statements.

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WELCOME



Kristo Käärmann

Co-Founder and CEO

MONEY WITHOUT BORDERS

We’re building the best way to move and manage the world’s money. Min fees. Max ease. Full speed.



$45T OPPORTUNITY FOR OUR INFRASTRUCTURE

Source: Based on 2025 Research by Edgar, Dunn & Company. SMB includes small and medium sized businesses with less than 250 employees or $100m revenue

MOVING TRILLIONS

As ‘the’ network for the world’s money

The international account for people and businesses

Faster, lower-cost transfers

78%

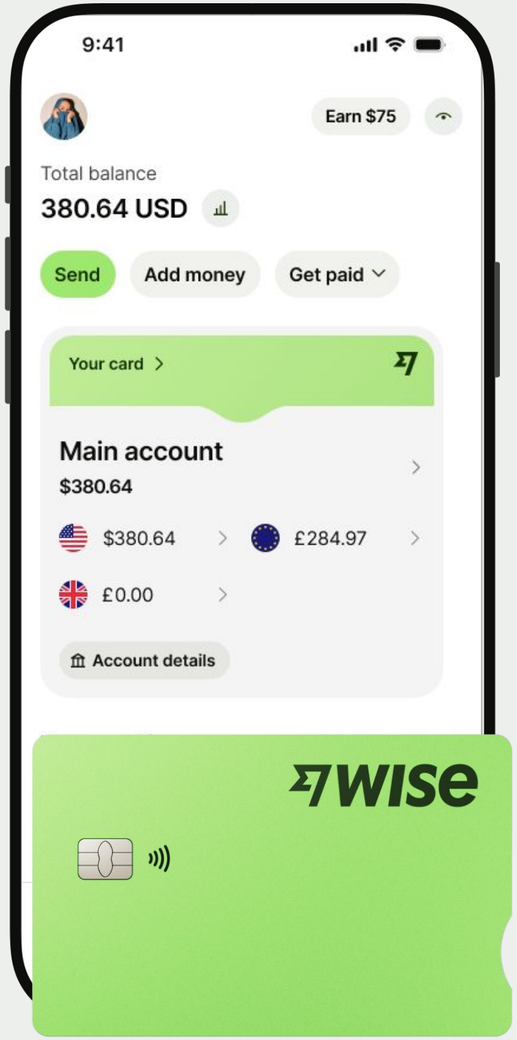
Instant*

49BPS

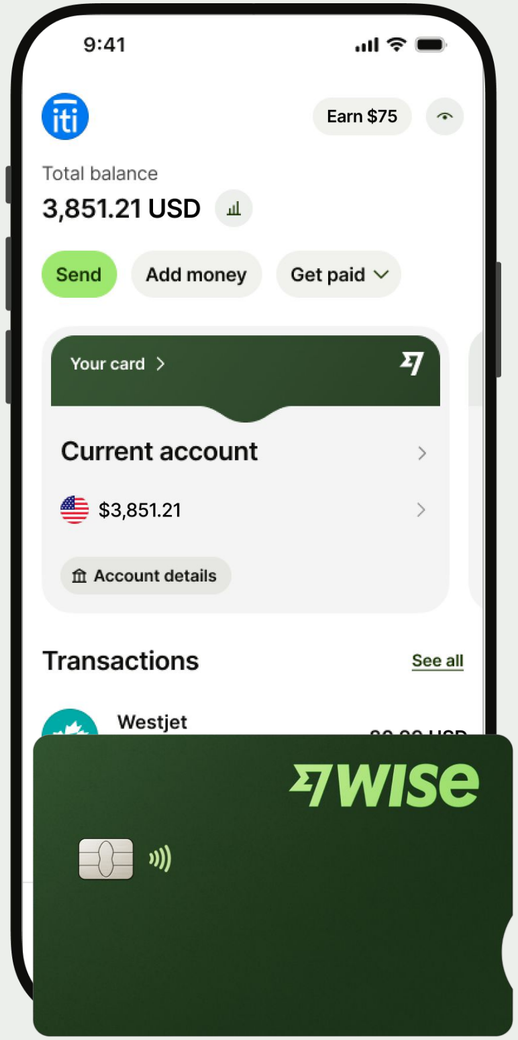
Average take rate*

*Data for Q2 FY27 - Instant shows % of transactions completed in under 20 seconds

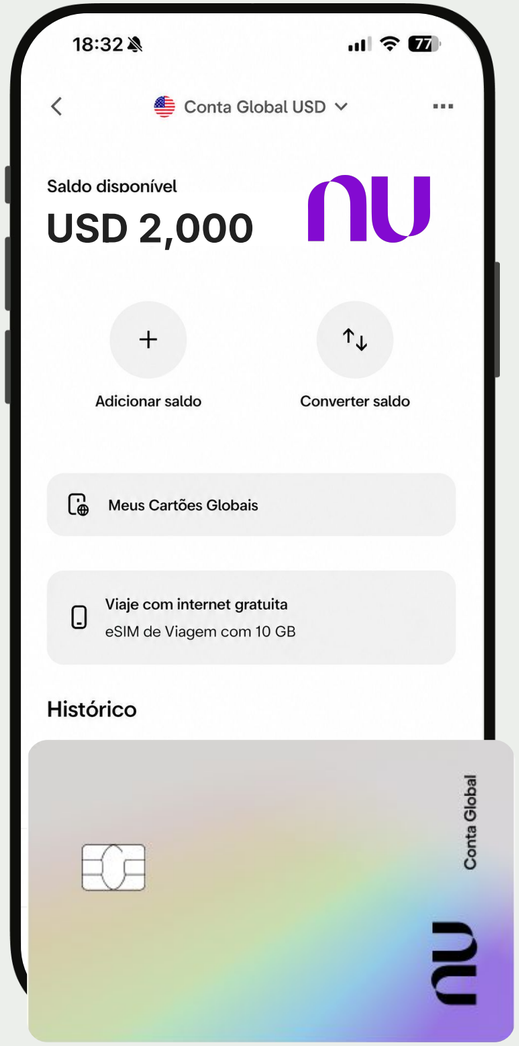

BUILDING
THE NEXT
GENERATION
of global payments infrastructure
...becoming a trusted backbone for partners,
driving ~10% of Wise FX volume medium term



Wise Account



Wise Business



Wise Platform

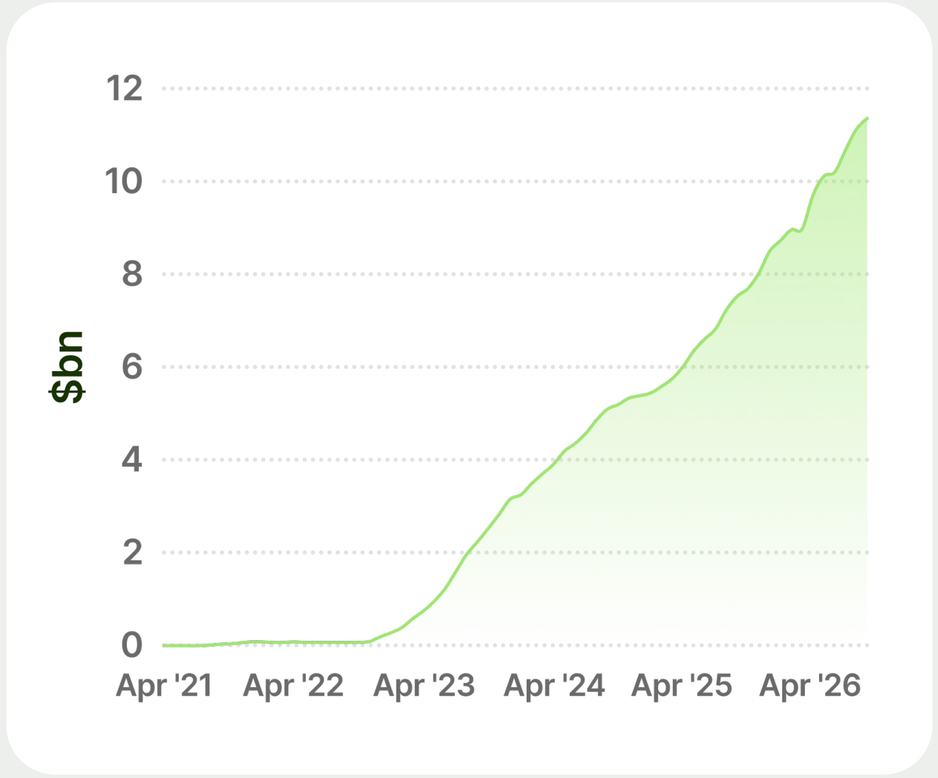
Growth of the Wise Account



Chile



Thailand



Wise Assets

Growth of Wise Business

FX FORWARDS

A new way for eligible UK businesses to manage exposure to foreign-exchange movements.



READY TO STREAMLINE YOUR BUSINESS ADMIN?

DATEV



Delivered through exceptional growth in H1 FY27

16M
Active customers
+21% YoY

$141BN
Cross-border volume
+24% YoY

$27BN
Card spend
+33% YoY

$44BN
Customer holdings[1]
+28% YoY

[1] Includes $11.4bn in Assets under management.

Strong financial performance

	Medium-term targets	H1 FY27 performance
GROWTH	Net revenue CAGR of **15-20%** with FY24 as base year	Net revenue growth of 23% to **$1.5BN**
% PROFITABILITY	Income before tax margin[1] of **20-25%[2]**	Income before tax margin[1] of **23%**

[1] Income before tax margin calculated as income before tax as a percentage of net revenue
[2] Mid-term margin target of 15-20%. Until we are substantially able to pay out our target 80% of interest income above 1% yield to customers we expect to report an above mid-term target income before tax margin of 20-25%

DELIVERING ON OUR COMMITMENT TO SUSTAINABLE GROWTH

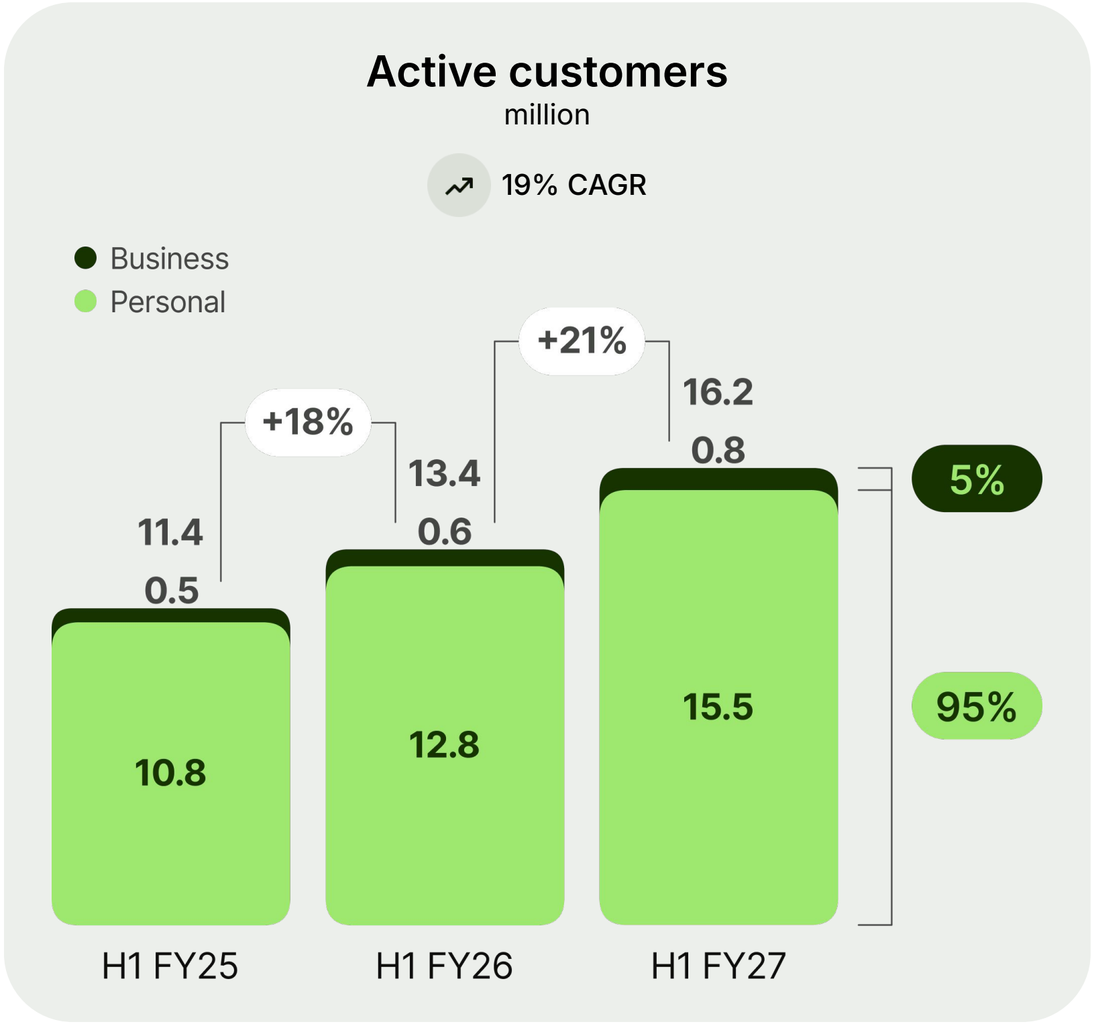


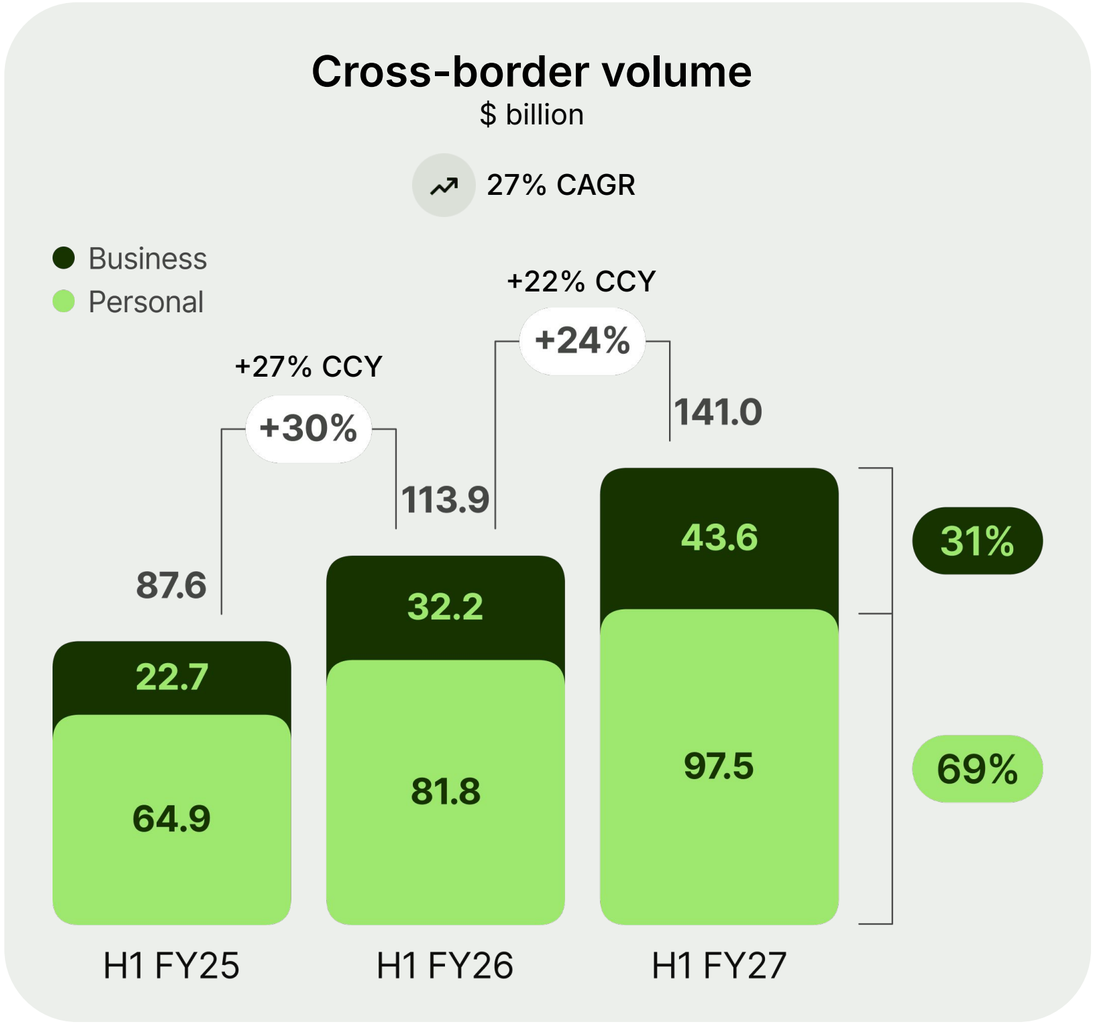


Emmanuel Thomassin

Chief Financial Officer

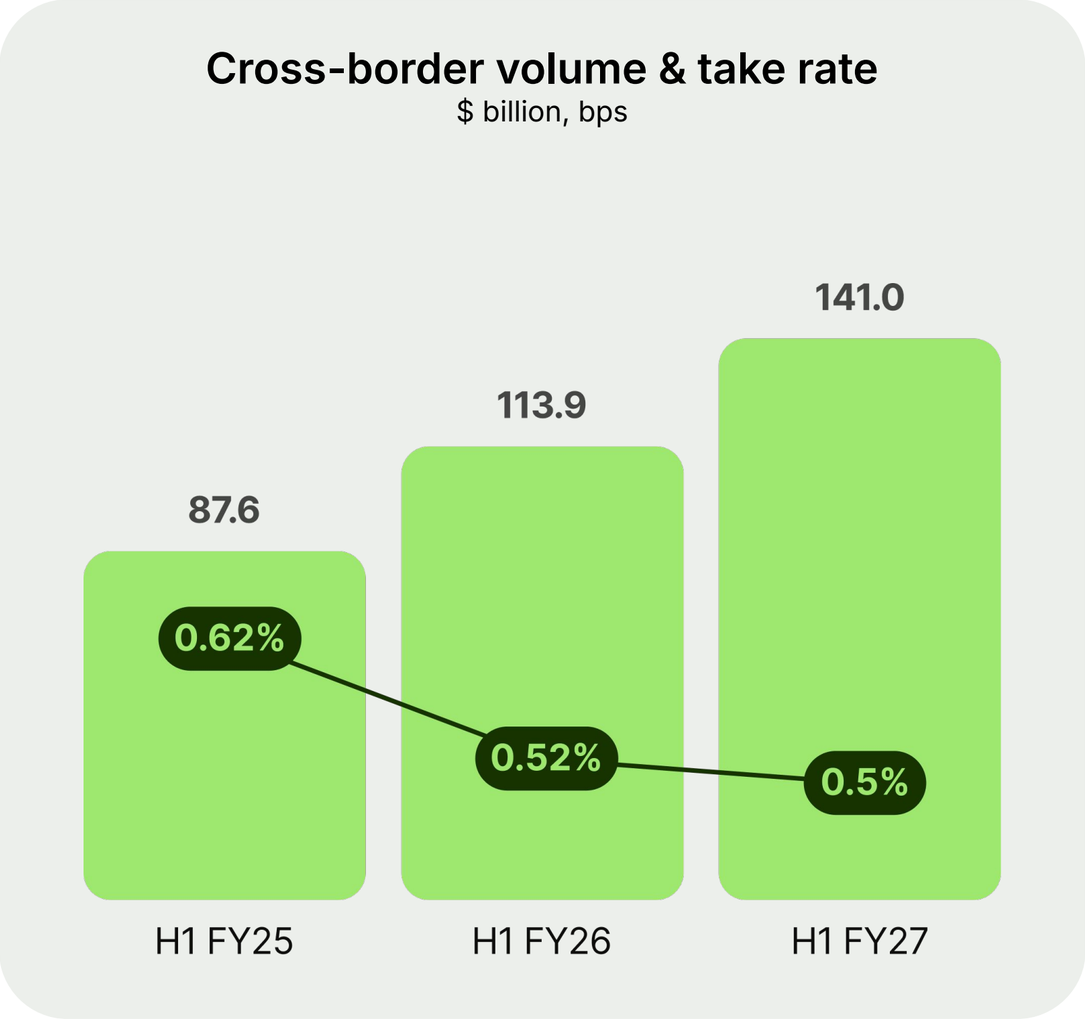
Diverse cross-border growth

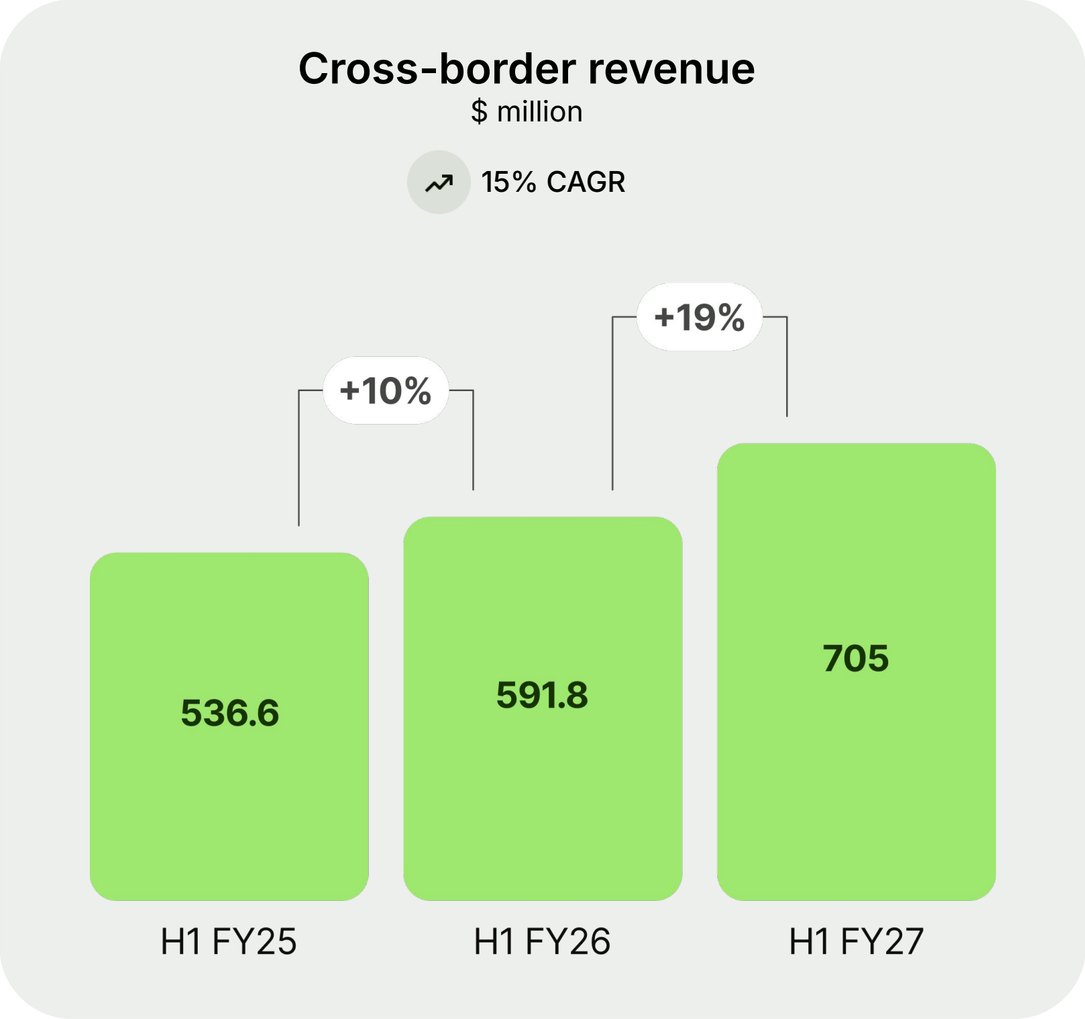




[1]Constant currency growth compares H1 FY27 and H1 FY26 cross-border volume on a constant currency basis with the prior period as reported H1 FY26 and H1 FY25, respectively. The prior period requires no adjustment as it is the comparison base.

Strong cross-border revenue growth—with strategic price reductions



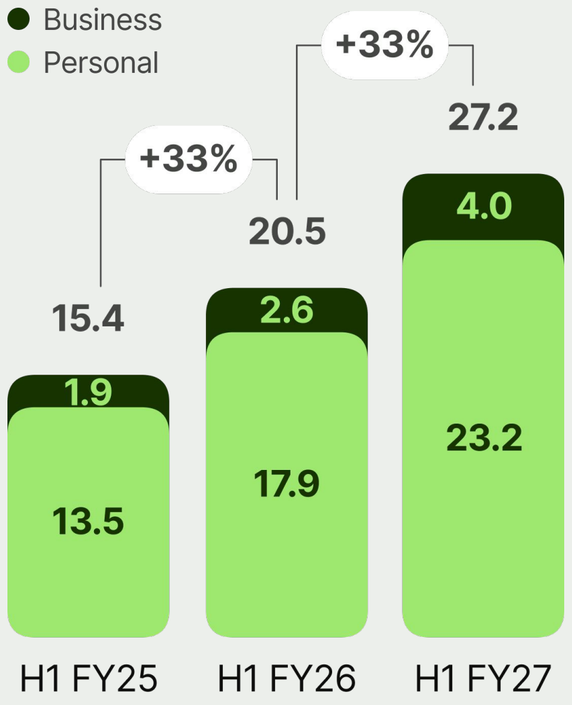


Increased card spend by both individuals and businesses

Card spend volume

$ billion

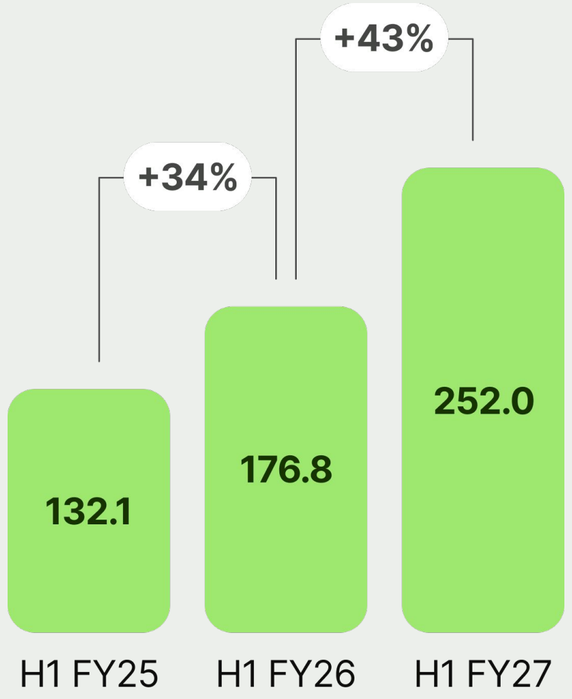
33% CAGR



Card revenue

$ million

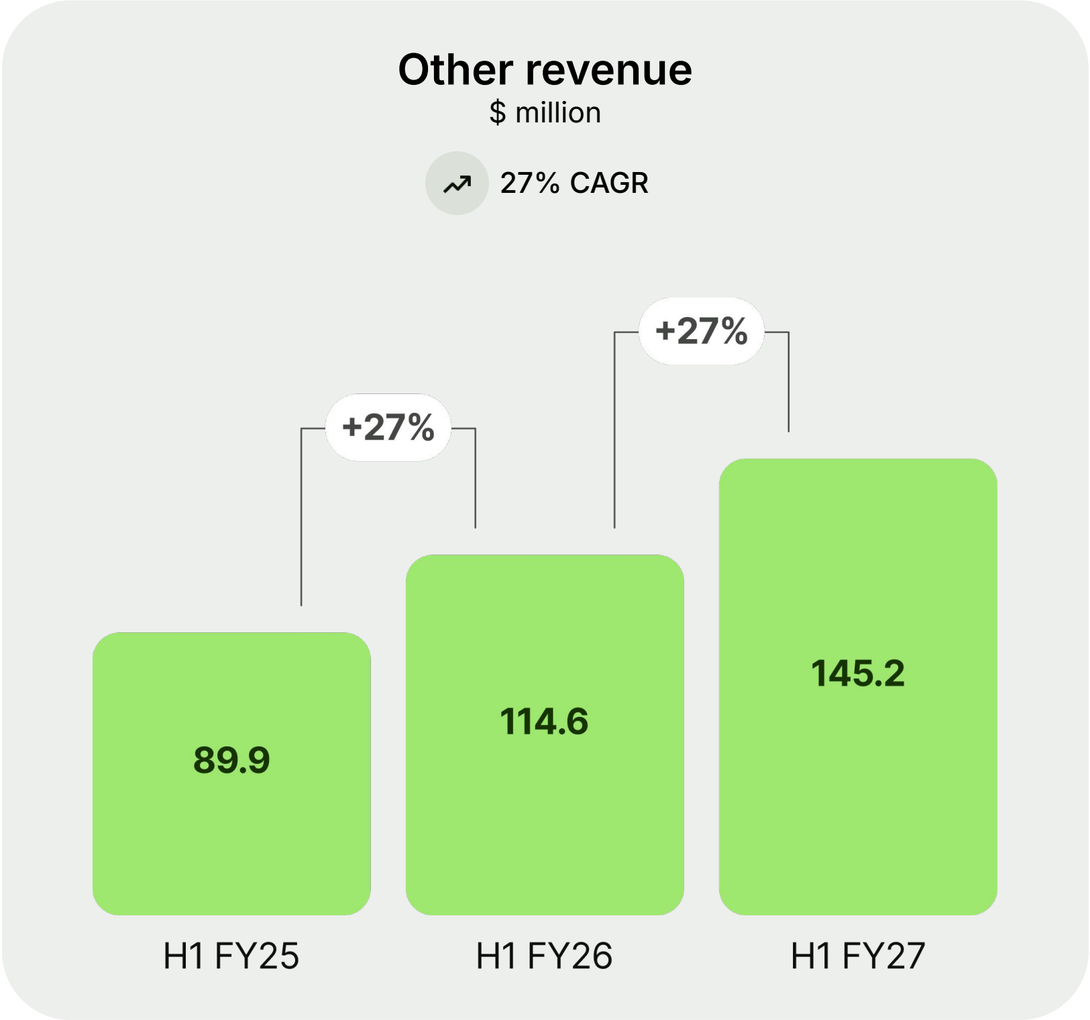
38% CAGR

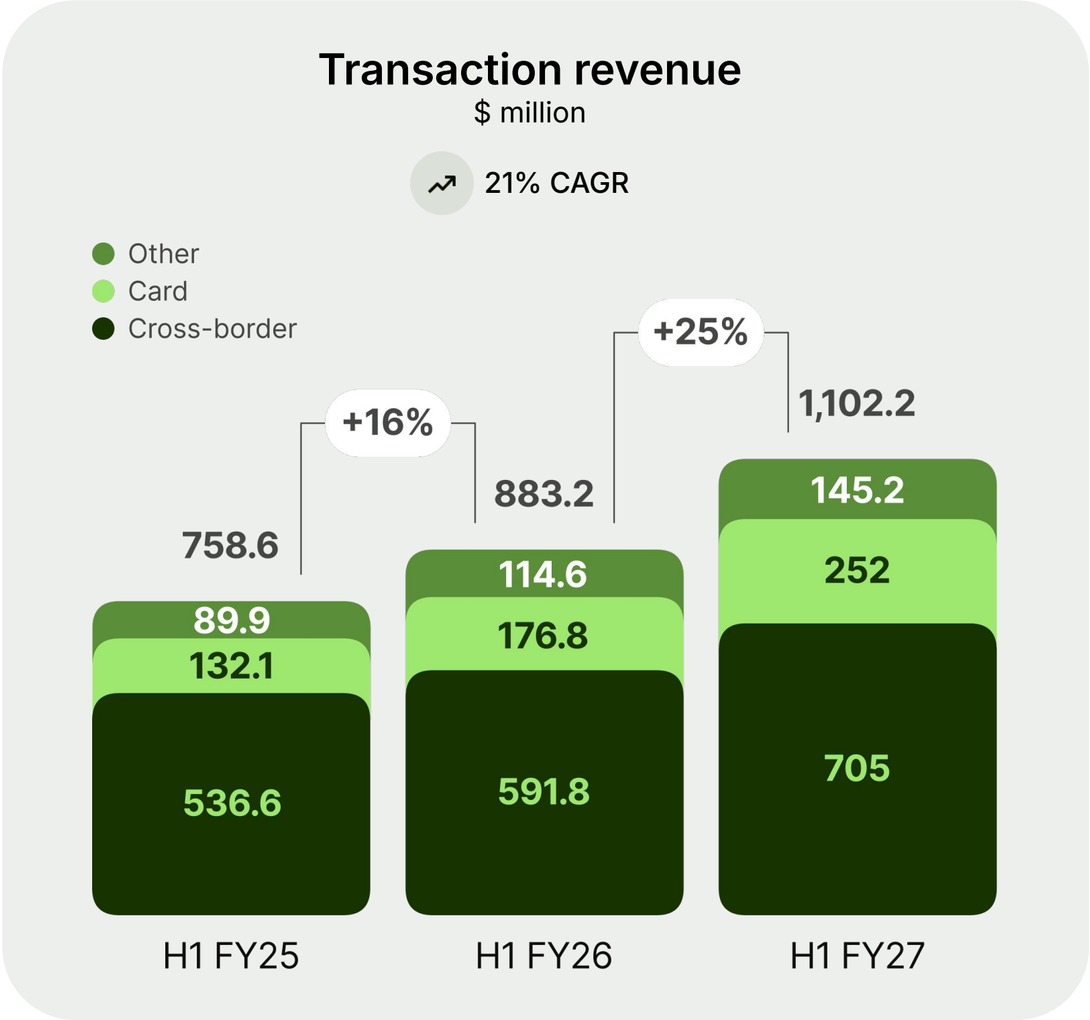


Key growth drivers

- Strong growth in North America and APAC
- Increased growth from Wise Business
- Higher interchange rates for business customers

Account adoption driving diversification of revenue base

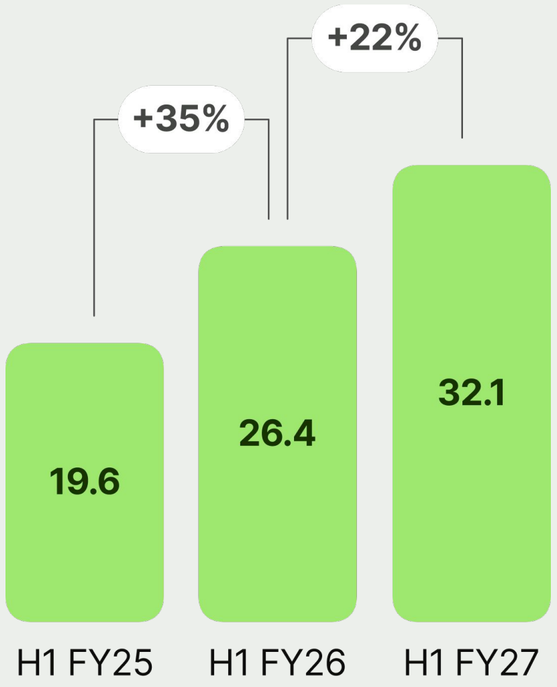




Generating interest income on customer balances

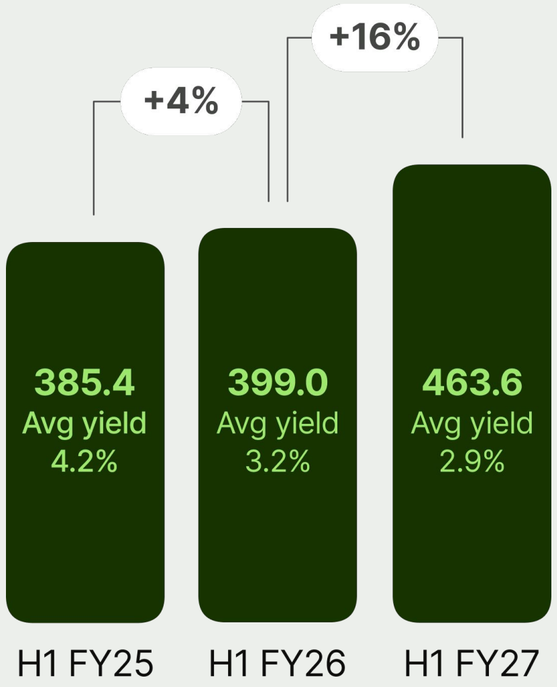
Customer balances
$ billion

28% CAGR



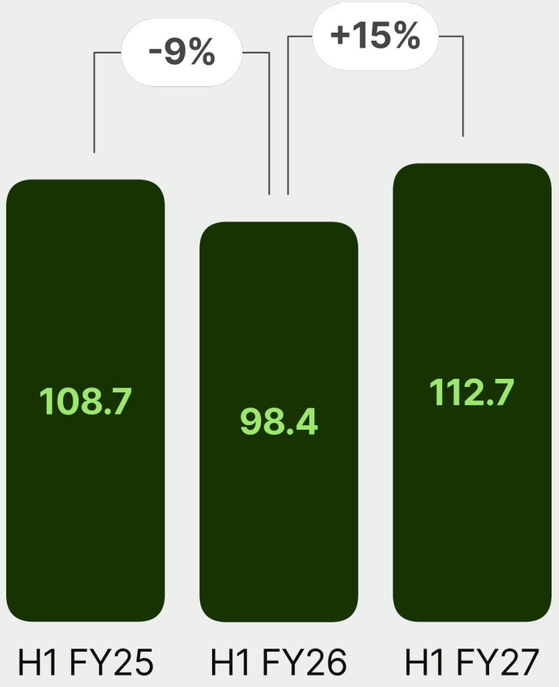
Interest income on customer balances
$ million

10% CAGR



Interest expense on customer liabilities
$ million

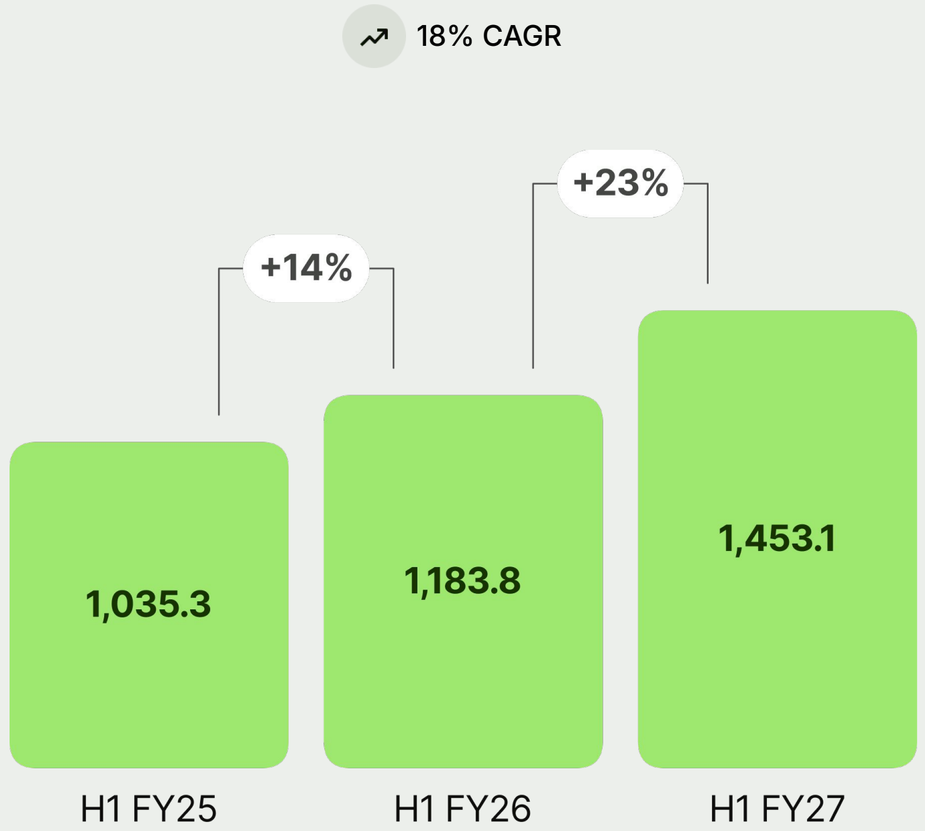
2% CAGR



Diversification of net revenue

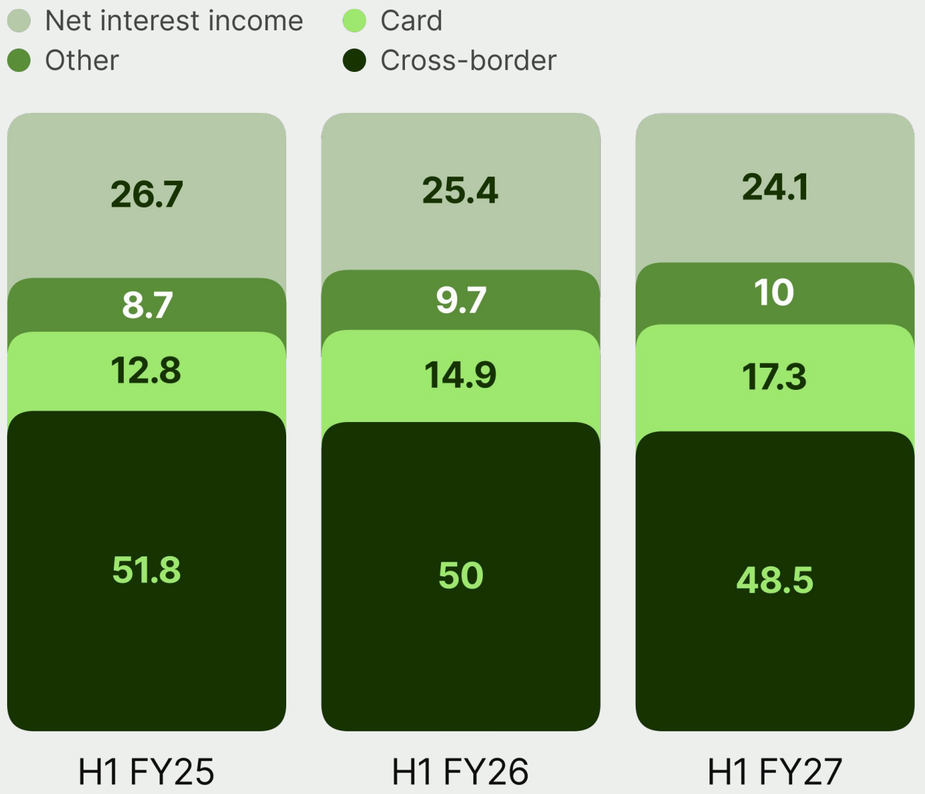
Net revenue

$ million



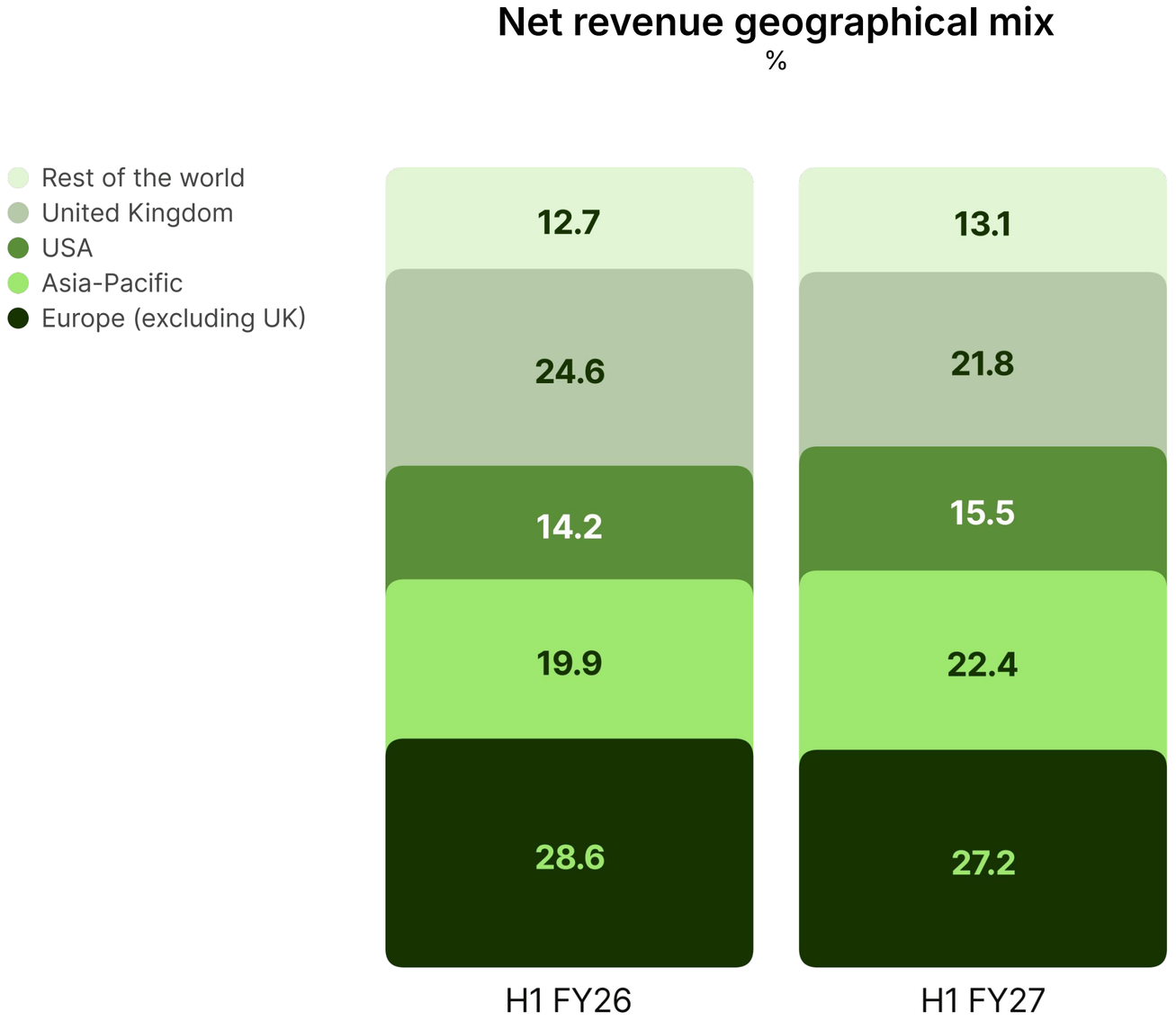
Net revenue mix

%



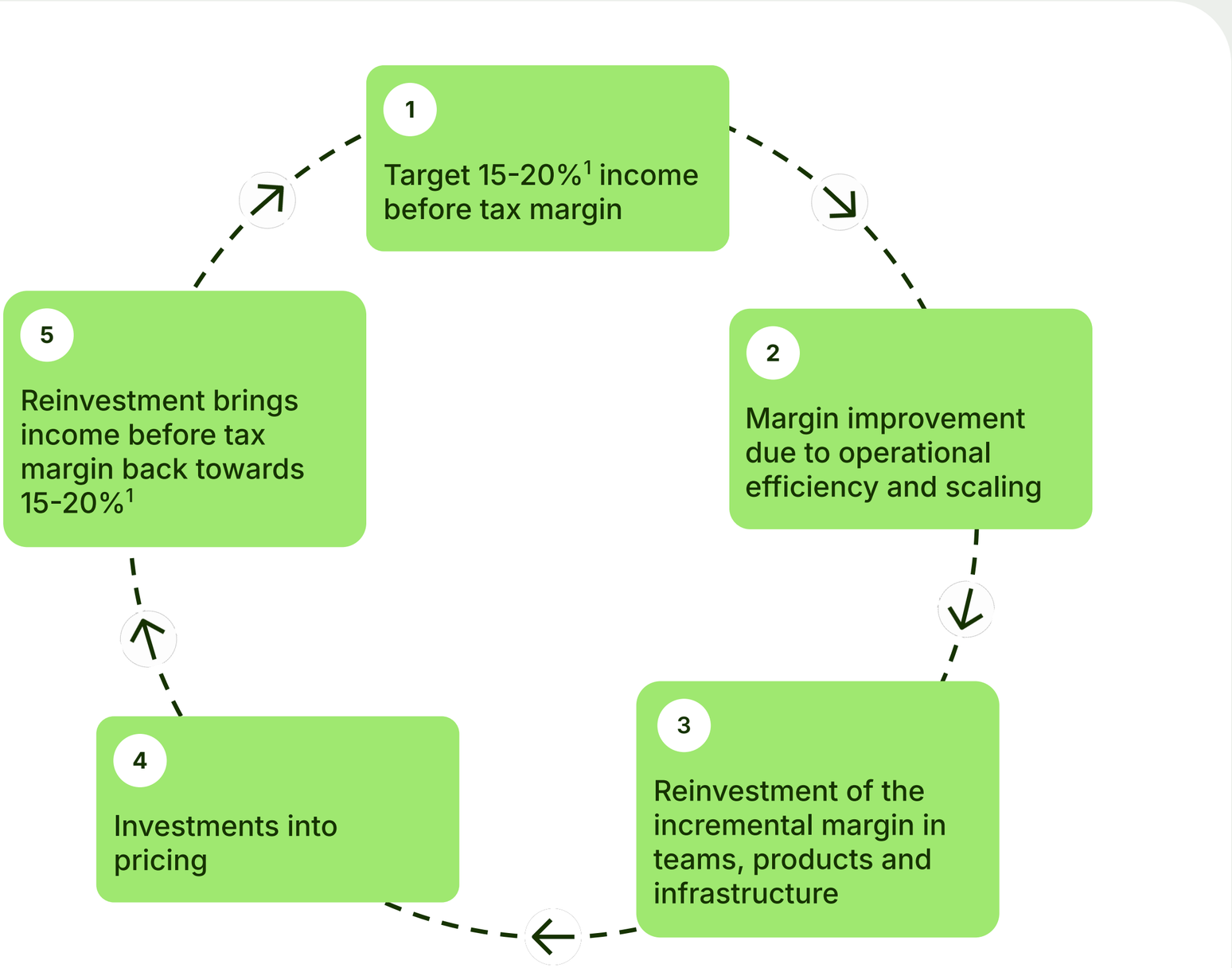
[1] Net interest income calculated as interest income on customer balances minus interest expense on customer liabilities.

Increasingly diversified geographical mix



Note: Total figures may not add up due to rounding.

Delivering efficiencies while investing for the future

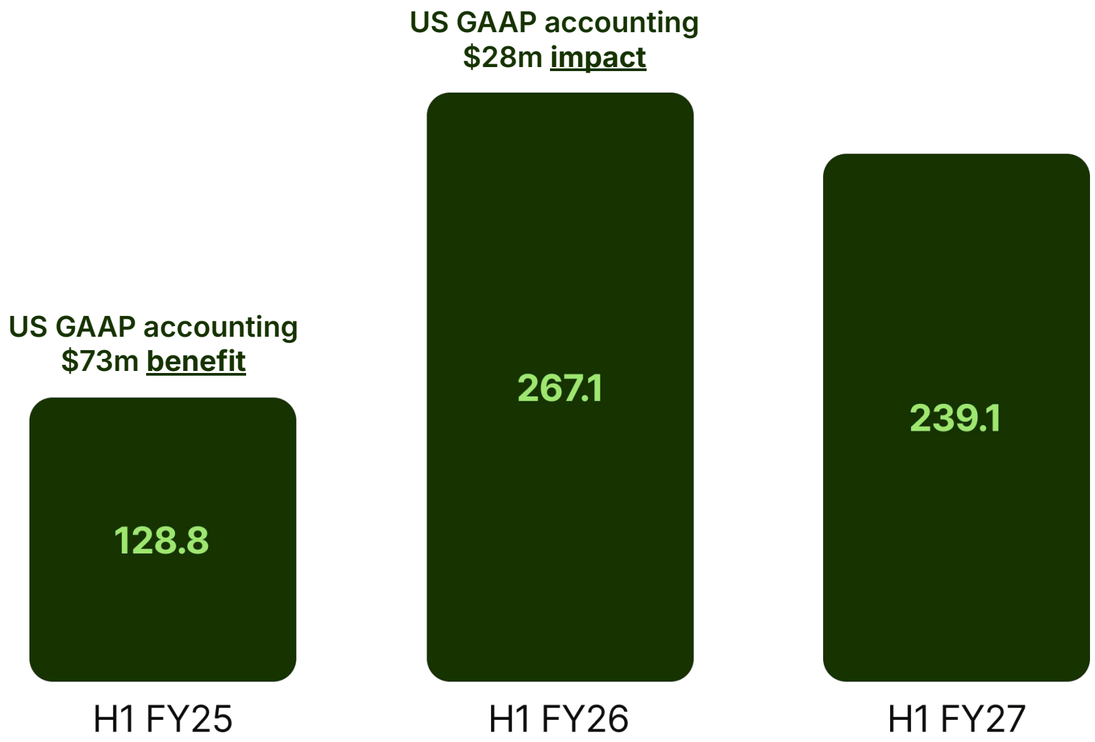


[1] Until we are substantially able to pay out our target 80% of interest income above 1% yield to customers we expect to report an above mid-term target income before tax margin of 20-25%

Seeking efficiencies as we grow in scale

Transaction expenses[1]

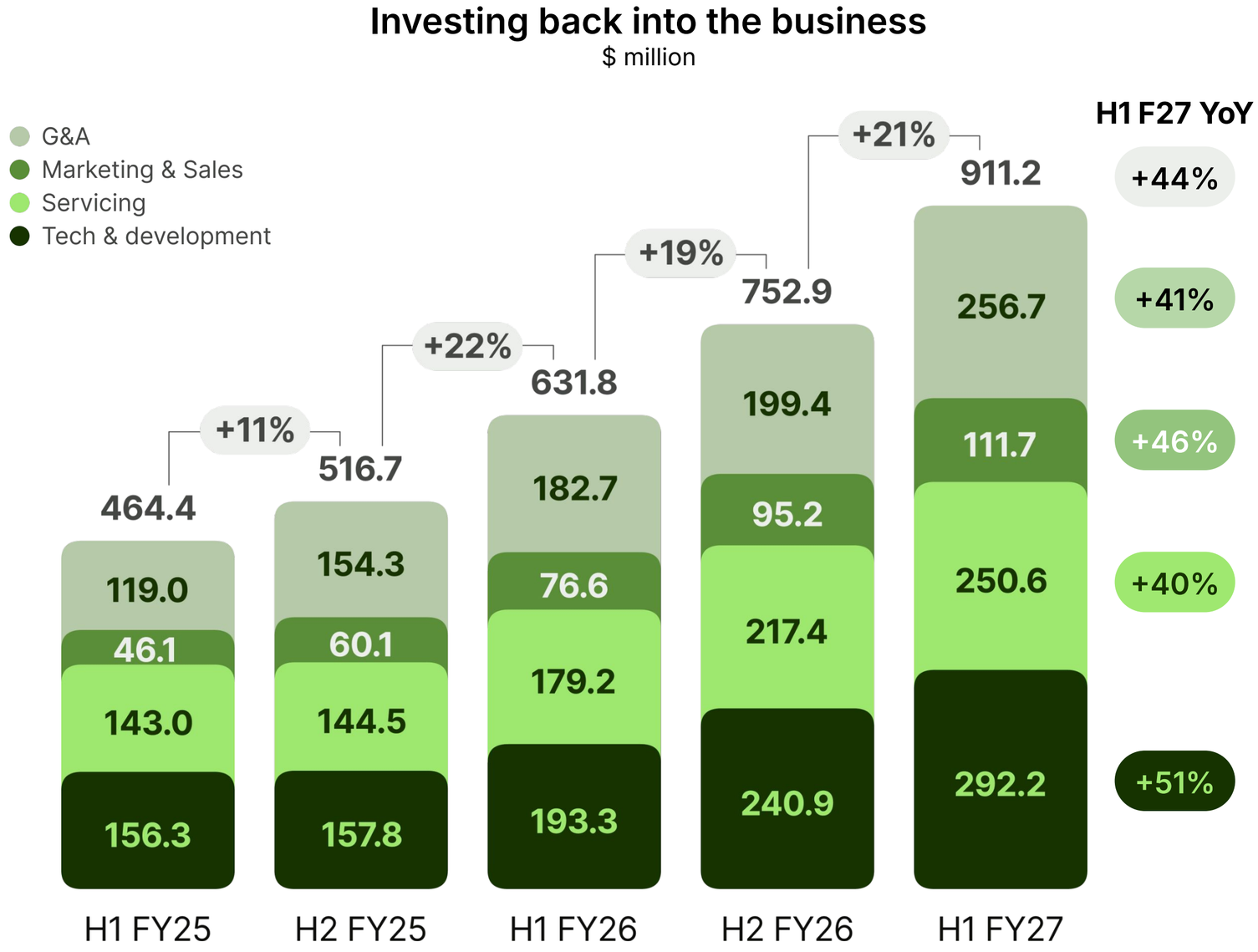
$ million



	H1 FY25	H1 FY26	H1 FY27
% of net revenue	12%	23%	16%
% of net revenue (excluding Accounting impact)	19%	20%	16%

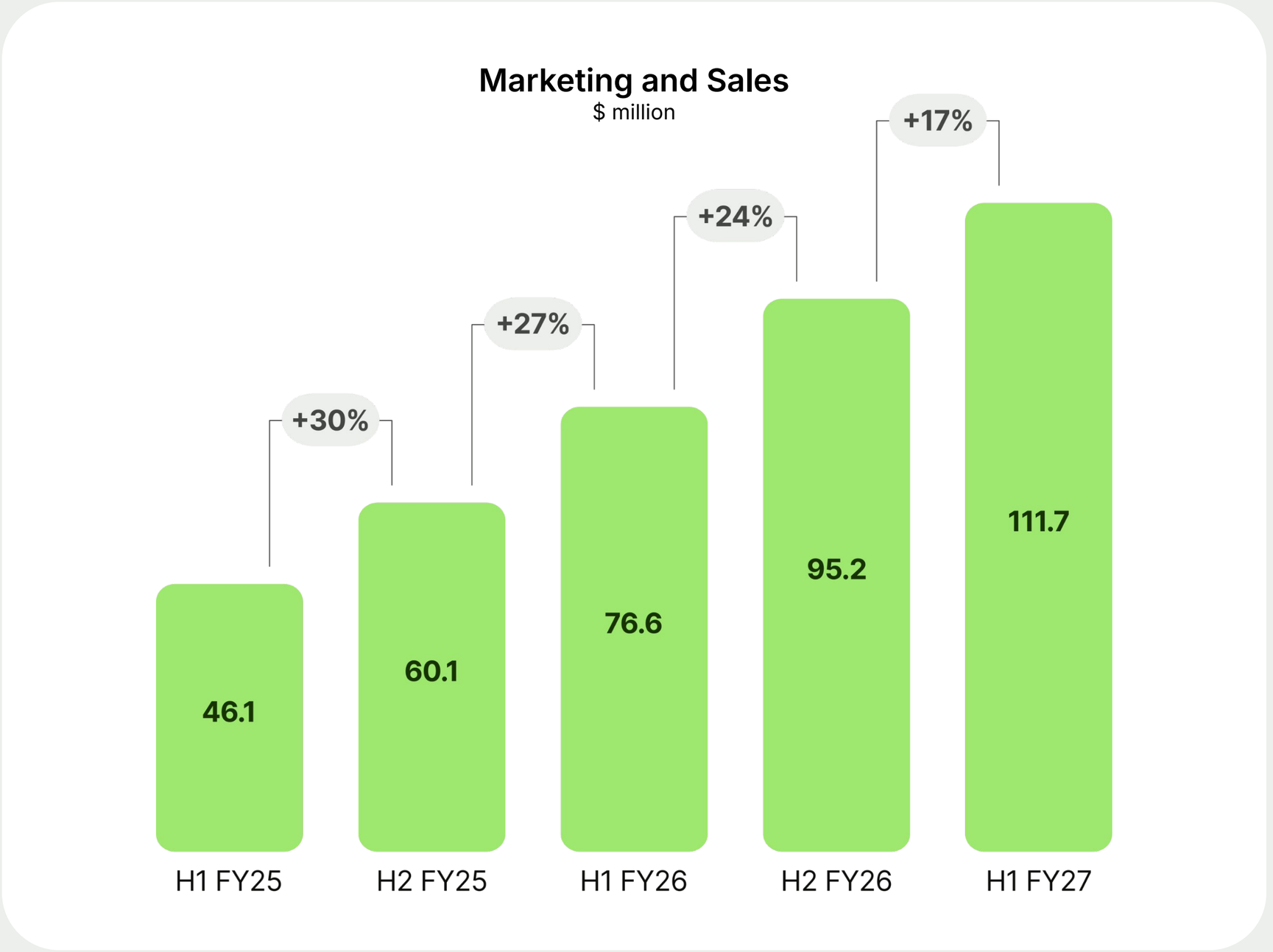
1. Includes transaction expenses and transaction and credit losses

Strategically investing back into the business



1. Operating expenses excluding
2. Transaction expenses and transaction and credit losses

Investing to acquire a growing customer base



[1]Based on a monthly sample group of 400 individuals per market with cross-border needs. Measures whether a consumer can recognize or remember a brand when prompted.

Investing to acquire a growing customer base

~69%

Word of mouth

20%

Minimum IRR

~20%

of marketing inv. in brand
(+3pp YoY)

Brand marketing prompted awareness[1]

Sep ’26 vs Mar ’26

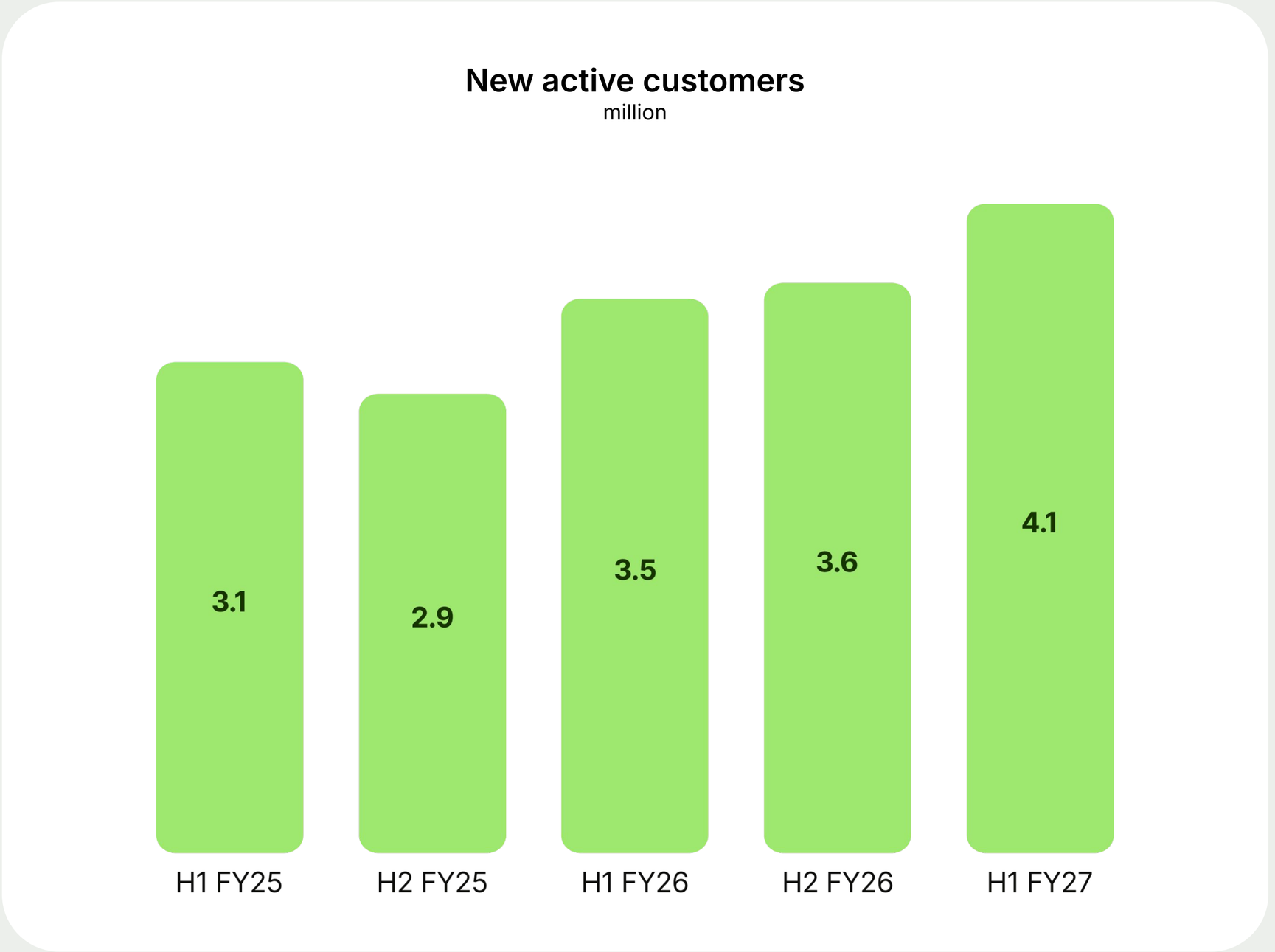
 40% (+8pp)

 57% (+6pp)

 47% (+8pp)

[1]Based on a monthly sample group of 400 individuals per market with cross-border needs. Measures whether a consumer can recognize or remember a brand when prompted.

Investments drive strong new customer growth

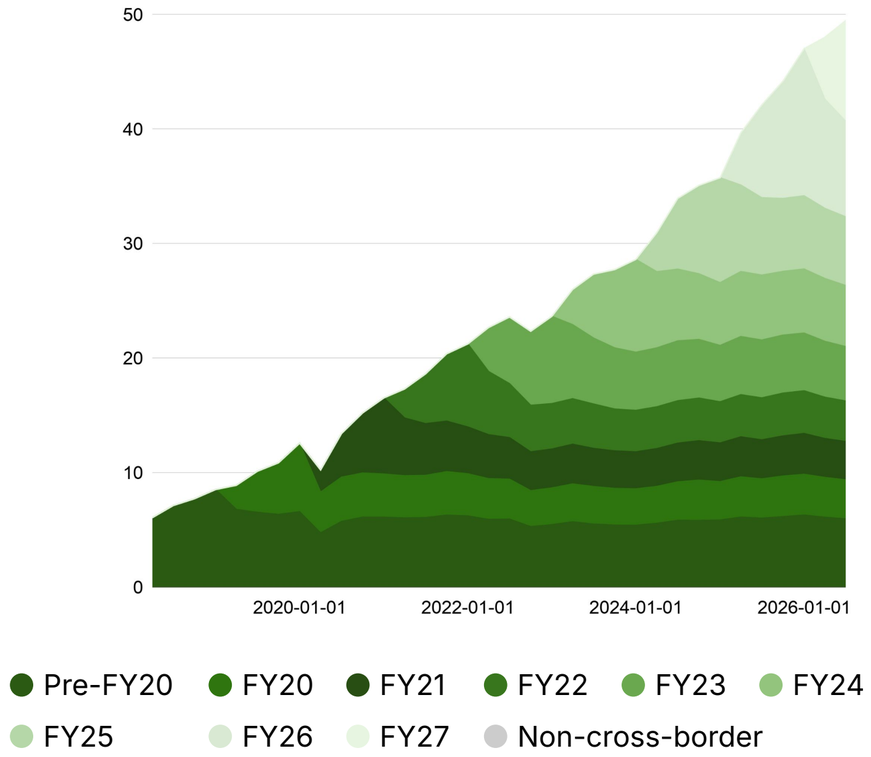


New active customers: total number of unique customers who have completed their first cross-currency transaction in a given period

Our customers stay with us for many years

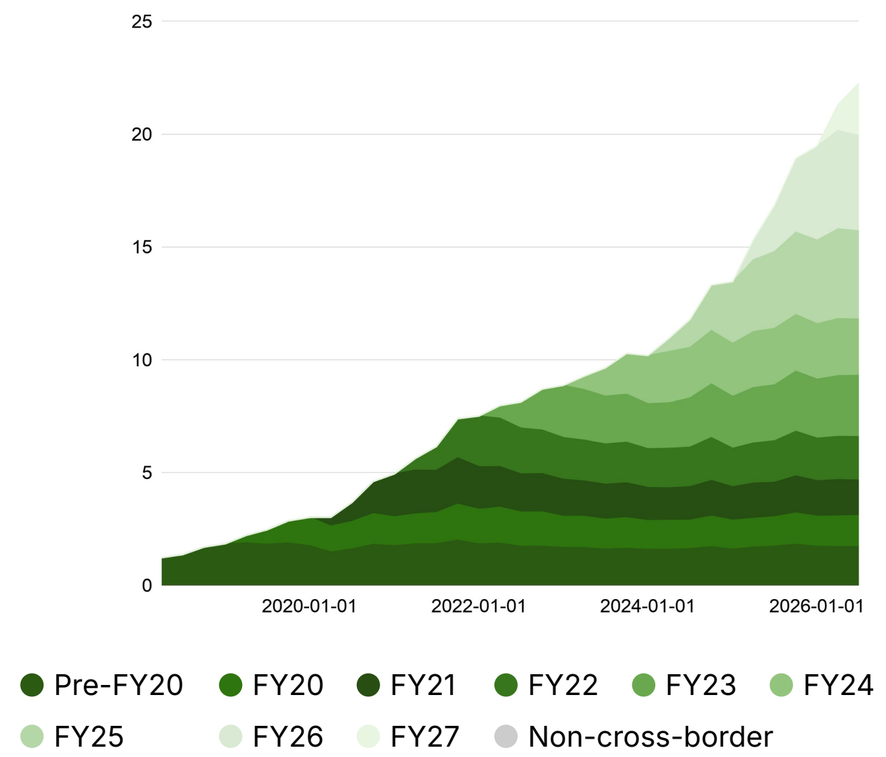
Cross-border volume by cohort – Personal

Quarterly Apr'18-Mar'26, $ billion



Cross-border volume by cohort – Business

Quarterly Apr'18-Mar'26, $ billion

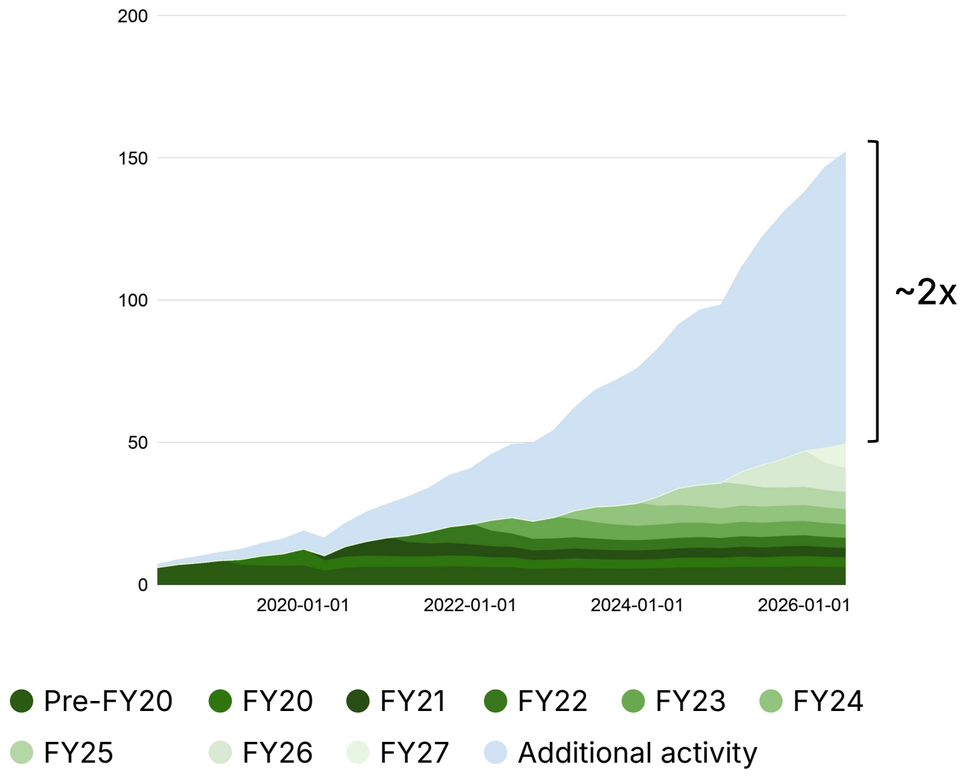


Note: customer cohorts are defined based on the completion of their first cross-border transaction.

Customer engagement is driving increased activity through Wise

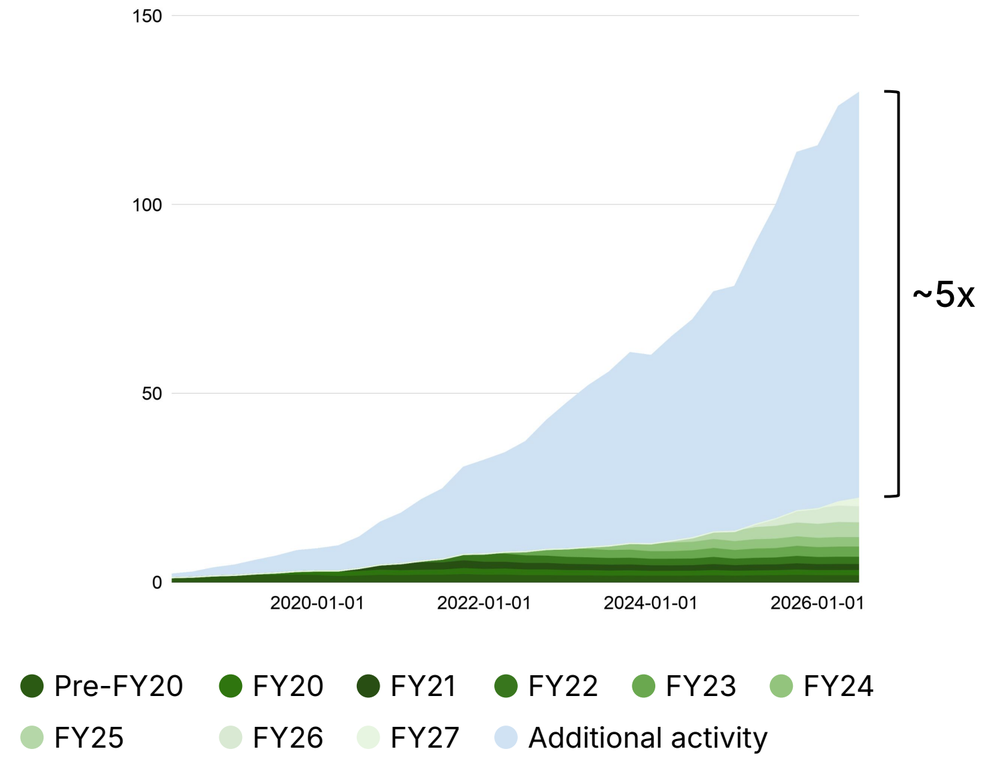
Total activity[1] by cohort – Personal

Quarterly Apr'18-Mar'26, $ billion



Total activity[1] by cohort – Business

Quarterly Apr'18-Mar'26, $ billion



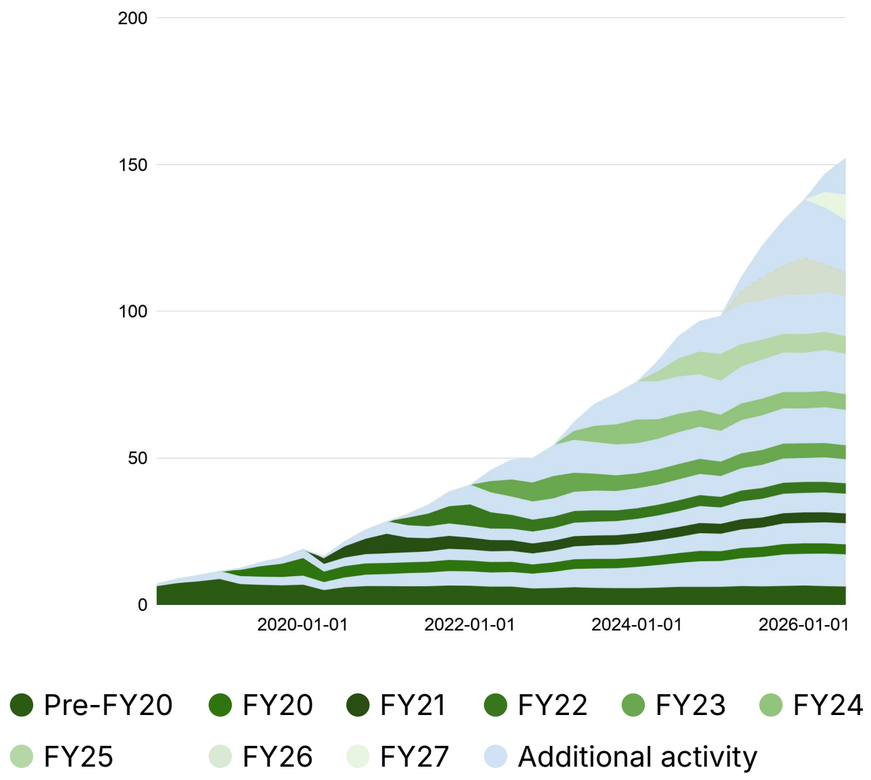
1. Total activity includes cross-border volume, same currency transactions, card spend volume and customer holdings
2. Non-cross-border includes same currency transactions, card spend volume and customer holdings.

Note: customer cohorts are defined based on the completion of their first cross-border transaction for cross-border volume and holdings and on their first card and same currency transaction for card spend volume and same currency transactions, respectively.

Activity driven across all cohorts — annualized >$1tn total activity

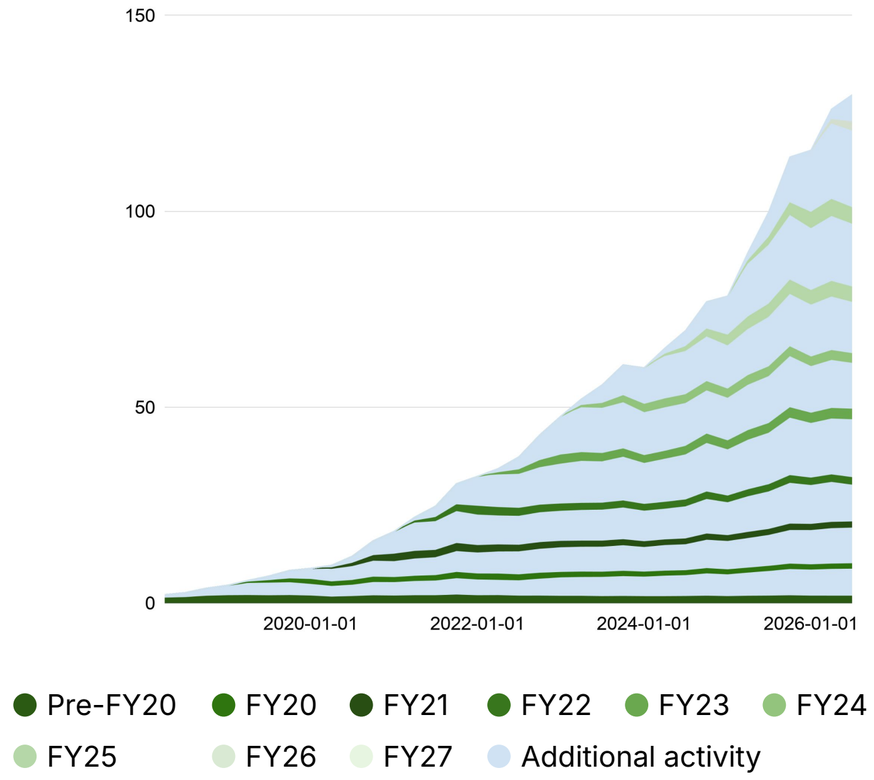
Total activity[1] by cohort – Personal

Quarterly Apr'18-Mar'26, $ billion



Total activity[1] by cohort – Business

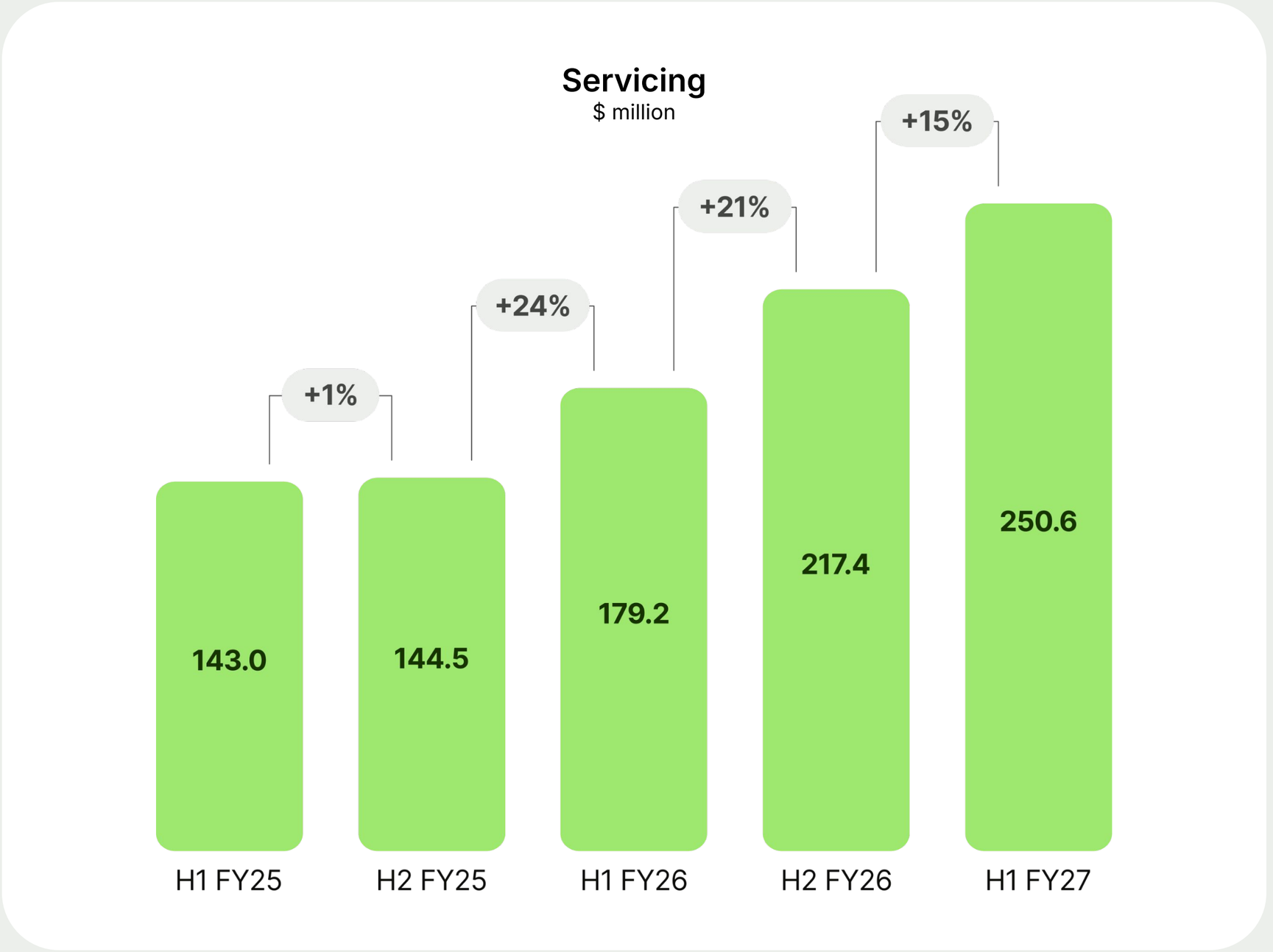
Quarterly Apr'18-Mar'26, $ billion



1. Total activity includes cross-border volume, same currency transactions, card spend volume and customer holdings
2. Non-cross-border includes same currency transactions, card spend volume and customer holdings.

Note: customer cohorts are defined based on the completion of their first cross-border transaction for cross-border volume and holdings and on their first card and same currency transaction for card spend volume and same currency transactions, respectively.

Investing to onboard and provide an outstanding service to a growing customer base



Investing to onboard and provide an outstanding service to a growing customer base

~50%

LLM handled chat contacts[1]
(+38pp YoY)

>75%

Live support in 1 minute, back office cases in 1 hour
(+40pp YoY)

>95%

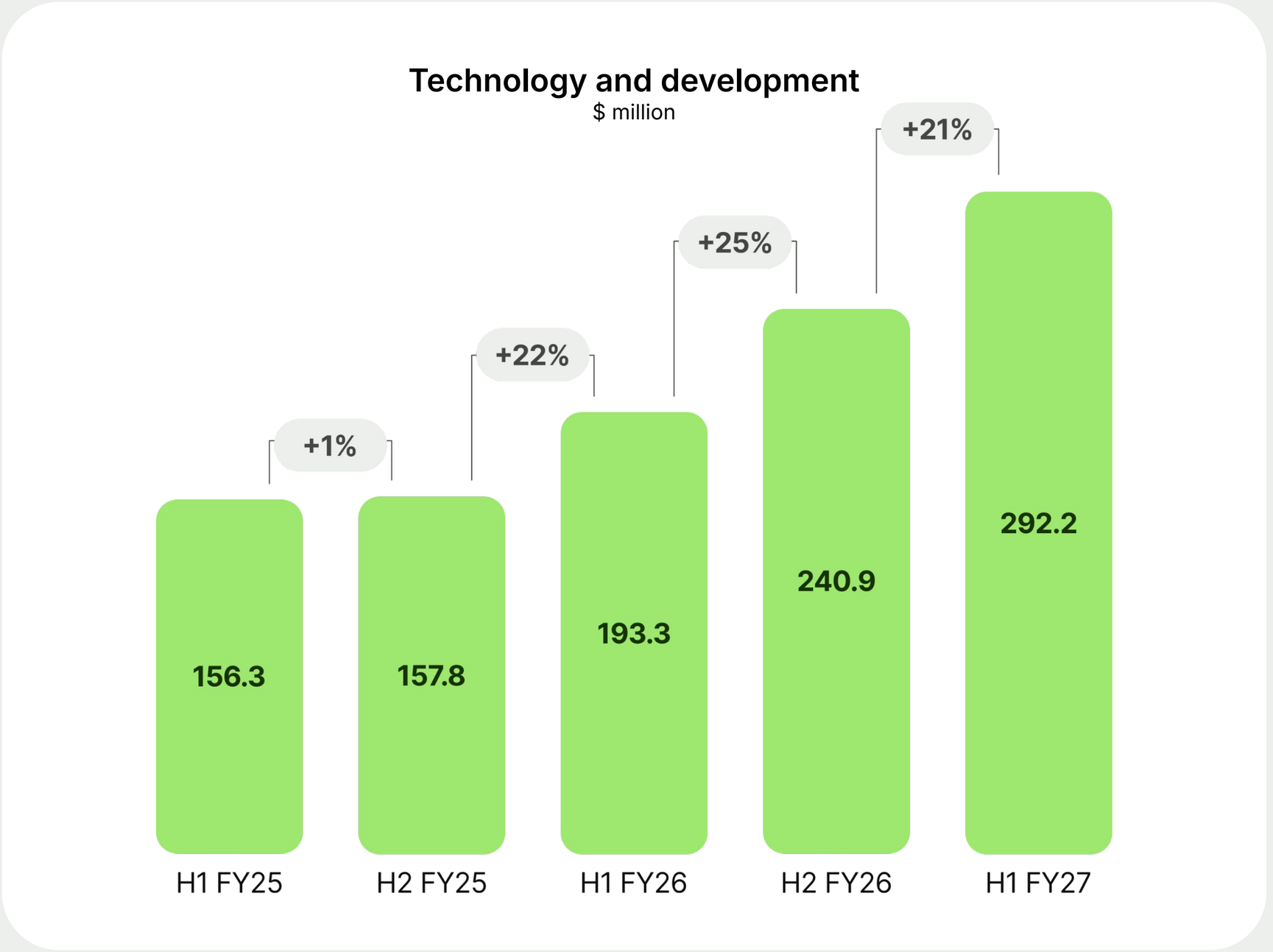
Cases resolved within 12hr[2]
(+25pp YoY)

350K

Total Service[3] enrolled customers

Note: performance data compares H1 FY26 average vs H1 FY27.
(1) Refers to chatbot automated replies, (2)Refers to the percentage of customer service cases resolved with 12 hours , (3) Total service refers to our enhanced service model, designed to give selected customers faster support, greater ownership and more end-to-end resolution.

Investing in our technology and product development



Investing in our technology and product development

~1.3K

Engineers
(Sep '26)

~45K

Deployments[1]
(+57% YoY)

Investing in:

- **Risk management**
- **Scaling and efficiency**
- **Growth**

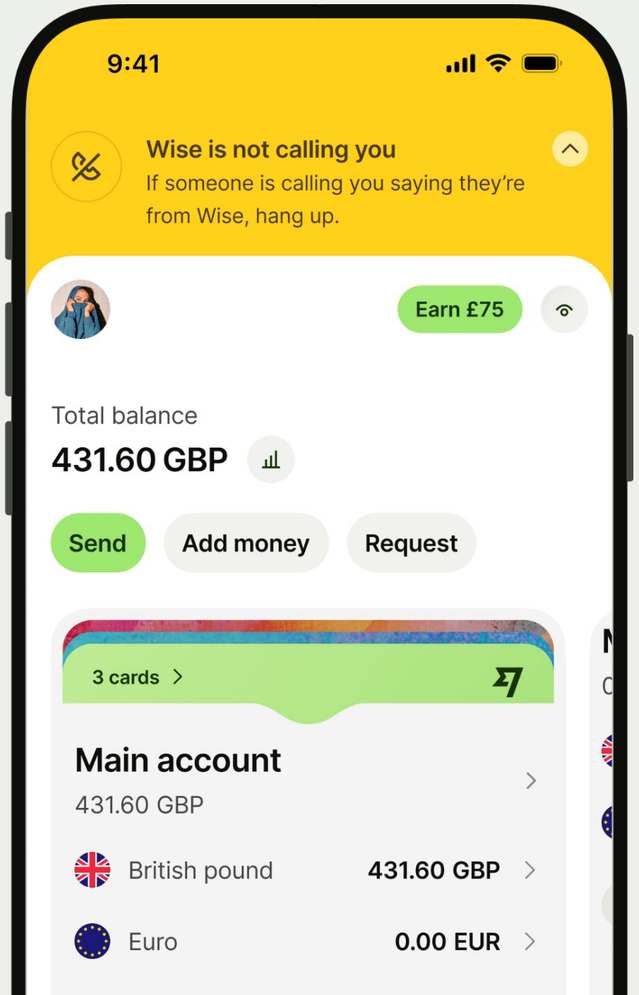
Increased Infrastructure Redundancy

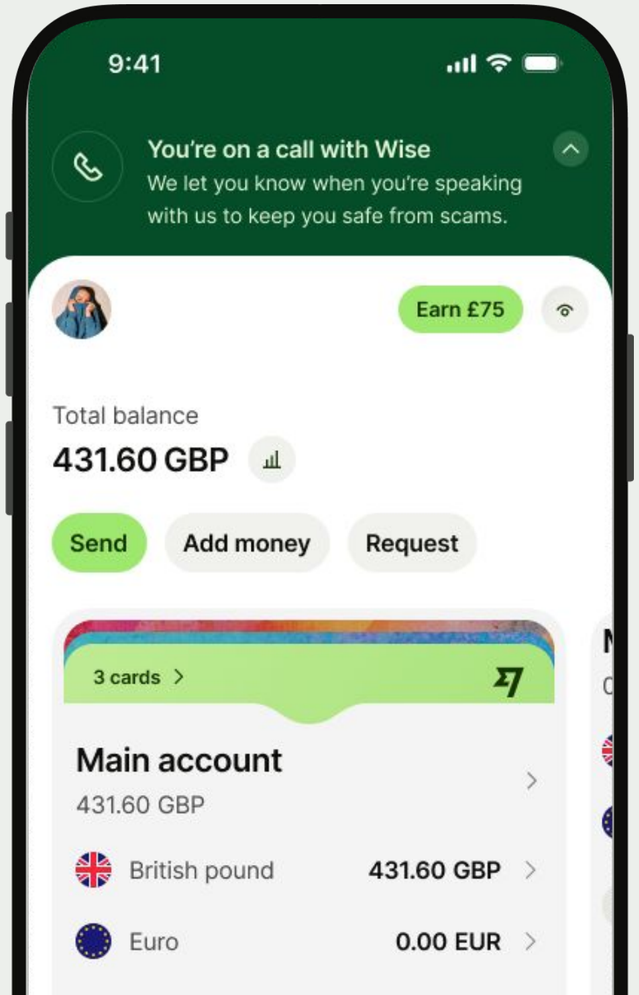
Added additional cloud hosting location

[1]Refers to pushing new features, fixes or updates from development & testing environments into the live production environment.

Risk Management

Recent product launches and roll-outs

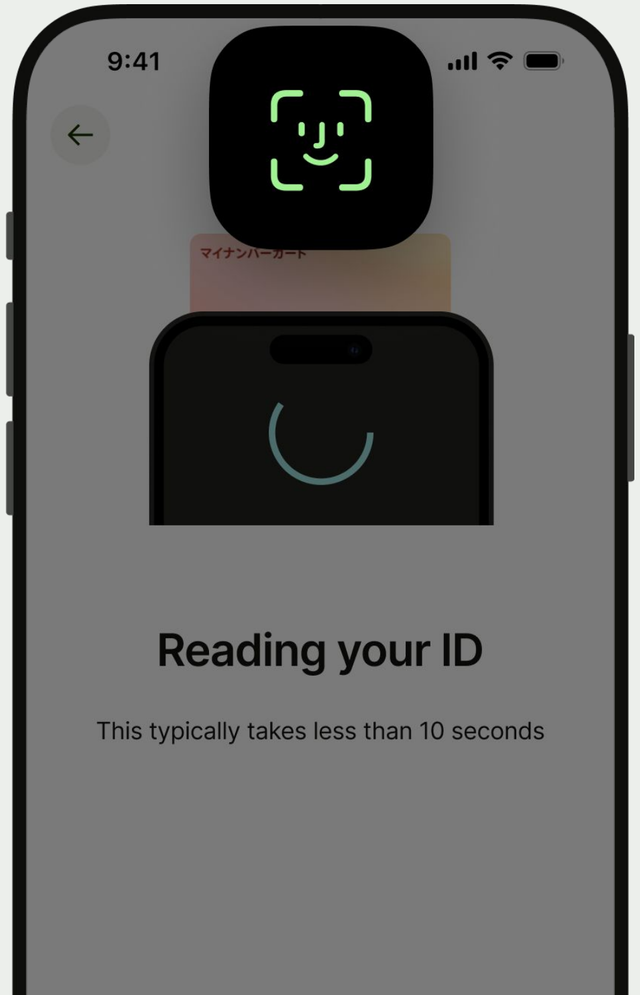




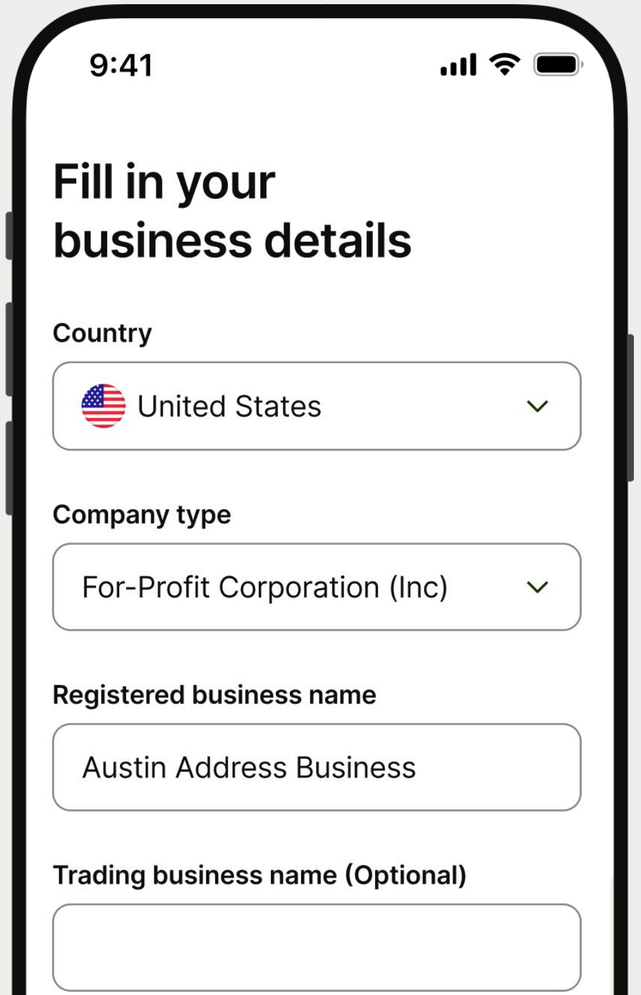
Scaling and efficiency

Recent product launches and roll-outs

Japan



USA



Growth

Recent product launches and roll-outs



Malaysia



Chile

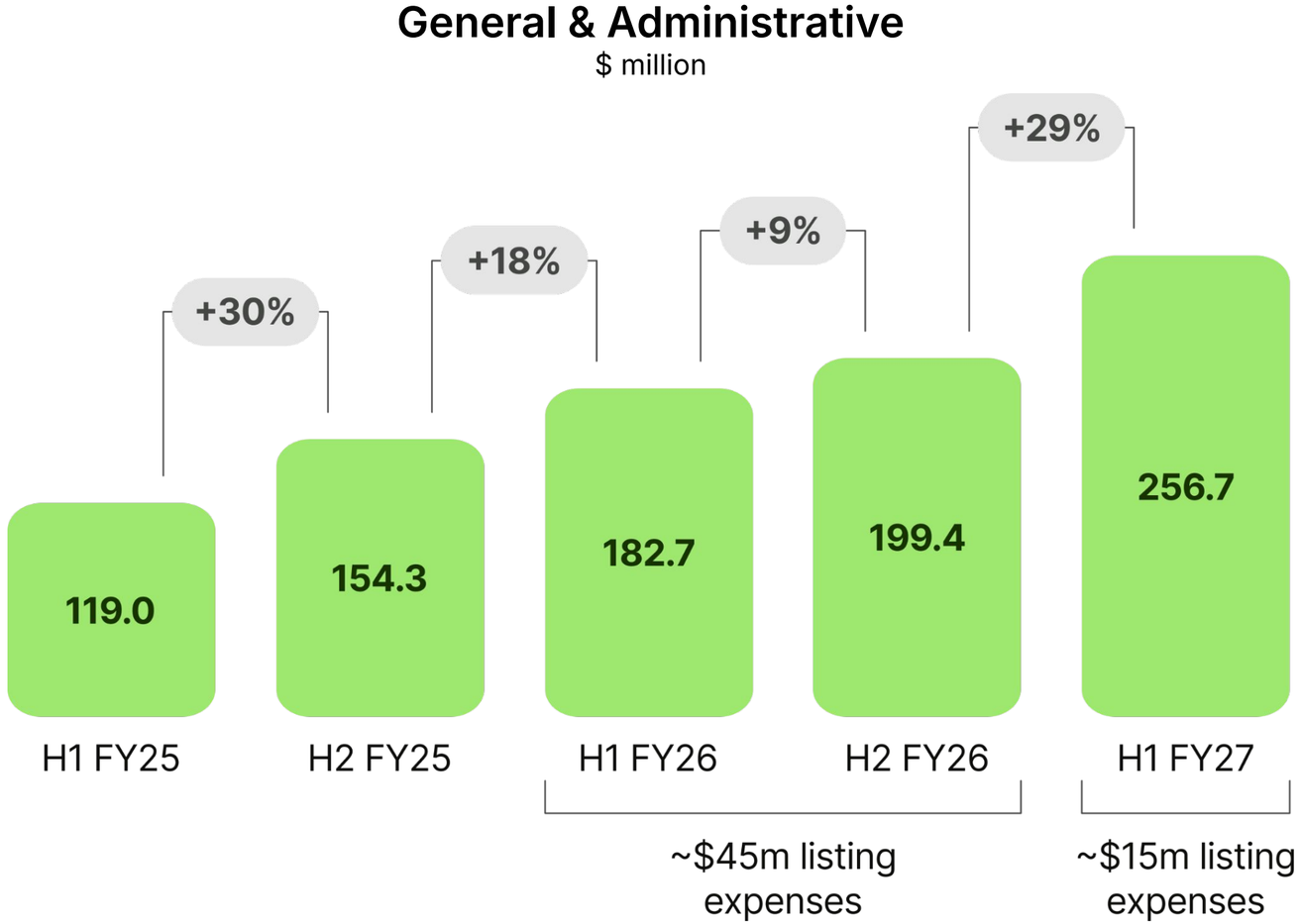


Thailand



eSIM

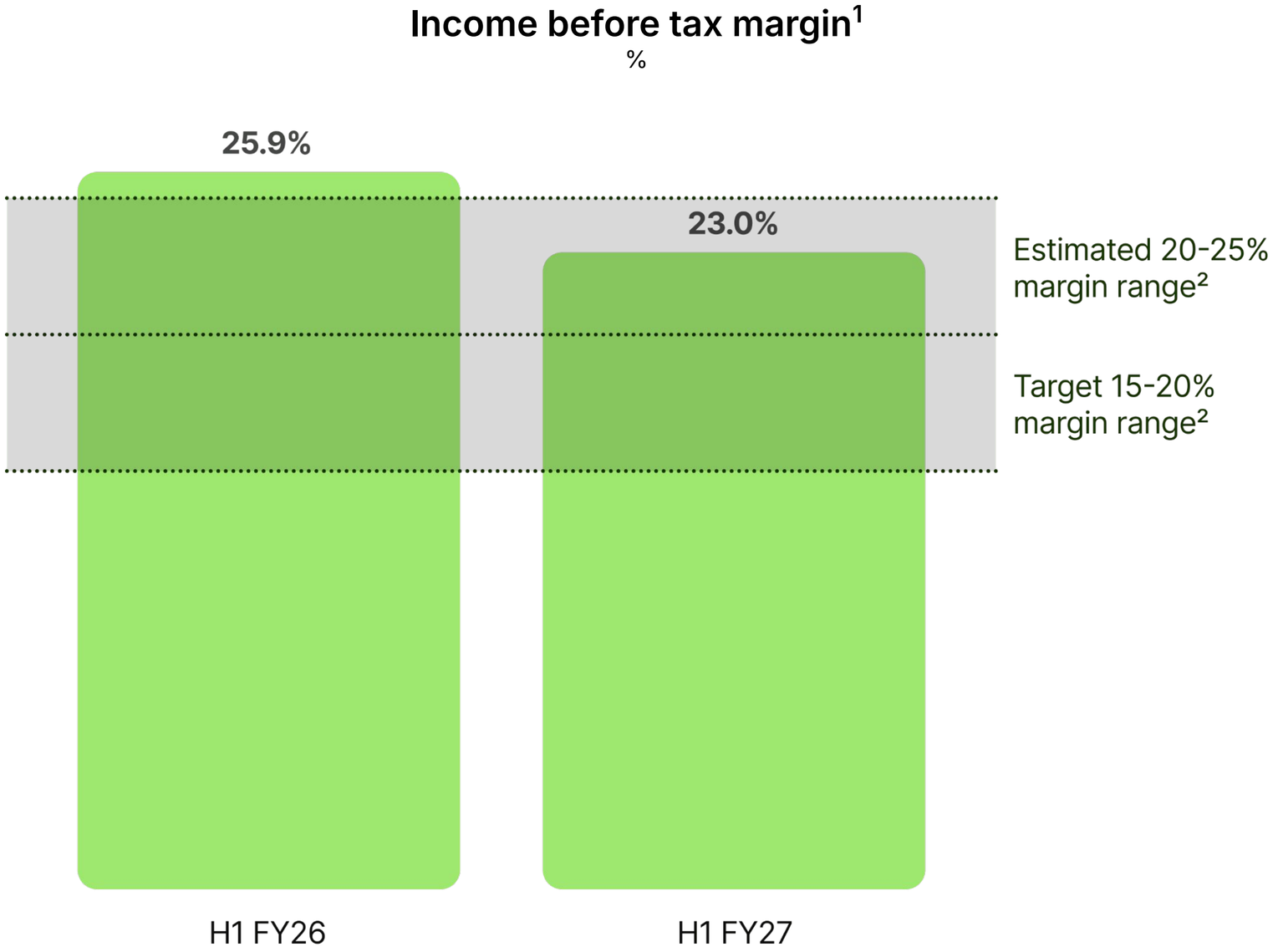
Investing in our Core Functions



H1 FY27 drivers

- One-offs, including ~$15m of listing expenses
- Increased growth in corporate functions related to US listing requirements (e.g. SOX compliance)

Delivering a sustainable, profitable underlying business model



[1] Income before tax margin calculated as income before tax as a percentage of net revenue
[2] Mid-term margin target of 15-20%. Until we are substantially able to pay out our target 80% of interest income above 1% yield to customers we expect to report an above mid-term target income before tax margin of 20-25%

Continuing to target strong growth and healthy levels of profitability

	Medium term targets	FY27 guidance
 GROWTH	Net revenue CAGR of **15-20%** with FY24 as base year	Net revenue growth in the upper half of **15-20%**
 PROFITABILITY	Income before tax margin[1] of **15-20%**[2]	Income before tax margin[1] around the top of target range **20-25%**

[1] Income before tax margin calculated as income before tax as a percentage of net revenue
[2] Mid-term margin target of 15-20%. Until we are substantially able to pay out our target 80% of interest income above 1% yield to customers we expect to report an above mid-term target income before tax margin of 20-25%

Capital allocation framework

Net revenue growth
+
Sustainable profitability profile
+
Strong cash generation

Prudent cash management

Regulatory capital
+
Flexibility for future requirements

Return of capital

Over $0.5 billion share purchase program: 50% completed as of November 9th, 2026

Strong fundamentals — executing on our strategy

16M
Active customers
+21% YoY

$141BN
Cross-border volume
+24% YoY

$44BN
Customer holdings[1]
+28% YoY

$27BN
Card spend
+33% YoY

$1.5BN
Net revenue
+23%YoY

23%
IBT margin[2]
-3pp YoY

[1] Customer holdings is the total of the amount of customer balances in the Wise account as well as the amounts invested in the 'Assets' feature. Holdings include Assets Under Custody
[2] calculated as income before tax divided by net revenue

Q&A



Kristo Käärmann
Co-Founder and CEO



Emmanuel Thomassin
Chief Financial Officer

APPENDIX

Interest income framework to avoid cyclicality

Avoiding cyclicality, while offering a great product for our customers

H1 FY2027

$464M
Interest income on customer balances

First 1%

$158M
Used to cover costs of the Wise account

Above 1%

20%
Kept as profit

$61M

80%
Aim to pay back to customers

$113M
37% paid to customers

$132M
43% unpaid to customers[1]

A 25bps increase/decrease to interest rates in H1 FY27 would have resulted in a $21.9 million move in IBT over this period

[1] 43% unpaid to customers refers to interest income retained above target 20% due to geographical restrictions.

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