

Date: 16th August, 2021

To,
The Manager,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Subject: Investors presentation for the first quarter ended 30th June, 2021
Scrip ID: WSFIN
Scrip Code: 511147

Dear Sir/ Madam,

In furtherance to our intimation submitted on 10th August, 2021 with regard to conference call arranged for analysts and investors. We are enclosing presentation on the performance for the first quarter ended 30th June, 2021.

Investors and Analysts are requested to join the conference call today i.e. 16th August, 2021 at 4.00 p.m. as per details given below:

Sr. No.	Particulars		
1	Conference dial-in numbers	Universal Access	+91 22 6280 1163 +91 22 7115 8252

You are requested to take the same on your record.

Thanking You,

Yours faithfully,

For Wall Street Finance Limited



Manisha Swami
Company Secretary & Compliance Officer



Smart Forex

for a digital world



Investors Presentation
Q1 Apr – June : 2021 – 2022
16th August, 2021



- WSFx is a Forex Fintech company providing Foreign Exchange and Outward Remittance services through its 17 Branch Network and Digital Platforms.
- Licensed by RBI and listed in BSE and **ISO 27001** Certified for ISMS .
- Partnership with HDFC Bank and Thomas Cook for Prepaid Forex Cards and with Indusind Bank, Yes Bank, RBL, Axis Bank, SBM etc for outward Remittances.
- WSFx Smart Currency Card – In association with Yes Bank, unique multicurrency Forex and INR Card with Smart App for Card Management.
- Tech Platforms for Corporate and Agent Segment for Management of their Forex needs.
- Digital Smart App & portal for Students & millennials for their Forex and outward remittance requirements.
- Key clients like E&Y Group, Mphasis, Novartis, L&T Infotech, Siemens Group, HDFC Credila etc. rely on WSFx for their forex needs.

Key Milestones



Q1 FY 2021 – Second Wave of Covid 19 Pandemic – Continuous impact in Forex Business.

- Imposition of Lockdowns
- International travel restrictions and postponement of International Flight movements
- Cost optimization - Salary revisions / rent reductions / reduction in professional fees.
- Corporate, Leisure and Wholesale business impacted
- Study abroad only sustainable business opportunity during this quarter.

Financials.

- GTO – INR 406 Cr – drop of 20% QNQ
- NR – INR 2.63 Cr – drop of 18% QNQ
- Expenses – INR 4.16 Cr – drop of 8% QNQ
- PBT – 1.72 Cr – drop of 20% QNQ

Digital

- **ISO 27001 – ISMS** – Certification received from TUV
- Participation In RBI regulatory sandbox for Cross Border Remittances showcasing Outward Remittance solution.
- Launch of WSFx Smart Fx Portal / redesigned Website targeted at Students / Millennials.
- 56% of business of Corporate segment from Digital Platform.

Q1/21-22 & Q1/20-21 Performance & Comparison

Particulars (INR Lakhs)	Q1/21-22	Q1/20-21	% Inc
Revenue from Ops	585.16	312.22	87%
Other Income	21.97	24.89	-12%
PBT	(171.72)	(188.50)	
PAT	(117.75)	(131.20)	

Q1/2021-22 & Q4/2020-21 Performance & Comparison

Particulars (INR Lakhs)	Q1/21-22	Q4/20-21	% Inc
Revenue from Ops	585.16	665.19	-12%
Other Income	21.97	101.89	-78%
PBT	(171.72)	(215.99)	
PAT	(117.75)	(191.14)	

Profit and Loss Account – Abstract (Standalone)

INR Lakhs

Particulars	FY 2021-22	FY 2020-21				FY 2019-20			
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue from Operations	585.16	665.19	486.05	647.90	312.22	949.50	873.67	988.64	820.42
Less: Direct Cost	321.94	344.21	243.06	318.10	127.77	471.50	324.57	345.84	285.10
Revenue from Operations Net	263.22	320.97	242.99	329.80	184.45	478.00	549.10	642.80	535.32
Other Income	21.97	101.89	22.32	25.90	24.89	49.25	50.77	47.31	51.80
Total Revenue	285.19	422.87	265.30	355.71	209.34	527.24	599.87	690.12	587.12
Selling, General & Admin Exp	420.21	485.99	432.65	388.21	364.64	568.18	534.00	554.10	507.52
Provisions	-	110.00	-	-	-	87.60	-	-	-
EBIDTA	(135.02)	(173.12)	(167.35)	(32.50)	(155.30)	(128.54)	65.87	136.02	79.60
Finance Cost	7.00	12.83	7.73	19.76	8.06	27.90	36.13	48.07	32.79
EBDTA	(142.02)	(185.95)	(175.08)	(52.26)	(163.36)	(156.44)	29.74	87.95	46.81
Depreciation	29.70	30.03	31.95	32.39	25.13	28.66	18.88	19.93	14.47
PBT	(171.72)	(215.99)	(207.03)	(84.65)	(188.50)	(185.10)	10.86	68.01	32.34
Tax Expense	(53.58)	(30.33)	(65.22)	(28.59)	(58.82)	(67.46)	9.77	26.13	10.08
Other comprehensive income	0.39	(5.49)	2.35	6.22	(1.52)	1.07	-	(8.30)	1.17
PAT	(117.75)	(191.14)	(139.46)	(49.84)	(131.20)	(116.56)	1.09	33.58	23.43

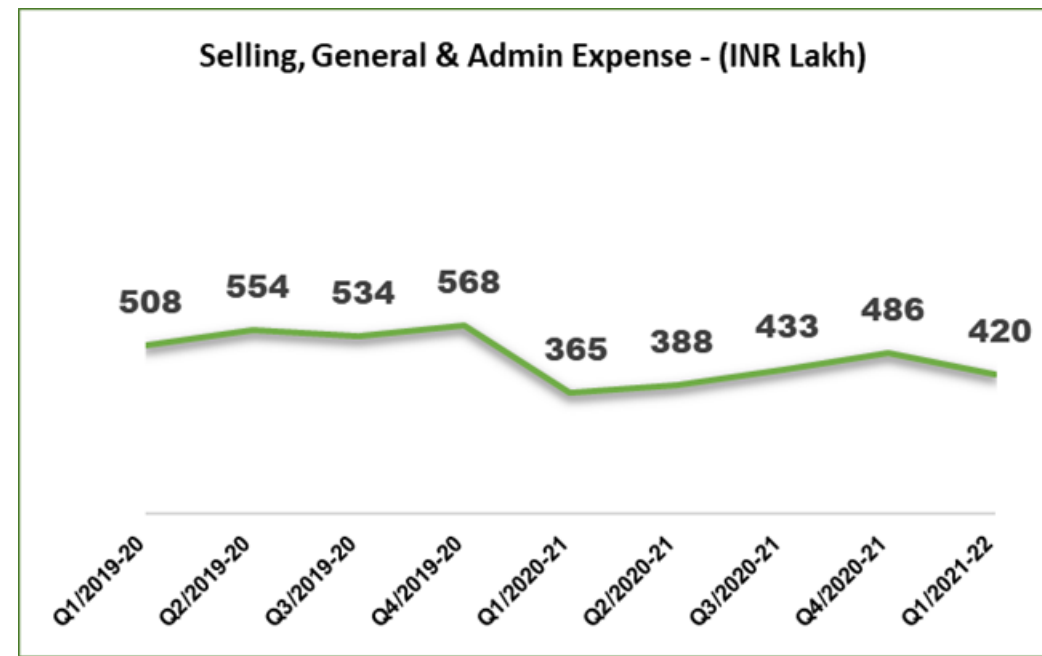
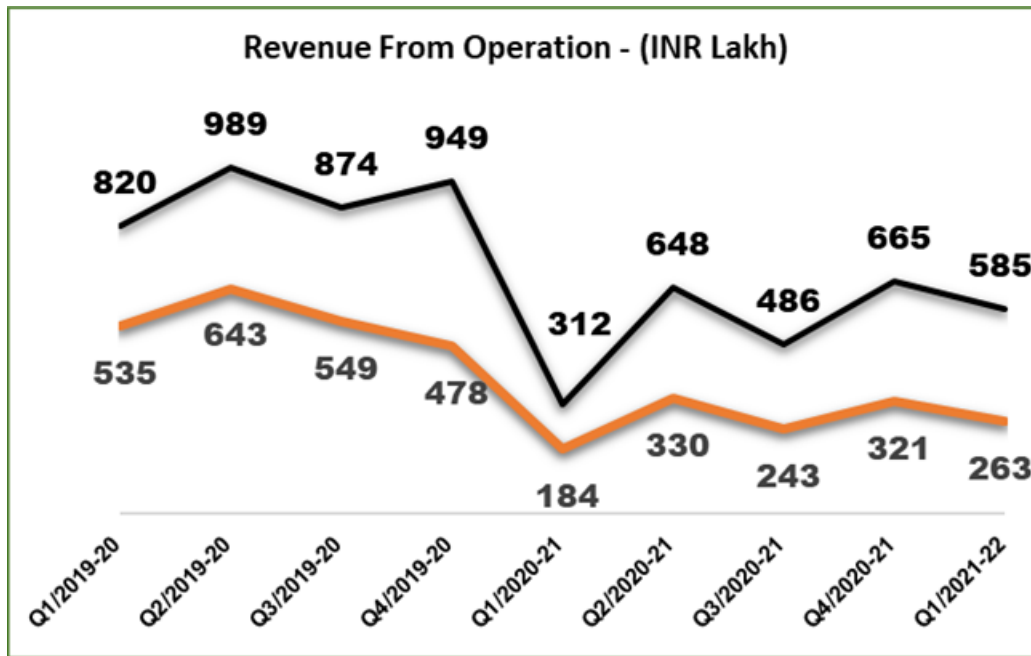
Results

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30th JUNE, 2021 (Rs. In Lakhs)



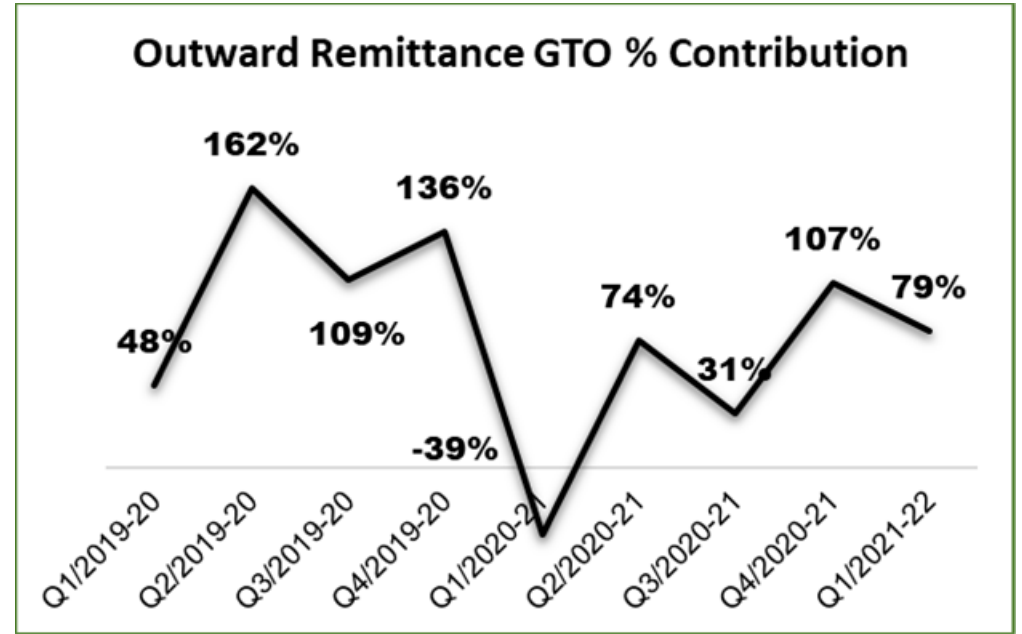
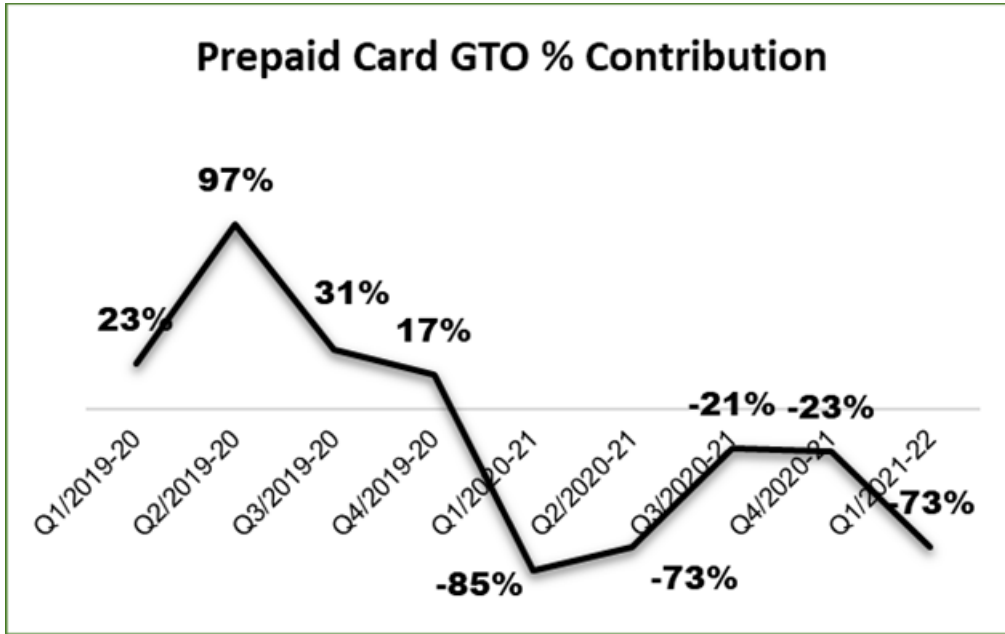
Sr. No.	Particulars	Standalone			
		Quarter Ended			Year Ended
		30-Jun-21 (Unaudited)	31-Mar-21 (Audited)	30-Jun-20 (Unaudited)	31-Mar-21 (Audited)
1	Income from Operations				
	a) Revenue from Operations	585.16	665.19	312.22	2,111.36
	b) Other Income	21.97	101.89	24.89	175.00
	Total Revenue	607.13	767.08	337.11	2,286.36
2	Expenses				
	a. Employee benefits expense	261.69	274.07	237.81	984.23
	b. Finance Costs	7.00	12.83	8.06	48.38
	c. Depreciation & Amortization expenses	29.70	30.03	25.13	119.50
	d. Brokergae and Commission	327.15	345.84	126.40	986.66
	e. Other Expenses	153.31	210.29	128.20	733.74
	Total Expenses	778.85	873.06	525.61	2,872.51
3	Profit/(Loss) from before exceptional items (1-2)	(171.72)	(105.98)	(188.50)	(586.15)
4	Exceptional Items	-	(110.00)	-	(110.00)
5	Net Profit / (Loss) before tax (3+4)	(171.72)	(215.98)	(188.50)	(696.15)
6	Tax Expense				
	a. Current tax	-	-	-	-
	b. Deferred Tax	53.58	30.33	58.82	182.96
7	Net Profit / (Loss) after tax (5+6)	(118.15)	(185.64)	(129.68)	(513.19)
8	Other comprehensive income (OCI) (Net of taxes)	0.39	(5.49)	(1.52)	1.57
9	Total comprehensive income (7+8)	(117.75)	(191.13)	(131.20)	(511.62)
10	Paid-up Equity Share Capital (Face Value Rs. 10/- each)	1,159.84	1,159.84	1,159.84	1,159.84
11	Reserves Excluding Revaluation Reserves as per Balance Sheet of previous accounting year				1,811.17
12	Earning per share (EPS) of Rs. 10 each (not annualised)				
	(a) Basic	(1.02)	(1.60)	(1.12)	(4.42)
	(b) Diluted	(1.02)	(1.60)	(1.12)	(4.42)

Comparative Quarter on Quarter – Revenue & Expenses



— Gross Revenue

— Net Revenue



Notes:

- The growth on both charts are pegged on Q3/2017-18 as the base year and growth are shown on the base year
- Prepaid cards and outward remittance segment – seasonality (students) and hence the spike in Q2 of 18-19 & Q2 of 19-20 is seen from the above graph
- Q4/2019-2020 and entire FY / 2020-2021 have been affected due to COVID19 – Business impacted from Feb 2020 onwards.

Digital Journey

ISO 27001 Certified



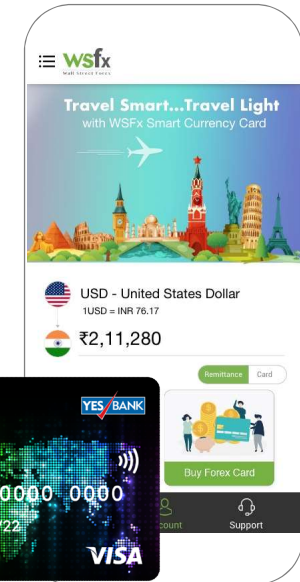
Smart Corporate Platform
*Tech Platform for Corporate for their
Fx ordering and Management*
– 200+ Corporates



Smart Agent Platform
*Tech Platform for Agent partners for
lead Management and order
processing for the Forex and
Remittance requirements of their
Customers*
– 300+ Agents



Launch of Smart FX Portal



**Smart Currency Card
and Smart Forex App**
*Forex Multi Currency Card with
INR Wallet with Smart Card
Management integrated in Smart
FX App – Integrated app for
Forex & Outward Remittances.
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Thank You

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