



**WSFx Global Pay Limited**  
Formerly known as "Wall Street Finance Ltd."

Unit 622, 6th Floor, The Summit  
Business Bay – Omkar, M.V. Road,  
Opp. PVR Cinema, Chakala,  
Andheri (East), Mumbai – 400 093.  
CIN No. L99999MH1986PLC039660

Date: 24<sup>th</sup> August 2023

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

**Subject: Investors Presentation on the Business Updates**

**Scrip ID: WSFX**

**Scrip Code: 511147**

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Dear Sir/Madam,

In furtherance to our intimation submitted on 21<sup>st</sup> August, 2023 with regards to the conference call arranged for analysts and investors. We are enclosing presentation on the business updates of the Company.

Investors and Analysts are requested to join the conference call today i.e. 24<sup>th</sup> August 2023 at 04:00 PM IST as per the details given below:

<b>Conference dial-in numbers</b>	Universal Access	+91 22 6280 1163 +91 22 7115 8252
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You are requested to take the same on your record.

Thanking You,

Yours faithfully,

**For WSFx Global Pay Limited)**  
(Formerly known as Wall Street Finance Limited)

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**Manisha Lakhotia**  
**Company Secretary and Compliance Officer**

*Encl: As Above*



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info@wsfx.in



www.wsfx.in



*Your Global Payments Partner*

## **Investor Presentation** Business Update





# WSFx Global Pay Limited.



RBI Licensed Authorized Dealer Category II with over 30 Years vintage.  
Listed in BSE. ISO 27001 Certified.



Provide Forex & Outward remittance with key focus on Corporate & Student Segments.



Deal in Foreign Currency, Prepaid Forex Cards & Outward remittance Services in partnership with Yes Bank, Indusind Bank, HDFC Bank, IDFC Bank, RBL Bank, ICICI Bank etc.



WSFx Smart Currency Card, Co - branded VISA Prepaid Forex Card with Multi Currency & INR Wallet with Smart App.



Digital Solutions for Corporate, Agent Partner and D2C App for Leisure & Student Segment



Key Customer – E&Y, Tech Mahindra, Siemens, L&T Infotech, Mphasis, Titan, Hexaware, HDFC Credila etc.



Pan India Network of 16 Branches & 290+ Strong team.





## Business Highlights

**Navigating Post-Pandemic Landscape:** Successfully steered through the challenges of the pandemic, adapting swiftly to changes and embracing new opportunities.

**Rebranding as WSFx Global Pay Ltd:** Payments Fintech focussed on Forex and Cross Border Payments.

**Turnaround:** Post-pandemic recovery and return to **profitability over the last 4 quarters**, signalling a return to growth and stability.

Particulars (INR Cr)	Q1/23-24	FY 2022-23	Q4/22-23	Q3/22-23	Q2/22-23	Q1/22-23
Gross Turnover	726.97	2,959.63	843.66	688.83	919.00	508.14
Total Revenue	12.55	47.42	13.07	11.56	14.23	8.56
Total Expenses	12.43	46.52	12.58	11.22	13.30	9.43
<b>PBT</b>	<b>0.11</b>	<b>0.90</b>	<b>0.49</b>	<b>0.34</b>	<b>0.93</b>	<b>(0.86)</b>
<b>PAT</b>	<b>0.11</b>	<b>1.23</b>	<b>0.45</b>	<b>0.34</b>	<b>1.03</b>	<b>(0.59)</b>

**Student Business Surge:** Capitalizing on the rising demand for international education, we've achieved remarkable growth in student-oriented services through our strategic Agent Partnerships

**Corporate Partnerships:** Strengthening ties with corporate partners, our Forex Cards and Digital solutions have been embraced by corporates for their Business Travel Needs. Onboarding of Key Corporates and increase in Business travel spurring growth.



## Raising Growth Capital

**Market Resurgence:** Following the challenges of the pandemic, the market has rebounded with renewed vigour, presenting favourable conditions for growth and increased customers confidence, travel spending, and resurgence in business activity creating an environment for growth and opportunity.

*Our ambitious vision for business expansion and innovation requires the infusion of growth capital. Exploring opportunities for raising long term Capital through various options Viz. Financial / strategic / Rights issue / QIP etc.*

**Strengthening Financial Position:** With growth in business, adequate working capital ensures our financial stability and enhances our creditworthiness and ability to conduct business at scale, positioning us for long-term success.

**Geographic Expansion:** By opening branches in new regions, we plan to unlock opportunities in untapped markets, diversifying our customer base, and building local connections.

**Investing in Technology:** The infusion of capital enables us to invest in cutting-edge technologies, building new Platforms & solutions, enhancing our digital infrastructure, and optimizing processes.

**New Products :** Capital infusion for New Product Development and Launches like Direct issuance of Prepaid Forex Cards, INR PPI, unlocking growth and driving value.



## Strategic Vision – Digital Transformation

- **Digital Transformation Journey:** Reshaping the way we engage with our customers and partners.
- **Unleashing Innovation:** Digital platforms are at the core of our growth strategy, empowering us to innovate faster and respond to market changes with agility.
- **Expanding Reach:** breaking geographical barriers, enabling us to extend our services to new markets and demographics.
- **Data-Driven Insights:** Leveraging advanced analytics and gaining valuable insights into customer preferences, enabling us to tailor offerings and strategies.
- **Scalability and Efficiency:** Bringing scalability and operational efficiency, supporting our expansion efforts without compromising quality.



### WSFx Global Pay App & Web Portal

Send money abroad in a jiffy with the WSFx Global Pay App and Portal and manage your forex requirements digitally.



### WSFx Smart Corporate Platform

Advanced digital solutions designed to aid corporates with their forex requirements for business travel.



### WSFx Smart Agent Platform

Comprehensive digital solution designed for Agent Partners to manage their customer's Forex & Remittance requirements.



# WSFx Smart Currency Card

## Smart Feature

- Multi currency Forex card with 14 international currency and INR wallet
- Smart App enabled card management
- Worldwide acceptance at 100 million VISA merchant outlets
- International and domestic acceptance
- Contactless – NFC enabled
- Wallet to Wallet transfer
- Remote Reload facility
- Encash to INR wallet
- 24X7 access to your funds
- Safe and Secure

## Multicurrency Forex and INR Card



## Card Management

### Get Live forex rates

View Live Rates on Dashboard for transparent forex booking

### Generate PIN

Generate / Change Card PIN online

### Monitor transaction history

Know and track your forex card transaction history

### Transfer between wallets

Easy interoperation of currency from one currency wallet to another

### Check wallet balances

Know individual wallet balances for easy tracking

### Temporarily Card Block

Temporarily block your card on a click in case of misuse or card loss





# Launch of WSFx Global Pay App

## Forex Super App for Retail Customers ...



**All-in-One Convenience:** Experience the ease of handling cross-border transactions, Forex Cards and Foreign currency, all within a single, comprehensive app.

**Versatile Services:** Seamlessly pay your university fees, manage living expenses, purchase forex cards, and conduct foreign currency exchanges, all at your fingertips.

**Seamless Card Management:** Effortlessly manage your forex cards through our intuitive app interface, eliminating the hassles of traditional methods.

**Easy Reloads:** Top up your forex cards instantly using various funding options, making sure you're always ready for your financial needs abroad.

**Travel Assurance:** Explore with peace of mind by purchasing travel insurance directly through the app, ensuring your journeys are worry-free.

**Secure Transactions:** Enjoy peace of mind with our secure platform, ensuring the safety of your financial information and transactions.







# Launch of WSFx Global Pay Platform for Agent Partners



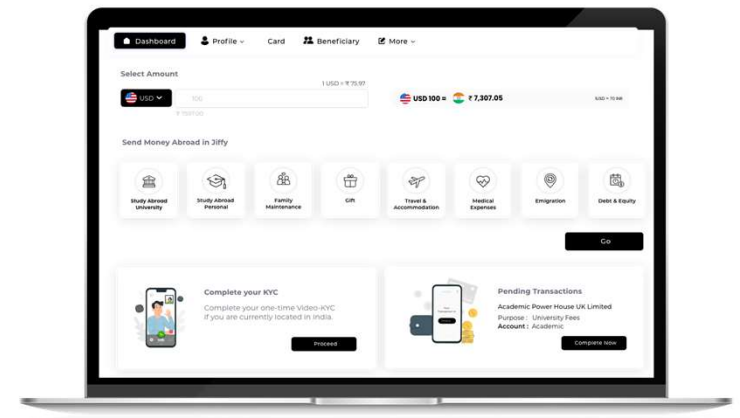
**WSFx Global Pay Platform:** cutting-edge plug & play Forex Platform as a Service (FPAAS)

**Integrated Excellence:** A fully integrated platform designed to empower partners to offer seamless Forex & Cross Border Remittance services online to their valued customers.

**Innovative Solution:** WSFx Global Pay Platform redefines convenience, efficiency, and accessibility in the forex industry.

**Empowering Partners:** Provides partners with the tools they need to enhance customer experience and expand revenue streams.

**Stay Ahead:** With this innovation, we are paving the way for the future of forex services, setting new standards for the industry.



**Forex & Remittance Platform as a Service for Partner Network**



# Quarterly / FY Results

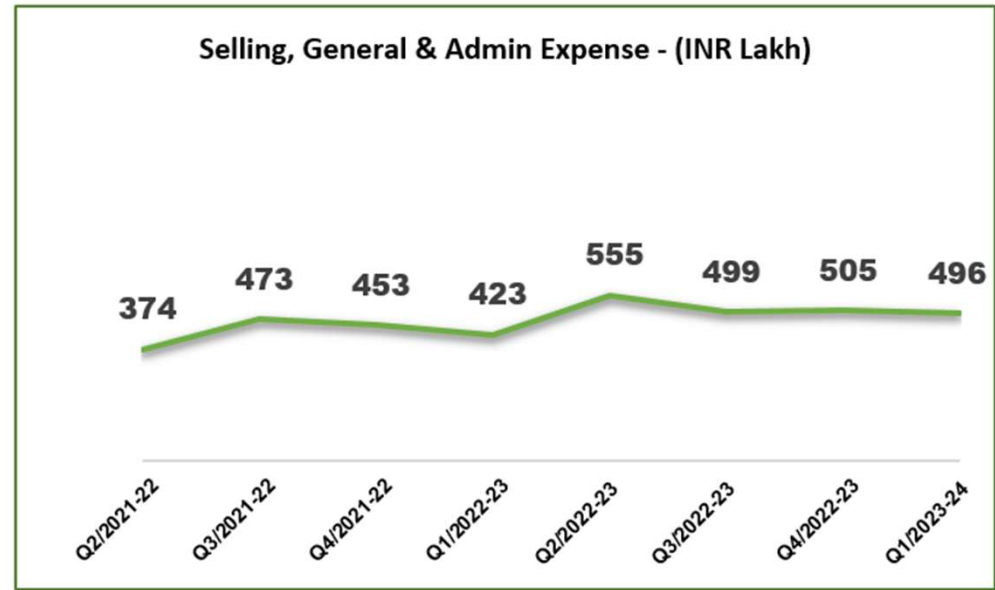
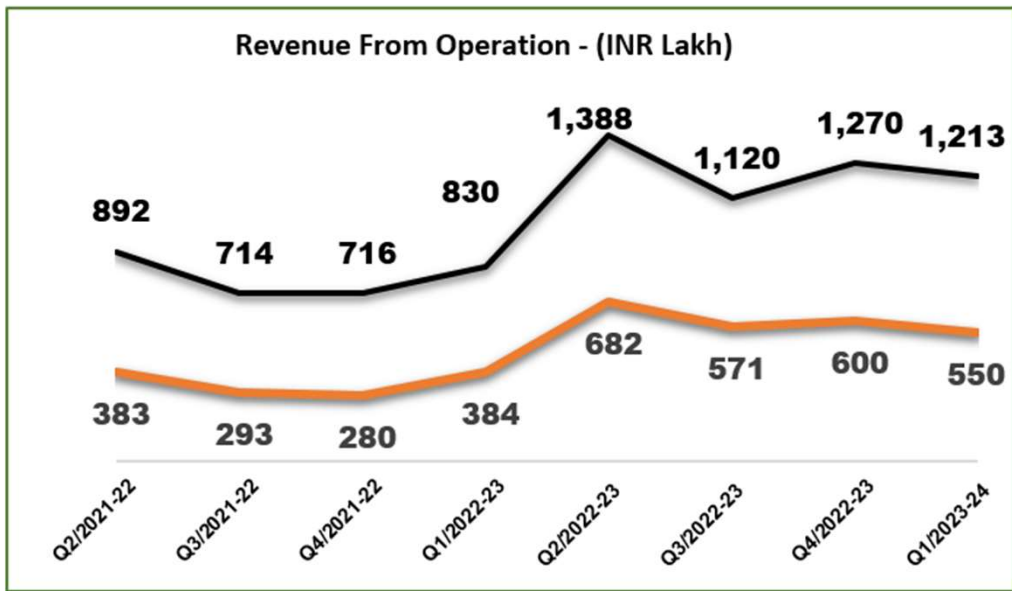
## Profit and Loss Account – Abstract (Standalone)

INR Lakhs

Particulars	FY 2023-24		FY 2022-23					FY 2021-22				
	Q1	FTY	Q4	Q3	Q2	Q1	FTY	Q4	Q3	Q2	Q1	FTY
	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from Operations	1,212.78	1,212.78	1,269.87	1,120.01	1,387.93	830.02	4,607.83	715.99	714.01	891.81	559.86	2,881.67
Less: Direct Cost	662.73	662.73	669.61	548.91	706.43	446.52	2,371.47	436.05	421.09	509.31	327.94	1,694.39
Revenue from Operations Net	550.06	550.06	600.26	571.10	681.51	383.50	2,236.36	279.94	292.92	382.50	231.92	1,187.28
Other Income	41.95	41.95	37.16	35.78	35.30	26.33	134.57	60.48	21.64	25.01	21.97	129.10
<b>Total Revenue</b>	<b>592.00</b>	<b>592.00</b>	<b>637.42</b>	<b>606.87</b>	<b>716.81</b>	<b>409.83</b>	<b>2,370.93</b>	<b>340.42</b>	<b>314.56</b>	<b>407.51</b>	<b>253.89</b>	<b>1,316.38</b>
Selling, General & Admin Exp	495.77	495.77	504.61	498.50	555.43	422.78	1,981.32	453.14	473.30	373.74	388.91	1,689.09
Provisions	-	-	-	-	-	-	-	-	-	-	-	-
<b>EBIDTA</b>	<b>96.23</b>	<b>96.23</b>	<b>132.81</b>	<b>108.37</b>	<b>161.38</b>	<b>(12.96)</b>	<b>389.61</b>	<b>(112.72)</b>	<b>(158.74)</b>	<b>33.77</b>	<b>(135.02)</b>	<b>(372.71)</b>
Finance Cost	28.68	28.68	17.99	30.34	24.56	21.93	94.83	27.74	15.11	18.25	7.00	68.10
<b>EBDTA</b>	<b>67.56</b>	<b>67.56</b>	<b>114.82</b>	<b>78.03</b>	<b>136.82</b>	<b>(34.89)</b>	<b>294.78</b>	<b>(140.46)</b>	<b>(173.85)</b>	<b>15.52</b>	<b>(142.02)</b>	<b>(440.81)</b>
Depreciation	56.22	56.22	66.24	43.90	43.46	51.28	204.88	103.64	30.76	29.63	29.70	193.73
<b>PBT</b>	<b>11.34</b>	<b>11.34</b>	<b>48.58</b>	<b>34.13</b>	<b>93.36</b>	<b>(86.17)</b>	<b>89.90</b>	<b>(244.10)</b>	<b>(204.61)</b>	<b>(14.11)</b>	<b>(171.72)</b>	<b>(634.54)</b>
Tax Expense	-	-	-	-	(0.00)	(26.88)	(26.88)	(71.96)	(62.72)	(4.40)	(53.58)	(192.66)
Other comprehensive income	-	-	(3.65)	-	10.04	-	6.39	(5.48)	(1.20)	(2.81)	0.39	(9.10)
<b>PAT</b>	<b>11.34</b>	<b>11.34</b>	<b>44.93</b>	<b>34.13</b>	<b>103.39</b>	<b>(59.28)</b>	<b>123.18</b>	<b>(177.62)</b>	<b>(143.09)</b>	<b>(12.52)</b>	<b>(117.75)</b>	<b>(450.98)</b>



# Comparative Charts Q on Q – Revenue & Expenses

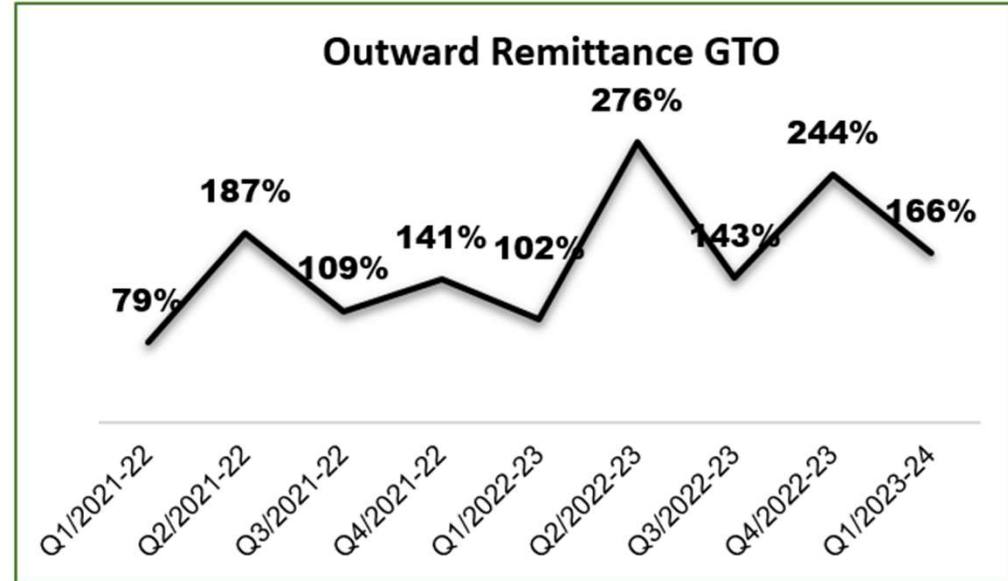
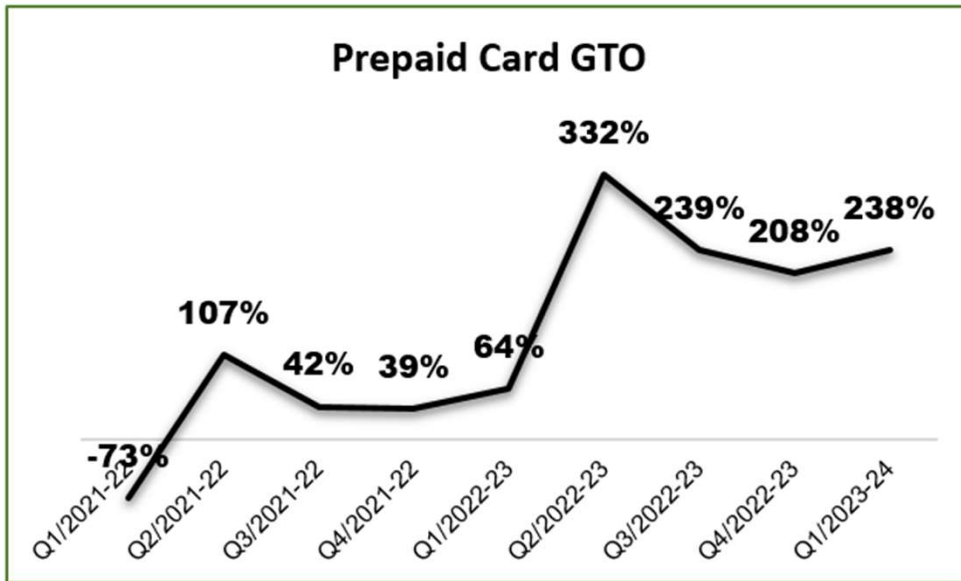


Gross Revenue
  Net Revenue



# Priority Customer Segments

- Primary Focus on Students & Millennials for their University Fee Payments, Living expenses.



**Notes:**

- The growth on both charts are pegged on Q1/2018-19 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 is seen in the above graph




# Financial Results

(Rs. In Lakhs)

Sr. No.	Particulars	Quarter Ended			Year Ended
		June 30, 2023 (Unaudited)	March 31, 2023 (Audited)	June 30, 2022 (Unaudited)	March 31, 2023 (Audited)
<b>1</b>	<b>Income from Operations</b>				
	a) Revenue from Operations	1,212.79	1,269.87	830.02	4,607.83
	b) Other Income	41.95	37.16	26.33	134.57
	<b>Total Revenue</b>	<b>1,254.74</b>	<b>1,307.03</b>	<b>856.35</b>	<b>4,742.40</b>
<b>2</b>	<b>Expenses</b>				
	a. Employee benefits expense	353.44	330.03	295.89	1,383.47
	b. Finance Costs	28.68	17.99	21.93	94.83
	c. Depreciation & Amortization expenses	56.22	66.24	51.28	204.87
	d. Brokerage and commission	662.73	669.61	446.07	2,370.98
	e. Other Expenses	142.33	174.58	127.35	598.34
	<b>Total Expenses</b>	<b>1,243.40</b>	<b>1,258.45</b>	<b>942.52</b>	<b>4,652.49</b>
	<b>Profit / (Loss) before exceptional items (1-2)</b>	<b>11.34</b>	<b>48.58</b>	<b>(86.17)</b>	<b>89.91</b>
<b>3</b>	<b>Profit / (Loss) before exceptional items (1-2)</b>	<b>11.34</b>	<b>48.58</b>	<b>(86.17)</b>	<b>89.91</b>
<b>4</b>	Exceptional Items	-	-	-	-
<b>5</b>	<b>Net Profit / (Loss) before tax (3+4)</b>	<b>11.34</b>	<b>48.58</b>	<b>(86.17)</b>	<b>89.91</b>
<b>6</b>	<b>Tax Expense</b>				
	a. Current tax	-	-	-	-
	b. Deferred Tax	-	-	26.88	26.88
<b>7</b>	<b>Net Profit / (Loss) after tax (5+6)</b>	<b>11.34</b>	<b>48.58</b>	<b>(59.28)</b>	<b>116.79</b>
	Other comprehensive income (OCI)	-	(3.65)	-	6.39
<b>8</b>	(Net of taxes)	-	(3.65)	-	6.39
<b>9</b>	<b>Total comprehensive income (7+8)</b>	<b>11.34</b>	<b>44.93</b>	<b>(59.28)</b>	<b>123.18</b>
<b>10</b>	Paid-up Equity Share Capital (Face Value Rs. 10/- each)	1,159.84	1,159.84	1,159.84	1,159.84
<b>11</b>	Reserves Excluding Revaluation Reserves as per Balance Sheet of previous accounting year	1,585.62	1,585.62	1,301.07	1,585.62
<b>12</b>	<b>Earning per share (EPS) of Rs. 10 each (not annualised)</b>	-	-	-	-
	(a) Basic	0.10	0.42	(0.51)	1.01
	(b) Diluted	0.10	0.42	(0.51)	1.01



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**Branches Network**


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Hyderabad, Jalandhar, Kochi, Kolkata, Ludhiana,  
Mumbai, and Pune.

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