



Wall Street Finance Limited
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Date: 15th November, 2021

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

Subject: Investors presentation for the 2nd quarter ended 30th September, 2021
Scrip ID: WSFIN
Scrip Code: 511147

Dear Sir/ Madam,

In terms with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of Investor's/ Analysts Presentation on Financial Results for the second quarter ended 30th September, 2021.

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
Q2 July – Sept : 2021 – 2022



Building a Digital Forex Tech Enterprise

Creating Smart & Secure Digital Forex Solutions for all our customer segments.



Introducing the WSFx Smart Fx App

Launch of WSFx Smart Fx App, One app for Sending outward Cross Border remittances, Buying Forex Cards and Currency. Impact of Pandemic in Fx Business.



Introducing the WSFx Smart Currency Card

Focused on student & millennials and building a strong customer base of new age traveler and Launch of WSFx Smart Currency Card with App, a Unique Multi - Currency Forex Card with INR Wallet



Digital Solutions for Corporates & Agents

Rebranding to WSFx and strategic focus on going digital and launch of two innovative digital forex solutions designed for the Corporate and Agent Segments.



Focus on Foreign Exchange

MTSS Business Sale & Focus on Forex business and building a strong Retail & Corporate Base.



About WSFx

- 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 .
- WSFx Smart Currency Card – In association with Yes Bank, unique multicurrency Forex and INR Card with Smart App for Card Management.
- Partnership with HDFC Bank and Thomas Cook for Prepaid Forex Cards and with Indusind Bank, Yes Bank, RBL Bank, ICICI Bank, Axis Bank, SBM etc for outward Remittances including Referral
- 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.
- WSFx Secusmart REMIT – Digital Solution for Outward Personal Remittances under RBI Sandbox testing.

Highlights

Q2 FY 2021

- Positive surge in Student Segment – with students travelling for on-campus study
- Countries opening up gradually for travellers
- Corporate, Leisure and Wholesale business impacted

Financials.

- NR – INR 4.46 Cr – growth of 69 % QNQ
- Expenses – INR 4.30 Cr – increase of 3% QNQ
- PBT – Rs. (14 Lakhs) reduction from Rs (172 Lakhs) in Q1

Digital

- RBI Sand Box – WSFx Secusmart Remit – Digital on boarding and transaction processing solution for Outward remittances. Approval received from RBI for Testing along with approval for processing Gift / Family maintenance / investment in equity / debt overseas along with digital process – Testing has commenced from Sep 2019
- 61% of business of Corporate segment from Digital Platform.

Q2 & H1 / 2021-2022

Q2/21-22 & Q2/20-21 Performance & Comparison

| Particulars (INR Lakhs) | Q2/21-22 | Q2/20-21 | % Inc |
|-------------------------|----------|----------|-------|
| Revenue from Ops | 955.67 | 647.90 | 48% |
| Other Income | 25.01 | 25.90 | -3% |
| PBT | (14.10) | (84.65) | |
| PAT | (12.51) | (49.84) | |

Q2/2021-22 & Q1/2021-22 Performance & Comparison

| Particulars (INR Lakhs) | Q2/21-22 | Q1/21-22 | % Inc |
|-------------------------|----------|----------|-------|
| Revenue from Ops | 955.67 | 585.16 | 63% |
| Other Income | 25.01 | 21.97 | 14% |
| PBT | (14.10) | (171.72) | |
| PAT | (12.51) | (117.75) | |

H1/21-22 & H1/20-21 Performance & Comparison

| Particulars (INR Lakhs) | H1/21-22 | H1/20-21 | % Inc |
|-------------------------|----------|----------|-------|
| Revenue from Ops | 1,540.82 | 960.13 | 60% |
| Other Income | 46.98 | 50.79 | -8% |
| PBT | (185.83) | (273.14) | |
| PAT | (130.26) | (181.04) | |

Qtly / FY Results

Profit and Loss Account – Abstract (Standalone)

| Particulars | FY 2021 - 22 | | FY 2020-21 | | | | FY 2019-20 | | | |
|------------------------------|----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|---------------|---------------|---------------|
| | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| | (Unaudited) | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) | (Unaudited) |
| Revenue from Operations | 955.67 | 585.16 | 665.19 | 486.05 | 647.90 | 312.22 | 949.50 | 873.67 | 988.64 | 820.42 |
| Less: Direct Cost | 510.10 | 321.94 | 344.21 | 243.06 | 318.10 | 127.77 | 471.50 | 324.57 | 345.84 | 285.10 |
| Revenue from Operations Net | 445.57 | 263.22 | 320.97 | 242.99 | 329.80 | 184.45 | 478.00 | 549.10 | 642.80 | 535.32 |
| Other Income | 25.01 | 21.97 | 101.89 | 22.32 | 25.90 | 24.89 | 49.25 | 50.77 | 47.31 | 51.80 |
| Total Revenue | 470.58 | 285.19 | 422.87 | 265.30 | 355.71 | 209.34 | 527.24 | 599.87 | 690.12 | 587.12 |
| Selling, General & Admin Exp | 436.80 | 420.21 | 485.99 | 432.65 | 388.21 | 364.64 | 568.18 | 534.00 | 554.10 | 507.52 |
| Provisions | - | - | 110.00 | - | - | - | 87.60 | - | - | - |
| EBIDTA | 33.78 | (135.02) | (173.12) | (167.35) | (32.50) | (155.30) | (128.54) | 65.87 | 136.02 | 79.60 |
| Finance Cost | 18.25 | 7.00 | 12.83 | 7.73 | 19.76 | 8.06 | 27.90 | 36.13 | 48.07 | 32.79 |
| EBDTA | 15.53 | (142.02) | (185.95) | (175.08) | (52.26) | (163.36) | (156.44) | 29.74 | 87.95 | 46.81 |
| Depreciation | 29.63 | 29.70 | 30.03 | 31.95 | 32.39 | 25.13 | 28.66 | 18.88 | 19.93 | 14.47 |
| PBT | (14.10) | (171.72) | (215.99) | (207.03) | (84.65) | (188.50) | (185.10) | 10.86 | 68.01 | 32.34 |
| Tax Expense | (4.40) | (53.58) | (30.33) | (65.22) | (28.59) | (58.82) | (67.46) | 9.77 | 26.13 | 10.08 |
| Other comprehensive income | (2.81) | 0.39 | (5.49) | 2.35 | 6.22 | (1.52) | 1.07 | - | (8.30) | 1.17 |
| PAT | (12.51) | (117.75) | (191.14) | (139.46) | (49.84) | (131.20) | (116.56) | 1.09 | 33.58 | 23.43 |

Results

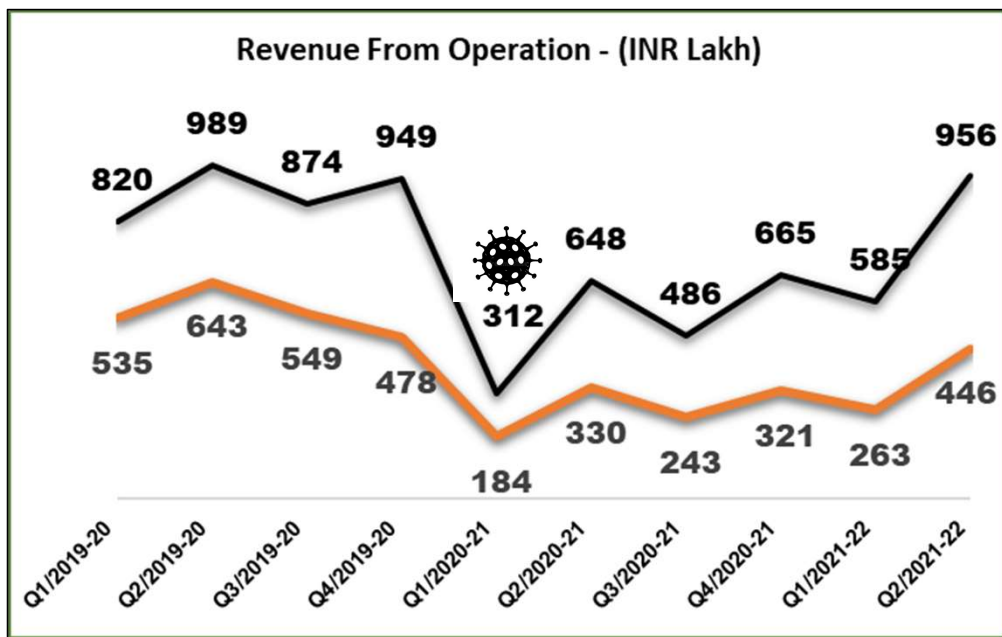
UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30th SEPTEMBER, 2021 (Rs. In Lakhs)



| Sr. No. | Particulars | Standalone | | | | | |
|-----------|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------------------|
| | | Quarter Ended | | | Half Year Ended | | Year Ended |
| | | 30-Sep-21 (Unaudited) | 30-Jun-21 (Unaudited) | 30-Sep-20 (Unaudited) | 30-Sep-21 (Unaudited) | 30-Sep-20 (Unaudited) | 31-Mar-21 (Audited) |
| 1 | Income from Operations | | | | | | |
| | a) Revenue from Operations | 955.67 | 585.16 | 647.90 | 1,540.82 | 960.13 | 2,111.36 |
| | b) Other Income | 25.01 | 21.97 | 25.90 | 46.98 | 50.79 | 175.00 |
| | Total Revenue | 980.68 | 607.13 | 673.81 | 1,587.81 | 1,010.92 | 2,286.36 |
| 2 | Expenses | | | | | | |
| | a. Employee benefits expense | 235.72 | 261.69 | 226.51 | 497.41 | 464.32 | 984.23 |
| | b. Finance Costs | 18.25 | 7.00 | 19.76 | 25.25 | 27.81 | 48.38 |
| | c. Depreciation & Amortization expenses | 29.63 | 29.70 | 32.39 | 59.34 | 57.52 | 119.50 |
| | d. Brokerage and commission | 508.41 | 327.15 | 273.42 | 835.56 | 399.83 | 986.66 |
| | e. Other Expenses | 202.77 | 153.31 | 206.37 | 356.07 | 334.57 | 733.74 |
| | Total Expenses | 994.78 | 778.85 | 758.45 | 1,773.63 | 1,284.06 | 2,872.51 |
| 3 | Profit / (Loss) before exceptional items (1-2) | (14.10) | (171.72) | (84.65) | (185.83) | (273.14) | (586.16) |
| 4 | Exceptional Items | - | - | - | - | - | (110.00) |
| 5 | Net Profit / (Loss) before tax (3+4) | (14.10) | (171.72) | (84.65) | (185.83) | (273.14) | (696.16) |
| 6 | Tax Expense | | | | | | |
| | a. Current tax | - | - | - | - | - | - |
| | b. Deferred Tax | 4.40 | 53.58 | 28.59 | 57.98 | 87.41 | 182.96 |
| 7 | Net Profit / (Loss) after tax (5+6) | (9.70) | (118.15) | (56.06) | (127.85) | (185.74) | (513.19) |
| 8 | Other comprehensive income (OCI) (Net of taxes) | (2.81) | 0.39 | 6.22 | (2.41) | 4.70 | 1.57 |
| 9 | Total comprehensive income (7+8) | (12.51) | (117.75) | (49.84) | (130.26) | (181.03) | (511.63) |
| 10 | Paid-up Equity Share Capital (Face Value Rs. 10/- each) | 1,159.84 | 1,159.84 | 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 | (0.08) | (1.02) | (0.48) | (1.10) | (1.60) | (4.42) |
| | (b) Diluted | (0.08) | (1.02) | (0.48) | (1.10) | (1.60) | (4.42) |

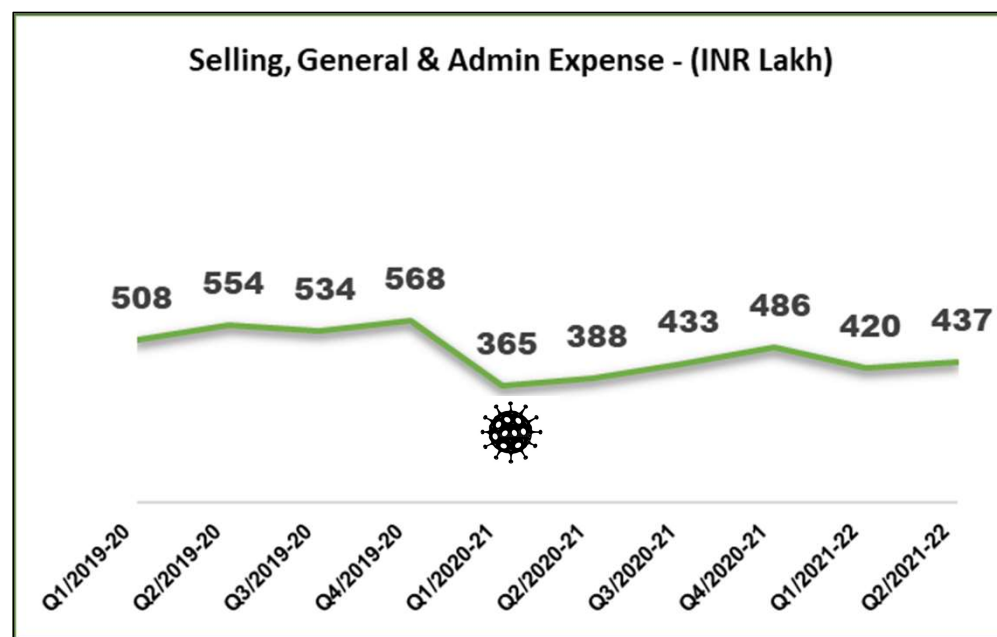
Charts

Comparative Quarter on Quarter – Revenue & Expenses



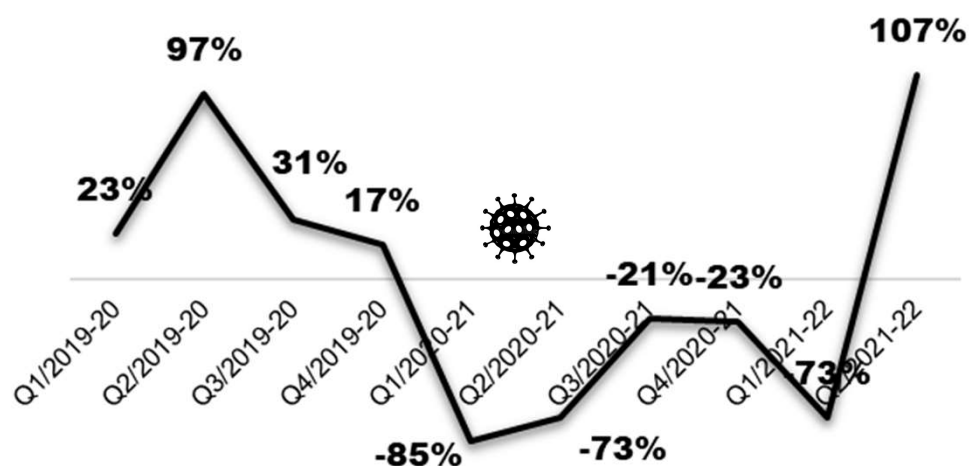
— Gross Revenue

— Net Revenue

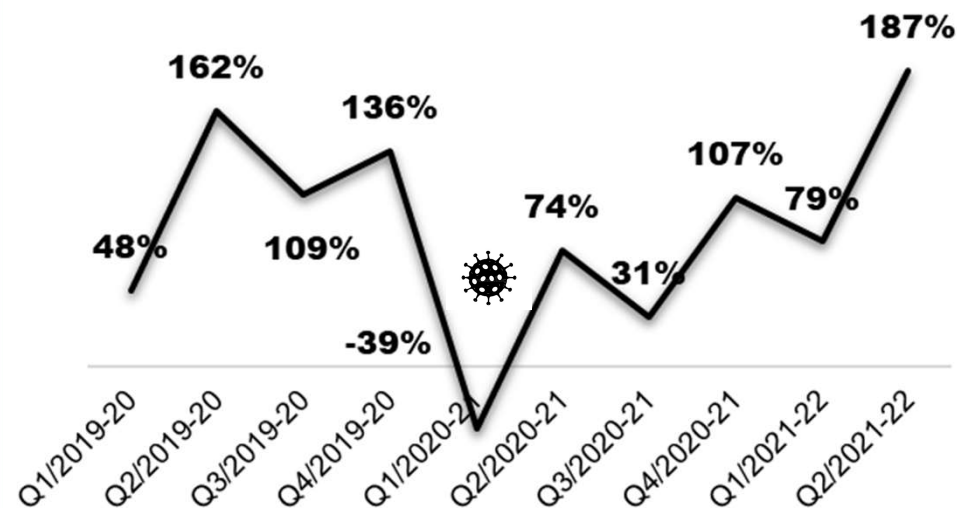


Priority Segments

Prepaid Card GTO % Contribution



Outward Remittance GTO % Contribution



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 19-20 & 20-21 is seen from the above graph

Digital Journey

ISO 27001 Certified



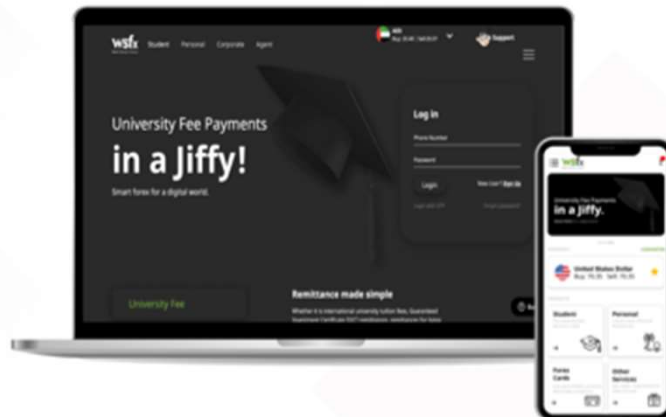
Smart Corporate Platform

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

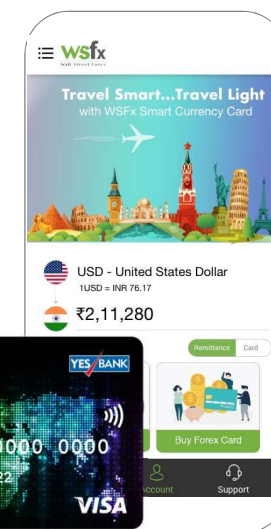


Smart Agent Platform

*Tech Platform for Agent partners for
lead Management and order
processing for the Forex and
Remittance requirements of their
Customers
– 350+ 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.
VCIP in App
6800+ apps download*

Selected for RBI Regulatory Sandbox Testing



WSFx SecuSmart REMIT App

The **secure** and **smart** app for your personal remittances

Under RBI regulatory sandbox initiative.



The future of remittance is an app away!



RBI selects eight entities for second cohort of regulatory sandbox on cross-border payments

RBI had opened up the second cohort of regulatory sandbox for cross-border payments on December 16, 2020.

MONEYCONTROL NEWS
SEPTEMBER 13, 2021 / 08:07 PM IST



Reserve Bank of India (File image)

Wall Street Finance

The product 'WSFx SecuSmart REMIT' helps in contactless outward cross-border remittances with digital customer onboarding and processing.



Thank You

Head Office



Wall Street Finance Ltd.

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Business Bay - Omkar, M. V. Road,
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