

Date: 5<sup>th</sup> February, 2020

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

SCRIP CODE: **511147**

Company: **Wall Street Finance Limited**

Sub: **Investors presentation on Q3 and Nine Months ended 31<sup>st</sup> December, 2019 Results**

In continuation of intimation submitted on 3<sup>rd</sup> February, 2020 with regard to conference call arranged for analysts and investors. we are enclosing the presentation on the financial results for the quarter and nine months ended 31<sup>st</sup> December, 2019.

You are requested to join conference call today 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
		Local Access Available all over India	+91-7045671221

You are requested to take the same on your record.

Thanking You,  
For Wall Street Finance Limited

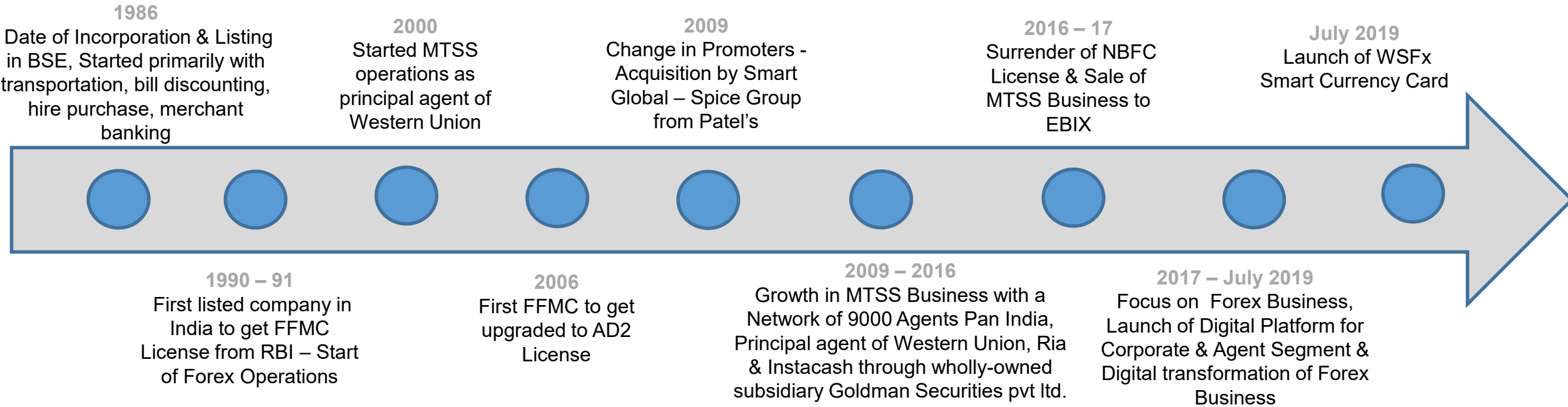
  
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Chaitali Desai  
Company Secretary



# Investor Presentation

Result Updates for Q3 FY 2019 – 2020  
4<sup>th</sup> February 2020

# Company Profile



- ✓ **WSFX, Wall Street Finance Ltd.** is a part of Smart Global Group, a US\$ 2 Billion Conglomerate, RBI Licenced authorized dealer category II providing customized Foreign Exchange services across all customer segments with a focus on corporate & student
- ✓ Digital Solutions for Forex requirements of Corporates and Agent Channel
- ✓ Facilitation of Travel Insurance
- ✓ Pan India presence with 20+ branches across major key cities in India
- ✓ Partnership with Yes Bank & Thomas Cook for their Prepaid travel card solutions
- ✓ Partner with IndusInd Bank, Yes Bank & Axis Bank for Outward Remittances
- ✓ Catering to leading customers like E&Y Group, Schindler Group, Siemens Group, Synopsys Group, HDFC Credila etc.

# Products and Partners



Currency  
Notes



Forex  
Card



Outward  
Remittance



Receive  
Money



Travel  
Insurance



Traveller's  
Cheque

**IndusInd Bank**



# Key Highlights: Q3 / FY 2019 – 2020

### Q3 Market Scenario – Lean period

- Slump in Corporate travel during December
- Seasonality of student remittance which goes down during Oct & Nov

### WSFx - Q3 performance profitability & performance in various segments from same quarter previous year.

Particulars (INR Lakhs)	Q3/19-20	Q3/18-19	% Inc
Revenue from Ops	873.67	543.83	61%
Other Income	50.77	82.18	-38%
PBT	10.86	2.84	283%

9M/19-20	9M/18-19	% Inc
2,682.73	1,699.71	58%
149.88	177.36	-15%
111.22	(36.14)	

Particulars (INR Lakhs)	Q3/19-20	Q2/19-20	% Inc
Revenue from Ops	873.67	988.64	-12%
PBT	10.86	68.01	-84%

### Key Drivers:

- Remittance Segment
- Growth in WSFx smart currency card business

### Digital Transformation:

- Higher adoption of Smart Currency Card & App
- On boarding of customers and agents in digital platforms and increased share in GTO through digital platforms

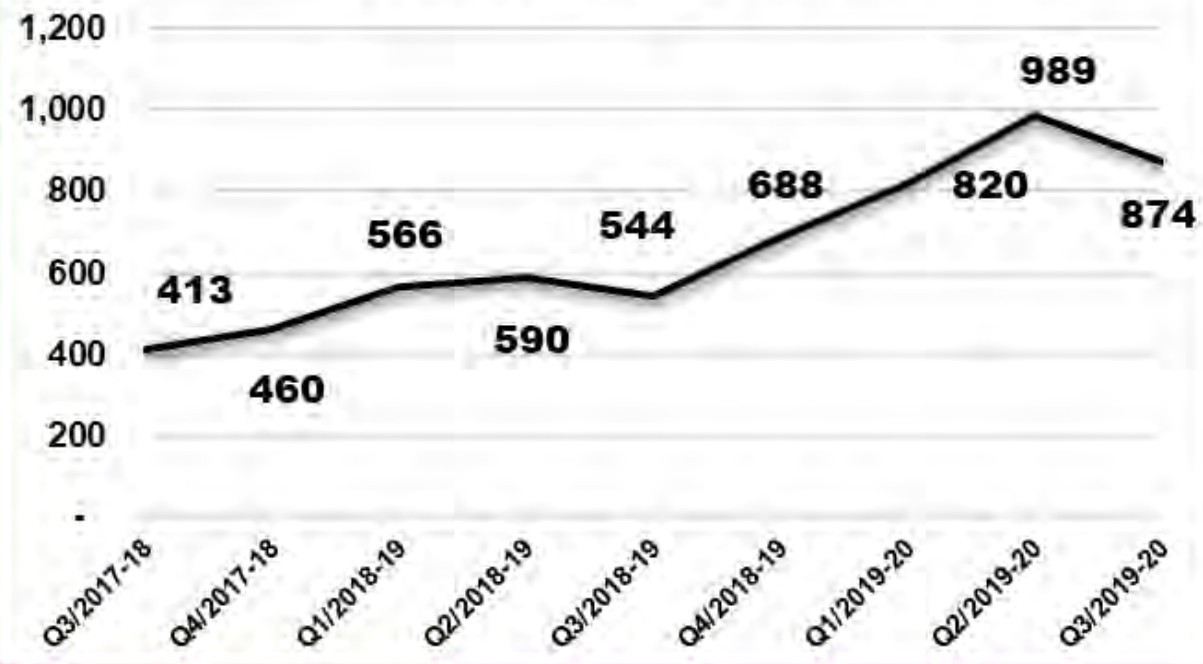
# Forex Standalone Results : Quarter on Quarter

Particulars	Quarter Ended								
	30-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19	31-Dec-18	30-Sep-18	30-Jun-18	31-Mar-18	31-Dec-17
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)
Revenue from Operations	873.67	988.64	820.42	688.08	543.83	590.04	565.84	459.92	412.61
Less: Direct Cost	324.57	345.84	285.10	268.89	187.42	178.25	176.63	155.07	136.81
Revenue from Operations (Net)	<b>549.10</b>	<b>642.80</b>	<b>535.32</b>	<b>419.19</b>	<b>356.41</b>	<b>411.79</b>	<b>389.21</b>	<b>304.85</b>	<b>275.80</b>
Other Income	50.77	47.31	51.80	100.39	82.18	36.81	58.36	70.63	37.70
<b>Total Revenue</b>	<b>599.87</b>	<b>690.12</b>	<b>587.12</b>	<b>519.58</b>	<b>438.59</b>	<b>448.61</b>	<b>447.57</b>	<b>375.48</b>	<b>313.50</b>
Selling, General & Admin Exp	534.00	554.10	507.52	441.86	394.06	397.51	447.77	398.72	613.10
<b>EBIDTA</b>	<b>65.87</b>	<b>136.02</b>	<b>79.60</b>	<b>77.72</b>	<b>44.53</b>	<b>51.09</b>	<b>(0.20)</b>	<b>(23.24)</b>	<b>(299.59)</b>
Finance Cost	36.13	48.07	32.79	29.11	30.92	34.87	31.96	31.40	61.11
<b>EBDTA</b>	<b>29.74</b>	<b>87.95</b>	<b>46.81</b>	<b>48.61</b>	<b>13.61</b>	<b>16.22</b>	<b>(32.15)</b>	<b>(54.64)</b>	<b>(360.70)</b>
Depreciation	18.88	19.93	14.47	5.33	10.77	10.77	12.27	31.29	7.21
<b>PBT</b>	<b>10.86</b>	<b>68.01</b>	<b>32.34</b>	<b>43.28</b>	<b>2.84</b>	<b>5.45</b>	<b>(44.43)</b>	<b>(85.93)</b>	<b>(367.91)</b>
Exceptional Item	-	-	-	-	-	-	-	-	3,821.66
Tax Expense	9.77	26.13	10.08	2.05	(0.50)	(2.70)	(3.88)	0.18	796.29
Other comprehensive income	-	(8.30)	1.17	(9.75)	4.81	9.62	-	16.21	1.01
<b>PAT</b>	<b>1.09</b>	<b>33.58</b>	<b>23.43</b>	<b>31.48</b>	<b>8.14</b>	<b>17.77</b>	<b>(40.55)</b>	<b>(69.90)</b>	<b>2,658.47</b>

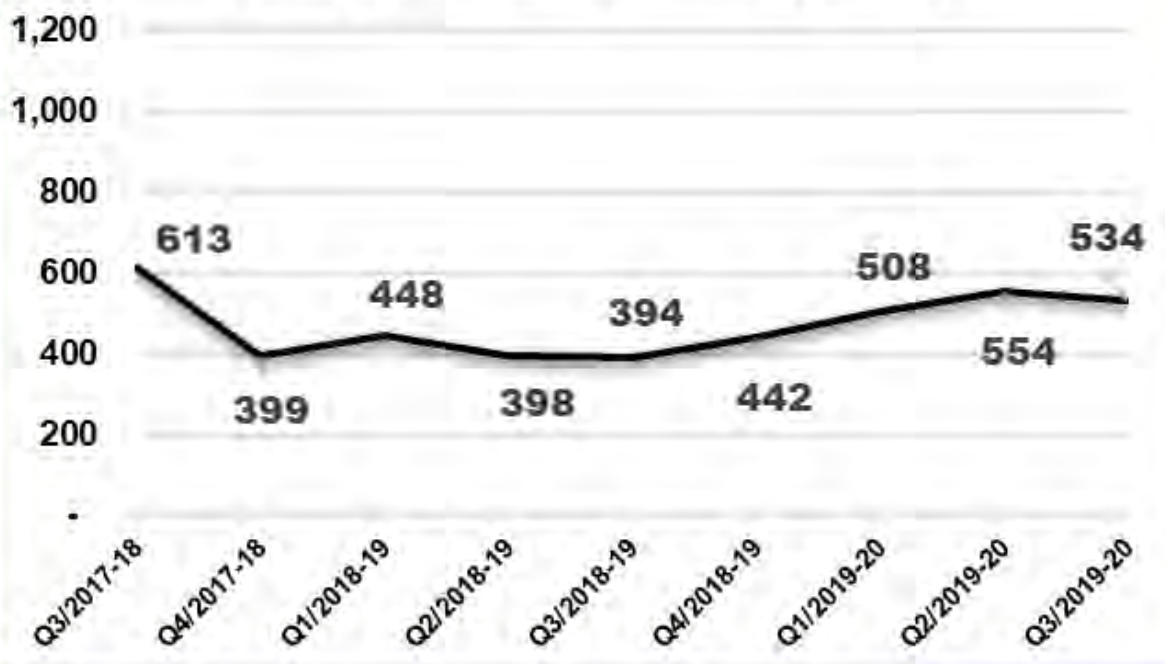
# Comparative Quarter on Quarter – Revenue & Expenses

INR Lakhs

### Revenue From Operation

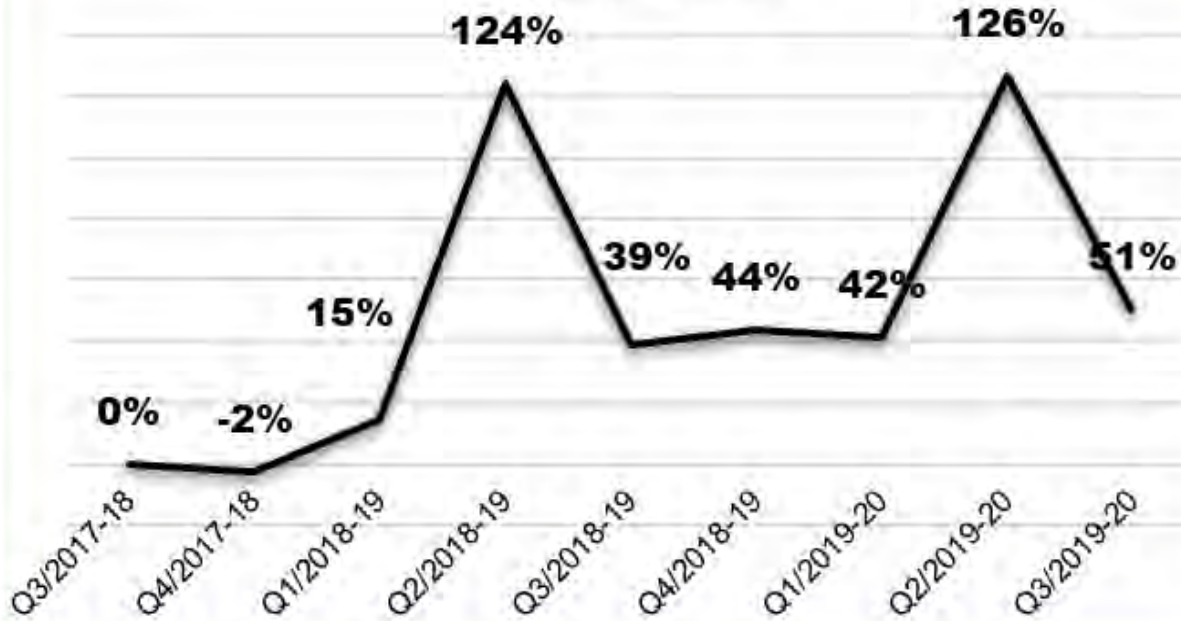


### Selling, General & Admin Expense



# Priority Segments – Forex Turnover

### Prepaid Card



### Outward Remittance



#### 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



## Corporate Platform & App



*LIVE - Automated Forex Ordering Platform customised to manage forex requirements of Large Corporate, SME & MSME.*

- *On boarding of large customers and increase in turnover through the platform*

## Agent Platform & App



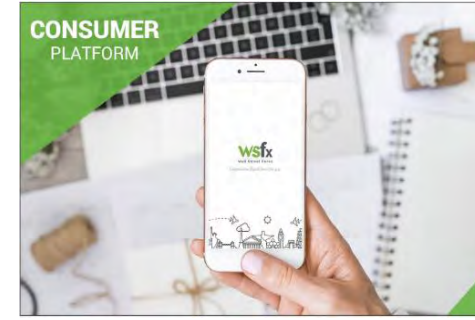
*LIVE - Platform for Agent Partners to order Foreign Exchange for customers, tour operators, providing high visibility of transactions with trust & transparency.*

- *New and existing agents being on boarded and growth in GTO*

## Own Prepaid Card:



## Consumer Platform



*B2C Platform and consumer APP for end customer for ordering Forex and Outward remittance. Integration with Card Management APP.*

*Q4 / 2019-20 Launch*



*WSFx smart currency Card & App launched on 29<sup>th</sup> July 2019*

*Increase in Smart currency card volumes with good adoption of smart currency app*

## Wholesale Platform



*Automation of Wholesale Ordering Process.*




*Under Development*

# Thank You

**Corporate Office :**

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