

Date: 6<sup>th</sup> February, 2020

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

SCRIP CODE: **511147**

Company: **Wall Street Finance Limited**

Sub: **Transcript of Earning conference call**

Dear Sir/Madam,

With reference to the relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the copy of transcript of the Earnings Conference Call held on Wednesday, 5<sup>th</sup> February, 2020. The same will be uploaded on the website of the Company, [www.wsfx.in](http://www.wsfx.in) as well.

You are requested to take the same on your record.

Thanking You,  
For Wall Street Finance Limited



Chaitali Desai  
Company Secretary





**“Wall Street Finance Limited Q3 FY-20 Investors Conference  
Call”**

**February 05, 2020**



**MANAGEMENT:**

**MR. N. SRIKRISHNA – WHOLE TIME DIRECTOR & CHIEF EXECUTIVE OFFICER**

**MR. DIPESH DHAROD – CHIEF FINANCIAL OFFICER**



Wall Street Forex

Wall Street Finance Limited  
February 05, 2020

**Moderator:** Ladies and gentlemen good evening and welcome to Q3 FY2020 Investors Conference Call of Wall Street Finance Limited. As a reminder all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '\*' then '0' on your touchtone phone. Please note that this conference is being recorded.

Material and information in this conference call is general background about the Company's activities as at the date of this presentation. Information in this presentation should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situations or needs. This information is given in summary form and does not purport to be complete. I now hand the conference over to Mr. N Srikrishna – Whole Time Director and CEO and Mr. Dipesh Dharod – Chief Financial Officer. Thank you and over to you sir.

**N. Srikrishna:** Thank you. Good evening, this is Srikrishna here along with my colleague Dipesh. It's a pleasure to connect once again with our esteemed investors and present our Q3 Results. We are presenting the Q3 performance and also the nine-months ended December, 2019 performance. We will start with a small presentation of the company and the results and also the company's strategic direction. We have uploaded the presentation on the company's website as well as the BSE website.

The company was incorporated in 86, has a long and illustrious history in FOREX and MTSS space. In the last 2 years the company has been focused on the FOREX business. One of the major milestones post the sale of our MTSS business has been our concentration on the FOREX

business and launch of our own smart currency card in July 2019. As a company we have been focused on the FOREX space, we are an authorized dealer Category-II. We have partnered with multiple banks to provide remittance solutions and prepaid cards. We also facilitate travel insurance. We have a network of 22 branches pan India. We have focus on both corporate and retail segment as well as wholesale segment. We cater to leading corporates like E&Y, Schindler, Siemens, Synopsis. We are also partners of HDFC Credila for the students and provide them outward remittance solutions.

So at a product level, we are dealing in foreign currency notes, FOREX prepaid cards, we have tie-ups with Thomas Cook for the selling of Thomas Cook cards and we have also launched our own Smart App enabled smart currency card in July where we can say we are really growing in the card space., Outward remittances is a big business for the company, we are dealing with multiple banks to provide outward remittances solutions for students tour remittances, immigration, etc.

The key highlights of Q3; generally FOREX business has seasonality. So Q3 is generally considered a lean period for us because in Q2 we have a peak students' traffic and Q3 is relatively lighter and also December we do have a slump in corporate business also, the Company have grown 61% in terms of revenue. This quarter we had a revenue from operations of Rs. 873.67 lakhs as against last year same period we were at Rs. 543.83 lakhs. From an PBT perspective, we are at Rs. 10.86 lakhs as against Rs. 2.84 lakhs during the same period in the previous year. If I look at nine-month period that is April to December of this year, we were at Rs. 2682 lakhs as against Rs. 1699.71 lakhs on the previous year same period, That's a 58% growth in revenue from operations and we are at a cumulative PBT of Rs. 111.22 lakhs as against a negative of Rs. 36 lakhs during the same period. The Company have

grown substantially over the last year's performance. Quarter on quarter comparison from Q3 to Q2 there is a small de-growth of 12% because as I mentioned earlier the Q2 is high season for us where we have a huge amount of student's remittance business. Revenue from operations for this quarter was of Rs. 873.67 lakhs as against previous quarter of Rs. 988.64 lakhs and our PBT was of Rs. 10.86 Lakhs against last quarter PBT of Rs. 68.01 Lakhs. We have been growing consistently in one of the key area which is the remittance segment. Our smart currency card was launched in July, and we have successfully doubled our numbers. So there has been a significant growth in our own App enabled WSFx smart currency card and that has been well received by the customers and we are confident that will be a key growth driver for us for the coming year. As far as digital transformation is concerned both our platforms are up and running and we are on boarding more customers and increasing our market share.

**Dipesh Dharod:** Good afternoon everyone. With regard to the results as mentioned in the presentation we have presented nine quarters of FOREX business, right from December '17 quarter to December '19 quarter. Revenue from operations in December '19 quarter was at Rs. 873.67 lakhs against Rs. 988.64 lakhs for the previous quarter. Same quarter of the previous year we were at Rs. 543.83 lakhs and two years back in December '17 we were at Rs. 412.61 lakhs. So that shows a good growth with regard to December '17 to December '18 to December '19 quarter

With regard to the total revenue, the company has clocked Rs. 599.87 lakhs i.e. net revenue plus other income in December, 19 against Rs. 690.12 lakhs for September, 19 quarter and in December, 18, it was of Rs. 438.59 lakhs. Selling and distribution expenses are lower than the previous quarter. In December, 19, it was of Rs. 534.00 lakhs against Rs. 554.10 lakhs in September, 19 resulting into an EBITDA for the

December, 19 was of Rs. 65.87 lakhs against Rs. 136.02 lakhs for the previous quarter. The Company has spent about Rs. 36.13 lakhs for finance cost and the depreciation of Rs. 18.88 lakhs for the current quarter resulting into a PBT of Rs. 10.86 lakhs for the current quarter against Rs. 68.01 lakhs for the previous quarter General tax expenses majorly being accounting for provisioning of tax and deferred tax is Rs. 9.77 lakhs for the current quarter resulting into a PAT of Rs. 1.09 lakhs for the current quarter as against Rs. 33.58 lakhs for September '19 and Rs. 8.14 lakhs in December '18.

The company started its journey pure play FOREX practically from 1<sup>st</sup> October '17 so the quarter ended December, 17 was the first quarter in the year 17-18. We grew from Rs. 412.61 lakhs to Rs. 459.92 lakhs to Rs. 565.84 lakhs to Rs. 590.04 lakhs to Rs. 543.83 lakhs to Rs. 688.08 lakhs, Rs. 820.42 lakhs, peaked at Rs. 988.64 lakhs and for the current quarter it is at Rs. 873.67. There has been a constant growth. Of course the dips are because of the seasonality as Mr. Srikrishna has already mentioned.

With regard to selling and general admin expenses the Company is in line with constant marginal improvements on certain expenses. The Company have started at Rs. 613.10 lakhs for the quarter ended December, 17 and at Rs. 534 lakhs in the current quarter i.e. Q3 '19-20. Mr. N. Srikrishna has also mentioned to you our priority segment is prepaid card and the taking a base of Quarter 3 '17-18 for outward remittance segment we have right now grown at 51% over the same quarter for Quarter 3 '19-20 as against our inward remittance taking the base at Q3 '17-18, we have grown 235% for Quarter 3 '19-20. With regard to our digital front play Mr. Krishna will now take over the conversation.



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**N. Srikrishna:** Thank you Dipesh. A brief update on our digital journey. The company is into transforming in to digital FOREX company. We have really worked hard bringing out various products and also got two platforms. In the corporate platform, the Company has more than 100 plus corporates on boarded and slowly increasing the throughput through the corporate platform. It is well received platform. The GTO has been increasing. We have got some large customers on-boarded in our corporate platform. As far as agent platform is concerned that has also started gaining traction. Today we have some good percentage of business moving towards the agent platform with good adoption from travel agents and money changers. Consumer platform i.e. a B2C platform we have been working on for the last 2 quarters. We are expecting to have it launched before the end of this quarter. So we feel that we will ensure that we have an edge on the leisure business. Wholesale platform development work is under progress.

A quick update on smart currency card; Our smart currency card where we have built that entire product and also the app, there has been a very good reception from the customers. The app has been well appreciated. We are bringing in more and more features into that. In fact, our INR Wallet is active and hopefully before the end of this quarter we may add five more currencies to our smart currency card. So with this I would like to come to the end of the presentation. Now, I would like to thank everyone and I would like to handover the conference to the moderator. Thank you.

**Moderator:** Thank you. Ladies and gentleman, we will now begin the question and answer session. The first question is from the line of Imran Contractor from Quant Investments.





**Imran Contractor:** Can you give us some light on the overdue amount which you've shown as notes to accounts? Can you throw some more light on it which counterparty it is and what is the status?

**Dipesh Dharod:** Regarding the counterparty, right now you may get back to us. We will appraise you. It is a big overdue and we are having our all efforts to regularize the over debt that is there. Company is confident of getting this amount back in the current quarter.

**Imran Contractor:** I hope it's not Cox & Kings or something?

**Dipesh Dharod:** No.

**Imran Contractor:** What is the cash now in our balance sheet?

**Dipesh Dharod:** It has been constant at Rs. 24 Crs. which was there even in the last quarter.

**Imran Contractor:** We have some working capital loans also?

**Dipesh Dharod:** Definitely yes.

**Moderator:** As there are no further questions I now hand the conference over to the management for their closing comments.

**N. Srikrishna:** Thank you dear investors for joining us on the call. If you have any further queries, please visit our website or you can reach out over Company Secretary. I now request the moderator to conclude this call. Thank you.

**Moderator:** Thank you. Ladies and gentleman, on behalf of Wall Street Finance Limited we thank you for joining us and you may now disconnect your lines. Thank you.