

13<sup>th</sup> March 2018

BSE/SEC/SKC/1/2018 To, <b>BSE Limited</b> Floor 25, P. J. Towers, Dalal Street, Mumbai- 400 001  Scrip Code: 533452	NSE/SEC/SC/1/2018 To, <b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051.  Scrip Symbol : WEIZFOREX
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Dear Sir/Madam,

**Subject : Intimation of Schedule of Analyst Meet / Institutional Investor Meeting under SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015 and presentation thereof**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we would like to inform you that the officials of the Company will be attending schedule of Investor / Analyst meet at our Company today as per details below:

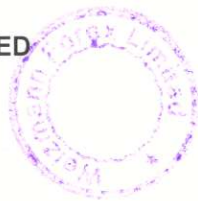
Details of Investor/ Analyst	Date & time
Axis MF Mr. Anupam Tiwari & Deepak Agarwal)	13th March 2018 3.00pm

The presentation that will be presented at above investors meetings has been enclosed.

For WEIZMANN FOREX LIMITED



**Shridevi Vungarala**  
Company Secretary





**Weizmann Forex Ltd.**  
**Investor Presentation**  
**2017 - 18**

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# Disclaimer

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Disclaimer This presentation is not, and nothing in it should be construed as, an offer, invitation or recommendation in respect of the Company's credit facilities or any of the Company's securities, or an offer, invitation or recommendation to sell, or a solicitation of an offer to buy, the facilities or any of the Company's securities in any jurisdiction. Neither this presentation nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. All investors should consider such factors in consultation with a professional advisor of their choosing when deciding if an investment is appropriate.

The Company has prepared this presentation based on information available to it, including information derived from public sources that have not been independently verified. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein. These projections should not be considered a comprehensive representation of the Company's cash generation performance.

The financial information included in this presentation is preliminary, unaudited and subject to revision upon completion of the Company's closing and audit processes. This financial information has not been adjusted to reflect the outcome of any reorganization of the company's capital structure, the resolution or impairment of any pre-petition obligations, and does not reflect fresh start accounting which the company may be required to adopt.

All forward-looking statements attributable to the Company or persons acting on its behalf apply only as of the date of this document, and are expressly qualified in their entirety by the cautionary statements included elsewhere in this document. The financial projections are preliminary and subject to change; the Company undertakes no obligation to update or revise these forward-looking statements to reflect events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events. Inevitably, some assumptions will not materialize, and unanticipated events and circumstances may affect the ultimate financial results. Projections are inherently subject to substantial and numerous uncertainties and to a wide variety of significant business, economic and competitive risks, and the assumptions underlying the projections may be inaccurate in any material respect. Therefore, the actual results achieved may vary significantly from the forecasts, and the variations may be material.

# A Corporate Focus on Excellence



## Vision

In Pursuit of EXCELLENCE in our chosen sphere of activity.



## Mission

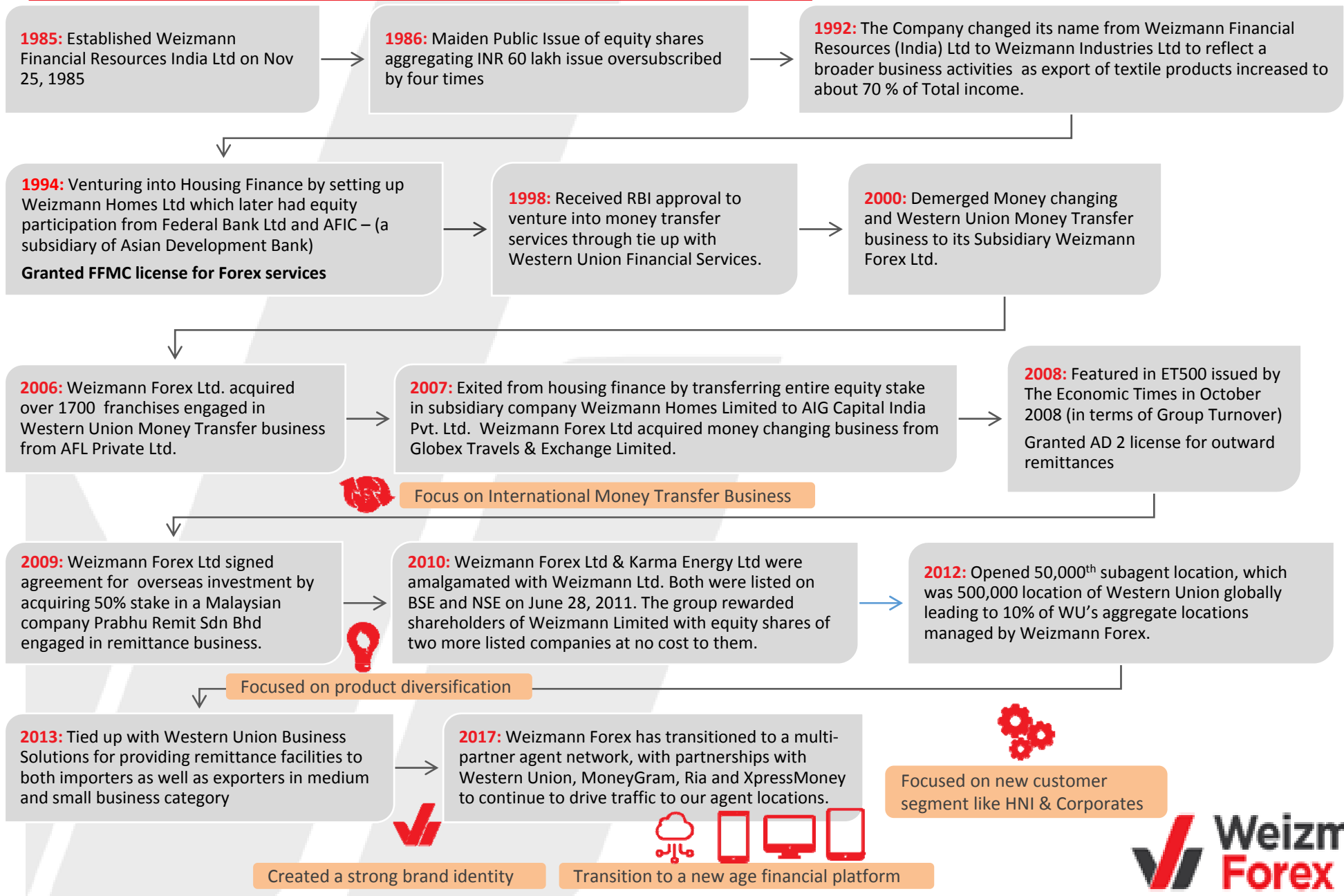
To scale greater heights by providing consistent customer satisfaction in the field of money changing, money transfer and distribution of financial products.



## Values

- ✓ Honesty and Integrity
- ✓ Developing leadership
- ✓ Teamwork and collaboration
- ✓ Commitment to compliance & quality
- ✓ Respect & Dignity for everyone
- ✓ Encouragement to Self-starters with positive attitude

# Our Winspirational Legacy



# Awards & Accolades

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- ✓ **Climbed up in ranking to 205 in ET from 234 in 2016-2017**
- ✓ **Awards from GMR : Best Outlet in Services – International at Hyderabad International Airport for the month of October 2017**
- ✓ Climbed up in ranking to 234 in ET from 239 in 2015-2016
- ✓ Awarded 'Fastest Growing Foreign Exchange Company' at the India Travel Awards
- ✓ Ranked in Top 1000 companies by Business Today

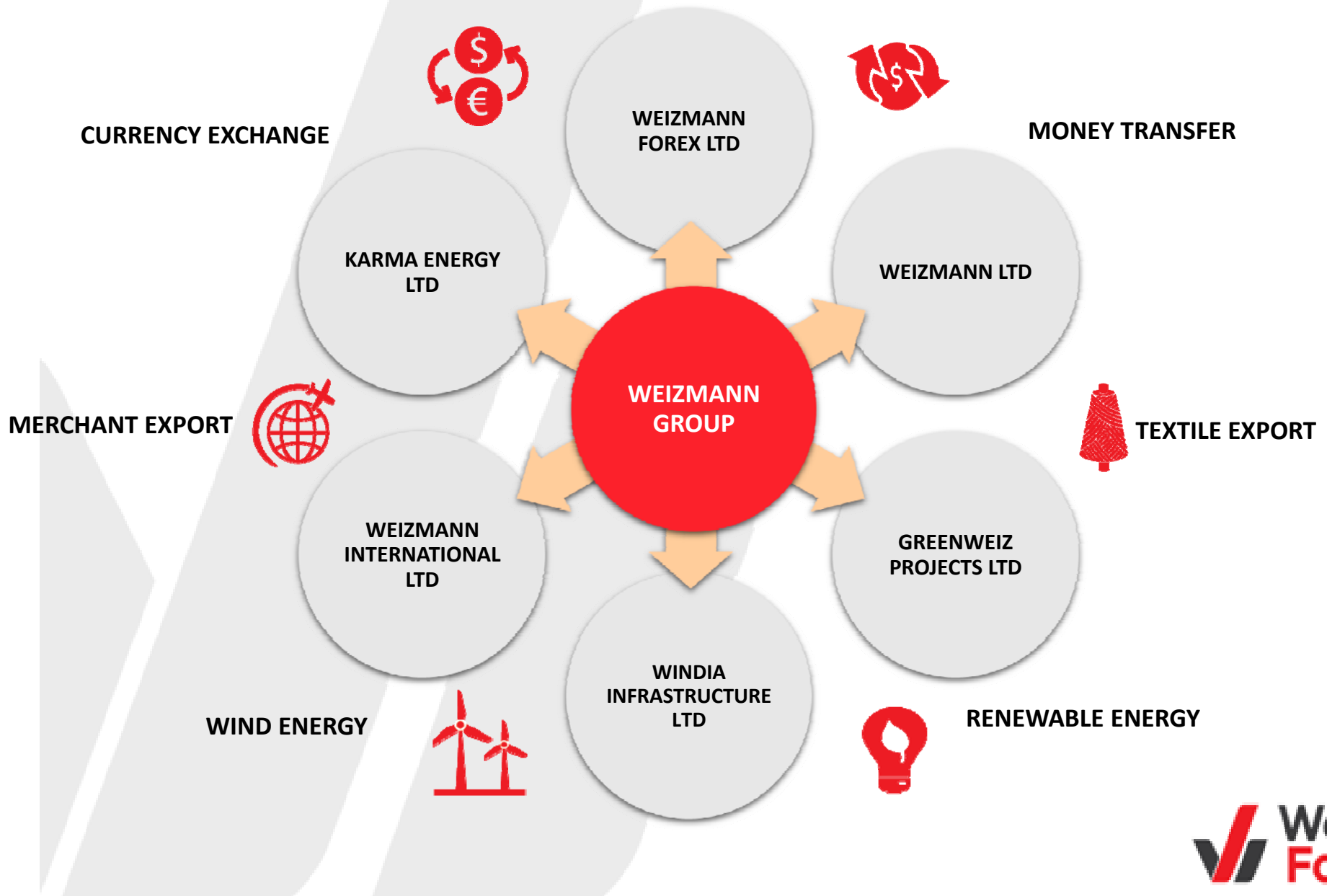
## **Awards from Western Union Financial Services**

- ✓ The Most Dynamic Agent - South Asia Award
- ✓ Best Network Building for South Asia
- ✓ Network Expansion Excellence Award-among the principal agents of EMEASA. (Europe, Middle East, Africa & South Asia)
- ✓ Send & Receive Co- Operation Excellence Award- UAE to India for EMEASA. (Europe, Middle East, Africa & South Asia)
- ✓ Productive Location Champion
- ✓ Business Champion - Asia Pacific Region
- ✓ Location Activation Champion - Asia Pacific Region

## **Awards from American Express**

- ✓ Winner of summit Award from American Express for year on year growth on sale of travellers cheques.

# Weizmann Group: A Diversified Entity

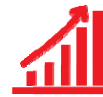


## A large player in remittances and Forex space that has served large number of customers across three decades...

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Part of the 65+ Billion Weizmann Group



Listed with Bombay Stock Exchange and National Stock Exchange since 2011



30 years of Business expertise



Largest Principal agent for Western Union in the world along with Principal agent for RIA Money Transfer, MoneyGram, Xpress Money and TransFast



28 Million + satisfied customer



RBI Authorised Full Fledged Money Changer (FFMC)



RBI Authorised Dealer (AD-II Category)



A **diversified portfolio** focused on Foreign Exchange, International & Domestic Money Transfer, Import and Export Payment Solutions, Tours & Travels, Textile Processing & Exports and Renewable Energy Generation

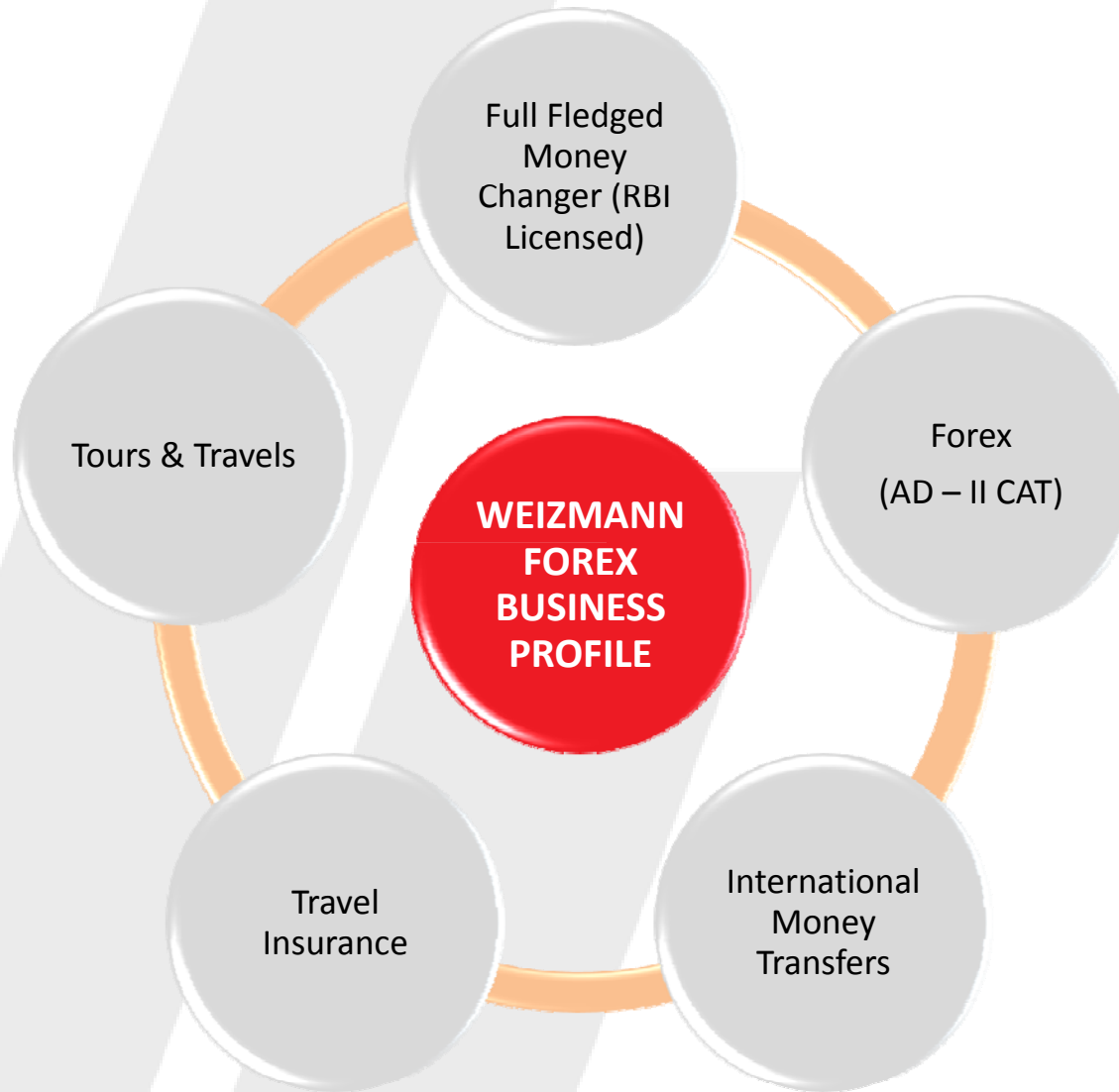


Partnership / Association with 41 leading PSU Banks and Private Banks of India along with 10 large corporates

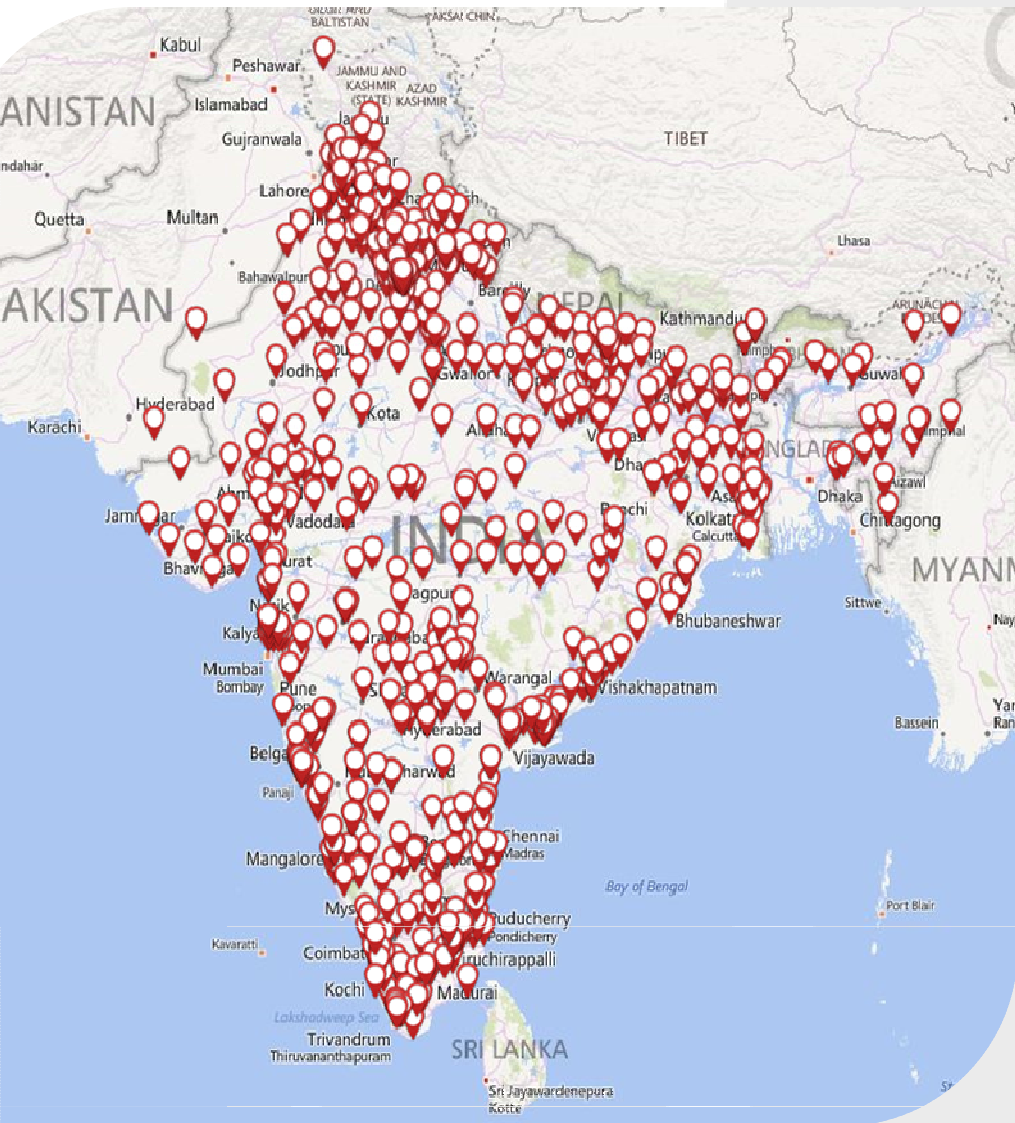


...fulfilling various customer needs to their delight through...

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# ...a strong distribution network across India



Weizmann Forex has presence in **ALL 707 DISTRICTS** in India



Every customer touch point of Weizmann Forex is **USA DODD FRANK REGULATION COMPLIANT( GOLD STD)**



**200+ Branches**  
Pan India



**59000+ Customer Touch Points**  
across multi-tier locations

# A portfolio that enables growth

is a growing industry. But what sets Weizmann apart?

## "DIVERSIFICATION"

to enhance focus on various customer segments

to focus on customer acquisition, retention & re-activation

## Weizmann Forex Ltd

### Forex

( Almost all sales)  
( 45 - 50 % of Net Income)

**Currency Exchange & Forex Travel Card**  
( 30-35% Turnover)  
( 1.5-1.8% margin)

#### Walk-ins

(Industry growth rate – 9.2%)

#### Travel Agents

( Industry growth rate – 9.2%)

#### Corporates

(Industry growth rate – 9.2%)

### Remittances

( 40 - 45% turnover)  
(1.1 – 1.4% margin)

#### Student

( Industry growth rate – 42.75%)  
• FY 16-17 : 114.86 (US\$ Mil)  
• FY 17-18 : 163.97 (US\$ Mil)

#### Tour

( Industry growth rate – 50.65%)  
• FY 16-17 : 207.26 (US\$ Mil)  
• FY 17-18 : 312.23(US\$ Mil)

#### Films

### Bulk

( 20 - 25% turnover)  
( 0.45% margin)

### Trade Remittances

(Nascent service)

95% Market share of Western Union Business Services

Tie-up with Payoneer

### International Inward Remittances

(50 – 55% - Net Income)  
\$62.7 - \$65 bn.  
(Industry growth rate – 4.2%)

#### Western Union

#### MoneyGram

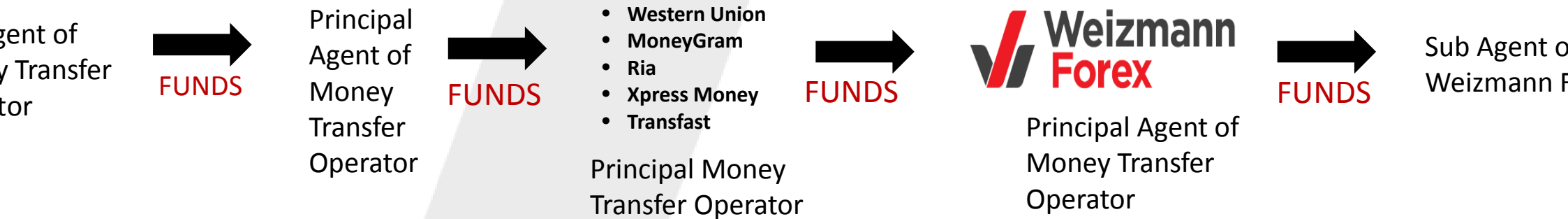
#### Ria

#### Xpress Money

#### Transfast

Increase in **DIVERSIFICATION** helps in generating more market share particularly from high revenue corridors through utilization of negligible incremental resources.

# International Money Transfer – MTSS Scheme

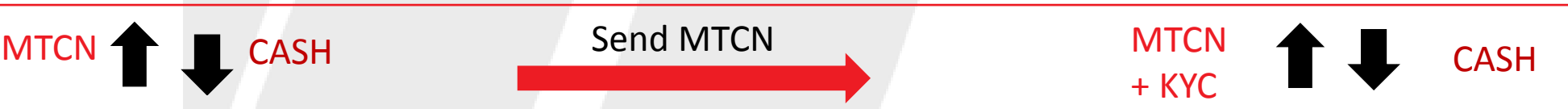


SENDER SIDE : DUBAI

REMITTER  
(INDIAN IMMIGRANT IN DUBAI)

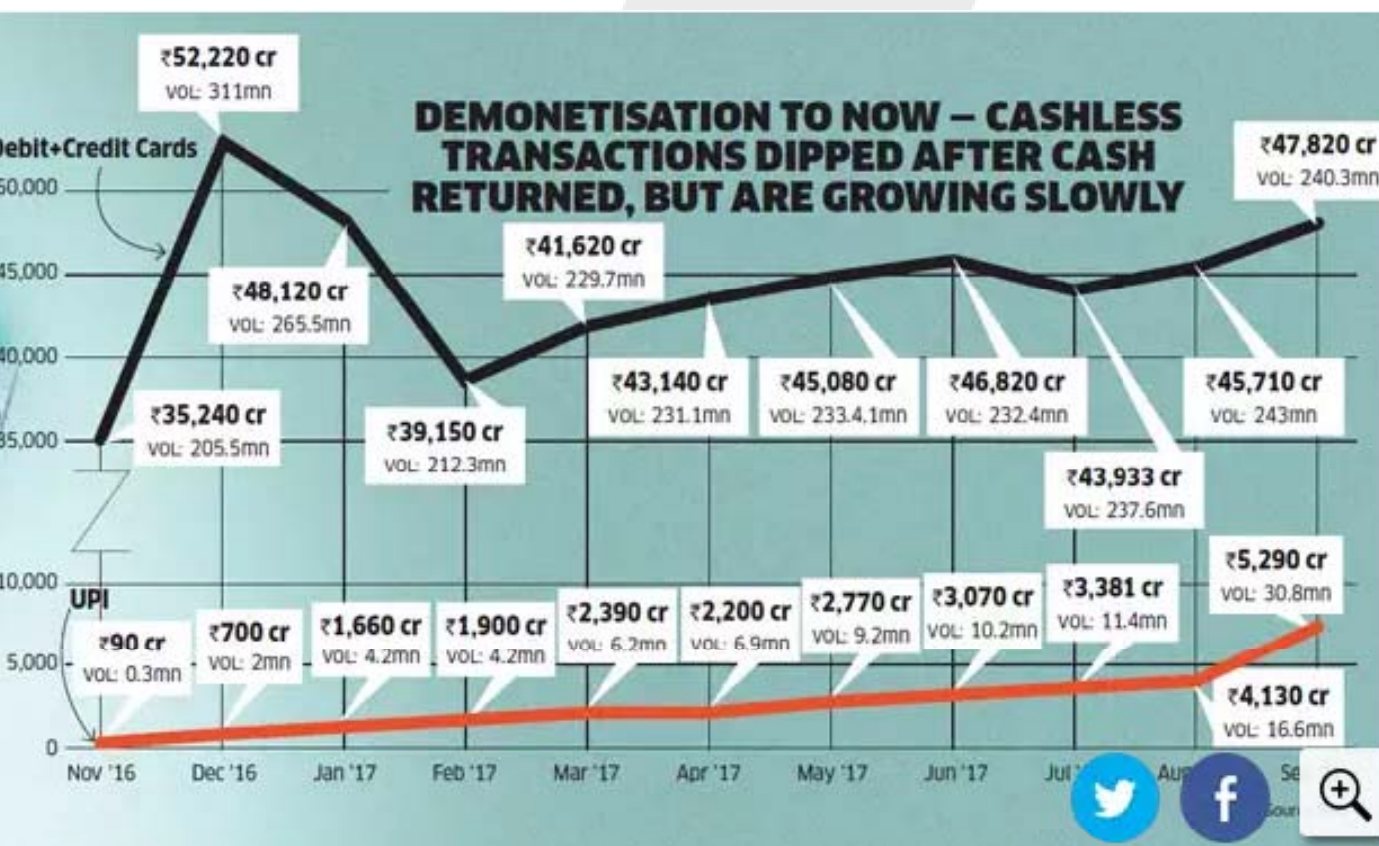


RECEIVER SIDE : INDIAN VILLAGE  
RECEIVER  
(RELATIVE OF REMITTER)



# Relevance of Cash - India

- Digital Push – The government is focusing on cash less payments, Aadhar, UPI etc. Statistics after a year of demonetization show that digital payments have a long way to go.
- Cash is still King – Cash in circulation 1,31,81,190 crore - Cashless forms less than 5% of all transactions in India. (Economic Times – 5<sup>th</sup> Nov'17)



1 million USD = 6.5 cr.  
Assuming, 1 USD = 65 INR

# Relevance of Cash - Europe

## How do Europeans pay?

Average amount of cash in wallet

€65



Ownership of payment cards

93%



Use of payment methods\*  
(by number of transactions)



\*At the point of sale, e.g. in shops, restaurants, etc.

Average value of a payment

€12 Cash  
€37 Card

Source: ECB study on the use of cash in the euro area, 2017.

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**MoneyGram**

**Ria**

**Xpress Money**

**Transfast**

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# Growth Prospects of Travel from India

## Change in Student Outbound Mobility from India between 2010 - 2015

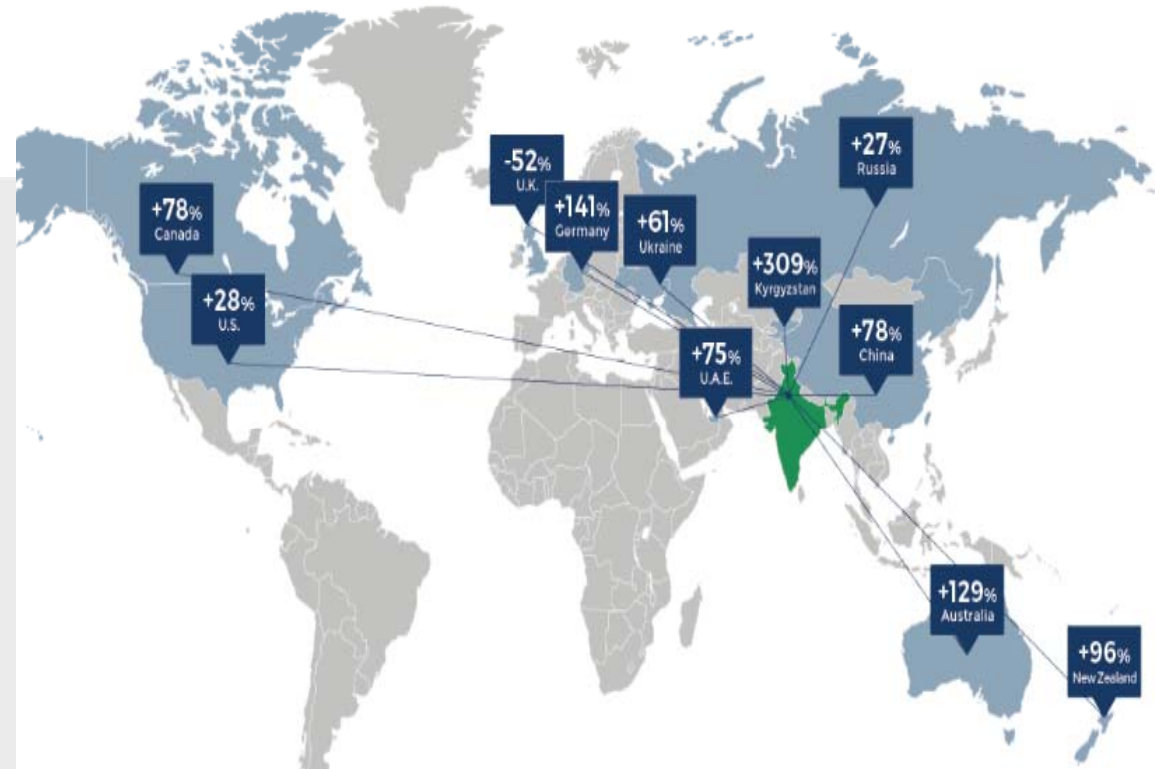


### PASSENGER FORECAST

For more visit [www.iata.org/passenger-forecast](http://www.iata.org/passenger-forecast)

The five fastest-growing markets in terms of **annual additional passengers** in 2036 compared to 2016 will be:

1. **China** (921 million new passengers for a total of 1.5 billion)
2. **USA** (401 million new passengers for a total of 1.1 billion)
3. **India** (337 million new passengers for a total of 478 million)
4. **Indonesia** (235 million new passengers for a total of 355 million)
5. **Turkey** (119 million new passengers for a total of 196 million).





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# Business Strengths and Opportunities

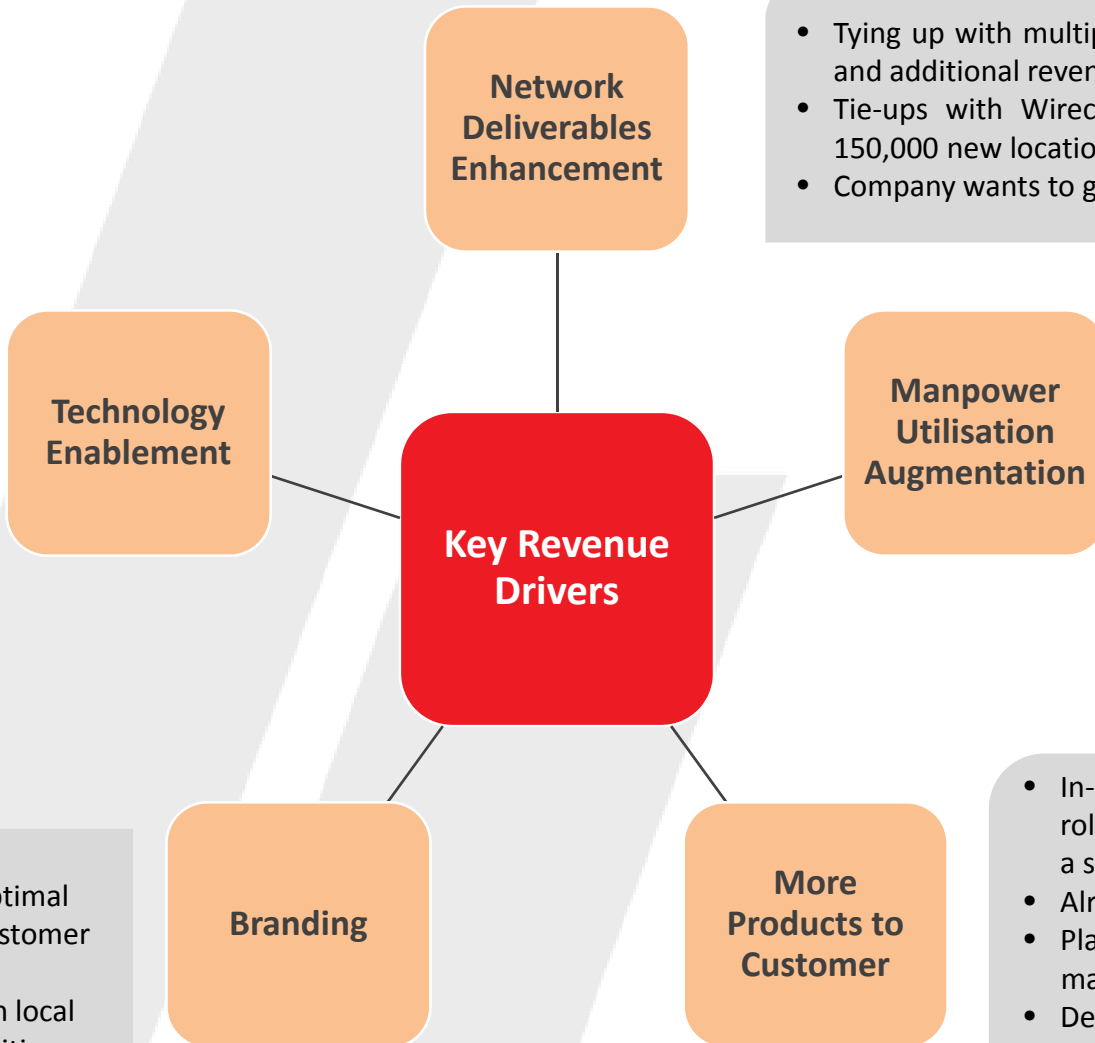


- ✓ Strong brand for Forex & Remittances
- ✓ Experienced manpower & strong network
- ✓ Huge opportunities to cross-sell and up-sell products during the customer's travel cycle & transaction
- ✓ To meet the challenges the company has partnered with top 5 global principals for International Money Transfer business to broad based revenue and exploit full potential of our network

# Enablers that drive growth

Developing an in-house ERP, a significant differentiator that will be a sustainable Competitive Advantage for company to get real-time actionable data to drive sales productivity and enhance customer delight  
 Focusing on implementing Sales tracking, CRM and e-learning solutions to engineering processes towards increased digitization and automation  
 Improved Data Analytics and Customer Communication Capabilities to enhance Cross-sell and Up-sell opportunities

- Standard elevated branding for optimal customer experience across all customer touch points
- Creating brand awareness through local branch level promotions and activities
- Driving customers on digital platforms to enhance ease of transaction



- Tying up with multiple principals enhances market share and additional revenues per transaction
- Tie-ups with Wirecard enables an increased reach to 150,000 new locations
- Company wants to grow own agent network threefold

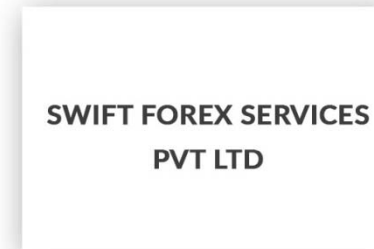
- Verticalisation of manpower enables gain significant market share in quicker time across various customer segments
- Verticalisation based focused approach to acquire newer clients, retain existing and re-activating dormant clients

- In-house developed JaldiCash platform enables roll out multiple products to all channel members in a short time
- Already selling 12,21,000 cr. Market size
- Plans to add products like 48,31,500 cr. market size
- Deliver services that enable to acquire customer an earlier stage of the customer's travel cycle

# Partnership for Success: Bank partners



# Partnership for Success: Business partners



## Partnership for Success: Class of trade of other retail partners

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- ✓ NBFC
- ✓ Travel Agents
- ✓ Mobile & Utility Service
- ✓ Co-operative Societies / Savings and Credit Cooperative
- ✓ Jewelers
- ✓ Agent – Financial Services
- ✓ Dedicated Money Transfer
- ✓ Forex Agents
- ✓ Money Lender
- ✓ General Stores
- ✓ Medical Stores / Chemist
- ✓ Stores – Cloth / Garments / Super Stores
- ✓ Distributor – Cable Services / Mobile Services etc.
- ✓ Cyber Café
- ✓ Petrol Pump
- ✓ Photo Studio / Shop
- ✓ Electronics Showroom
- ✓ Agency Services
- ✓ Education Institute / Driving Institute
- ✓ Dealer – Computer Hardware / Peripherals
- ✓ Medical Clinic
- ✓ Auto Showroom
- ✓ Distributor – FMCG / Consumable Goods
- ✓ Placement Agency
- ✓ Distribution Services
- ✓ Education Institute
- ✓ Traders / Suppliers
- ✓ Advt Agency / Graphic Designing and Studio

# FinTech business: Supported on JaldiCash platform

- ✓ In-house developed JaldiCash, is an **integrated Payments & Business Solution platform** that assists our business partners to distribute multiple services. It has 10 Million wallets with annual turnover of INR 10 billion

## Existing Products

Domestic Money Transfer : 1.5 lakhs cr. (as quoted in Financial Express, Economic Survey of the Govt. Feb 1, 2017)  
 Utility Bill Payments : 6 lakhs cr. (2014) → 9.4 lakhs cr. (2020)  
 Indo Nepal Remittance : 6500 cr. (2015)  
 Rail Tickets : 50,000 cr. tickets  
 Flight : 65,000 cr.  
 Two Wheeler Insurance : 10,000 cr.

Market Size: 12,21,000 cr.

## Future Products

- P2P lending : 20,000 cr. → 30,000 cr. - 2023

Period	POS No. of POS terminals	No. of Transactions	Value of transactions on POS (Conservative Payment Transactions value 5)
Pre- Demonetisation	1.5 Mil	190 Mil	18,000 cr.
Post - Demonetisation	3.0 Mil	370 Mil	36,000 Cr.
Potential	6.25 Mil	750 Mil	75,000 cr.

- Working Capital Loans for Retailers : 26 lakhs cr.
  - Hotel Booking : 26,000 cr.
  - Lending Products : 13 lakhs cr. (Consumer Lending)
    - Bus Ticketing : 500 cr. Online / 15,000 Cr. Total
    - Agent assisted Sales : 4 lakhs cr. (2026)
    - Jewels Purchase : 4 lakhs cr.

Market Size: 48,31,500 cr.

## Fintech Business – Leveraging our distribution network as a competitive advantage

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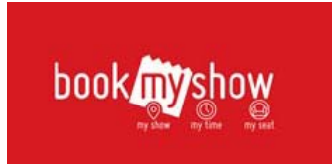
Our large Dodd Frank compliant network, that only a couple of players possess, gives us the credibility that a global player like Paypal, Amazon etc. would like to leverage to enhance their businesses by using cash as a medium of payment. This is significant given the low penetration of digital payment solutions in India. In fact, Amazon offers cash loading through delivery executives on Amazon Pay.

The ability to provide a wider suite of products is restricted due to the fact that our licenses in Money Transfer and Money Exchange services are given to very few players by the regulators.



# Solution providers to

We provide solutions to:



Our partners:



Our Banking partners:



State Bank of India

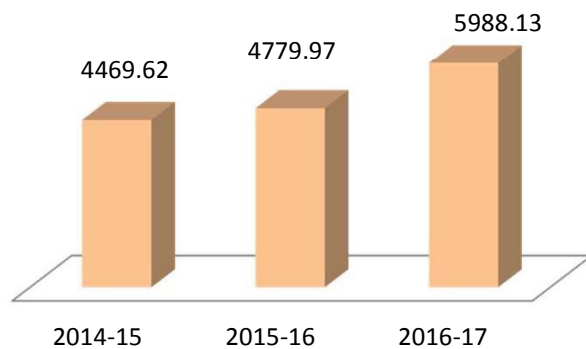


## Financial Highlights: Strong positive growth...

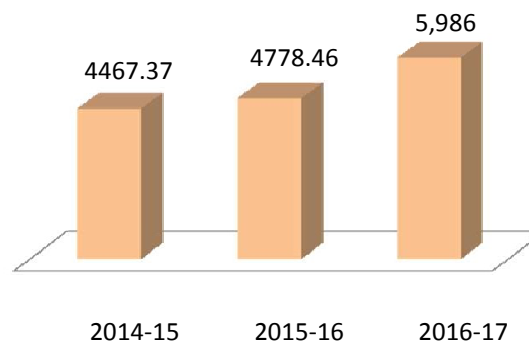
INCOME (in Crores)	2014-15	2015-16	2016-17
Turnover	4469.62	4779.97	5988.13
PBT	29.36	35.09	37.04
ADJUSTED PBT	-	-	45.38
NET PROFIT	18.63	21.87	23.01
ADJUSTED NET PROFIT	-	-	27.76*
NET WORTH	89.09	100.52	119.35
ADJUSTED NETWORTH (in 16-17)			124.10*
*Rs 8.34 crores derivative loss written off during FY 2017. Without this loss the net profit and net worth would have been higher by Rs 4.75 Crores after notional Tax appropriation			

## ...particularly in Forex

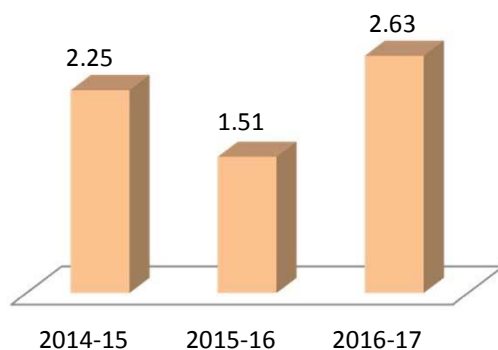
**TOTAL INCOME (INR Cr)**



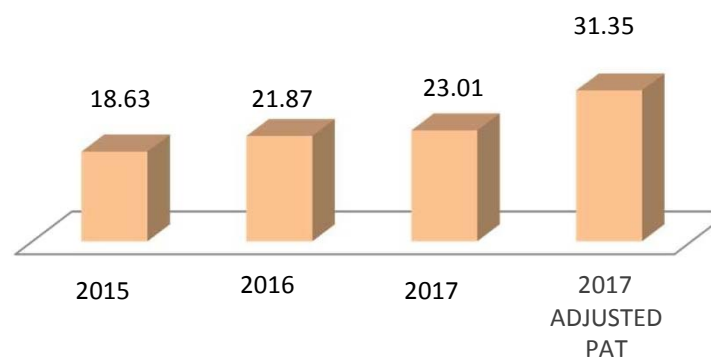
**TOTAL FOREX INCOME (INR Cr)**



**WIND POWER (INR Cr)**

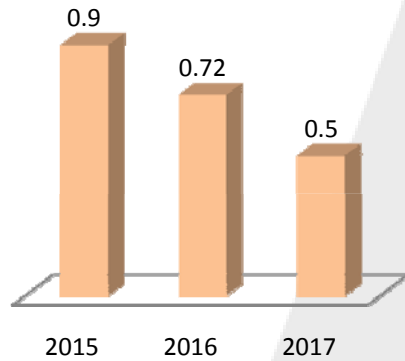


**PAT (INR Cr)**

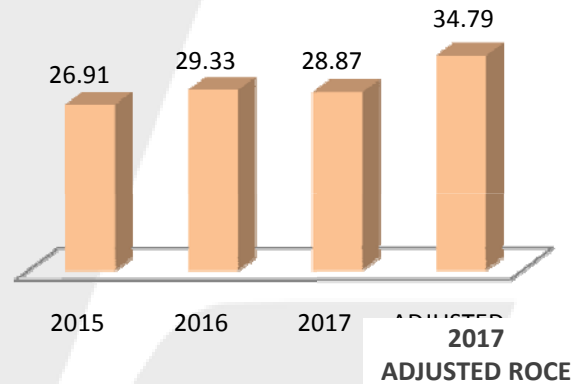


# With a low debt & high return on equity combined with a growing earnings retention...

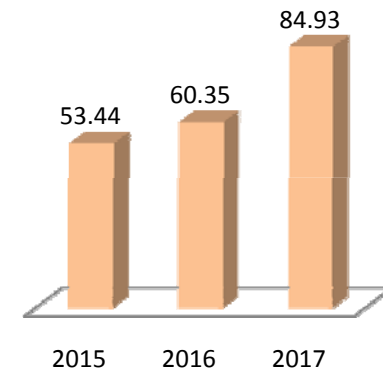
**Debt/Equity Ratio**



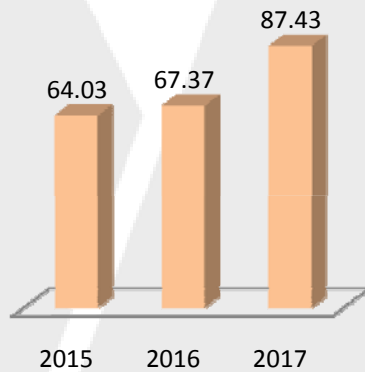
**Return on Capital Employed (%)**



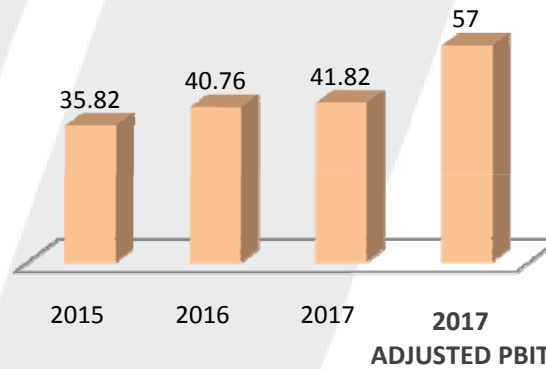
**Earnings Retention Ratio (%)**



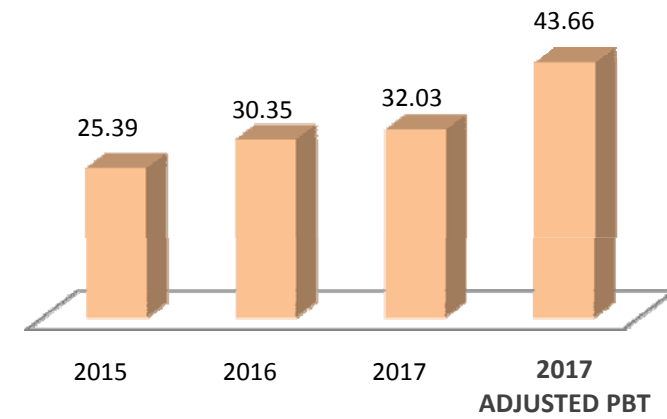
**Cash Earnings Retention Ratio (%)**



**PBIT/Share (INR )**



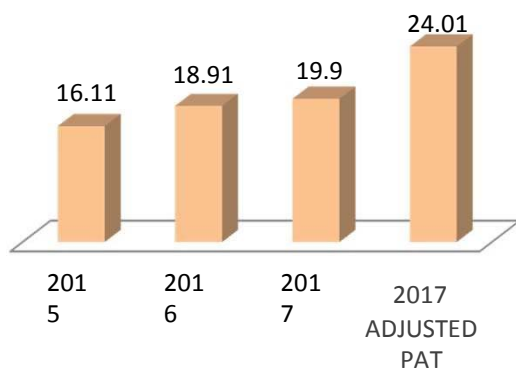
**PBT/Share (INR)**



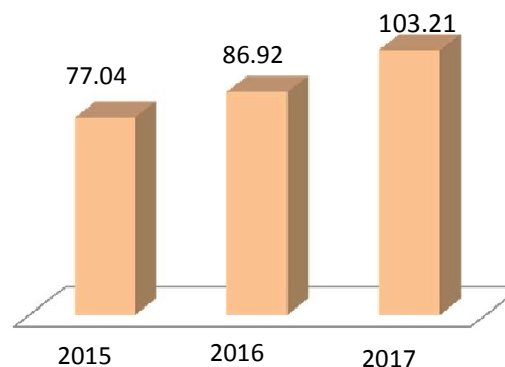
**...coupled with growth of financials per share figures  
& continuous increase in per employee  
profitability, we are poised for further business growth.**

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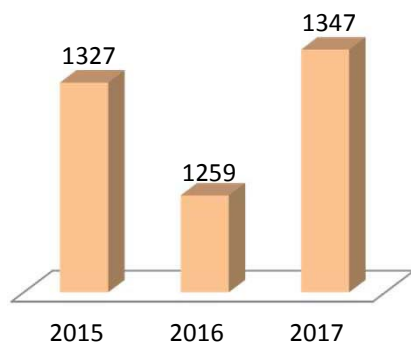
**Earnings Per Share (INR)**



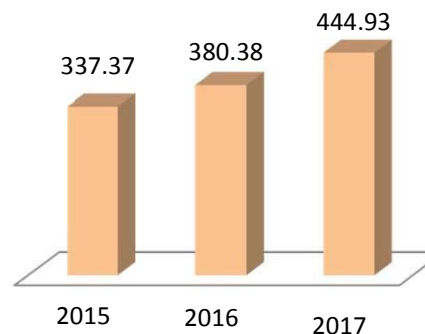
**Book Value /Share (INR)**



**No of Employees**

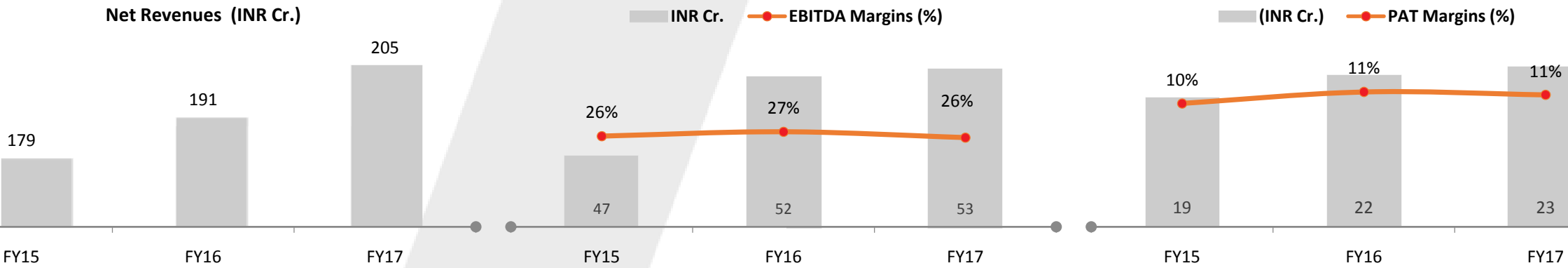


**Employees Productivity  
INR Lakhs Business /Employee**

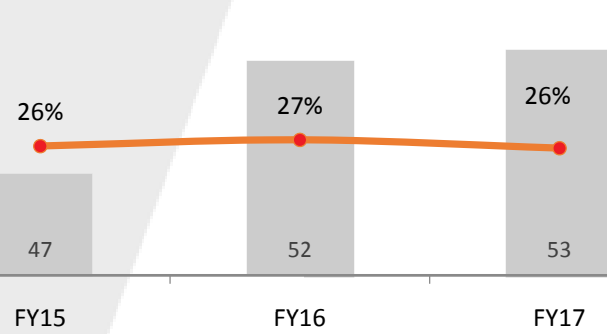


# Financial Highlights (FY15-17)

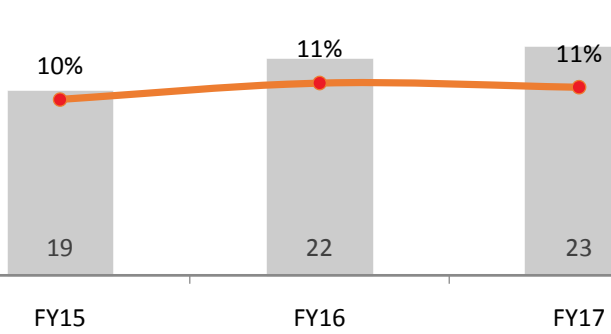
Net Revenues (INR Cr.)



EBITDA Margins (%)



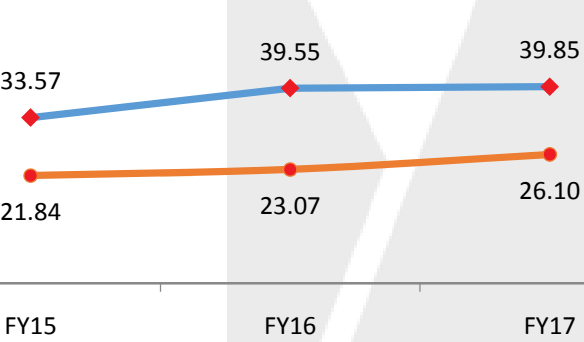
PAT Margins (%)



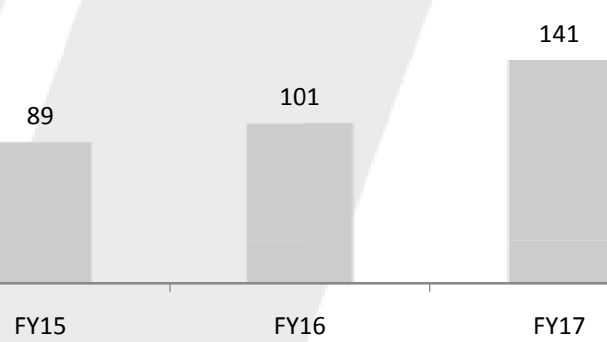
EBITDA and PAT margins calculated on Net Revenues basis.

FY17 EBITDA & PAT included the loss incurred on closure of derivatives deal relating to wind power operations that stood at INR 8.34 cr. The company had entered into a derivative transaction to hedge against dollar denominated loan for wind mill business. Currently, both derivative exposure and dollar denominated loan stands at INR 8.34 cr. During FY17, the company reported additional loss on divestment of part stake in joint venture and other non-current investment amounting to INR 8.34 cr. Adjusted for the above transactions, EBITDA would have been higher by INR 9.42 cr. PAT and Net Worth would have been higher by 5.35 cr.

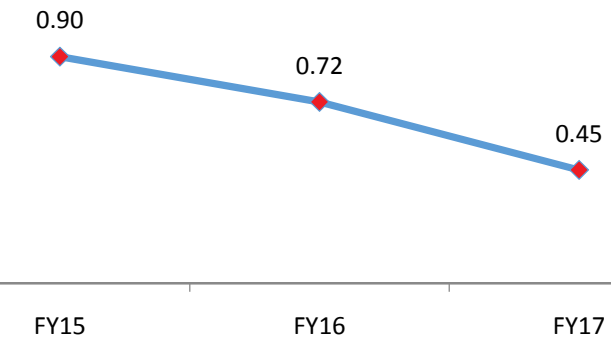
ROCE (%)\* ROE (%)\*



Net Worth\* (INR Cr.)



Debt/Equity Ratio\*



ROE, ROCE, Net Worth and Debt/Equity Ratio for FY17 are based on restated financials as per Ind-AS

ROE = PAT/Avg Net Worth; ROCE = EBIT/Avg Capital Employed; Capital Employed = Net Worth + Debt

# Business Updates – H1 FY18

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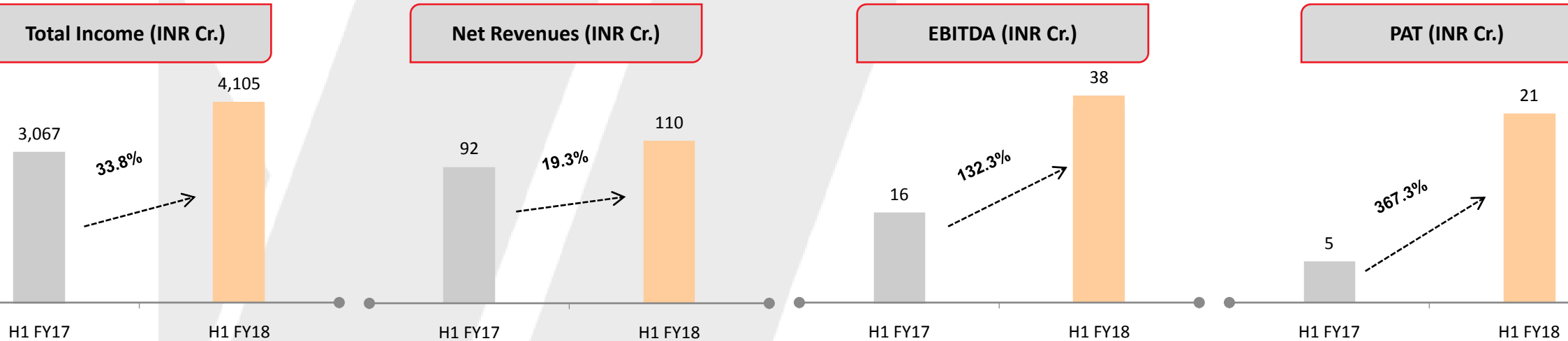
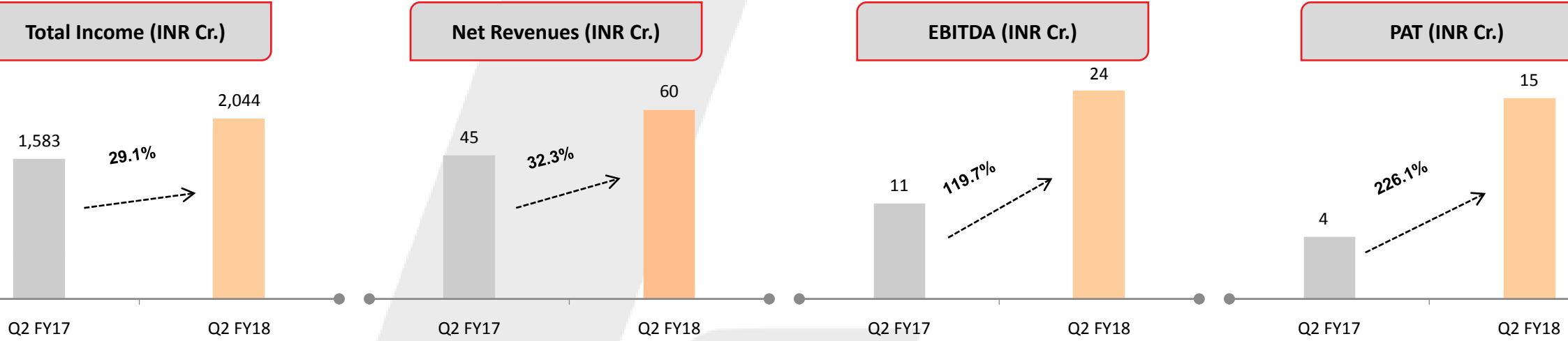
✓ In addition to being the largest principal agent network for Western Union in the world by network size, Weizmann has tied up with other leading global money transfer players viz. MoneyGram (second largest money transfer company globally in terms of global agent locations with more than 350,000 locations), Ria Money Transfer (over 325,000 global agent locations in 146 Countries and territories), Xpress Money (over 200,000 global agent locations) and Transfast ( 200,000 global agent locations)

- These additional tie-ups will help the company in increasing its remittance business volumes and reduce concentration risk on account of high dependence on single principal for its money transfer business segment

✓ Care Ratings has upgraded the Company's credit rating reflecting increased volumes on new tie-ups, consistent profitability and comfortable liquidity position

- Term Loan to CARE A-; Stable revised from CARE BBB+; Stable
- Working Capital to CARE A-; Stable revised from CARE BBB+; Stable
- Short Term Bank Facilities – Non-fund to CARE A2 revised from CARE A3+

# P&L Highlights – Q2 & H1 FY18





# Abridged P&L – Q2 & H1 FY18

Snapshot (INR Cr.)	Q2 FY18	Q2 FY17	YOY	H1 FY17	H1 FY18	YOY
Income	<b>2,043.84</b>	<b>1,582.92</b>	<b>29.1%</b>	<b>4,104.87</b>	<b>3,067.17</b>	<b>33.8%</b>
Revenues	<b>60.20</b>	<b>45.50</b>	<b>32.3%</b>	<b>110.30</b>	<b>92.40</b>	<b>19.3%</b>
Free Benefit Expenses	13.16	10.61	24.1%	23.58	19.14	23.2%
Depreciation & amortization expense	1.02	1.15	-9.0%	2.17	2.25	-3.5%
Other expenses	23.31	24.08	-3.2%	49.01	57.07	-14.1%
	<b>23.70</b>	<b>10.79</b>	<b>119.7%</b>	<b>37.67</b>	<b>16.22</b>	<b>132.3%</b>
Operating Margin	<b>39.4%</b>	<b>23.7%</b>	<b>15.7%</b>	<b>34.2%</b>	<b>17.5%</b>	<b>16.6%</b>
	<b>22.68</b>	<b>9.67</b>	<b>134.6%</b>	<b>35.50</b>	<b>13.97</b>	<b>154.2%</b>
Operating Margin	37.7%	21.3%	16.4%	32.2%	15.1%	17.1%
Operating Cost	1.50	2.81	-46.8%	3.24	5.19	-37.4%
Non-recurring items / Prior period items	0.0	0.0			-1.1	
Operating Profit before tax	<b>21.18</b>	<b>6.85</b>	<b>209.1%</b>	<b>32.25</b>	<b>7.69</b>	<b>319.4%</b>
	6.60	2.38	177.1%	1.80	3.10	248.4%
Operating Profit	31.2%	34.8%	-3.6%	33.5%	40.3%	-6.8%
Operating Profit after Tax	<b>14.57</b>	<b>4.47</b>	<b>226.1%</b>	<b>21.45</b>	<b>4.59</b>	<b>367.3%</b>
Operating Profit Margin *	<b>24.2%</b>	<b>9.8%</b>	<b>14.4%</b>	<b>19.5%</b>	<b>5.0%</b>	
Operating Profit per Share (Not annualised)	<b>12.57</b>	<b>3.83</b>		<b>18.48</b>	<b>3.91</b>	
Operating Profit per Share (Not annualised)	<b>12.57</b>	<b>3.83</b>		<b>18.48</b>	<b>3.91</b>	

calculated on net revenue basis

# Balance Sheet – H1 FY18

## Balance Sheet Snapshot (INR Cr.)

	31 Mar 2017	30 Sep 2017
Net worth	140.52	157.72
Gross debt	63.28	53.84
Cash and cash equivalents	35.98	51.50
Average Capital Employed	139.35	172.25
Fixed Assets	38.51	38.48

Key Metrics	31 Mar 2017	30 Sep 2017
Debt/equity (x)	0.45	0.31
Debtors (days)	3.23	3.15
Inventories (days)	1.48	0.95
Creditors (days)	2.55	2.55
Working Capital Turnover (Days)	3.82	3.82
RoE* (%)	26.10	36.80
RoCE* (%)	39.85	50.30

\*Note: ROE, ROCE, Net Worth and Debt/Equity Ratio for FY17 are based on restated financials as per Ind-AS

# A diverse group expert board members



## **Mr. D. G. Siraj, Chairman**

**Experience:** 40 years +

**Qualification:** Bachelors in Business Management, Diploma in Management Studies from London, U.K.

**Past:** Export Promotion Panel of the Cotton Textile Export Promotion Council, Committee of the All India Exporters Chamber



## **Mr. Chetan Mehra, Vice Chairman**

**Experience:** 32 years +

**Qualification:** Bachelors in Science

**Past:** Weizmann Homes Ltd., CII-GBC Sub-Committee for Development of Wind Energy, Laxmi Finance and Leasing Companies Commercial Premises Co-operative Society Ltd.



## **Mr. B. Karthikeyan, Managing Director**

**Experience:** 20 years +

**Qualification:** IIM Lucknow, IIT Madras

**Past:** SBICAP Securities Ltd (SSL), Axis Securities and Sales Limited, ICICI Bank, ICICI Brokerage Services, Web18 securities, Shriram Insight,



## **Mr. Neelkamal Siraj, Director**

**Experience:** 40 years +

**Qualification:** Bachelors in Commerce

**Past:** Textile industry, manufacturing, export and marketing



## **Mr. Hitesh V. Siraj, Director**

**Experience:** 29 years +

**Qualification:** Bachelors in Commerce

**Past:** Textile industry



## **Ms. Smita Davda, Director - Business Development**

**Experience:** 27 years +

**Qualification:** Bachelors in Commerce

**Past:** Navbharat Archive XPress Pvt. Ltd.

# A diverse group expert board members

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**Mr. Kishore Vussonji, Director**

**Experience:** 37 years +

**Qualification:** Bachelors in Science and Law

**Past:** M/s. Kanga & Co., Advocates & Solicitors



**Mr. B. L. Patwardhan, Director**

**Experience:** 40 years +

**Qualification:** Masters in Economics

**Past:** SBI, Indo Nigerian Merchant Bank, SBI Chicago, Credit National Banking Group



**Mr. Nakul Chopra, Director**

**Experience:** 29 years +

**Qualification:** Bachelors in Art, Economics

**Past:** CEO South Asia, Publics Group, Real Value, Grey Worldwide

He is on the Board of Broadcast Audience Research Council of India



**Mr. Upkar Singh Kohli, Director**

**Experience:** 43 years +

**Qualification:** Mechanical Engineer, CAIIB.

**Past:** Punjab & Sind Bank, Union Bank of India, Dena Bank

# An experienced & well diversified management team



**Mr. T V Subramanian, Group CFO, Head Legal & Secretarial.**

**Experience:** 33 years +

**Qualification:** Bachelor of Science, CA, Company Secretary and Cost Accountant.

**Past:** Greaves Cotton Ltd., Skefko India Bearing Ltd., SKF Bearings India Ltd.



**Mr. K. Mohan Bhaktha, Executive Director**

**Experience:** 31 years +

**Qualification:** MBA in Banking & Finance, CAIIB

**Past:** SBI, Mizuho Corporate Bank



**Mr. P. Shantharam Shetty, Chief Operating Officer- Money Transfer Business**

**Experience:** 48 years +

**Qualification:** Bachelor of Science

**Past:** Vijaya Bank



**Mr. Sankalp Waingankar, Chief Technology Officer**

**Experience:** 17 years +

**Qualification:** Bachelor of Commerce, Diploma in Business Management

**Past:** Deloitte Consulting



**Ms. Isha Siraj Kedia, Vice President – Strategic Initiatives**

**Experience:** 10 years +

**Qualification:** MBA from Columbia University's Graduate School of Business

**Past:** Edelweiss, Cole Haan (a Nike Company, USA)



**Vispi Patel, Executive Vice President & Business Head – Forex**

**Experience:** 28 years +

**Qualification:** Masters in Commerce, Diploma in Business Management

**Past:** Indusind Bank Ltd, ING Vysya Bank Ltd, Centrum Pvt.



**Mr. Anant Yadav, Chief Financial Officer**

**Experience:** 30 years +

**Qualification:** Bachelor of Commerce, CA

**Past:** Indusind Media & Communications, Garware Plastics, Asian Foods Ltd., Siticable Network Limited.



**Mr. Sandeep Sharma, Business Head – WISE**

**Experience:** 20 years +

**Qualification:** Masters in Finance & Marketing

**Past:** ICICI Bank, HDFC Bank, Airtel Payment Bank, (erstwhile FINA Bank), Trust Merchant Bank in Africa.

# Service focused positioning – Our Branches

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# Service focused positioning; WOW Centers – Our Agent Network



# Marketing Initiatives focused on Customer needs



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- Weizmann Forex Ltd, Shop no. 7, 8 & 9, Ramjharukha Shopping Building, opp. Mahindra Showroom, S.V. Road, Andheri - west, Mumbai 400058

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 Written by Preshit Shetty [?] · July 3 at 10:29am ·

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**Weizmann Forex Ltd**  
 11 August at 18:36 ·

The Rupee drops down by 25 Paise to the Dollar which is at 64.08. Here's what our Executive Director, Mr. Mohan Bhaktha has to say about the Rupee's fall.



“INR has weakened against USD by about 1% during last one week. While no one can predict the future movement, Indians who are planning to travel abroad in the near future are advised to buy their forex requirement without delay.”

- Mr. K. Mohan Bhaktha  
 Executive Director

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**Weizmann Forex Ltd**  
 15 August at 10:50 ·

Weizmann Forex wishes you all a very #HappyIndependenceDay!



Let your heart bask in free spirit,  
 Let your soul soar high,  
 With the essences of Freedom on  
**The Independence day!**

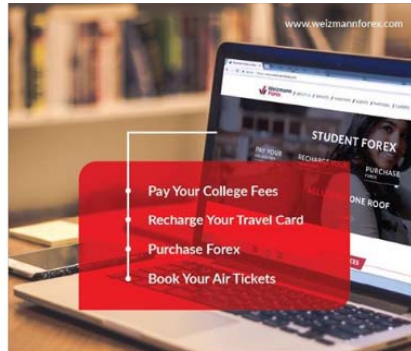
**Weizmann Forex** Happy Independence day

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 23 August at 16:20 ·

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# Participating in Strategic Events and Conferences



# Connecting with Customer through Community Building Programs

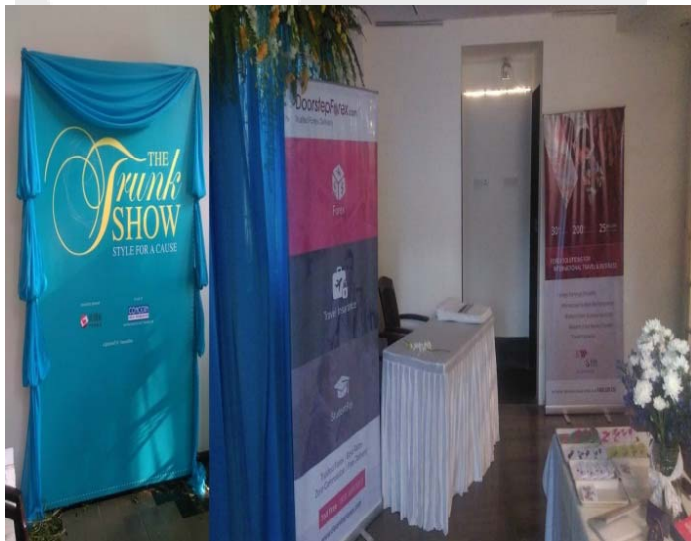


# Connecting with Customer through Community Building Programs



# Social Commitment for Sustainable Development

Weizmann Forex in association with Western Union Foundation took up the responsibility to improve the infrastructure facilities of Sanskardham Academy at Goregaon, Mumbai which caters to economically backward and physically challenged students.



Weizmann Forex in association with Concern India Foundation organised The Trunk Show, Style For A Cause. The Trunk Show a beautifully curated event showcasing high fashion, prêt garments and accessories was organised and the funds generated from the show were channelised to the various social activities of Concern India Foundation.



**THANK YOU.**

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