

17th August, 2018

National Stock Exchange of India Ltd. Listing Department. Exchange Plaza, C-1, Block- G, BandraKurla Complex, Bandra (East) Mumbai-400 051. Fax No. 26598235/8237/8347. Symbol: WEIZFOREX	BSE Ltd. Corporate Relation Department, Listing Department, PhirozeJeejeebhoy Towers, Dalal Street, Mumbai – 400 023. Facsimile No. 22723121/22722037/2041 Scrip Code : 533452
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Dear Sir/Madam,

Sub : Submission of Presentation to be made to Analyst/Investors.

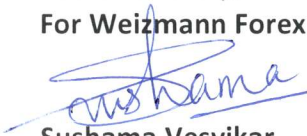
Please find enclosed herewith the presentation being made to Analyst/Investors on the financial results of the Company for the quarter ended June 30, 2018.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and records.

Thanking you,
Yours Sincerely,

For Weizmann Forex Limited

A handwritten signature in blue ink, appearing to read 'Sushama', written over a horizontal line.

Sushama Vesvikar
Company Secretary





WEIZMANN FOREX LTD.

Q1 FY19 Results Presentation



Tech Innovation • Customer Centricity • Network Strength

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.

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Company Overview

Leading player in the forex and remittances space

- ✔ Strong foreign exchange brand, servicing 28 million+ satisfied customers for over 23 years
- ✔ The largest principal agent network of Western Union Money Transfer for its remittance business in terms of branch network
- ✔ Diversified principal agent relationships with overseas partners – Western Union, RIA, Money Transfer, MoneyGram, Xpress Money and Transfast
- ✔ Strong association with 41 leading PSU/Private Banks
- ✔ 18 forex counters at Indian airports

Strong distribution network

- ✔ Established a secured logistics network for physical transfer of notes
- ✔ Well-entrenched distribution network with presence in all 707 districts in India
- ✔ Retail outlets with pan-India presence at very prominent locations spread across 200 branches and 61,000+ customer touch points

High entry barriers

- ✔ RBI authorized dealer (AD-II category) and full-fledged money changer (FFMC)
- ✔ Ecosystem created and enhanced over decades is difficult to replicate – provides economies of scale
- ✔ Strong market intelligence framework facilitates enhanced risk management and provides greater operational control

Diversified portfolio straddled across the forex market

- ✔ Ability to offer multiple currencies and an extensive range of services and products for retail/corporate/wholesale customers – purchase and sale of Foreign Currency Notes, Prepaid Foreign Currency Cards and Travellers' Cheques
- ✔ Inbound/outbound remittance services focused on a range of verticals and significant usage segments
- ✔ Leveraging strong network to enhance value proposition by adding more products like travel insurance, trade remittances, tour and travel related services and domestic money transfer
- ✔ Digitally enabling usage expansion through a Tech Enabled Multi-Service Business Solution and Payments platform

Business strengthening initiatives

- ✔ Upgrading transaction monitoring and processing abilities with an in-house ERP implementation
- ✔ Re-engineering organizational processes; implementing digitally enabled solutions
- ✔ Implementing CRM, Sales Tracking and e-Learning Solutions

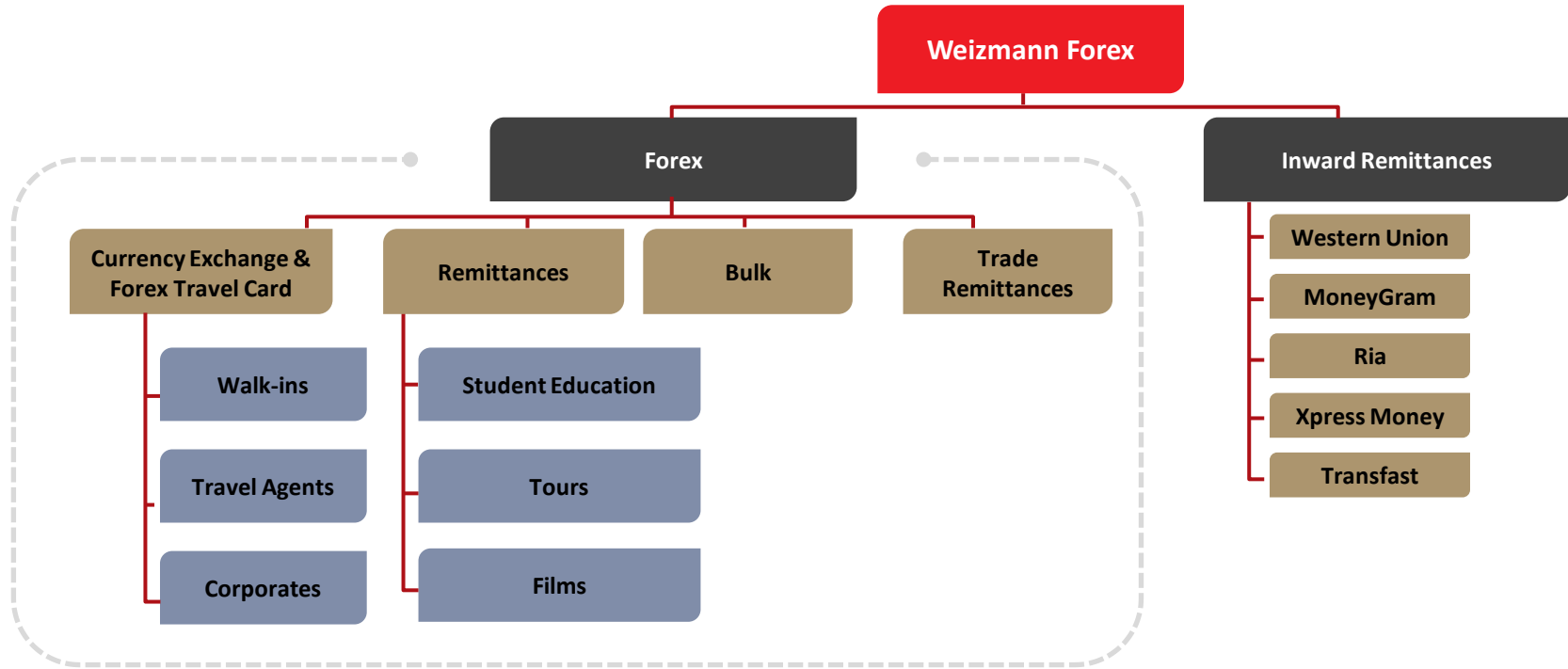
Strong financial metrics

- ✔ Business deploys low capital and requires limited capex
- ✔ Strong financial indicators with ROE and ROCE of 24.7% and 33.3% respectively for FY18

Leading Player in the Forex & Remittances Market

Segment	Vertical	Key Revenue Generators
FOREX	WHOLESALE	<ul style="list-style-type: none"> ✓ Bulk note transactions drive relationships with banks/other full-fledged money changers ✓ Handles large volumes, enabling finer forex rates – which are leveraged for enhanced spread across retail/other business segments
	RETAIL	<ul style="list-style-type: none"> ✓ Walk-ins/cold calls at branches and through travel agents ✓ Corporate employees on business travel ✓ Post-travel encashment
	OUTWARD REMITTANCES	<ul style="list-style-type: none"> ✓ RBI Authorized Dealer (AD-II Category) ✓ Student education, film shoots and tour operators are the strong, long-term secular growth areas
INTERNATIONAL REMITTANCES	INWARD REMITTANCES	<ul style="list-style-type: none"> ✓ Business driven by transactions not involving bank account to bank account remittances ✓ Transitioned to framework of principal agent relationships with multiple global money transfer companies – strengthening presence in key regions, driving volumes, diversifying risk and expanding margins

Diversified Portfolio



Managing Director's Message (1/2)



Commenting on the performance of Q1 FY19, Mr. B. Karthikeyan, Managing Director, Weizmann Forex Limited said,

"We are happy to report a solid performance in Q1 FY19, registering 20% increase in total income, based on strong growth in volume across verticals. Net revenues, which represent profit after direct expenses, increased by 14% despite the recent trend of higher competitive intensity that has had some impact on spreads. Profit before tax, adjusted for the spike in other income in Q1 last year caused by certain sub-agent commission write-backs, grew 37% despite our investments in people and technology that support our future growth plans.

Growth has been broad-based across key segments. In the inward remittances business, over the last 2.5 decades we have emerged as Western Union's largest principal agent with a network of 61,000+ agents. Our recent tie-ups with MoneyGram, RIA, Transfast and Express Money have expanded our addressable market size, reduced concentration risk, diversified revenue stream from non-Gulf corridors and facilitated better utilization of the existing network. We are now focusing on harnessing our established position to benefit from these multiple relationships that are backed by a wider network of sub-agents to add more customers. The forex vertical – focused on outward remittances, driven by foreign tours, student education and movie shoots, apart from a strong presence in currency exchange, forex cards, bulk/trade remittances – remains well-positioned as India rapidly gains stature as a global economic power. In addition to existing lines of business, we continue to look for more opportunities and have recently expanded our presence in India's most demand dense and fastest growing airports by now operating 18 airport forex counters across the country.

As our forex customers are getting younger and more online, we have aligned our efforts with customer behaviour to create a user-friendly, mobile-adaptive online platform that has received positive reviews and is rapidly expanding user traffic volumes. We believe that we are in a good position to garner a sizeable market share in the emerging customer space through our website. We have also provided our sub-agents a simpler online way of dealing with us."

Managing Director's Message (2/2)



Mr. B. Karthikeyan, further added,

“Our cross-sell and upsell efforts have also shown promising results, with strong growth achieved in sales of travel insurance.

In addition to expanding the current lines of business, we have undertaken a major re-engineering exercise to enhance the customer experience. The distribution network and operational processes are being calibrated with technology driven solutions and improvements. We have commissioned an in-house ERP platform running across all verticals and products, with increased data analytics for improved sales productivity and customer delight. These investments are critical to achieve long-term, sustainable market penetration and market share improvements. At the same time, we are rationalizing cost structures to create a lean operating base that will enhance our focus on key revenue generating activities and customer segments with minimum duplication of work. Other cost optimization efforts are also underway, particularly in areas where we find that the customer behaviour is changing significantly from past trends.

In line with our philosophy of enhancing shareholder returns, the Board has approved the buy-back of equity shares representing 3.77% of the total number of outstanding equity shares of the Company, at a price of Rs. 702 per share, for an aggregate amount of Rs. 30.6 crore out of free reserves.

With our well-entrenched network, strong market position and sourcing efficiency, we are well positioned to capitalize on the favourable macro drivers – represented by India’s young demographics, higher disposable incomes and increasing propensity for outbound travel – to embark on the next phase of business growth.”

Weizmann Forex bags airport counters across five cities in India



Hyderabad Airport Counter



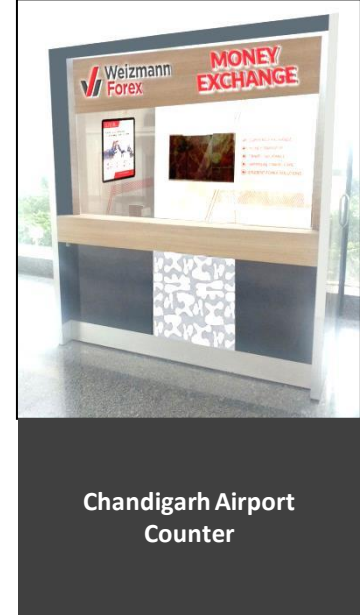
Goa Airport Counter



Kochi Airport Counter



Mumbai Airport Counter



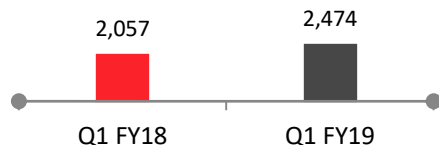
Chandigarh Airport Counter

Currently operates 18 counters across Indian airports

P&L Highlights – Q1 FY19

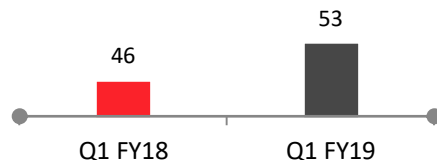
+20% YoY

Total Income (Rs. cr)



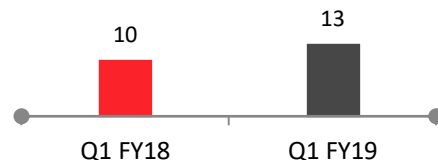
+15% YoY

Net Revenues (Rs. cr)



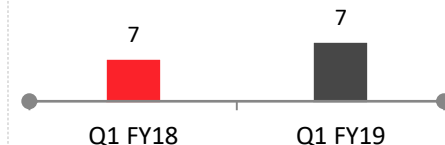
+29% YoY

EBITDA (Rs. cr)



+2% YoY

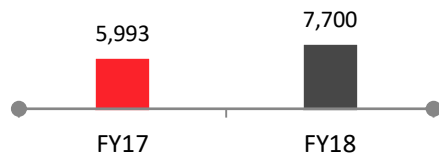
PAT* (Rs. cr)



*Impacted by lower other income in Q1'19

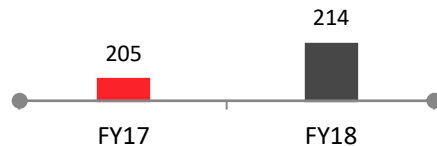
+29% YoY

Total Income (Rs. cr)



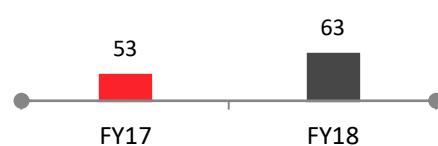
+4% YoY

Net Revenues (Rs. cr)



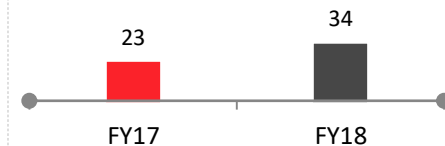
+20% YoY

EBITDA (Rs. cr)



+48% YoY

PAT (Rs. cr)



The business caters to a range of customer segments and the portfolio mix for the business is variable every quarter depending on seasonally driven demand drivers

Abridged P&L – Q1 FY19

*Calculated on net revenues basis

P&L Snapshot (Rs. cr)	Q1 FY19	Q1 FY18	YoY	FY18
Total Income	2,474.5	2,057.2	20.3%	7,691.8
COGS	2,421	2,011	20.4%	7485.9
Net Revenues	53.0	46.3	14.5%	205.9
Employee Benefit Expenses	13.5	10.4	29.9%	48.6
Other expenses	26.3	25.7	2.5%	102.0
EBITDA	13.1	10.2	29.0%	55.3
EBITDA Margin*	24.7%	22.0%	2.8%	26.9%
Depreciation and amortization expense	1.1	1.2	-1.8%	4.5
EBIT	12.0	9.0	32.9%	50.8
EBIT Margin*	22.6%	19.5%	3.1%	24.7%
Finance Cost	1.1	1.7	-38.9%	6.8
Exceptional items/Prior period item				0.0
Other income	0.6	3.8	-84.4%	8.1
Profit before tax	11.5	11.1	3.9%	52.1
Taxes	4.5	4.2	6.6%	18.0
Tax rate	38.9%	37.9%	1.0%	34.5%
Profit after tax	7.0	6.9	2.2%	34.1
PAT margin*	13.3%	14.9%	-1.6%	16.6%
Basic EPS (not annualized)	6.08	5.91		29.52
Diluted EPS (not annualized)	6.08	5.91		29.52

✓ Higher other income in Q1 FY18 on the back of write-backs in commissions to sub-agents to the tune of Rs. 2.7 crore

✓ Adjusted for this, PBT in Q1 FY19 grew 37.4% YoY

Balance Sheet Snapshot

Balance Sheet Snapshot (Rs. cr)	31 Mar 2018	31 Mar 2017
Net worth	153.2	123.2
Gross debt	119.0	63.1
Trade receivables	153.7	96.3
Trade payables	44.6	57.5
Total assets	408.1	301.4
Current liabilities	187.5	135.6
Cash and cash equivalents	69.14	35.98
Fixed Assets	38.8	38.5
D/E ratio (x)	0.78	0.51
ROE%	24.7%	20.6%

- ✓ Temporary increase in receivables at the end of Mar '18 to Rs. 154 crore on account of long weekend at the end of the reporting period resulting in extended credit of three days provided to principal agents, leading to commensurate increase in borrowings
- ✓ Since then, receivables and debt have reverted to normalized trends

Note:

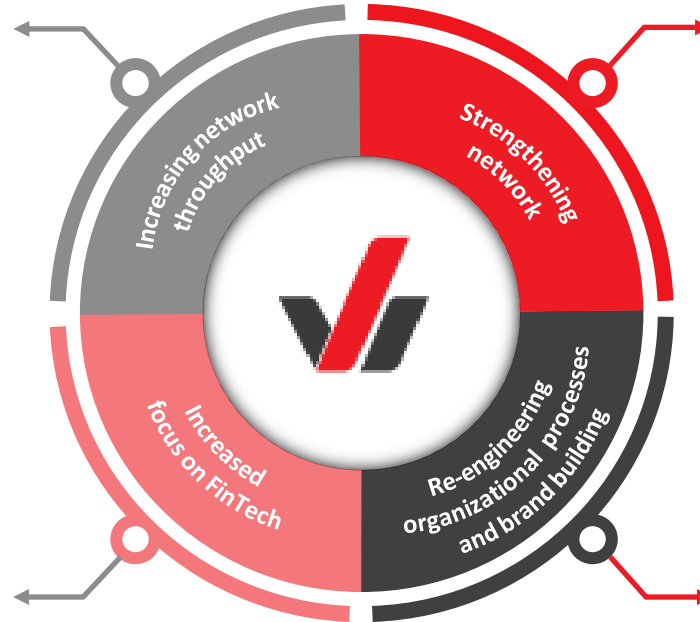
Net worth excluding Ind-AS impact

ROE = PAT/Avg Net worth; ROCE = EBIT/Avg Capital employed

Growth Drivers

- ✓ Leveraging benefits of large, established network to drive volumes
- ✓ Increased focus on existing verticals by deploying dedicated and trained personnel
- ✓ Introducing synergistic new product categories targeting new customers

- ✓ Implementing digitally enabled solutions to continuously cross-sell and up-sell
- ✓ Long-term visibility of growth in traditional and emerging categories with common user segments



- ✓ Relationships with several global players enabled by the ability to deliver a range of customized products deeper into usage markets

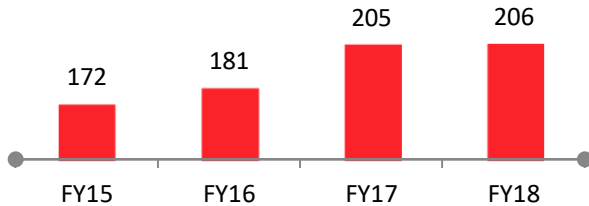
- ✓ Undertaking brand building initiatives through various online and offline activities
- ✓ Enhancing customer relationships by implementing CRM, improved data analytics, sales tracking and e-learning solutions
- ✓ Upgrading transaction monitoring and processing capabilities with in-house ERP implementation



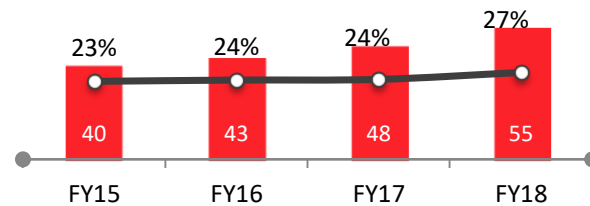
Annexures

Financial Highlights (FY15-18)

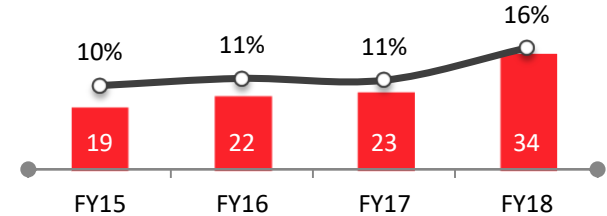
Net Revenues (Rs. cr)



EBITDA (Rs cr) Margins (%)



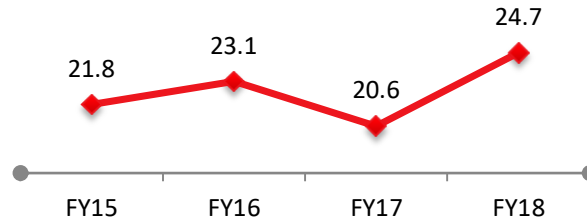
PAT (Rs cr) Margins (%)



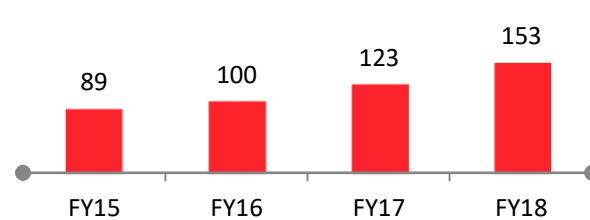
Note 1: EBITDA and PAT margins calculated on Net Revenues basis;

Note 2: FY17 & FY18 numbers are as per Ind-AS. Prior period financials are as per I-GAAP and not strictly comparable.

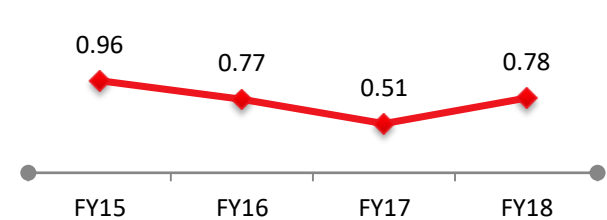
RoAE (%)*



Net Worth (Rs. cr)



Debt/Equity Ratio*



RoAE = PAT/Avg Net Worth; RoACE = EBIT/Avg Capital Employed; Net worth excluding Ind-AS impact

About Weizmann Forex Limited

Weizmann Forex Limited (WFL) (NSE: WEIZFOREX; BSE: 533452) is a leading player in the foreign exchange and Inward remittances space. The company operates a diversified portfolio focused on Foreign Exchange, International & Domestic Money Transfer, and Import and Export Payment Solutions. An RBI Authorized Category II Dealer and Full Fledged Money Changer, WFL has a network of 200+ branches and 61,000+ customer touch points spread across all 640 districts in India along with leading global agent partnerships for its inward remittances business.

The company's large scale and established logistics network for physical transfer of notes along with track record of compliance and security is backed by strong market intelligence that facilitates enhanced risk management and provides greater operational control.

Weizmann Group has established a strong brand over 30 years of operations with over 28 million satisfied customers. The company offers multiple currencies and an extensive range of services and products for retail/corporate/wholesale customers including purchase & sale of Foreign Currency Notes, Prepaid Multi-currency International Cards and Travellers' Cheques. The company also provides inbound/outbound remittance services focused on a range of verticals and significant usage segments. WFL is the largest principal agent network of Western Union Money Transfer for its remittance business in terms of branch network. WFL is leveraging its strong network to enhance value proposition by adding more products like travel insurance, trade remittances, tour and travel related services, domestic money transfer etc. and digitally enabling usage expansion through a Tech Enabled Multi-Service Business Solution and Payments platform.

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THANK YOU