

GlobalPay wsfx Money that travels with you

COMPANY PRESENTATION



info@wsfx.in





The Retail Forex Market & Opportunity

Estimated Market Size – Retail Forex USD 32 Billion Approx.

PRODUCTS



Forex Currency Notes Leisure Travel, Student & Corporate Travel



Forex Prepaid Cards Leisure Travel, Student & Corporate Travel



Personal Outward Remittances - LRS University Fee, Living Expenses, Medical, Travel, etc.









LRS Remittances grew by 17% YOY and was around 31.7 Billion USD for FY 2023



Regulated Business - License issued by Reserve Bank of India - Under Sec10, FEMA 1999





ler Category - II)-II)	Authorised Dealer Category - III (AD-III)
lated current ansactions	Foreign exchange transactions incidental to the license holder's business
Entities	Select Financial & Other Institutions
ex Overseas ds Remittances	Business related transactions
Purchase	Property

Key Customer Segments

STUDENT

- Leisure / Tourist travel overseas.
- Outward personal remittances under LRS
- Foreign Currency and Prepaid cards are Key Products

CORPORATE

- Travel for Business from Corporates / MICE Travel
- Foreign Currency and Prepaid cards are Key Products













FOREX & CROSS BORDER REMITTANCES

- Regulated Industry with High compliance.
- High Competition
- Key Segments of Students, Millennials & Corporate
- Positive Outlook for Industry with travel resumption Post Covid

Forex-tech Company

Global**Pay**

Transforming Forex Ecosystem with a Forex Tech Platform for every customer segment with omni channel Presence





COMPETITION

Banks, AD2, FFMCs

🔁 HDFC BANK













ABOUT US



RESERALE BANK OF

30+ Years of Forex Leadership Backed by Trust, Built for Growth

RBI Licensed AD-II



ISO 27001:2022 & PCI DSS 4.0.1 Certified | Security at the Core

- Specialists in Forex & Outward Remittances for Students & Corporates
- Multi-Segment Forex Cards | One for Every Global Journey
- Tailored Corporate FX Solutions | Trusted by 700+ Businesses
- Student-Centric Remittance & Card Solutions | Smart, Fast, Compliant
- Digital-First Ecosystem | D2C Apps, Corporate Platforms, B2B Portals
- Pan-India Presence | 21 Branches | 350+ Forex Experts
- Serving 1,00,000+ Customers

Banking Partners : VES BANK DFC BANK









IndusInd Bank





About Global Pay

OUR MISSION

To become the brand of choice by leveraging technology, products, resources, network, human capital and, above all, an attitude of uncompromising customer service.

OUR VISION

The Vision at WSFx is to ascend as a prominent Payment Fintech, building and delivering secure and reliable digital Forex and Payment solutions and create true value for its customers and stake holders.





CORE VALUES

Trust, Transparency, Convenience, and Compliance is and will always be the core theme of the company's philosophy and adopted in all of its dealings, with both internal and external stakeholders in an attempt to build a sustainable and ethical business.

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Digital Platforms & Solutions-Regulated Fintech



Global Pay App & Web Portal

Send money abroad in a jiffy with the Global Pay App and Portal and manage your forex requirements digitally.

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Global Pay FPaaS Platform

Forex & Remittance Platform as a Service for Partner Network / Overseas University / Colleges.



Comprehensive digital solution designed for Agent Partners to manage their customer's Forex & Remittance requirements.





Smart Agent Platform



Smart Corporate Platform

Advanced digital solutions designed to aid corporates with their forex requirements for business travel.

Global Pay Forex Cards





Global Pay Single Currency Card

USD Denominated Card with Zero Cross Currency Fees. Tailor made for Global Travelers. Worldwide acceptance.

Global Pay Multi Currency Card

Multi Currency Card with 12 currency wallet. Tailor made for International Travelers. Worldwide acceptance









Smart Currency Card

Multi Currency VISA Forex & INR Card with Smart App Management. Worldwide acceptance

Global Pay Single Currency Card



- Reload Card Anytime, Anywhere
- Tap and Pay
- App Enabled Card Management
- Worldwide acceptance
- Real Time transaction Alerts
- Emergency Cash(GCAS)
- Card Insurance Coverage Up to 5 Lakh
- Surcharge Free Withdrawals at AllPoint

VISA

• Not Linked to Your Bank Account







SINGLE CURRENCY FOREX CARD

Global Pay Multi Currency Card

- Smart App enabled card management
- 12 Foreign Currency Wallets
- Worldwide acceptance
- Contactless NFC enabled
- Wallet to Wallet transfer
- Remote Reload facility
- 24X7 access to your funds
- Safe and Secure
- Card Insurance Coverage Up to 5 Lakh
- Emergency Cash(GCAS)
- Surcharge Free Withdrawals at AllPoint

VISA









MULTI CURRENCY FOREX CARD

Smart Currency Card

MULTI CURRENCY FOREX AND INR CARD

- Smart App enabled card management
- 14 Foreign Currency Walled and INR Wallet
- Worldwide acceptance at 100 million + VISA merchant outlets
- International and domestic acceptance
- Contactless NFC enabled
- Wallet to Wallet transfer
- Remote Reload facility
- Encash to INR wallet
- 24X7 access to your funds
- Safe and Secure















Smart Currency



Global Remittance Solutions

Personal Remittance



Family Maintenance



Student Remittance

Global Pay by WSFx App

Smart Features

- Transact in 4 easy steps
- Digital KYC and transaction processing
- Smart currency card purchase and card management
- Send money under LRS for University fees, travel, emigration, living expenses etc.
- Transparent Rates
- Offers & rewards







ONE APP FOR ALL YOUR FOREX AND REMITTANCE NEEDS...



Card Management

Get Live forex rates View Live Rates on Dashboard for transparent forex booking

Generate PIN Generate / Change Card PIN online

Monitor transaction history

Know and track your forex card transaction history

Transfer between wallets

Easy interoperation of currency from one currency wallet to another

Check wallet balances

Know individual wallet balances for easy tracking

Temporarily Card Block

Temporarily block your card on a click in case of misuse or card loss

Smart Corporate Platform

A Comprehensive digital platform designed to integrate and simplify the forex ordering process for corporates

Smart Features

- Easy booking of forex
- Multiple workflows
- Policy Management
- Approval's Management
- Limit's Management
- Card Management
- Payables Management
- Rate's Management
- Advance MIS
- PG Integration





Forex Order Workflow Management

Integration with ERP

Digitally Signed Invoices Admin Dashboard with MIS





Benefits

- Automation of forex ordering process
- Easy buying process
- Paperless
- Easy Reconciliation
- Rate Transparency
- Easy Audits
- Integration with ERP
- Customized MIS

Corporate Policies





A digitally powered solution designed to integrate and simplify the forex ordering process for agents across the country.



Commission Flow

Global Pay FPaaS Platform

(Forex Platform as a service - FPAAS)

Cobranded Forex & Remittance Solution for Partner Network

Features

- Complete Digital Process for customer onboarding and transaction processing
- Easy 4 step process for Remittance and Cards
- Integrated digital KYC solution
- Secure & Compliant
- Transparent, fast & cost effective
- High visibility of transaction
- Easy integration with partner website and app







Partner Benefit

- Offer forex and cross border payments to customers through their own digital eco system with single sign on process
- Integrated with Smart Agent Platform
- Forex & Remittance pay link
- Custom pricing
- Transparent revenue module
- Advance MIS

Board Members



Mr. Ramesh Venkataraman Chairman - Non Executive Director

Ramesh Venkataraman runs Avest, a private equity investment firm advising IDO, a UAE- based sovereign wealth fund, as well as making direct investments in Asia. He also serves on the board of various companies in India and around the world. He usually chairs the Executive Committee or is in a position of equal authority on many such boards.



Asha H. Shah Woman Independent Director

Ms. Asha Shah has worked for over 30 years at UTI Mutual Fund (erstwhile Unit Trust of India) both at Corporate and Branch level, including heading the UTI MF's largest branch in India. She has experience and expertise across all major functions such as Business Development, Marketing, Publicity, Product Development, Branch Operations and Sales & Distribution Network. She has travelled widely across Gulf, Europe and Asia.



Mr. Krishna has over 22 years of experience in the foreign exchange industry and has comprehensive knowledge of foreign exchange business including prepaid products. He joined the company in July 2017 to head the Forex business and has been instrumental in the digital transformation of the company to a Digital Forex enterprise.



Ravinder Singh Amar Independent Director

Mr. Ravinder Singh Amar is graduate with Honours in Political Science and Economics as the second elective. Mr. Amar possesses professional qualification in banking. He began his career in the year 1987 with Reserve Bank of India. With a distinguished career spanning 37 years at the Reserve Bank of India, he retired as Chief General Manager, having held various key roles primarily in Supervision, Foreign Exchange, and Consumer Protection. Notably, he also contributed to a committee aimed at enhancing the Banking Ombudsman Scheme of Reserve Bank of India.





Srikrishna Narasimhan Whole-Time Director and Chief Executive Officer

Management Team



Srikrishna Narasimhan Whole-Time Director and Chief Executive Officer

Mr. Srikrishna brings over two decades of experience in the foreign exchange industry. He has comprehensive knowledge of foreign exchange, prepaid forex products and of the regulatory framework and practices in the forex arena. His last assignment was as CEO & ED at Essel Finance VKC Forex Ltd.



Pooja Mishra **Chief Financial officer**

A Qualified Chartered Accountant with 18+ years of experience in areas of Accounts, Finance, Audit Taxation, Budgeting, MIS, Fund Planning & Fund Management with leading organizations. A strategic planner with proven ability to improve operations, impact business growth and maximize profits through achievement in finance management, cost reduction, internal controls, talent development and productivity improvement.



Kuldeep Pawar Chief Marketing Officer & D2C Business Head

A seasoned growth marketing professional with over 18 years of experience in driving business transformation through innovative marketing strategies, digital-first initiatives, and impactful customer acquisition campaigns. Known for building high-performing cross-functional teams and establishing strategic partnerships that align with core business objectives.



Chethan S A Business Head - Retail & Key Alliances

With over 20 years of experience in Forex Industry Chethan lays the foundation to a deep rooted sales network. He also aligns the company's activities in strategy, marketing and takes care of remittances pan-India. His previous assignment was with Essel Finance VKC Forex Ltd. as their National Head, for remittance and also aided in acquisition of corporate business.







Ilamparithi J **Chief Product Officer**

Mr. Ilamparithi J holds MBA degree from the Bharathidasan Institute of Management (BIM, Trichy), B. Tech from the AC Tech, Anna University. He has completed an Advanced Program in Fintech and Financial Blockchain from IIM Calcutta. Mr. llamparithi J brings a diverse range of experience to his role, with a strong background in the Foreign Exchange Business, including Digital & Retail Forex, and Remittances. He has held key positions in his previous employment at Thomas Cook India Limited.



Vanishree Visrodia Business Head – Corporate & Strategic Alliance

Vani brings in 18 years of rich experience in the money changing business. She was previously associated with renowned brands like VKC Forex and Centrum Direct. She now heads Strategic Alliance & Corporate tie-ups for India at WSFx global pay.

Management Team



Roshan Dalal Sr.Vice President - Treasury & Operations

A Forex & Treasury veteran in Money Changing Industry, Roshan brings over 27 years of experience and was last associated with brands like, Weizmann Forex Ltd., Centrum Direct and UAE Exchange.



Praveen Koppikar Principal Officer

Praveen joins us with over 20 years of rich foreign exchange experience. He was last associated with Tata Capital. Praveen Koppikar helms the reins to the company's compliance department and is the Principal Officer at Wsfx global pay.



340+ WSFx Global Pay Team Members across 21 Locations Pan India.





Khushboo Doshi Company Secretary

Ms. Khushboo Doshi, a Qualified Company Secretary with 7+ years of experience in areas of Listing Compliances, Secretarial and Legal work. Focused and Goal driven she has dexterously managed overall compliances in her previous organisations. She has good interface with Shareholders.

Trust, Transparency, Convenience & Compliance







- Independent Board
- Committees
- Internal Audits
- System Audits

- Building Trust & Transparency
- Uniform customer experience with feedback mechanism

Corporate Governance



Board Composition

- 4 Board Members
- 2 Independent Directors



Internal Audits

- Policy Audit
- Process Audit



Committees

- Audit Committee Chaired by Mr. Ravinder Singh Amar
- Nomination and Remuneration Committee -Chaired by Ms. Asha Shah
- Stakeholders Relationship Committee -Chaired by Ms. Asha Shah



Compliance





• Functions Audit • Head Office and Branch Audits

• Internal Compliance Committee Concurrent Audit of Branches • System Level Controls • Training & Development

Forex Business – Risk Management

Corporate & Retail Business : Sale & Encashment of Currency Notes, Prepaid Cards

- As corporate require a minimum processing time, we are exposed to Credit risk which is mitigated by Customer Acceptance Policy and Credit Policy where customer is profiled as per their business type, market standing, financial strength and limits are fixed and monitored with system level controls
- For Foreign Currency Currency Balances which are maintained in branches for Sale purpose, the risk arising out of volatility is managed by taking appropriate hedge through Future contract
- For Prepaid Cards Sales Sale is hedged with Card principals and the risk of Exchange rate volatility is marginal during banking hours. For transactions after banking hours orders are taken in advance for taking cover or a holiday margin is charged to minimize the risk due to currency volatility.

Outward Remittance Business : Permissible outward remittance transactions under LRS

- There is minimal risk as all Outward remittance transactions are booked near real-time with the bank treasury.
- Depreciation of Currency has some business impact as there is postponement of transactions by customers during periods of extreme volatility.

Compliance:

• Being in the regulated space, the company has Concurrent Audits done by Independent Auditors, Training & Development for employees, system level controls, strong AML policy framework monitored by Principal Officer and the Internal Compliance Committee.

Other Risks:

• Are Covered through Special package policy covering transit risk, fidelity risk, Fire & Accident etc. D&O Policy, Marine policy of EXIM, commercial general liability policy, Cyber Insurance, Personal Liability & other employee welfare policy have been taken to minimize risk at various levels.





Comparative Quarter on Quarter: Revenue & Expenses



CAGR 44.07%



Scalable Digital Model - Driving Revenue Growth and Cost Efficiency



CAGR 21.52%

Forex Card Growth





CAGR 96.41%



Outward Remittances Growth



CAGR 39.41%





Forex Standalone Results: Quarter on Quarter

Profit and Loss Account										
		FY 2024-25				FY 2023-24				
Particulars (In Lakhs)	Q4	Q3	Q2	Q1	FTY	Q4	Q-3	Q2	Q1	FTY
	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from Operations	2,180.43	2,006.79	2,590.45	1,873.93	8,651.60	1,812.95	1,718.99	2,259.39	1,212.79	7,004.12
Less: Direct Cost	1,135.39	967.31	1,291.74	980.86	4,375.30	937.16	901.4	1,142.18	662.73	3,643.47
Revenue from Operations Net	1,045.04	1,039.49	1,298.71	893.07	4,276.30	875.79	817.59	1,117.20	550.07	3,360.65
Other Income	80.73	78.92	55.33	45.12	260.11	73.75	43.83	48.48	41.95	208
Total Revenue	1,125.77	1,118.41	1,354.04	938.19	4,536.41	949.53	861.42	1,165.68	592.01	3,568.65
Selling, General & Admin Exp	857.62	893.18	958.31	753.04	3,462.15	765.31	714.51	845.61	495.78	2,821.20
EBIDTA	268.16	225.22	395.73	185.15	1,074.26	184.23	146.91	320.08	96.24	747.45
Finance Cost	41.75	32	11.2	12.06	97.01	13.46	21.22	13.9	28.68	77.25
EBDTA	226.41	193.22	384.53	173.09	977.25	170.77	125.69	306.18	67.56	670.2
Depreciation	98.05	76.75	70.14	69.81	314.75	70.53	69.04	62.14	56.22	257.92
РВТ	128.36	116.47	314.39	103.28	662.5	100.24	56.66	244.03	11.34	412.27
Tax Expense	315.51	-	-	-	315.51	-	-	-	-	-
Other comprehensive income	23.05	_	_	_	23.05	(7.48)	_	_	_	(7.48)
PAT	(210.20)	116.47	314.39	103.28	323.94	92.76	56.66	244.03	11.34	404.79

FY 24-25 PBT at INR 6.63 Cr., YOY growth of 61%



Profit & Loss

WSFx (Rs. In Lakhs)	Apr24-Mar25	Apr23-Mar24	Apr22-Mar23	Apr21-Mar22
Forex - Turnover	5,72,240	4,85,323	2,95,963	2,11,979
Operational Revenue	8,651.60	7,004.11	4,607.83	2,881.67
Other Income	260.11	208.00	134.57	129.10
Total Revenue	8,911.71	7,212.11	4,742.40	3,010.77
Total Direct Cost	4,375.30	3,643.47	2,370.98	1,694.39
Net Revenue	4,276.30	3,360.64	2,236.85	1,187.28
Other Income	260.11	208.00	134.57	129.10
Total Net Revenue	4,536.41	3,568.64	2,371.43	1,316.38
Expenses				
Manpower cost	2,331.98	1,934.96	1,383.47	1,089.47
Finance cost	97.01	77.25	94.83	68.09
Depreciation & Amortisation	314.74	257.92	204.87	193.74
Other Expenses	1,130.17	886.24	598.34	599.62
Total Overheads	3,873.90	3,156.37	2,281.52	1,950.93
PBT before Extra-ordinary items	662.51	412.27	89.91	(634.55)
Add: Exceptional Items	-	-	-	-
PBT after Extra-ordinary items	662.51	412.27	89.91	(634.55)
Less: Taxes	315.51	-	(26.88)	(192.66)
PAT	346.99	412.27	116.79	(441.89)
Add: Other Comprehensive Income	(23.05)	(7.48)	6.39	(9.09)
Total Comprehensive Income	323.94	404.79	123.18	(450.98)

For historical data please visit: https://wsfx.in/investors/financials



WSFx (Rs. In L SHAREHOLDER'S FUN

Equity Share Capital Share application money Reserves and Surplus Total Shareholders Fu NON-CURRENT LIABIL Long Term Provisions Total Non-Current Liab CURRENT LIABILITIES Short Term Borrowings Trade Payables Other Current Liabilities Short Term Provisions Total Current Liabilitie Total Capital And Lial ASSETS NON-CURRENT ASSET Tangible Assets Right to use of Asset Other Intangible assets Intangible assets under Fixed Assets Non-Current Investments Income Tax & Deferred Other Non-Current Asset Total Non-Current Asse Current Investments Inventories Trade Receivables Cash And Cash Equival

Other financial assets Other Current Assets

Total Current Assets Total Assets



Balance Sheet

Lakhs)	As on Mar25	As on Mar24	As on Mar23	As on Mar22
NDS				
	1,236.52	1,189.14	1,159.85	1,159.84
ey pending allotr	5.04			
	2,391.88	2,065.30	1,585.62	1,360.35
unds	3,633.44	3,254.44	2,745.47	2,520.19
LITIES				
	1,081.86	368.47	311.46	272.75
abilities	1,081.86	368.47	311.46	272.75
S				
	314.76	137.45	1,215.90	1,203.94
	2,930.88	1,759.23	1,158.30	611.55
3	1,708.54	1,922.73	1,476.76	805.99
	1.37	1.17	26.16	110.84
ies	4,955.55	3,820.59	3,877.12	2,732.32
bilities	9,670.85	7,443.49	6,934.05	5,525.26
TS				
	72.46	51.64	41.92	61.44
	1,046.49	303.93	195.09	251.91
	220.38	330.38	369.48	461.53
development	277.75	120.30	70.69	-
	1,617.08	806.25	677.19	774.87
s	31.17	28.86	34.88	30.77
Tax [Net]	482.28	912.34	803.50	782.87
ets	310.64	414.13	1,108.23	83.47
sets	824.09	1,355.34	1,946.62	897.11
			-	-
	464.47	249.44	208.39	42.99
	2,381.35	1,774.89	2,122.21	1,084.83
lents	2,970.17	2,792.42	1,756.86	2,246.77
	43.73	44.13	31.67	218.22
	1,369.96	421.02	191.12	260.48
	7,229.68	5,281.90	4,310.24	3,853.29
	9,670.85	7,443.49	6,934.05	5,525.26

Way Forward

Marketing for D2C

Implementing targeted marketing campaigns aimed at expanding the D2C customer base, with a focus on leveraging digital channels, social media, and partnerships to promote Global Pay's prepaid forex cards, cross-border payments, and remittance services.





Distribution and FXC Focus:

Strengthening distribution through both online and offline networks, including partnerships financial institutions to increase geographical reach across India, build Forex Correspondent Network (FXCs) across India (Subject to RBI approvals).

Digital First Approach

Continued investment in Digital to improve user experience across Corporate, B2B, and D2C Platforms, ensuring seamless, secure, and efficient transactions.









Asset-lite • Scalable • Eff

Building innovative Forex & Payment-tech Products and Solutions to create true value for all stakeholders.





PA – CB License

Facilitating payments between domestic merchants and international customers or vice versa and manage transactions involving different countries and currencies.



Payments Platform for Student

University Fee Payments, Living Expenses, Forex Cards, Overseas Bank A/C, Overseas Credit Cards etc. through D2C & FPaaS Platform.

Prepaid Card Issuance

Launch of Global Pay Card with VISA, Multiple Card Variants, Direct Selling / Distribution.

Efficient

WSFx Global Pay Advantage



TRUST, TRANSPARENCY, CONVENIENCE & COMPLIANCE...





Quick Processing and Delivery



Pan India Network

Network



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WSFx Global Pay Limited

6th Floor, Wing C, Corporate Avenue, Chakala, Andheri (East), Mumbai – 400093

Branches Network ₿₿

Ahmedabad, Anand, Amritsar, Bangalore, Chandigarh, Chennai, Coimbatore, Delhi, Goa, Hoshiarpur, Hyderabad, Jalandhar, Kochi, Kolkata, Ludhiana, Mumbai, Surat, Vadodara, Pune, Vijayawada, Panaji.



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University Fees	University Fees Own Account	Student Living Expenses	GIC Remittance	C Blocked Account Remittance	
Personal Remitt	ance				
Tour Remittance	Emigration Fees	Sector Medical Expenses	Visa Fees	Examination Fees	
Job Visit	International Competition Fees	Specialised Training Fees	Attending Conference		







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