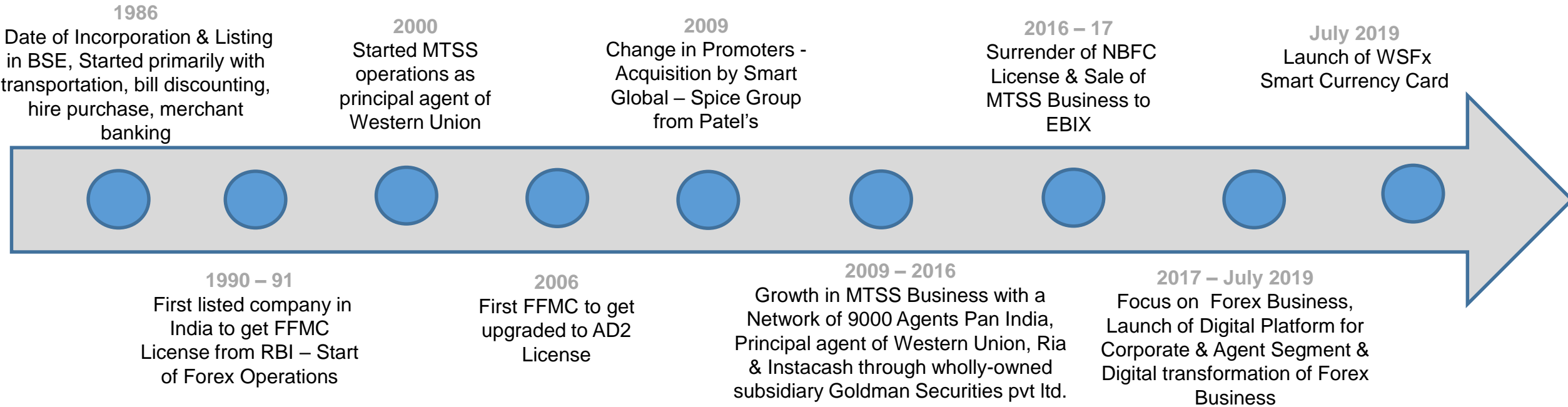


Investor Presentation

Result Updates for Q3 FY 2019 – 2020
4th 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.



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

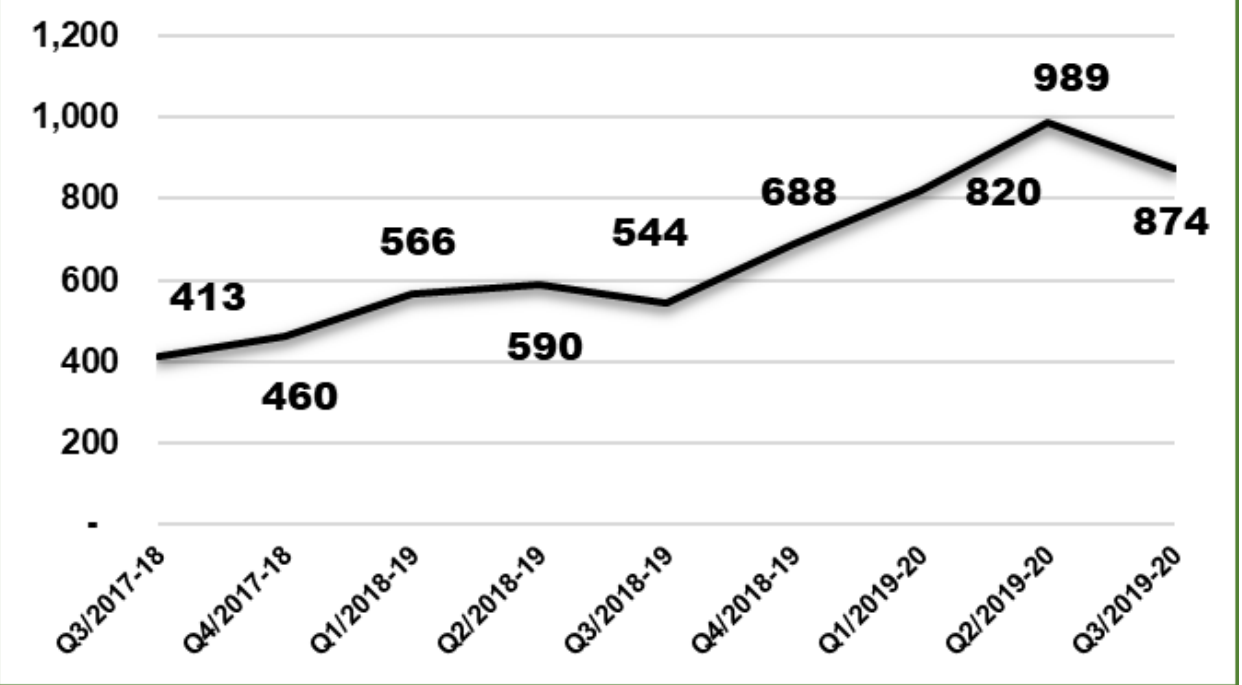
Forex Standalone Results : Quarter on Quarter

| 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) | 549.10 | 642.80 | 535.32 | 419.19 | 356.41 | 411.79 | 389.21 | 304.85 | 275.80 |
| Other Income | 50.77 | 47.31 | 51.80 | 100.39 | 82.18 | 36.81 | 58.36 | 70.63 | 37.70 |
| Total Revenue | 599.87 | 690.12 | 587.12 | 519.58 | 438.59 | 448.61 | 447.57 | 375.48 | 313.50 |
| Selling, General & Admin Exp | 534.00 | 554.10 | 507.52 | 441.86 | 394.06 | 397.51 | 447.77 | 398.72 | 613.10 |
| EBIDTA | 65.87 | 136.02 | 79.60 | 77.72 | 44.53 | 51.09 | (0.20) | (23.24) | (299.59) |
| Finance Cost | 36.13 | 48.07 | 32.79 | 29.11 | 30.92 | 34.87 | 31.96 | 31.40 | 61.11 |
| EBDTA | 29.74 | 87.95 | 46.81 | 48.61 | 13.61 | 16.22 | (32.15) | (54.64) | (360.70) |
| Depreciation | 18.88 | 19.93 | 14.47 | 5.33 | 10.77 | 10.77 | 12.27 | 31.29 | 7.21 |
| PBT | 10.86 | 68.01 | 32.34 | 43.28 | 2.84 | 5.45 | (44.43) | (85.93) | (367.91) |
| 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 |
| PAT | 1.09 | 33.58 | 23.43 | 31.48 | 8.14 | 17.77 | (40.55) | (69.90) | 2,658.47 |

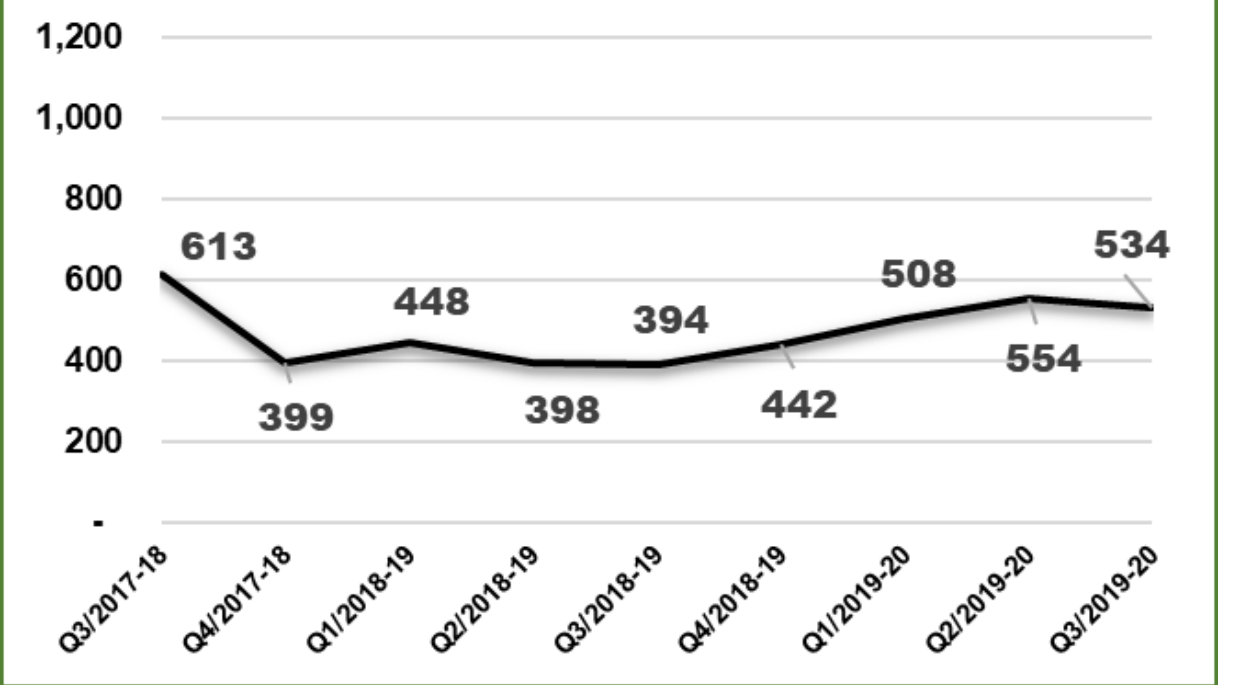
Comparative Quarter on Quarter – Revenue & Expenses

INR Lakhs

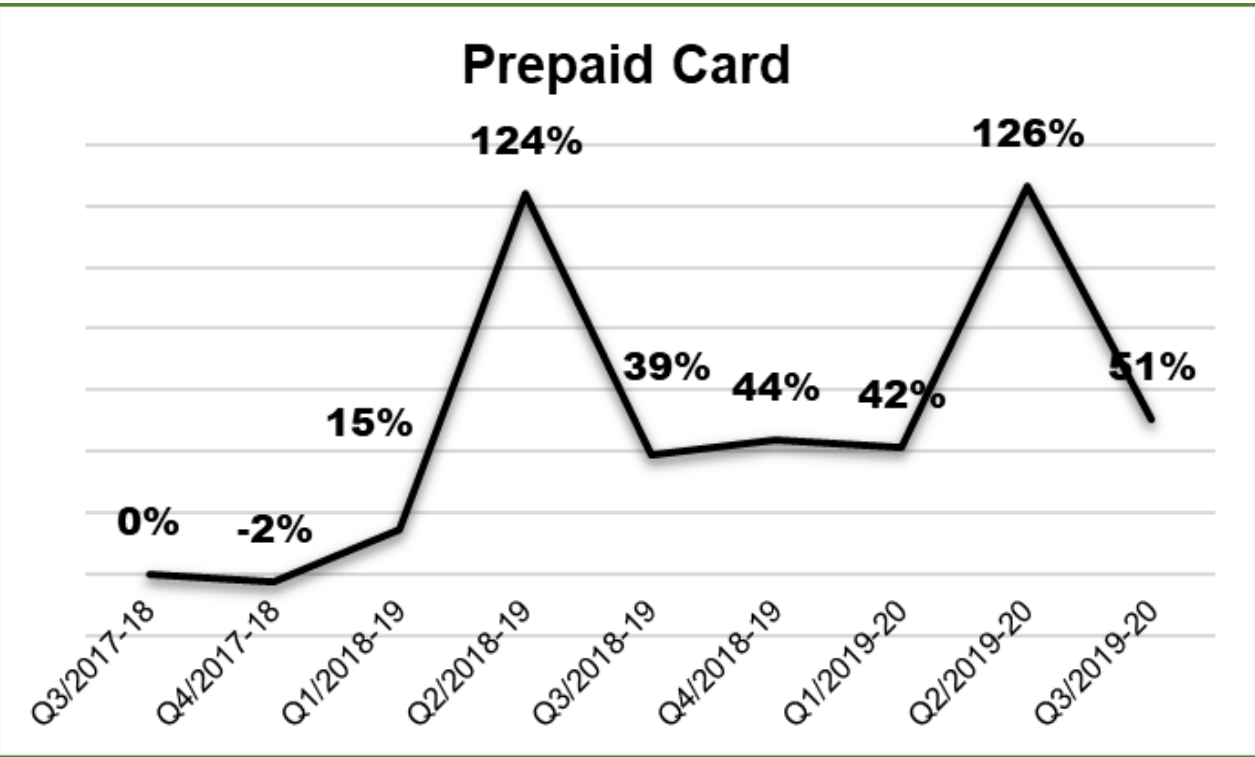
Revenue From Operation



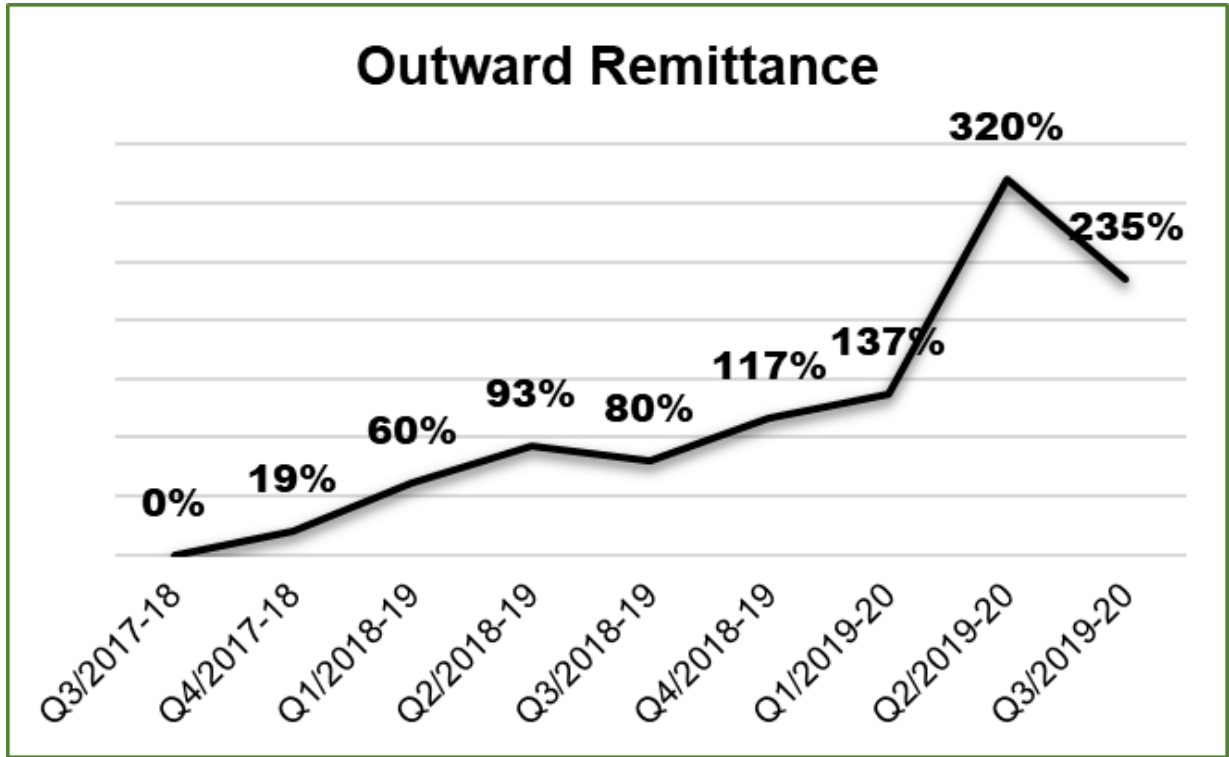
Selling, General & Admin Expense



Prepaid Card



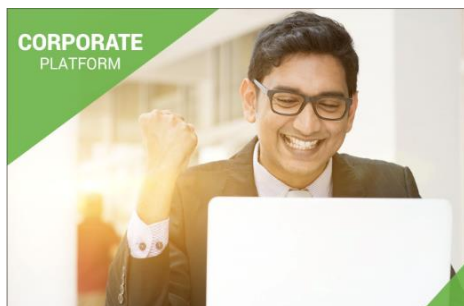
Outward Remittance



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:

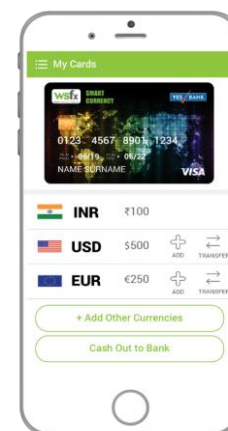


Consumer Platform



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 29th 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

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