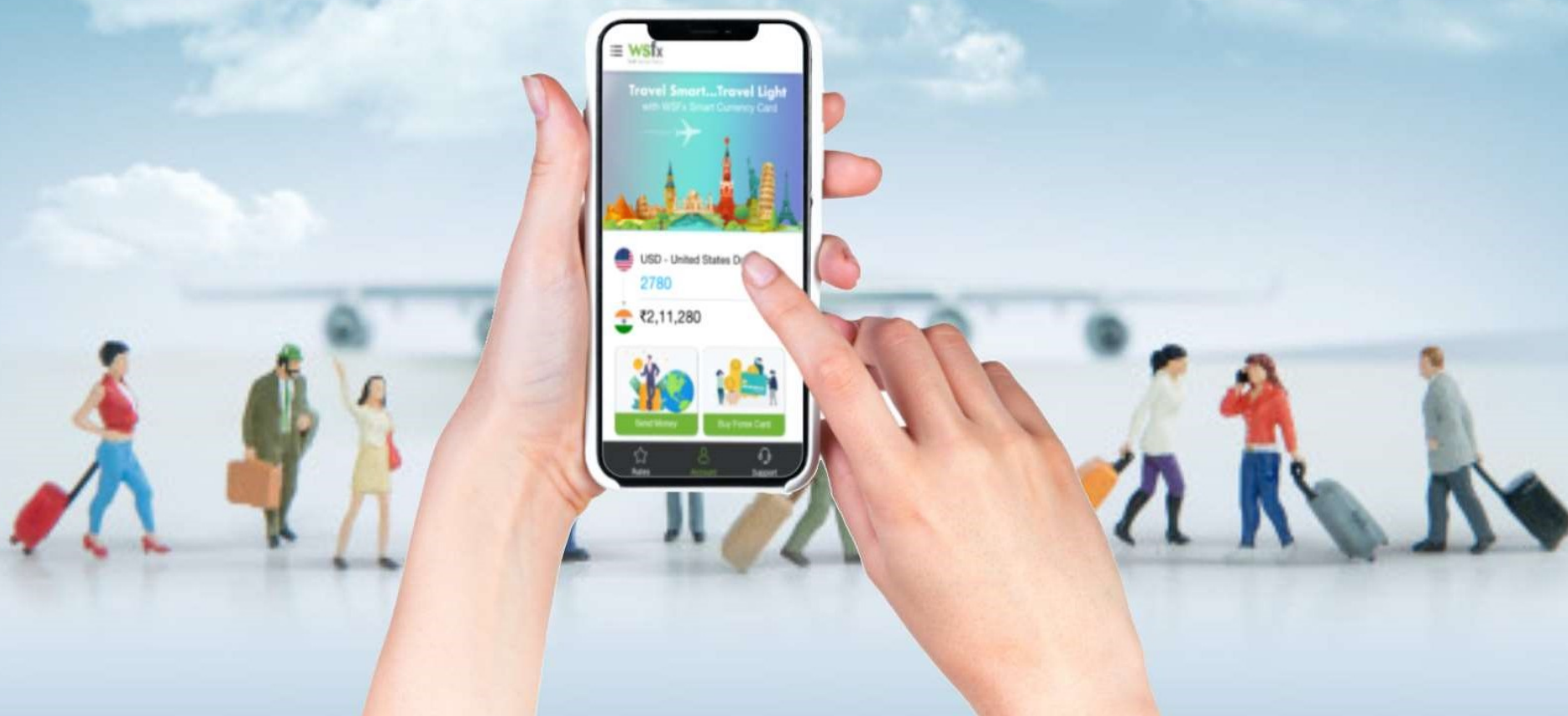


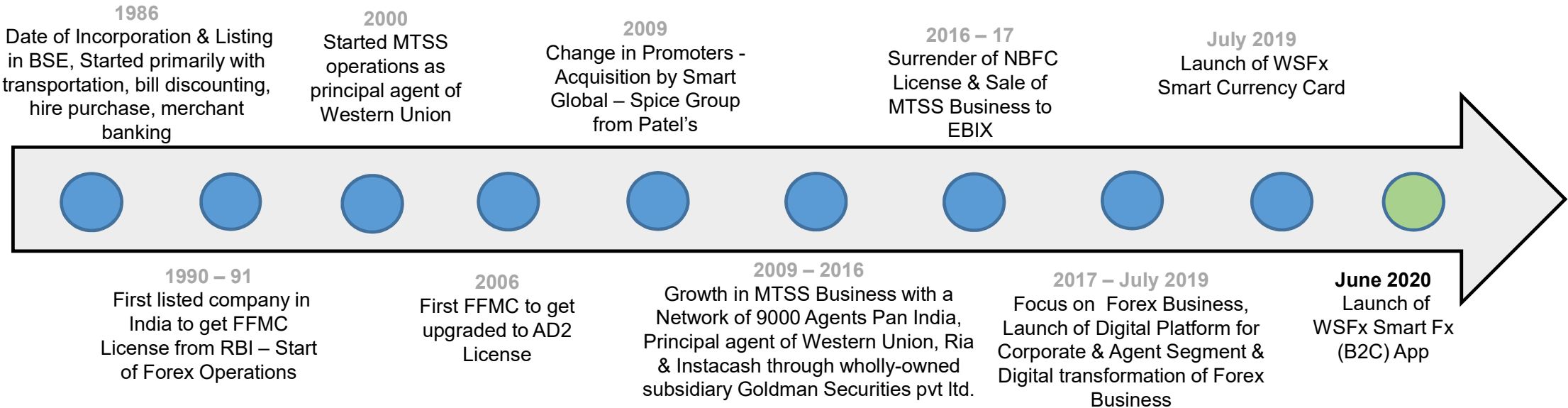
# Investor Presentation

Result Updates for Q2 & H1 FY 2020 – 2021

11th November 2020



# Wall Street Finance Ltd – Brief 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, Agent Partners and Retail customers.
- ✓ Facilitation of Travel Insurance
- ✓ Pan India presence with 18 + 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, Mphasis, Novartis, L&T Infotech, Siemens Group, HDFC Credila etc.

## Key Highlights: Q2 / FY 2020 – 2021

### Impact of COVID 19

- Gradual recovery from the severe impact in Q1 due to total lockdown. Pickup in Wholesale activity with Export of Foreign Currency. Growth in Student remittance business over Q1. Corporate and leisure segment affected as International Flight has not resumed except for bubble flights.
- Current business is mainly from
  - Student – remittances & Living expenses
  - Wholesale – export of currencies
- Corporate and Leisure – dependent on revival of international travel
- Cost reduction measures in place, salary cost, consultancy cost, reduction in office rentals, shifting of branches and HO

### - Q2 Financials

GTO – INR	497 Crores
NR – INR	3.48 Crores
Exp – INR	3.93 Crores
PBT – INR	(0.85) Crores
PAT – INR	(0.50) Crores

### Digital Transformation

- Good response to WSFx Smart Fx App and our marketing efforts with 3000+ app downloads

## Key Highlights: Q2 / FY 2020 – 2021

### Q2 & Q1 Performance & Comparison

Particulars (INR Lakhs)	Q2/20-21	Q2/19-20	%Inc
Revenue from Ops	647.90	988.64	-34%
Other Income	25.90	47.31	-45%
PBT	(84.65)	68.01	-224%
PAT	(49.84)	33.58	-248%

### Q2/20-21 & Q2/19-20 Performance & Comparison

Particulars (INR Lakhs)	Q2/20-21	Q1/20-21	%Inc
Revenue from Ops	647.90	312.22	108%
Other Income	25.90	24.89	4%
PBT	(84.65)	(188.50)	-55%
PAT	(49.84)	(131.20)	-62%

### H1/20-21 & H1/19-20 Performance & Comparison

Particulars (INR Lakhs)	H1/20-21	H1/19-20	%Inc
Revenue from Ops	960.13	1,809.06	-47%
Other Income	445.87	630.94	-29%
PBT	(273.14)	100.35	-372%
PAT	(181.04)	57.01	-418%

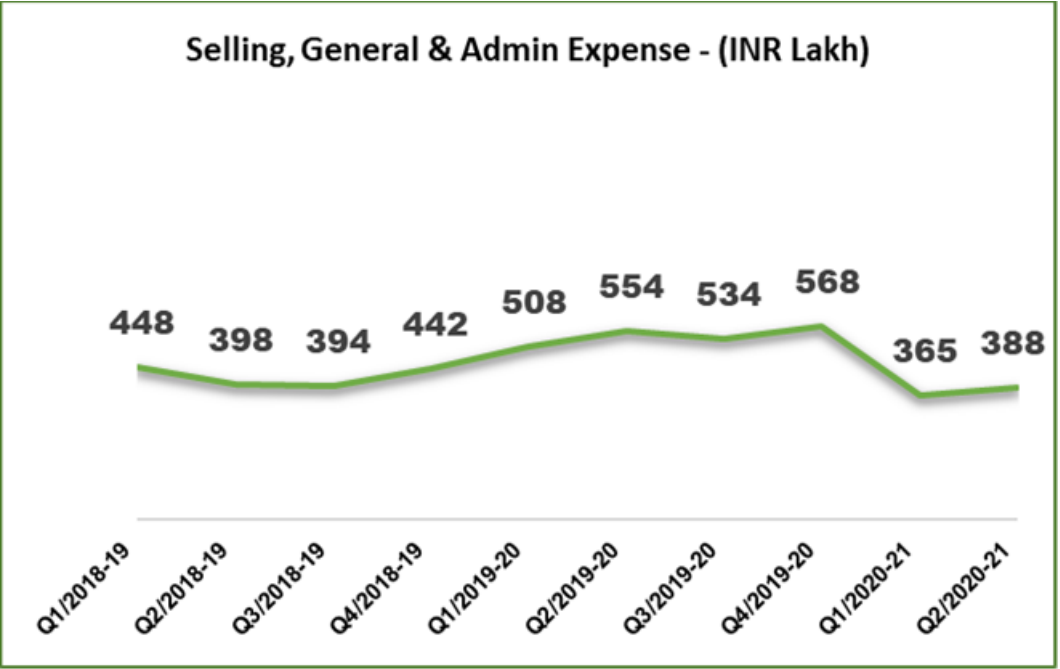
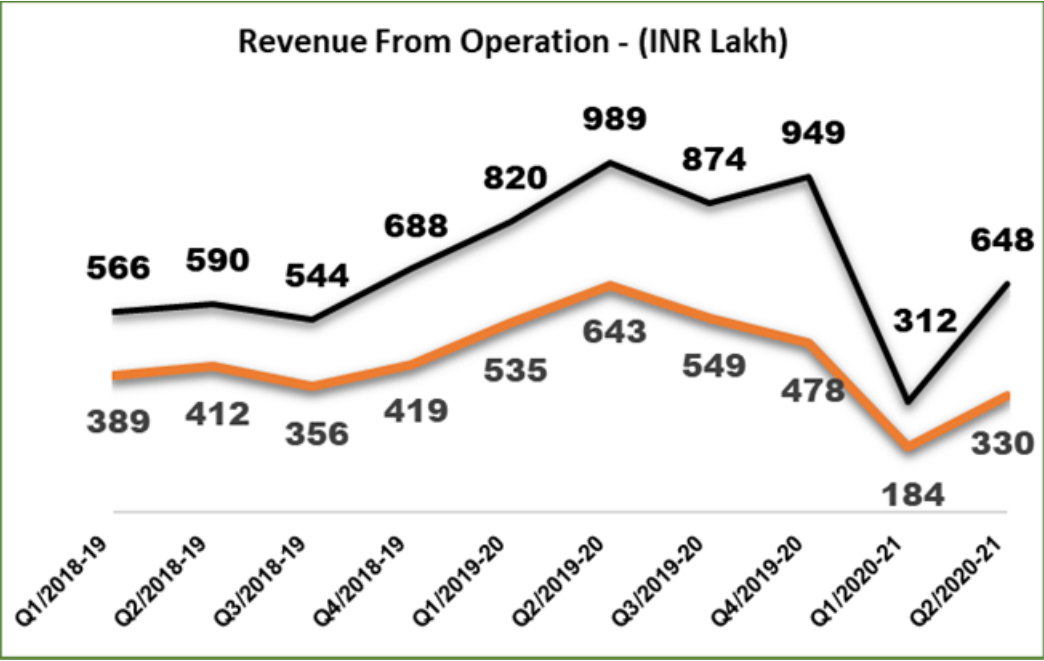
## Forex Standalone Result : P&L Compare

### Profit and Loss Account – Abstract (Standalone)

INR Lakhs

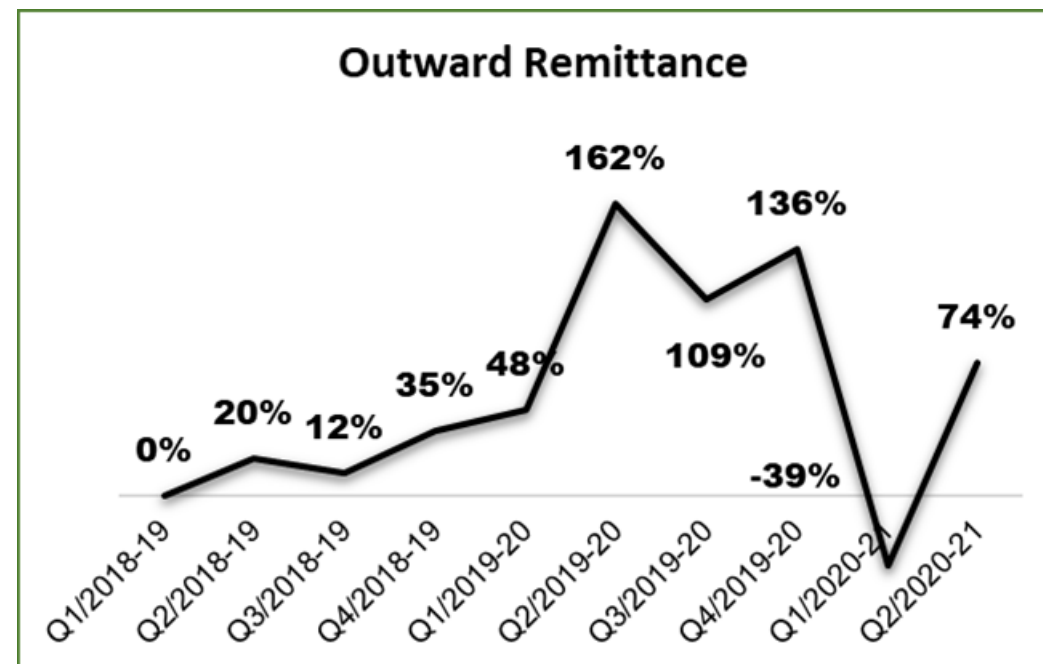
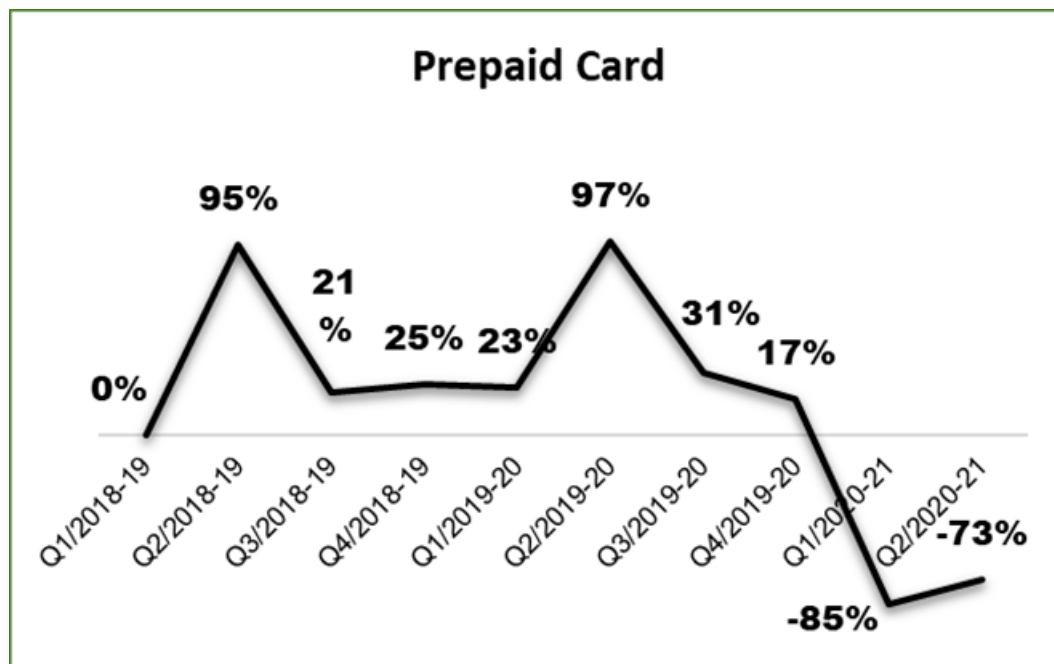
Particulars	FY 2020-21		FY 2019-20				FY 2018-19			
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue from Operations	647.90	312.22	949.50	873.67	988.64	820.42	688.08	543.83	590.04	565.84
Less: Direct Cost	318.10	127.77	471.50	324.57	345.84	285.10	268.89	187.42	178.25	176.63
Revenue from Operations (Net)	<b>329.80</b>	<b>184.45</b>	<b>478.00</b>	<b>549.10</b>	<b>642.80</b>	<b>535.32</b>	<b>419.19</b>	<b>356.41</b>	<b>411.79</b>	<b>389.21</b>
Other Income	25.90	24.89	49.25	50.77	47.31	51.80	100.39	82.18	36.81	58.36
<b>Total Revenue</b>	<b>355.71</b>	<b>209.34</b>	<b>527.24</b>	<b>599.87</b>	<b>690.12</b>	<b>587.12</b>	<b>519.58</b>	<b>438.59</b>	<b>448.61</b>	<b>447.57</b>
Selling, General & Admin Exp	388.21	364.64	568.18	534.00	554.10	507.52	441.86	394.06	397.51	447.77
Provisions	-	-	87.60	-	-	-	-	-	-	-
<b>EBIDTA</b>	<b>(32.50)</b>	<b>(155.30)</b>	<b>(128.54)</b>	<b>65.87</b>	<b>136.02</b>	<b>79.60</b>	<b>77.72</b>	<b>44.53</b>	<b>51.09</b>	<b>(0.20)</b>
Finance Cost	19.76	8.06	27.90	36.13	48.07	32.79	29.11	30.92	34.87	31.96
<b>EBDTA</b>	<b>(52.26)</b>	<b>(163.36)</b>	<b>(156.44)</b>	<b>29.74</b>	<b>87.95</b>	<b>46.81</b>	<b>48.61</b>	<b>13.61</b>	<b>16.22</b>	<b>(32.15)</b>
Depreciation	32.39	25.13	28.66	18.88	19.93	14.47	5.33	10.77	10.77	12.27
<b>PBT</b>	<b>(84.65)</b>	<b>(188.50)</b>	<b>(185.10)</b>	<b>10.86</b>	<b>68.01</b>	<b>32.34</b>	<b>43.28</b>	<b>2.84</b>	<b>5.45</b>	<b>(44.43)</b>
Tax Expense	(28.59)	(58.82)	(67.46)	9.77	26.13	10.08	2.05	(0.50)	(2.70)	(3.88)
Other comprehensive income	6.22	(1.52)	1.07	-	(8.30)	1.17	(9.75)	4.81	9.62	-
<b>PAT</b>	<b>(49.84)</b>	<b>(131.20)</b>	<b>(116.56)</b>	<b>1.09</b>	<b>33.58</b>	<b>23.43</b>	<b>31.48</b>	<b>8.14</b>	<b>17.77</b>	<b>(40.55)</b>

# Comparative Quarter on Quarter – Revenue & Expenses



- Gross Revenue
- Net Revenue

## Priority Segments – Forex Turnover



### 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
- Q4/2019-20, Q1/2020-2021 and Q2/2020-2021 has been affected due to COVID19 – Business impacted from Feb 20 onwards.





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### Smart Corporate

Automated Forex Ordering Platform customised to manage forex requirements of Large Corporate, SME & MSME both on App and Web

Digital GTO 40% of the segment



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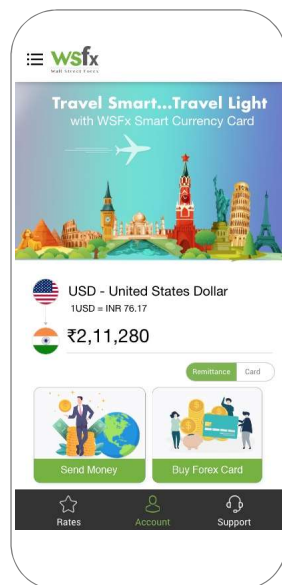
### Smart Agent

Platform for Agent Partners (travel agents, educational consultants) to order Foreign Exchange for customers, Tour Remittances both in App and Web

250 + Agents On boarded



## Digital Forex Tech Company



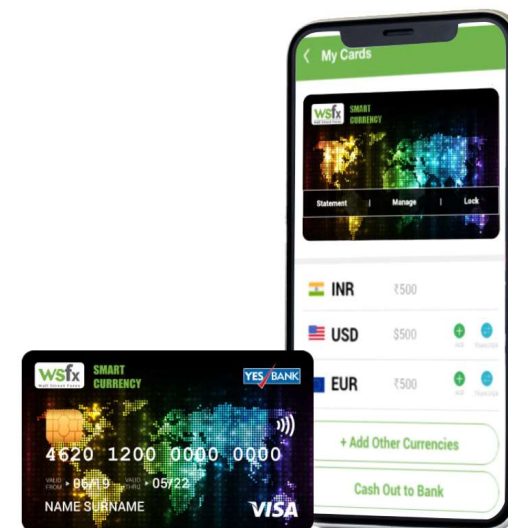
NEW

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### Smart FX B2C App

E-com Platform and app for end consumers to order forex / outward remittances. Easy, convenient and transparent

Launched – 17<sup>TH</sup> June 2020  
3000+ apps download



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### WSFx Smart Currency & App

Industry first Foreign Currency with Rupee wallet in Smart App for card management on the go.





# Thank You

## Head Office



### Wall Street Finance Ltd.

Unit 622, 6th Floor, The Summit  
Business Bay – Omkar, M. V. Road,  
Opp. PVR Cinema, Chakala –  
Andheri (East), Mumbai - 400093



022 62709600



[www.wsfx.in](http://www.wsfx.in)



[info@wsfx.in](mailto:info@wsfx.in)



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