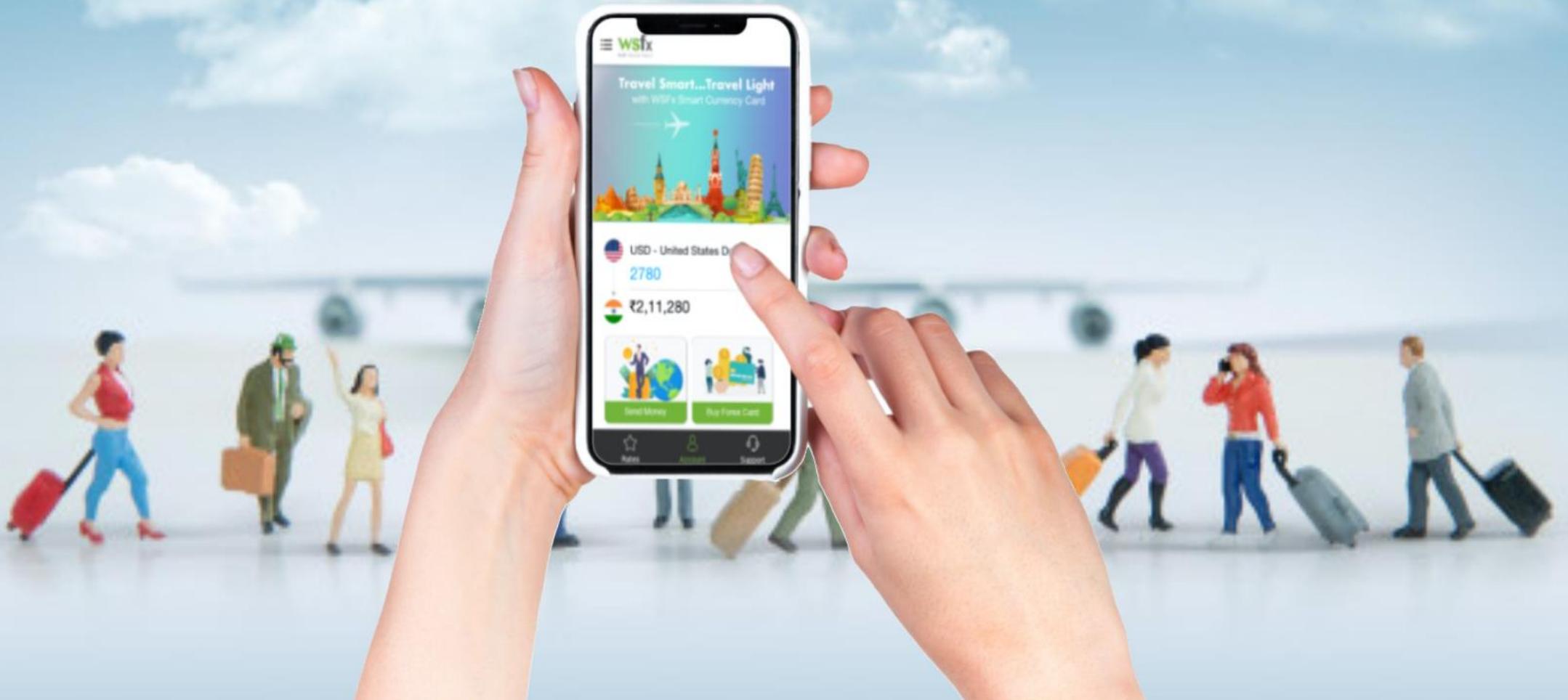
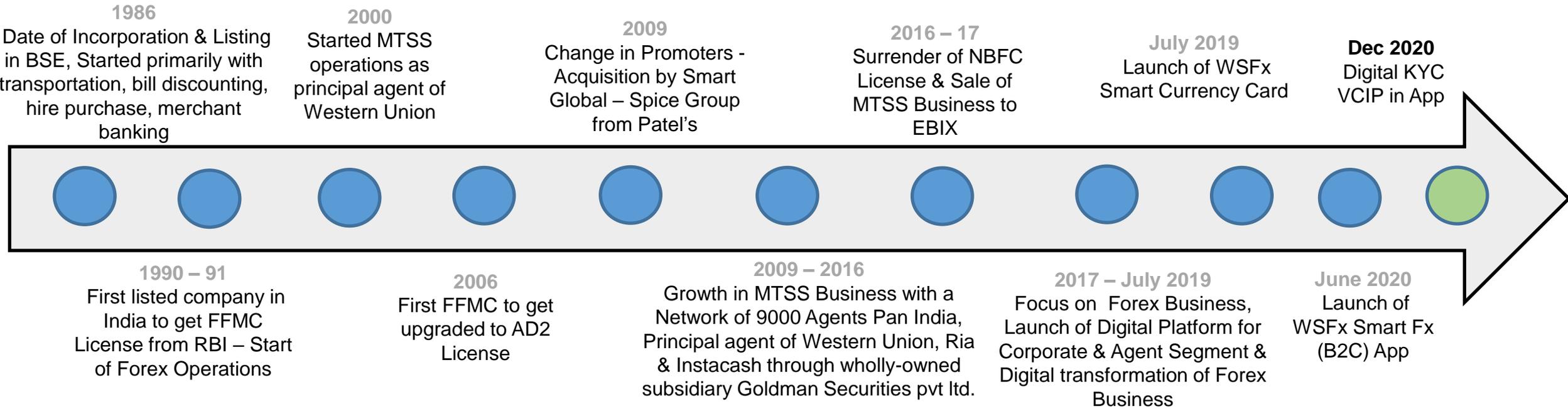


Investor Presentation

Result Updates for Q3 & 9Months ended for FY 2020 – 2021
12th February 2021



Wall Street Finance Ltd – Brief Profile



- ✓ **WSFX, Wall Street Finance Ltd.** is a part of Spice Connect Group , 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 17 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: Q3 / FY 2020 – 2021

Business Outlook

- **Second Wave of the Pandemic** – overall slump in business with uncertainty due to second wave of Covid 19 pandemic and its impact on US/ Europe, impact of TCS (reduction in ticket size). Regular International flight movement remain suspended. Impact due to seasonality in student business in Oct20 & Nov20.
- Major impact on wholesale business as exports have stopped due to lack of demand and with limited travel
- Major revenues from Student Segment for their University Fee remittances
- Corporate and Leisure travel remain affected due to pandemic with minimal travel
- Cost reduction in terms of reduction of rent / shifting of Head Office
- Closure of Trivandrum & Patiala branches
- Uptick in students business from Dec20 and overall business is expected to improve with advent of vaccine and expected resumption of international travel

Q3 Financials

GTO – INR	350 Crores
NR – INR	2.40 Crores
Exp – INR	4.27Crores
PBT – INR	(2.06) Crores
PAT – INR	(1.39) Crores

Digital Transformation

- Good response to WSFx Smart Fx App and our marketing efforts with 3000+ app downloads
- Company going in for ISO 27001 certification
- Implementation of Video KYC in Smart Fx App

Q3 & Q2 Performance & Comparison

Particulars (INR Lakhs)	Q3/20-21	Q2/20-21	%Inc
Revenue from Ops	486.05	647.90	-25%
Other Income	22.32	25.90	-14%
PBT	(207.03)	(84.65)	
PAT	(139.46)	(49.84)	

Q3/20-21 & Q3/19-20 Performance & Comparison

Particulars (INR Lakhs)	Q3/20-21	Q3/19-20	%Inc
Revenue from Ops	486.05	873.67	-44%
Other Income	22.32	50.77	-56%
PBT	(207.03)	10.86	
PAT	(139.46)	1.09	

9M/20-21 & 9M/19-20 Performance & Comparison

Particulars (INR Lakhs)	9M/20-21	9M/19-20	%Inc
Revenue from Ops	1,446.18	2,682.73	-46%
Other Income	73.11	149.88	-51%
PBT	(480.18)	111.22	
PAT	(320.49)	58.11	

Forex Standalone Result : P&L Compare

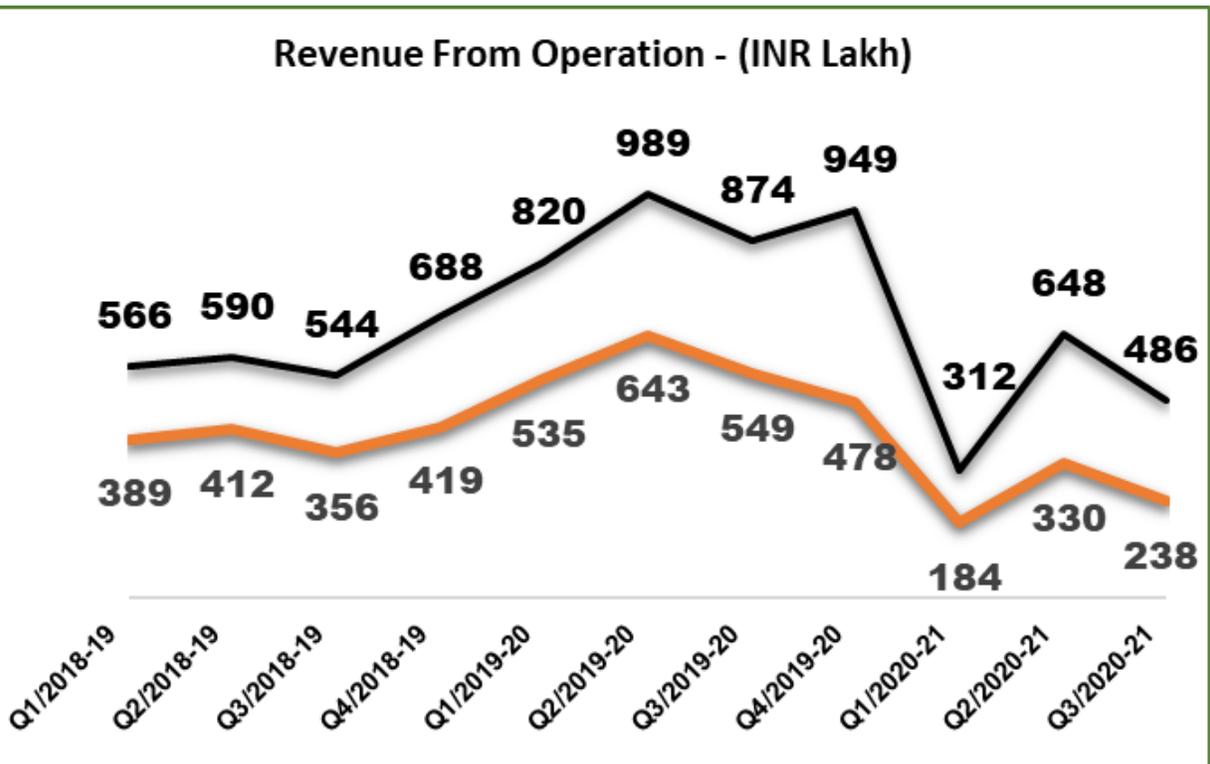
Profit and Loss Account – Abstract (Standalone)

INR Lakhs

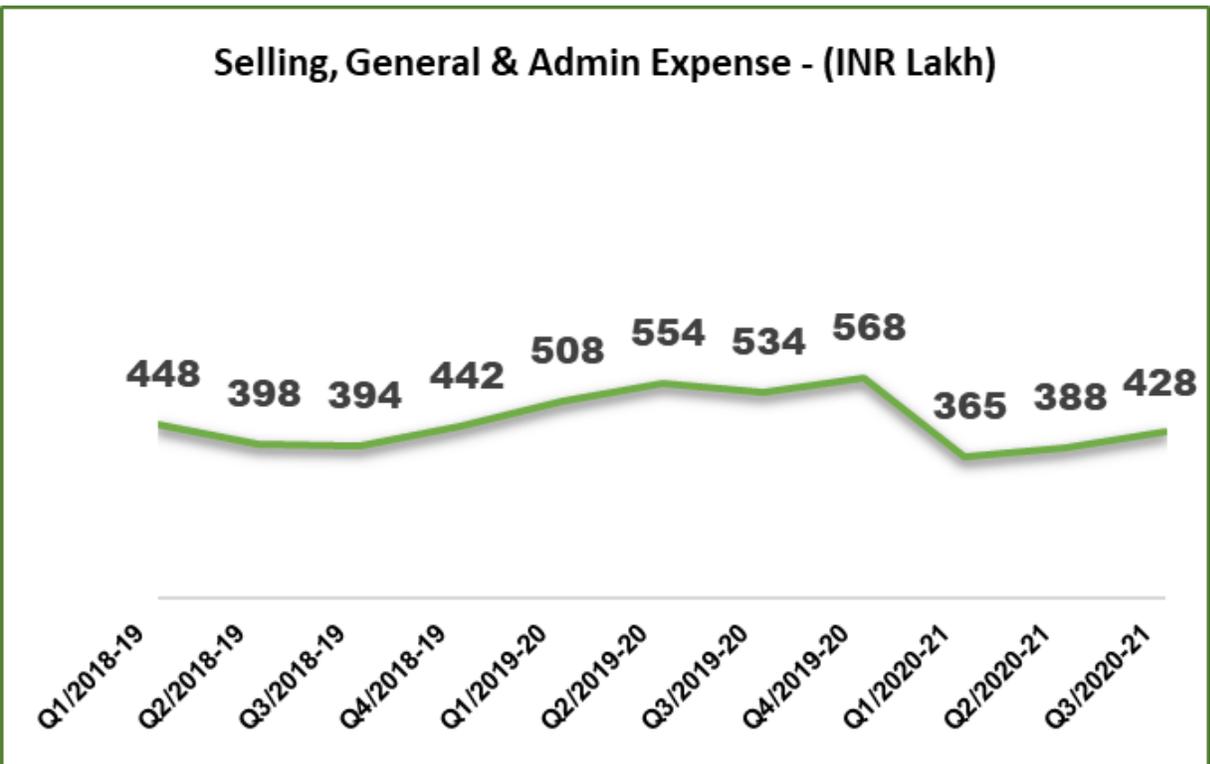
Particulars	FY 2020-21			FY 2019-20				FY 2018-19			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue from Operations	486.05	647.90	312.22	949.50	873.67	988.64	820.42	688.08	543.83	590.04	565.84
Less: Direct Cost	248.06	318.10	127.77	471.50	324.57	345.84	285.10	268.89	187.42	178.25	176.63
Revenue from Operations Net	237.99	329.80	184.45	478.00	549.10	642.80	535.32	419.19	356.41	411.79	389.21
Other Income	22.32	25.90	24.89	49.25	50.77	47.31	51.80	100.39	82.18	36.81	58.36
Total Revenue	260.30	355.71	209.34	527.24	599.87	690.12	587.12	519.58	438.59	448.61	447.57
Selling, General & Admin Exp	427.65	388.21	364.64	568.18	534.00	554.10	507.52	441.86	394.06	397.51	447.77
Provisions	-	-	-	87.60	-	-	-	-	-	-	-
EBIDTA	(167.35)	(32.50)	(155.30)	(128.54)	65.87	136.02	79.60	77.72	44.53	51.09	(0.20)
Finance Cost	7.73	19.76	8.06	27.90	36.13	48.07	32.79	29.11	30.92	34.87	31.96
EBDTA	(175.08)	(52.26)	(163.36)	(156.44)	29.74	87.95	46.81	48.61	13.61	16.22	(32.15)
Depreciation	31.95	32.39	25.13	28.66	18.88	19.93	14.47	5.33	10.77	10.77	12.27
PBT	(207.03)	(84.65)	(188.50)	(185.10)	10.86	68.01	32.34	43.28	2.84	5.45	(44.43)
Tax Expense	(65.22)	(28.59)	(58.82)	(67.46)	9.77	26.13	10.08	2.05	(0.50)	(2.70)	(3.88)
Other comprehensive income	2.35	6.22	(1.52)	1.07	-	(8.30)	1.17	(9.75)	4.81	9.62	-
PAT	(139.46)	(49.84)	(131.20)	(116.56)	1.09	33.58	23.43	31.48	8.14	17.77	(40.55)

Comparative Quarter on Quarter – Revenue & Expenses

Revenue From Operation - (INR Lakh)



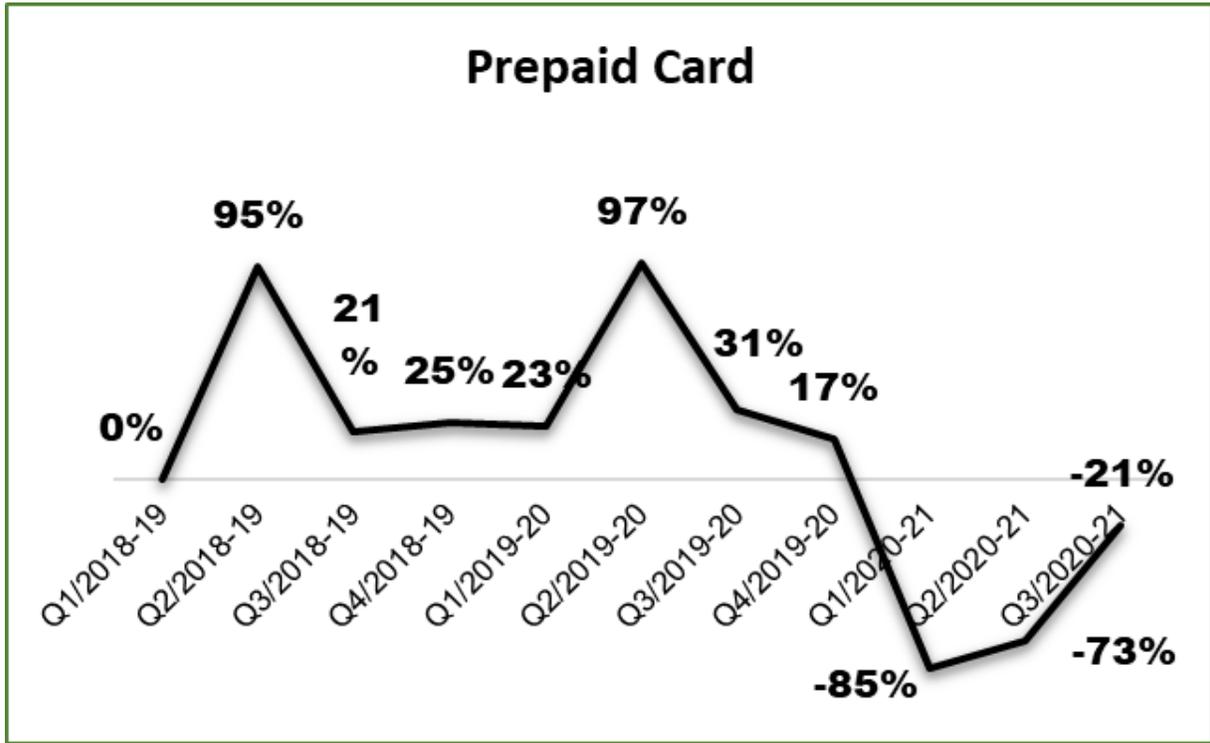
Selling, General & Admin Expense - (INR Lakh)



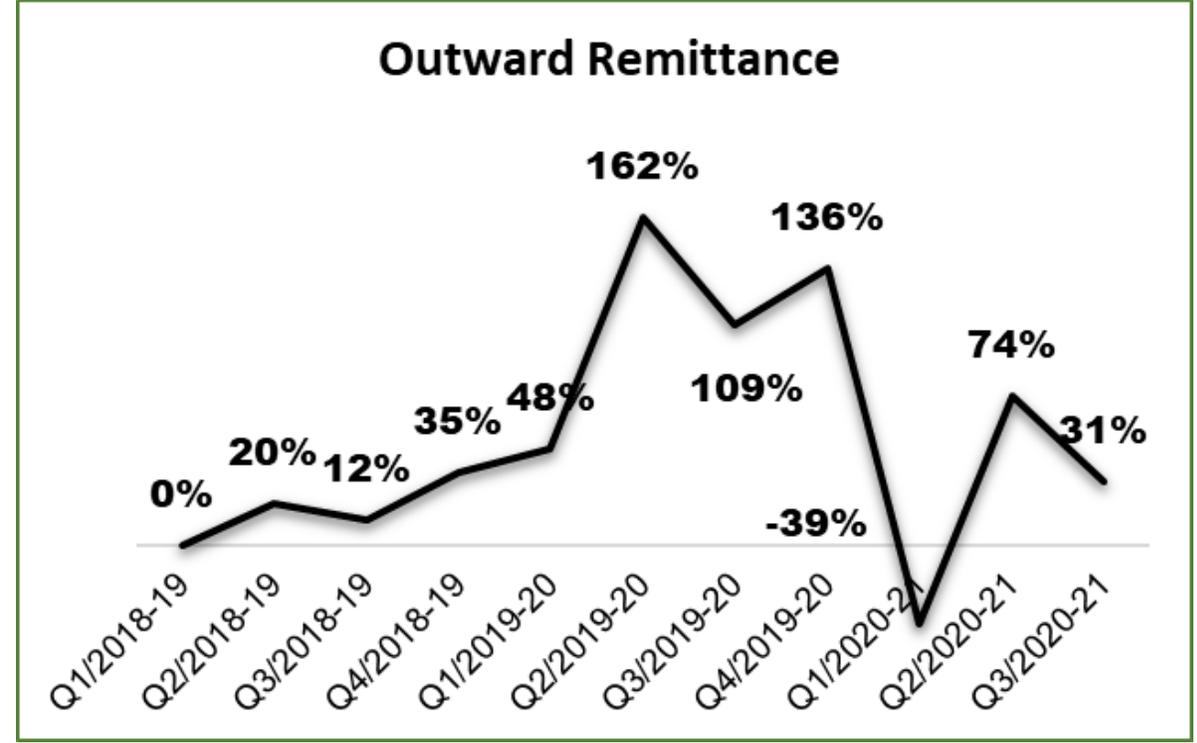
- Gross Revenue
- Net Revenue

Priority Segments – Forex Turnover

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
- Q4/2019-20, Q1/2020-21, Q2/2020-21 and Q3/2020-21 have been affected due to COVID19 – Business impacted from Feb 2020 onwards.



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Thank You

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