

Investor Presentation

Result Updates for Q2 FY 2018 – 2019
5th November 2018

Company Profile

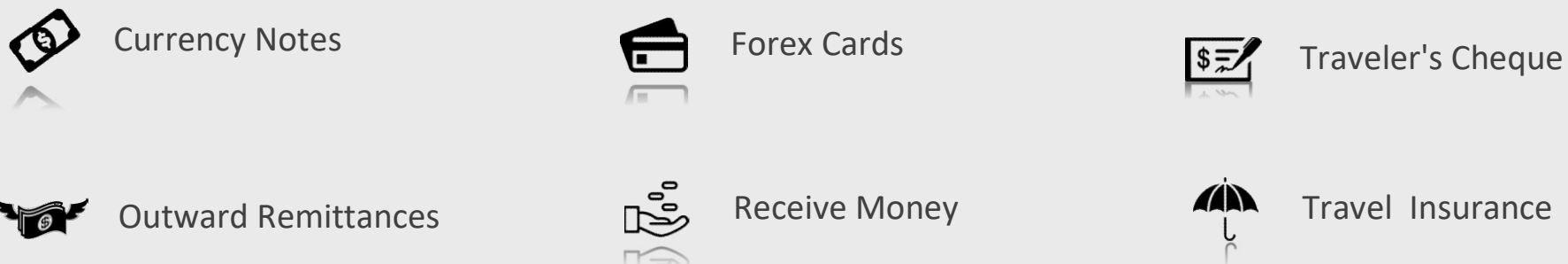
We are an Authorized Dealer Category II exchange house authorized by the Reserve Bank of India to deal in Foreign Exchange and Outward Remittances. We offer our customers simple solutions for Money Exchange when they travel abroad for business or pleasure. Our services range from Foreign Currencies, Forex Prepaid Cards and Travellers Cheques. Besides travel money, we offer Overseas Remittance facility to our customers for a variety of purposes. We also facilitate Travel Insurance for our customers through one of the leading health insurance companies in India.

At Wall Street we recommend our customers a combination of these products which makes it very convenient to carry.

Network 22 Branches PAN India



Our Products



Our Partners



Key Highlights: Q2 / FY 2018 – 2019

- **Q2 in profit – Rs. 5.45 lakhs (before tax)**
- Gross Turnover (GTO) growth – 18.20 % over previous quarter
- **Selling, General and Admin Expense – Reduction** by 11 % over Q1
- Key Drivers:
 - Retail and remittance segment has grown by 15.07 % over the previous quarter
 - Wholesale segment has grown by 23.58 % over the previous quarter
- **On boarding** of key Corporate Customers – to digital corporate platform
- Beta launch of Agent Platform, over 100 agents on boarded.
- Prepaid Card volume has grown by around 100 % over the previous quarter and Company has clocked the highest volume till date.
- Market dynamics – high volatility in forex and heightened compliance

Forex Standalone Results : Quarter on Quarter

Profit and Loss Account – Abstract (Standalone) (Rs. In Lakhs)

Particulars	Quarter Ended			
	30-Sep-18 (Unaudited)	30-Jun-18 (Unaudited)	31-Mar-18 (Audited)	31-Dec-17 (Unaudited)
Revenue from Operations	590.04	565.84	459.92	412.61
Less: Direct Cost	178.25	176.63	155.07	136.81
Revenue from Operations (Net)	411.79	389.21	304.85	275.80
Other Income	36.81	58.36	70.63	37.70
Total Revenue	448.61	447.57	375.48	313.50
Selling, General & Admin Expenses	397.51	447.77	398.72	613.10
EBIDTA	51.09	(0.20)	(23.24)	(299.59)
Finance Cost	34.87	31.96	31.40	61.11
EBDTA	16.22	(32.15)	(54.64)	(360.70)
Depreciation	10.77	12.27	31.29	7.21
PBT	5.45	(44.43)	(85.93)	(367.91)
Exceptional Item	-	-	-	3,821.66
Tax Expense	(2.70)	(5.37)	0.18	796.29
Other comprehensive income	9.62	-	16.21	1.01
PAT	17.77	(39.06)	(69.90)	2,658.47

...building sustainable revenues from operations with reduction in costs

Financial Statement (abstract) – Half Year ended Sep18 & Year ended Mar18

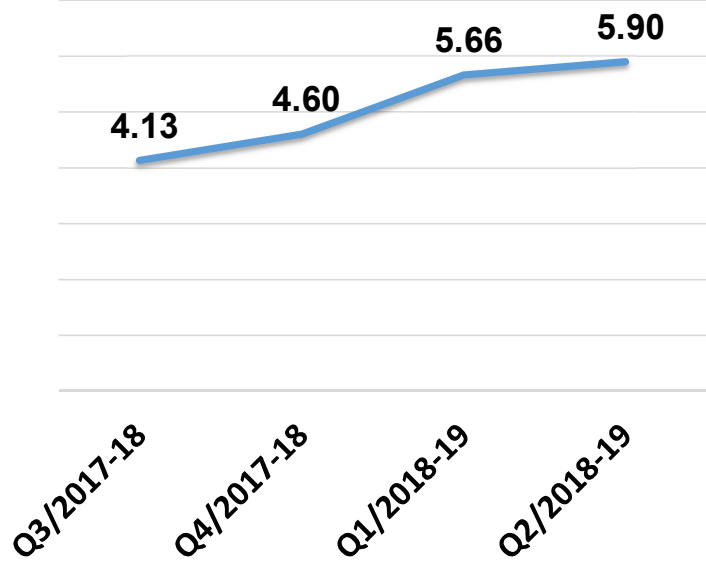
INR Lakhs

Particulars	As at 30th Sep 2018	As at 31st Mar 2018		Particulars	As at 30th Sep 2018	As at 31st Mar 2018
ASSETS				EQUITY AND LIABILITIES		
Non-Current Assets				Equity		
Property, plant and equipment	86.82	94.25		Equity Share Capital	1,159.84	1,159.84
Investment Property	-	49.55		Other Equity	2,703.52	2,714.13
Other Intangible assets	22.24	27.04		Liabilities		
Intangible Asset under development	362.77	216.25		Non-Current Liabilities		
				<i>Financial Liabilities</i>		
<i>Financial assets</i>	80.10	81.91		Other Financial Liabilities	-	-
Other non-current assets	9.63	9.63		Provisions	17.66	17.66
Deferred / Income Tax asset (Net)	147.75	129.43				
Current Assets				Current Liabilities		
Inventories	493.47	767.95				
<i>Financial Assets</i>				<i>Financial Liabilities</i>		
Investments	10.07	10.03		Borrowings	1,894.72	1,552.14
Trade Receivables	2,018.03	1,202.74		Trade Payables	523.04	415.27
Cash and Cash Equivalents	2,520.40	2,955.26		Other Financial Liabilities	35.40	38.40
Other Bank Balances	321.40	322.05				
Other financial assets	206.39	204.18		Provisions	47.37	43.26
Other Current Assets	285.72	258.33		Other Current Liabilities	183.25	387.91
Total Assets	6,564.79	6,328.59		Total Equity and Liabilities	6,564.79	6,328.59

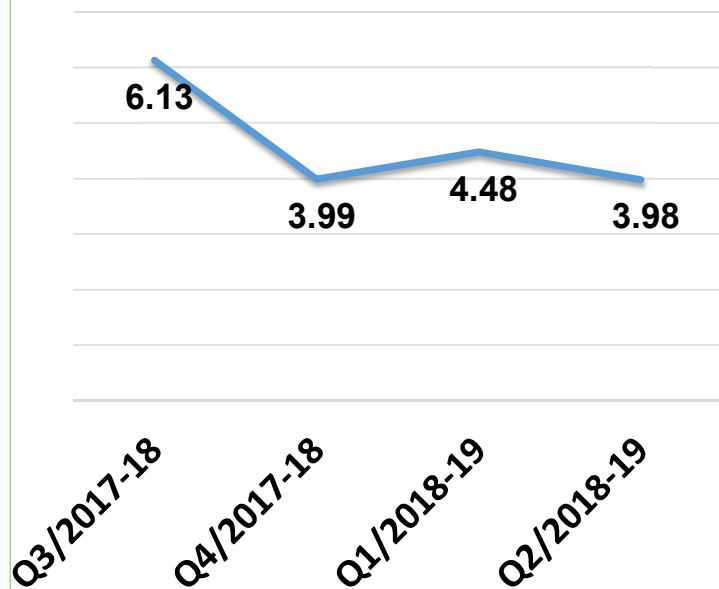
Comparative Quarter on Quarter – Revenue & Expenses

INR Crore

Revenue from Operations

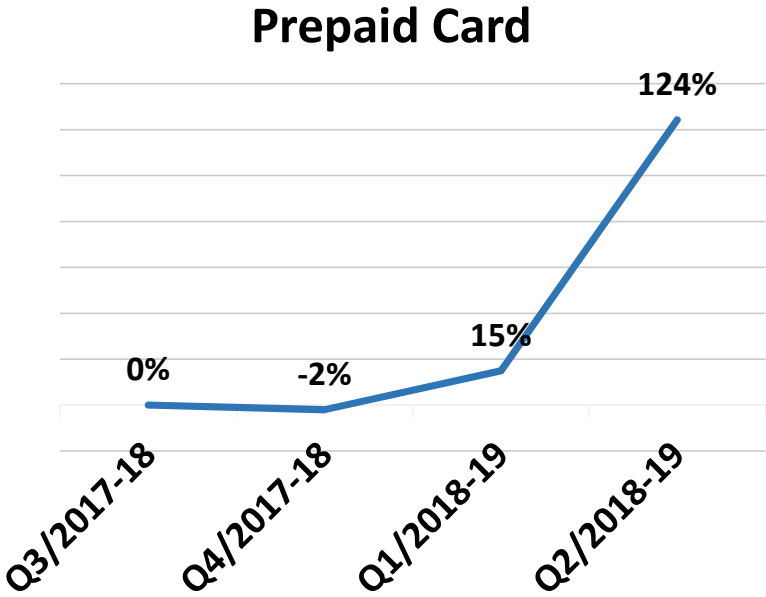
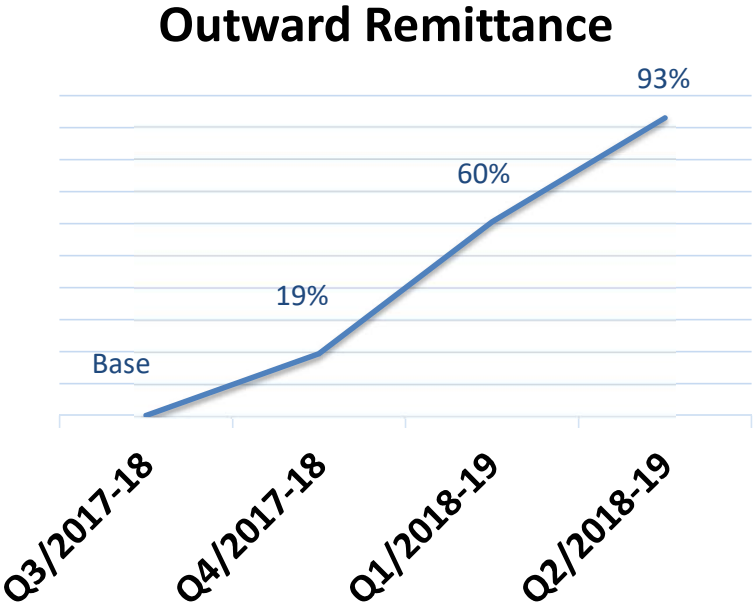


Selling & Admin Expenses

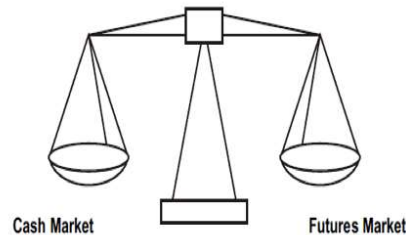


Note: In Q4 the reduction in expenses is due to capitalization of certain expenses, realignment of gratuity liability as per actuarial valuation report.

Priority Segments – Forex Turnover



Forex Business – Risk Management



Key Business Segments

- Corporate,
- Retail & Remittance
- Wholesale

Framework for Minimizing Risk



Foreign Currency Volatility

**FC – Inventory, EXIM
Prepaid Card Sales
Outward Remittance**

Policy of Maximum Hedge

- *Back to Back Bookings with Principals, Bank treasury, suppliers & Buyers*
- *Residual exposure covered by Futures & Forward Contracts*
- *Some Business impact as there can be postponement of purchase by customer.*

Compliance

KYC & AML for Forex Transactions

- *Concurrent Audits / Independent Auditors*
- *System level controls*
- *Training & Development*
- *AML Policy*
- *Monitoring by Principal officer*
- *Monthly review by Internal compliance committee*

Others

Fidelity, Transit Risk, Employee related, Fire & Accident, Credit Risk, etc.

- *Insurance Policies - Special Package Policy, D&O policy, Marine policy, GMC etc.*
- *Credit risk mitigated by CAP, Credit policy, Financial assessment, market standing & system level controls on limits*

Building a Profitable, Scalable, Asset lite, **Forex tech Company**



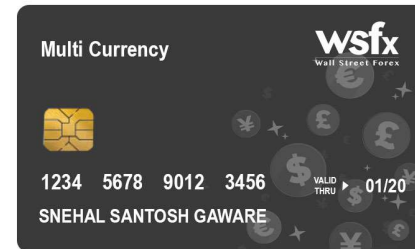
Corporate Platform

- Large corporates on boarded and transacting
- Payment gateway enabled
- APP enabled

Agent Platform

- Beta launched
- Over 100 clients on boarded

...Live



Own Prepaid Card

- Digitally enabled Multi Currency Card
- APP Based

Consumer Platform

- B2C Platform / APP for Foreign Currency / Prepaid Card & Outward Remittance.
- Integration with Prepaid Card App

Wholesale Platform:

- Comprehensive Platform for Money Changers / Banks

...Under Development



Thank You

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