

Date: 6th November, 2018

BSE Limited

Listing Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

SCRIP CODE: **511147**

Company: **Wall Street Finance Limited**

Sub: **Investor Presentation on Q2 of FY18-19 Results**

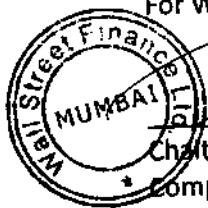
Dear Sir/Madam,

With reference to the relevant provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing the presentation given to investors on conference call held yesterday pertaining to update on Q2 results and key highlights. The same has also been uploaded on the website of the Company under the following link:

<https://wsfx.in/assets/pdf/corporate-governance/InvestorsPresentation/InvestorsPresentationNov2018.pdf>

You are requested to take the same on your record.

Thanking You,
For Wall Street Finance Limited



Chaitali Desai
Company Secretary

Investor Presentation

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

Company Profile

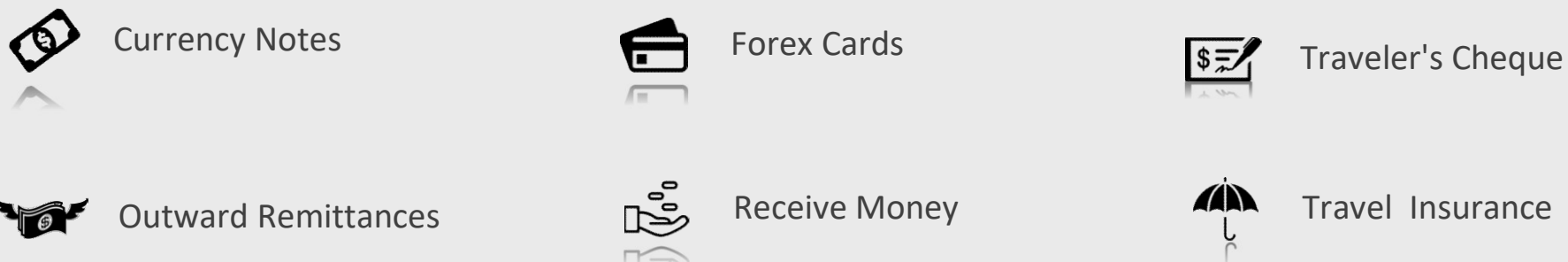
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Our Partners



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

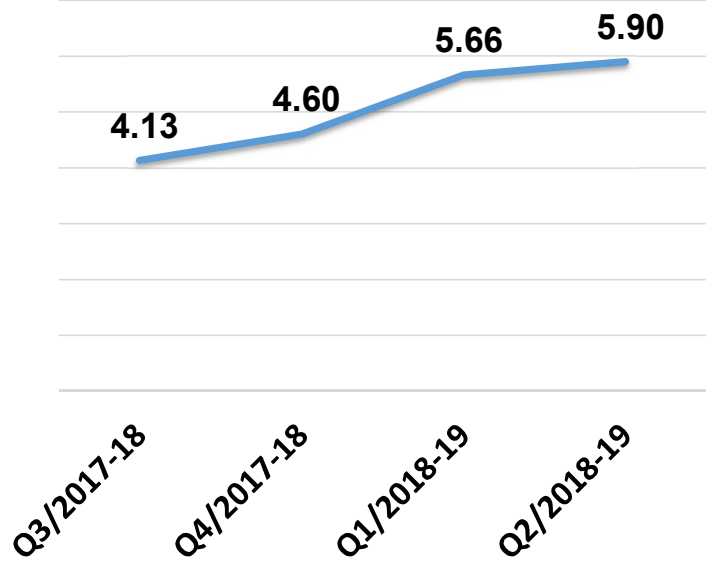
INR Lakhs

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

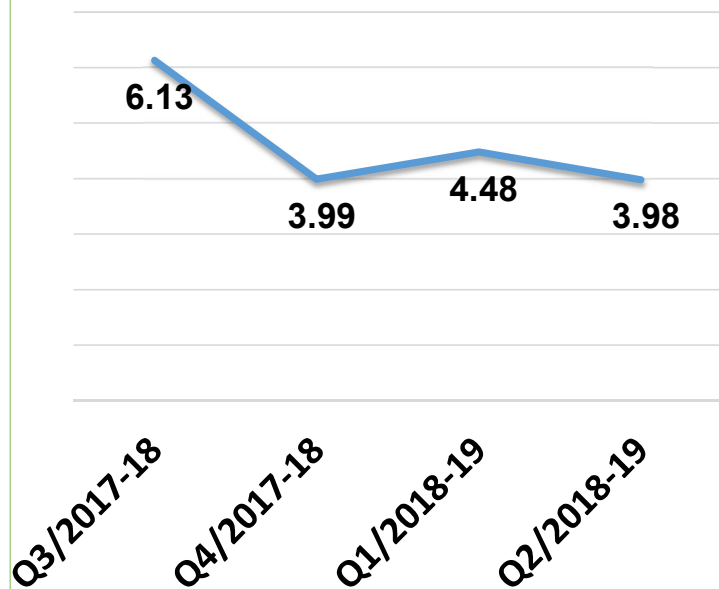
Comparative Quarter on Quarter – Revenue & Expenses

INR Crore

Revenue from Operations

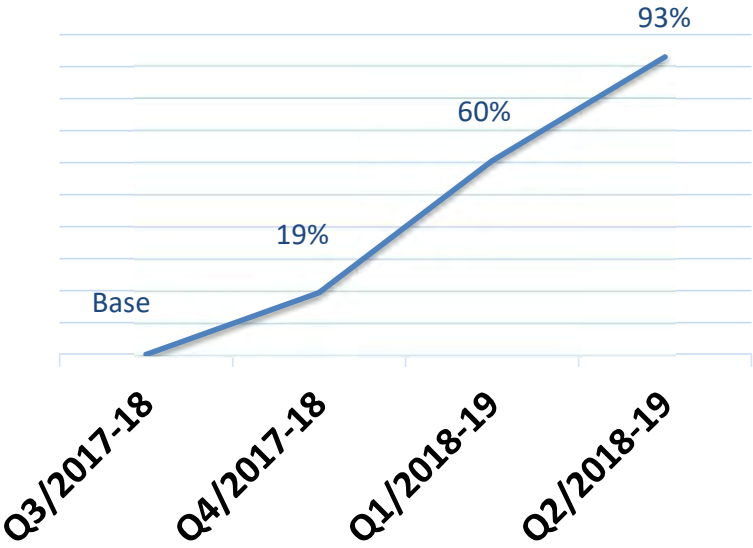


Selling & Admin Expenses

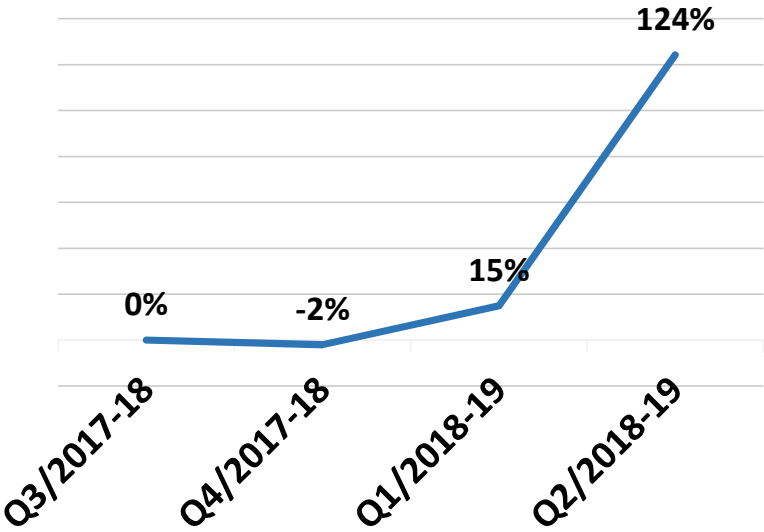


Note: In Q4 the reduction in expenses is due to capitalization of certain expenses, realignment of gratuity liability as per actuarial valuation report.

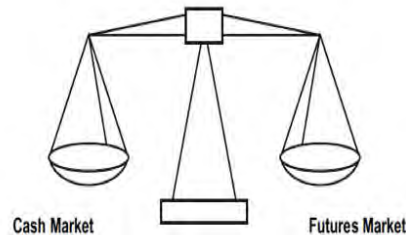
Outward Remittance



Prepaid Card



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**



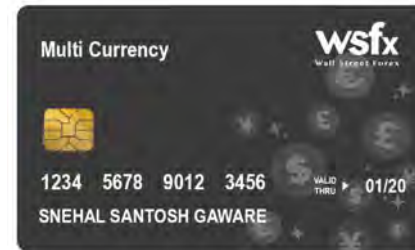
Corporate Platform

- 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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