



Date: 6th November 2023

To,
The Manager,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

**Subject: Investors Presentation on Performance for the Quarter ended 30
September, 2023**

Scrip ID: WSFX
Scrip Code: 511147

Dear Sir/Madam,

In furtherance to our intimation submitted on 27th October, 2023 with regards to the conference call arranged for analysts and investors. We are enclosing presentation on the performance for the quarter ended 30 September, 2023.

Investors and Analysts are requested to join the conference call today i.e. 6th November 2023 at 04:00 PM IST as per the details given below:

Conference dial-in numbers	Universal Access	+91 22 6280 1163 +91 22 7115 8252
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You are requested to take the same on your record.

Thanking You,

Yours faithfully,

For WSFx Global Pay Limited)
(Formerly known as Wall Street Finance Limited)

Manisha Lakhotia
Company Secretary and Compliance Officer

Encl: As Above





Your Global Payments Partner

Investor Presentation

Q2 & HY 1 – 2023-24





WSFx Global Pay Limited.

Your Global Payments Partner

RBI Licensed Authorized Dealer Category II with over 30 + Years vintage. Listed in BSE. ISO 27001 Certified.

Products - Foreign Currency, Prepaid Forex Cards & Outward remittance Services

Pan India Network of 19 Branches & 290+ Strong team.

Partnered with Yes Bank, Indusind Bank, HDFC Bank, IDFC Bank, RBL Bank, ICICI Bank Thomas Cook etc.



WSFx Smart Currency Card, Co-branded VISA Prepaid Forex Card with Multi Currency & INR Wallet with Smart App.

Digital Solutions for Corporate, Agent Partner and D2C App for Leisure & Student Segment

Key Customer – E&Y, Tech Mahindra, Siemens, L&T Infotech, Titan, HDFC Credila etc.





Digital Platforms & Solutions



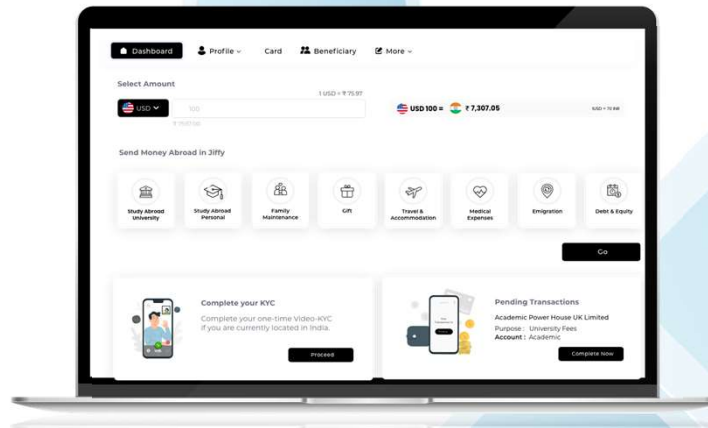
WSFx Smart Currency Card

Multi Currency VISA Forex & INR Card with Smart App Management. Worldwide acceptance



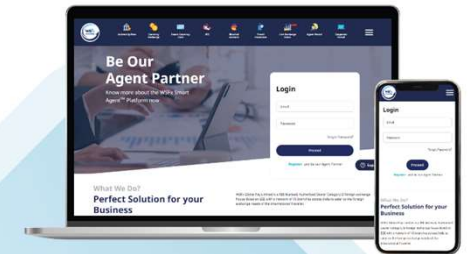
WSFx Global Pay App & Web Portal

Send money abroad in a jiffy with the WSFx Global Pay App and Portal and manage your forex requirements digitally.



WSFx Global Pay FPAAS Platform

Forex & Remittance Platform as a Service for Partner Network



WSFx Smart Agent Platform

Comprehensive digital solution designed for Agent Partners to manage their customer's Forex & Remittance requirements.



WSFx Smart Corporate Platform

Advanced digital solutions designed to aid corporates with their forex requirements for business travel.



Q2 FY 23-24 Highlights

Market Outlook - Positive with growth with growth in Key segments – Study abroad, Leisure & Corporate Travel.

Sustained Growth & Increase in Profits – GTO surpassing Pre -Covid Levels with GTO of **INR 1730 Cr.** for Q2 and **INR 2457 Cr** for HY1.

Q2 PBT – **INR 245 Lakhs.**, significant growth from **Q1 FY 23-24 PBT of INR 11.34 Lakhs** and **Q2 FY 22-23 PBT of INR 93.36 Lakhs**

Geographic Expansion – Opening of Branches in **Surat, Anand & Baroda** – Operational & Profitable

Business Growth - Student high season & B2B network expansion, Substantial growth in Student Segment. Onboarding of Large Corporates & growth in Corporate Business.

Outward Remittance & Prepaid Cards - Substantial growth in Prepaid Cards business for Student and Corporates and Cross border fee payment for university Fee Payments – Student Segment.

Digital – Over 21000+ App Users and significant growth in Corporate and Agent Partners using WSFx Digital Platform & Solutions. Process automation and building an Omni-tech platform through Physical Network & Digital Platforms.



Qtr 2 Performance – Compare

Q2 / FY 23-24 Vs Q1 / FY 23-24

Particulars (INR Lakhs)	Q2/23-24	Q1/23-24	% Inc
Revenue from Ops	2,259.39	1,212.79	86%
Other Income	48.48	41.95	16%
PBT	244.05	11.34	2052%
PAT (After OCI)	244.05	11.34	2052%

Q2 / FY 23-24 Vs Q2 / FY 22-23

Particulars (INR Lakhs)	Q2/23-24	Q2/22-23	% Inc
Revenue from Ops	2,259.39	1,387.93	63%
Other Income	48.48	35.30	37%
PBT	244.05	93.36	161%
PAT (After OCI)	244.05	103.40	136%

HY1 / FY 23-24 Vs HY1 / FY 22-23

Particulars (INR Lakhs)	HY 1 / FY 23-24	HY1 / FY 22-23	% Inc
Revenue from Ops	3,472.18	2,217.95	57%
Other Income	90.43	61.63	47%
PBT	255.39	7.19	3453%
PAT (After OCI)	255.39	44.11	479%



Quarterly / FY Results

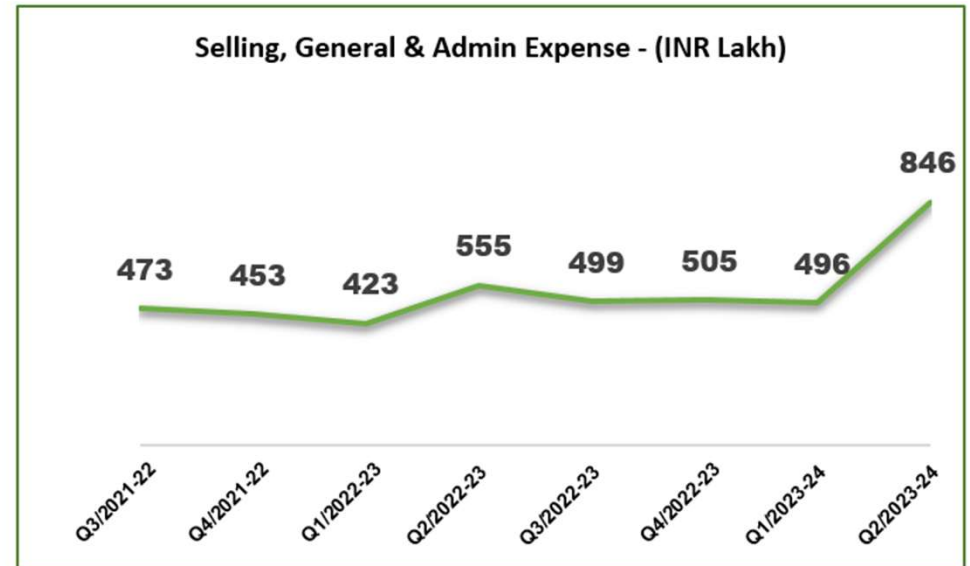
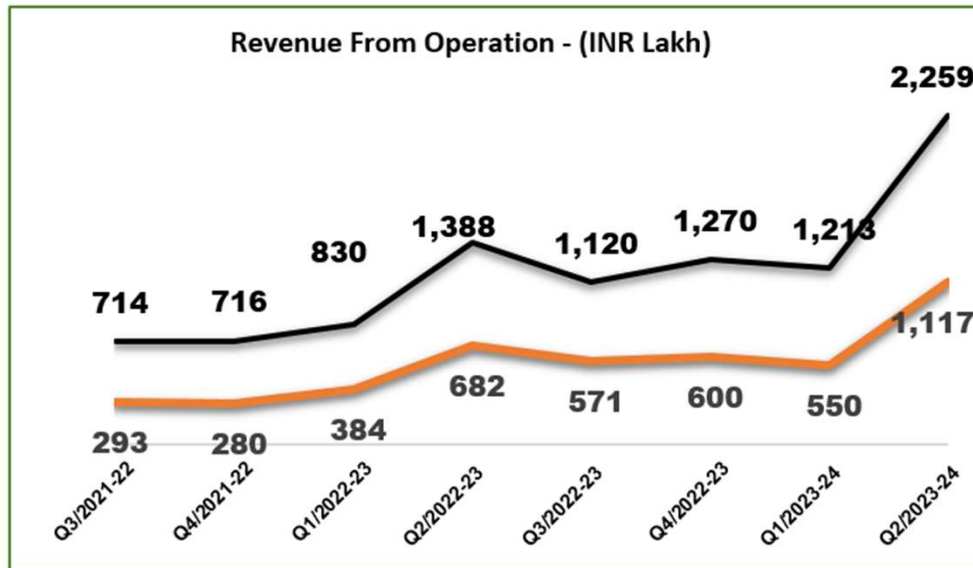
Profit and Loss Account – Abstract (standalone)

INR Lakhs

Particulars	FY 2023-24			FY 2022-23					FY 2021-22				
	Q1	Q2	FTY	Q4	Q3	Q2	Q1	FTY	Q4	Q3	Q2	Q1	FTY
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from Operations	1,212.78	2,259.39	3,472.17	1,269.87	1,120.01	1,387.93	830.02	4,607.83	715.99	714.01	891.81	559.86	2,881.67
Less: Direct Cost	662.73	1,142.18	1,804.91	669.61	548.91	706.43	446.52	2,371.47	436.05	421.09	509.31	327.94	1,694.39
Revenue from Operations Net	550.06	1,117.20	1,667.26	600.26	571.10	681.51	383.50	2,236.36	279.94	292.92	382.50	231.92	1,187.28
Other Income	41.95	48.48	90.43	37.16	35.78	35.30	26.33	134.57	60.48	21.64	25.01	21.97	129.10
Total Revenue	592.00	1,165.68	1,757.69	637.42	606.87	716.81	409.83	2,370.93	340.42	314.56	407.51	253.89	1,316.38
Selling, General & Admin Exp	495.77	845.61	1,341.38	504.61	498.50	555.43	422.78	1,981.32	453.14	473.30	373.74	388.91	1,689.09
Provisions	-	-	-	-	-	-	-	-	-	-	-	-	-
EBIDTA	96.23	320.08	416.31	132.81	108.37	161.38	(12.96)	389.61	(112.72)	(158.74)	33.77	(135.02)	(372.71)
Finance Cost	28.68	13.89	42.56	17.99	30.34	24.56	21.93	94.83	27.74	15.11	18.25	7.00	68.10
EBDTA	67.56	306.19	373.75	114.82	78.03	136.82	(34.89)	294.78	(140.46)	(173.85)	15.52	(142.02)	(440.81)
Depreciation	56.22	62.14	118.36	66.24	43.90	43.46	51.28	204.88	103.64	30.76	29.63	29.70	193.73
PBT	11.34	244.05	255.40	48.58	34.13	93.36	(86.17)	89.90	(244.10)	(204.61)	(14.11)	(171.72)	(634.54)
Tax Expense	-	-	-	-	-	(0.00)	(26.88)	(26.88)	(71.96)	(62.72)	(4.40)	(53.58)	(192.66)
Other comprehensive income	-	-	-	(3.65)	-	10.04	-	6.39	(5.48)	(1.20)	(2.81)	0.39	(9.10)
PAT	11.34	244.05	255.39	44.93	34.13	103.39	(59.28)	123.18	(177.62)	(143.09)	(12.52)	(117.75)	(450.98)



Comparative Charts Q on Q – Revenue & Expenses

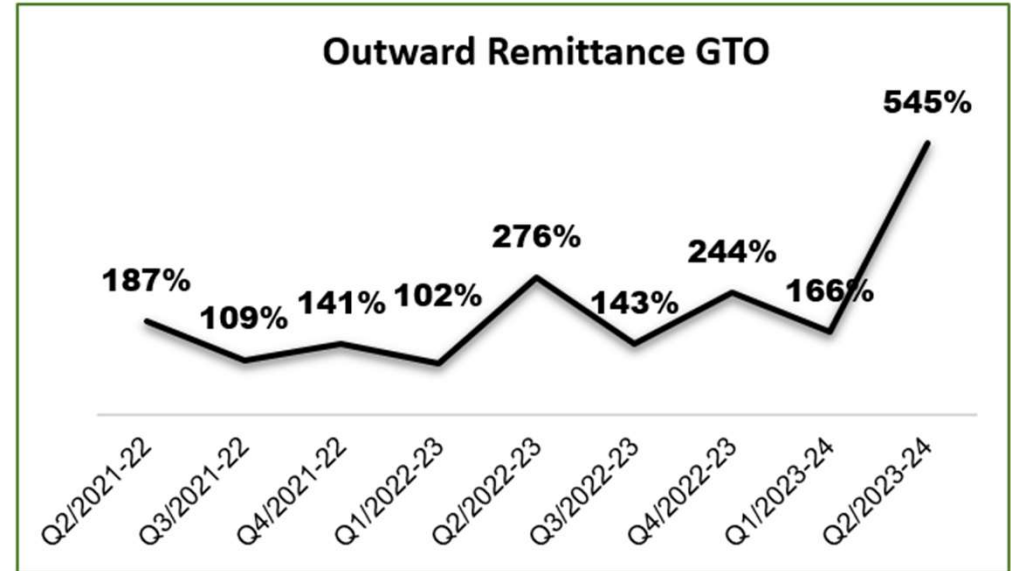
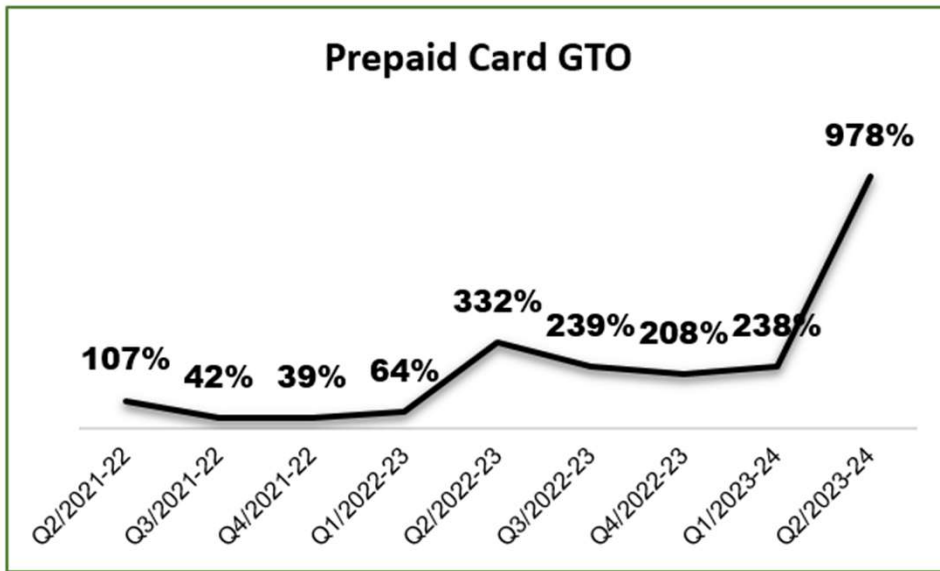


■ Gross Revenue ■ Net Revenue



Priority Customer Segments

- Primary Focus on Students & Millennials for their University Fee Payments, Living expenses.



Notes:

- The growth on both charts are pegged on Q1/2018-19 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 is seen in the above graph



Financial Results

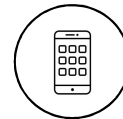
UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2023 (Rs. In Lakhs)

Sr. No.	Particulars	Quarter Ended			Half Year Ended		Year Ended
		30-Sep-23 (Unaudited)	30-Jun-23 (Unaudited)	30-Sep-22 (Unaudited)	30-Sep-23 (Unaudited)	30-Sep-22 (Unaudited)	31-Mar-23 (Audited)
1	Income from Operations						
	a) Revenue from Operations	2,259.39	1,212.79	1,387.93	3,472.18	2,217.95	4,607.83
	b) Other Income	48.48	41.95	35.30	90.43	61.63	134.57
	Total Revenue	2,307.87	1,254.74	1,423.23	3,562.61	2,279.58	4,742.40
2	Expenses						
	a. Employee benefits expense	543.40	353.44	373.91	896.84	665.26	1,370.52
	b. Finance Costs	13.89	28.68	24.56	42.57	46.49	94.83
	c. Depreciation & Amortization expenses	62.14	56.22	43.46	118.36	94.74	204.87
	d. Brokerage and commission	1,142.18	662.73	706.36	1,804.91	1,152.43	2,370.98
	e. Other Expenses	302.21	142.33	181.58	444.54	313.47	611.29
	Total Expenses	2,063.82	1,243.40	1,329.87	3,307.22	2,272.39	4,652.49
3	Profit / (Loss) before exceptional items (1-2)	244.05	11.34	93.36	255.39	7.19	89.91
4	Exceptional Items	-	-	-	-	-	-
5	Net Profit / (Loss) before tax (3+4)	244.05	11.34	93.36	255.39	7.19	89.91
6	Tax Expense						
	a. Current tax	-	-	-	-	-	-
	b. Deferred Tax	-	-	-	-	26.88	26.88
7	Net Profit / (Loss) after tax (5+6)	244.05	11.34	93.36	255.39	34.07	116.79
8	Other comprehensive income (OCI) (Net of taxes)	-	-	10.04	-	10.04	6.39
9	Total comprehensive income (7+8)	244.05	11.34	103.40	255.39	44.11	123.18
10	Paid-up Equity Share Capital (Face Value Rs. 10/- each)	1,159.84	1,159.84	1,159.84	1,159.84	1,159.84	1,159.84
11	Reserves Excluding Revaluation Reserves						1,585.62
12	Earning per share (EPS) of Rs. 10 each (not annualised)						
	(a) Basic	2.10	0.10	0.80	2.20	0.29	1.01
	(b) Diluted	2.10	0.10	0.80	2.20	0.29	1.01

The Way Forward

Global Pay Portal & APP

D2C Solution for Forex & Cross Border Payment, Travel Insurance, Overseas Bank A/c Opening etc.



Smart Agent & Global Pay FPAAS Platform
Fully integrated platform for Agent Partners for Lead Management & order processing along with FPAAS Platform for providing digital Forex solutions along with existing digital offering



Smart Corporate Platform
Comprehensive Forex Ordering Solution for Corporate with claims management, Advanced MIS, rate audits etc.



Neo Financial Services Platform for Student

Providing Cross Border Remittance, Forex Cards, Overseas Bank A/C, Overseas Credit Cards etc.



Prepaid Card Issuance - WIP
Direct Issuance of Forex Prepaid Cards and INR Prepaid Cards through D2C and Distribution Model.



● **Asset-lite** ● **Scalable** ● **Efficient**

Building innovative Forex & Payment-tech Products and Solutions and create true value for all its stakeholders.



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📧 info@wsfx.in

Branches Network


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Chandigarh, Chennai, Coimbatore, Delhi, Goa,
Hoshiarpur, Hyderabad, Jalandhar, Kochi, Kolkata,
Ludhiana, Mumbai, Surat, Vadodara, Pune.

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