

Date: 13<sup>th</sup> August, 2020

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

SCRIP CODE: **511147**

Company: **Wall Street Finance Limited**

Sub: **Investors presentation for the quarter ended 30<sup>th</sup> June, 2020**

In continuation of intimation submitted on 10<sup>th</sup> August, 2020 with regard to conference call arranged for analysts and investors. We are enclosing the presentation on the performance for the quarter ended 30<sup>th</sup> June, 2020.

You are requested to join conference call on 14<sup>th</sup> August, 2020 i.e. tomorrow at 4.00 p.m. as per details given below:

Sr. No.	Particulars		
1	Conference dial-in numbers	Universal Access	+91 22 6280 1163 +91 22 7115 8252
		Local Access Available all over India	+91-7045671221

You are requested to take the same on your record.

Thanking You,  
For Wall Street Finance Limited

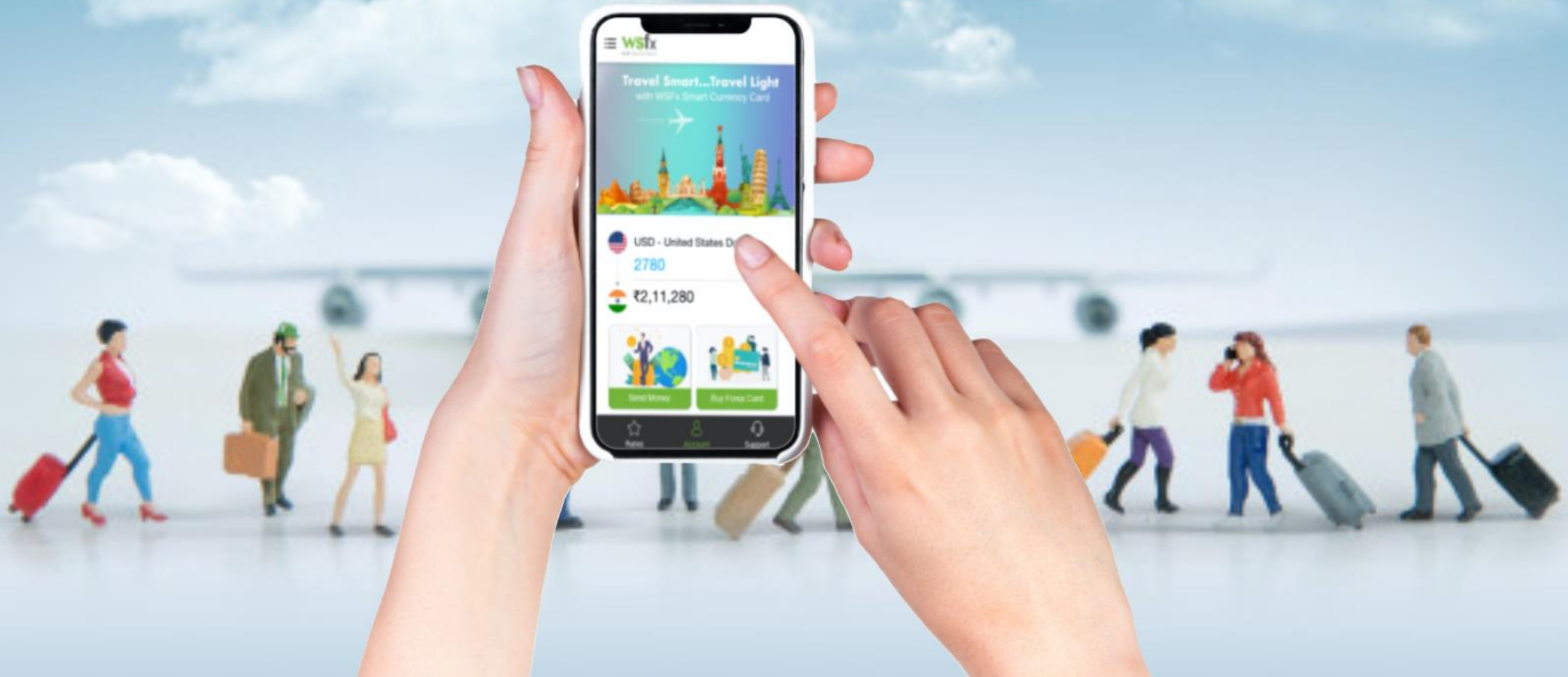
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Chaitali Desai  
Company Secretary

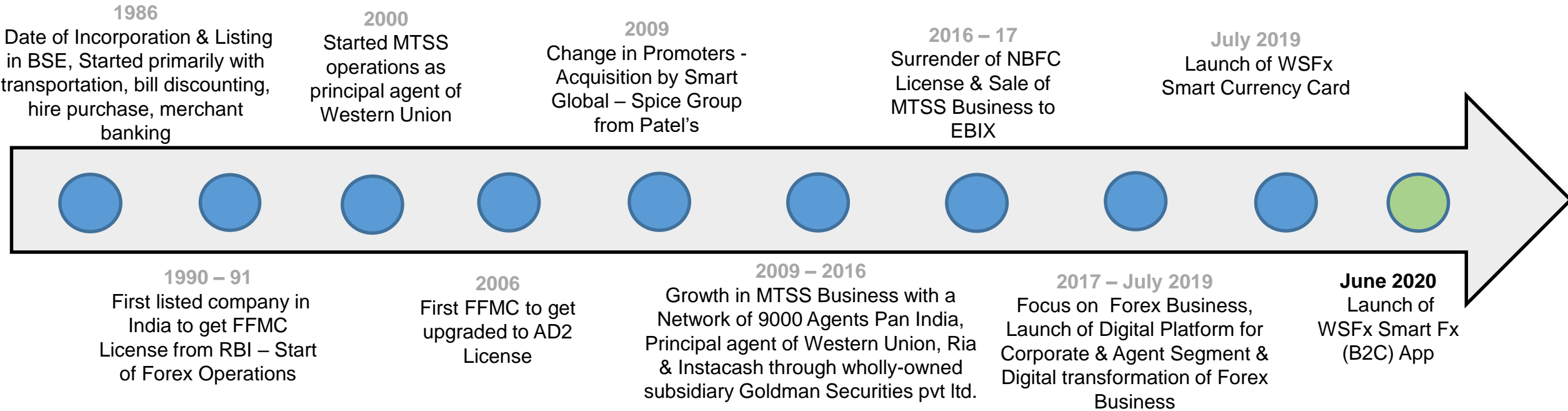
# Investor Presentation

Result Updates for Q1 FY 2020-2021

14<sup>th</sup> August, 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: Q1 / FY 2020 – 2021

### Impact of COVID 19

- Business Impacted due to Lockdown, business continuity though Work from Home.
- Revenue levels dropped by 61% over Q4 due to direct impact on Travel & Forex. Substantial impact on April and May with a small recovery in June.
- 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 terms of Salary revisions, reduction in consultancy fees, reduction in office rentals, compulsory leave and staff rightsizing done in Q1 bringing in 44% reduction in cost over previous quarter.

### Q1 Financials

GTO – INR	161 Crores
NR – INR	1.84 Crores
Exp – INR	3.64 Crores
PBT – INR	(1.88) Crores
PAT – INR	(1.31) Crores

### Digital Transformation

- Launch of WSFx Smart Fx App

## Q1 Performance & Comparison

Particulars (INR Lakhs)	Q1/20-21	Q1/19-20	% Inc
Revenue from Ops	312.22	820.42	-62%
Other Income	24.89	51.80	-52%
PBT	(188.50)	32.34	-683%

Particulars (INR Lakhs)	Q1/20-21	Q4/19-20	% Inc
Revenue from Ops	312.22	949.50	-67%
Other Income	24.89	49.25	-49%
PBT	(188.50)	(185.10)	2%

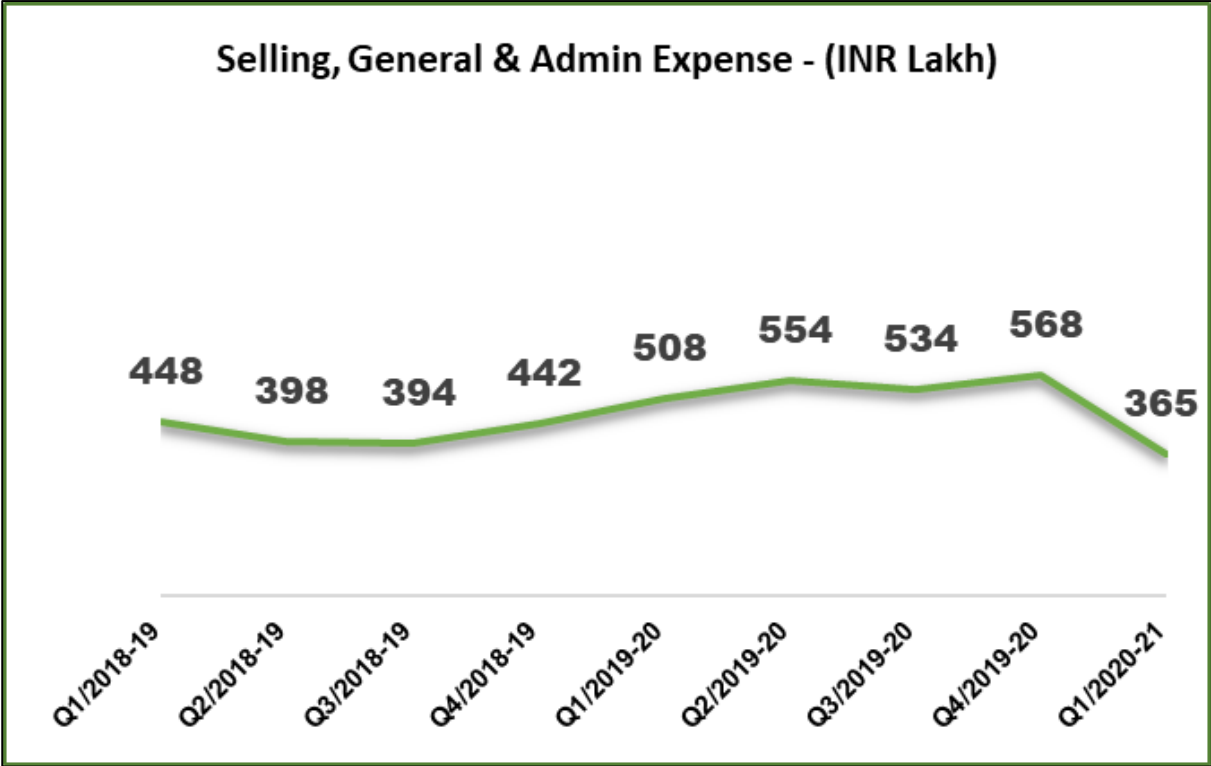
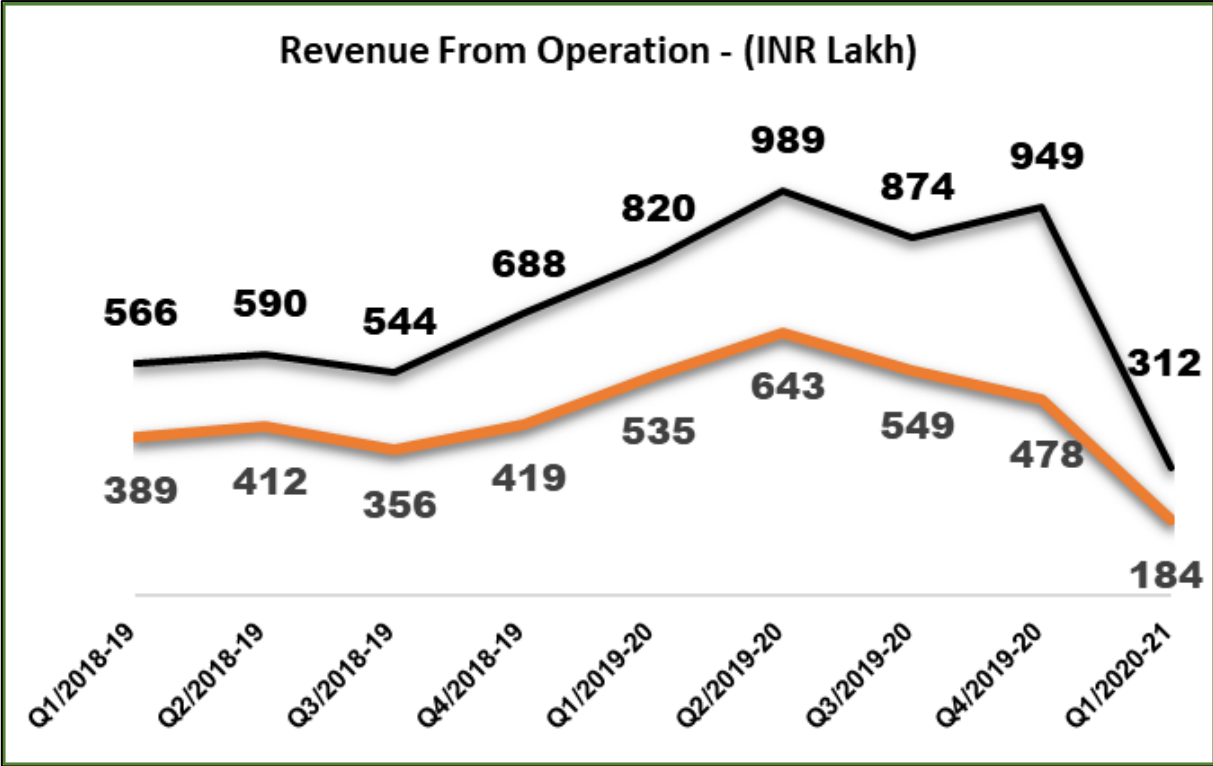
# Forex Standalone Result : P&L Compare

## Profit and Loss Account – Abstract (Standalone)

INR Lakhs

Particulars	FY 2020-21	FY 2019-20					FY 2018-19				
	Q1	Q4	Q3	Q2	Q1	TOTAL	Q4	Q3	Q2	Q1	TOTAL
	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from Operations	312.22	949.50	873.67	988.64	820.42	3,632.22	688.08	543.83	590.04	565.84	2,387.79
Less: Direct Cost	127.77	471.50	324.57	345.84	285.10	1,427.01	268.89	187.42	178.25	176.63	811.19
Revenue from Operations (Net)	<b>184.45</b>	<b>478.00</b>	<b>549.10</b>	<b>642.80</b>	<b>535.32</b>	<b>2,205.22</b>	<b>419.19</b>	<b>356.41</b>	<b>411.79</b>	<b>389.21</b>	<b>1,576.60</b>
Other Income	24.89	49.25	50.77	47.31	51.80	199.13	100.39	82.18	36.81	58.36	277.75
<b>Total Revenue</b>	<b>209.34</b>	<b>527.24</b>	<b>599.87</b>	<b>690.12</b>	<b>587.12</b>	<b>2,404.34</b>	<b>519.58</b>	<b>438.59</b>	<b>448.61</b>	<b>447.57</b>	<b>1,854.35</b>
Selling, General & Admin Exp	364.64	568.18	534.00	554.10	507.52	2,163.80	441.86	394.06	397.51	447.77	1,681.20
Provisions	-	87.60	-	-	-	87.60	-	-	-	-	-
<b>EBIDTA</b>	<b>(155.30)</b>	<b>(128.54)</b>	<b>65.87</b>	<b>136.02</b>	<b>79.60</b>	<b>152.94</b>	<b>77.72</b>	<b>44.53</b>	<b>51.09</b>	<b>(0.20)</b>	<b>173.15</b>
Finance Cost	8.06	27.90	36.13	48.07	32.79	144.89	29.11	30.92	34.87	31.96	126.85
<b>EBDTA</b>	<b>(163.36)</b>	<b>(156.44)</b>	<b>29.74</b>	<b>87.95</b>	<b>46.81</b>	<b>8.06</b>	<b>48.61</b>	<b>13.61</b>	<b>16.22</b>	<b>(32.15)</b>	<b>46.29</b>
Depreciation	25.13	28.66	18.88	19.93	14.47	81.93	5.33	10.77	10.77	12.27	39.15
<b>PBT</b>	<b>(188.50)</b>	<b>(185.10)</b>	<b>10.86</b>	<b>68.01</b>	<b>32.34</b>	<b>(73.88)</b>	<b>43.28</b>	<b>2.84</b>	<b>5.45</b>	<b>(44.43)</b>	<b>7.14</b>
Tax Expense	(58.82)	(67.46)	9.77	26.13	10.08	(21.48)	2.05	(0.50)	(2.70)	(3.88)	(5.03)
Other comprehensive income	(1.52)	1.07	-	(8.30)	1.17	(6.06)	(9.75)	4.81	9.62	-	4.68
<b>PAT</b>	<b>(131.20)</b>	<b>(116.56)</b>	<b>1.09</b>	<b>33.58</b>	<b>23.43</b>	<b>(58.46)</b>	<b>31.48</b>	<b>8.14</b>	<b>17.77</b>	<b>(40.55)</b>	<b>16.85</b>

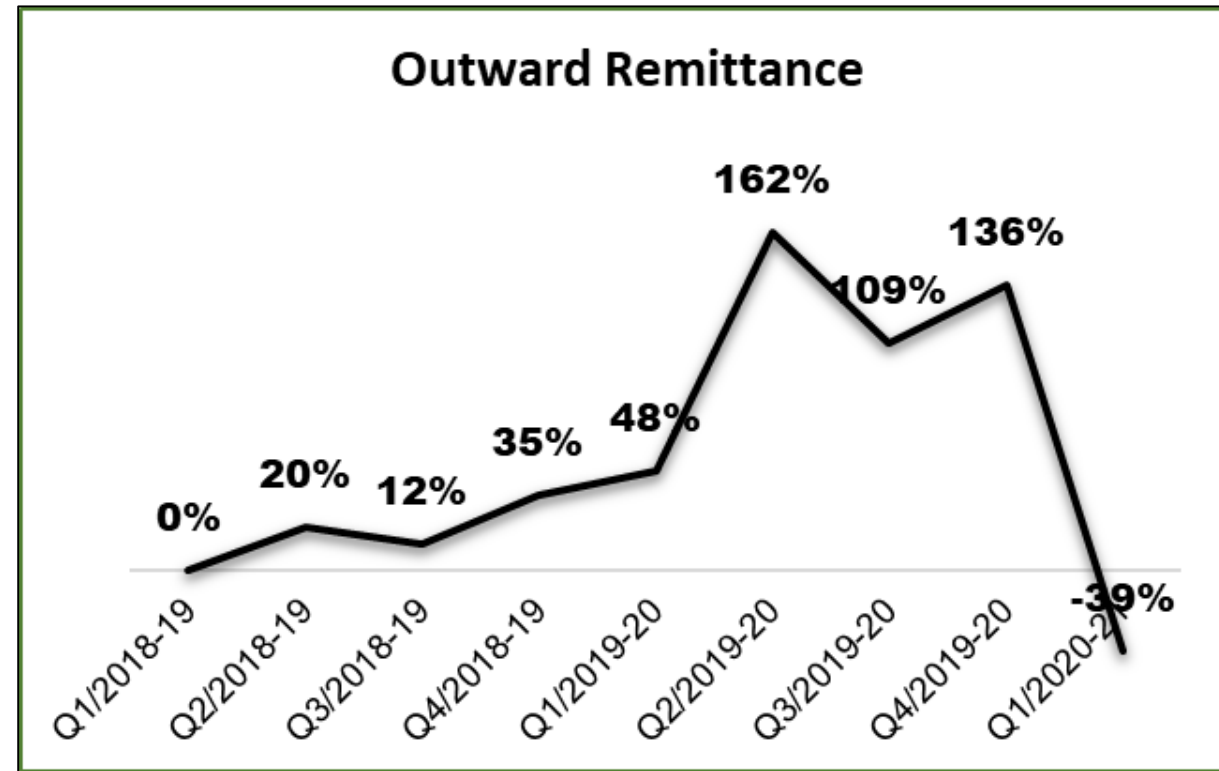
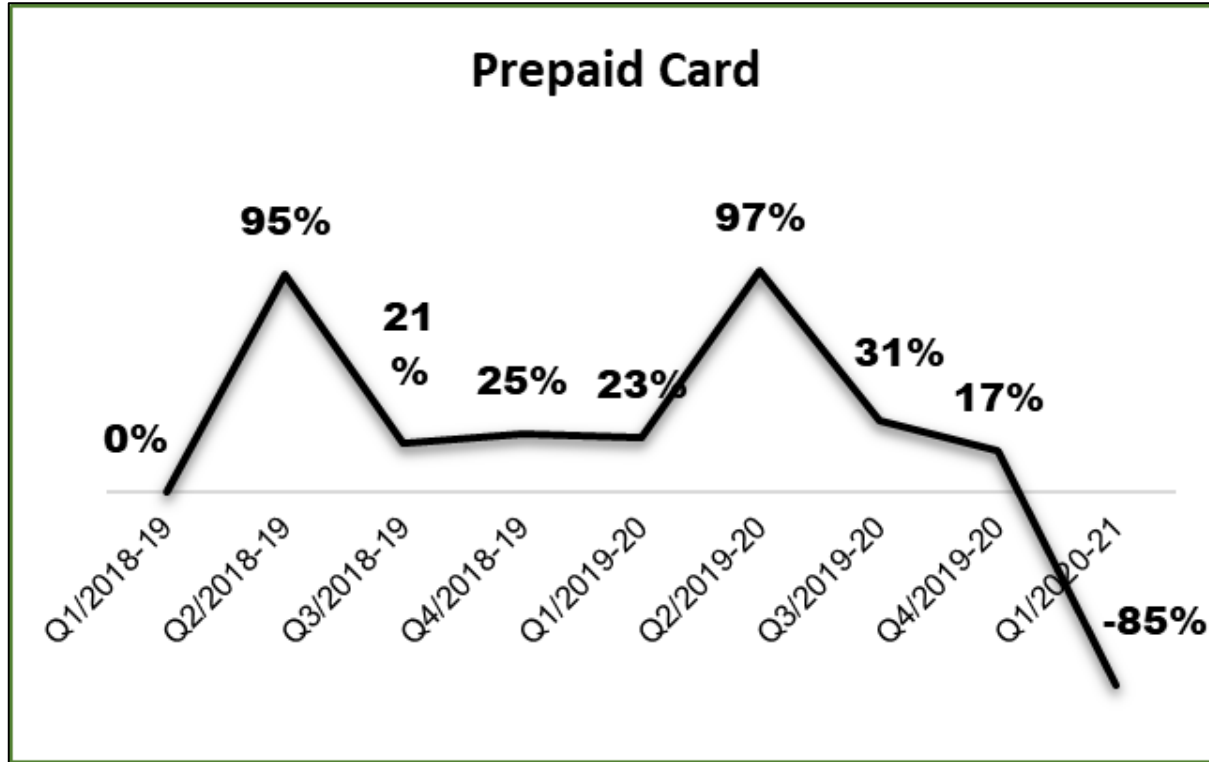
# Comparative Quarter on Quarter – Revenue & Expenses



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



**LAUNCHED**



## WSFx Smart Fx App

*The One App for all your Forex Needs*



Student  
Remittance



Individual  
Remittance



Buy  
Forex Card



Link Existing  
Forex Card



Currency  
Notes

A Simple & intuitive app for Sending Money and Buying Forex Cards targeted at Students & millennials.

## DIGITAL FOREX TECH COMPANY



### Smart Corporate

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

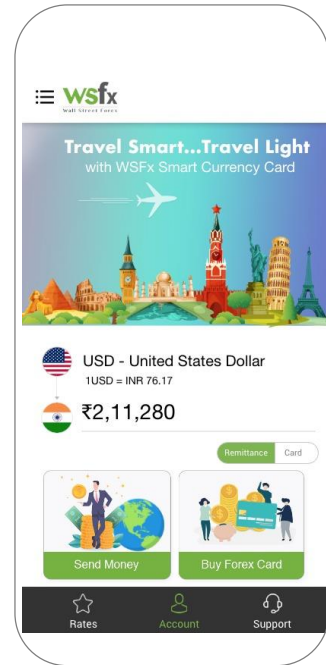
**Live**



### Smart Agent

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

**Live**



### Smart Fx B2C App

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

**Launched on 17<sup>th</sup> June 2020**



### WSFx Smart Currency & App

Industry first Foreign Currency & Rupee Card with Smart App for card management on the go.



**Launched in July 2019**

# Thank You

**Corporate Office :**

**Wall Street Finance Ltd.**

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