



WSFx Global Pay Limited
Formerly known as "Wall Street Finance Ltd."

Unit 622, 6th Floor, The Summit
Business Bay - Omkar, M.V. Road,
Opp. PVR Cinema, Chakala,
Andheri (East), Mumbai - 400 093.
CIN No. L99999MH1986PLC039660

Date: 29th January 2024

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

Subject: Investors Presentation on the Business Updates

Scrip ID: WAFX

Scrip Code: 511147

Dear Sir/Madam,

In furtherance to our intimation submitted on 22nd January 2024 with regards to the conference call arranged for analysts and investors. We are enclosing presentation on the business updates of the Company.

Investors and Analysts are requested to join the conference call today i.e. 29th January 2024 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 |
|-----------------------------------|------------------|--------------------------------------|

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)

Srikrishna Narasimhan
Whole Time Director & Chief Executive Officer
DIN: 07175251

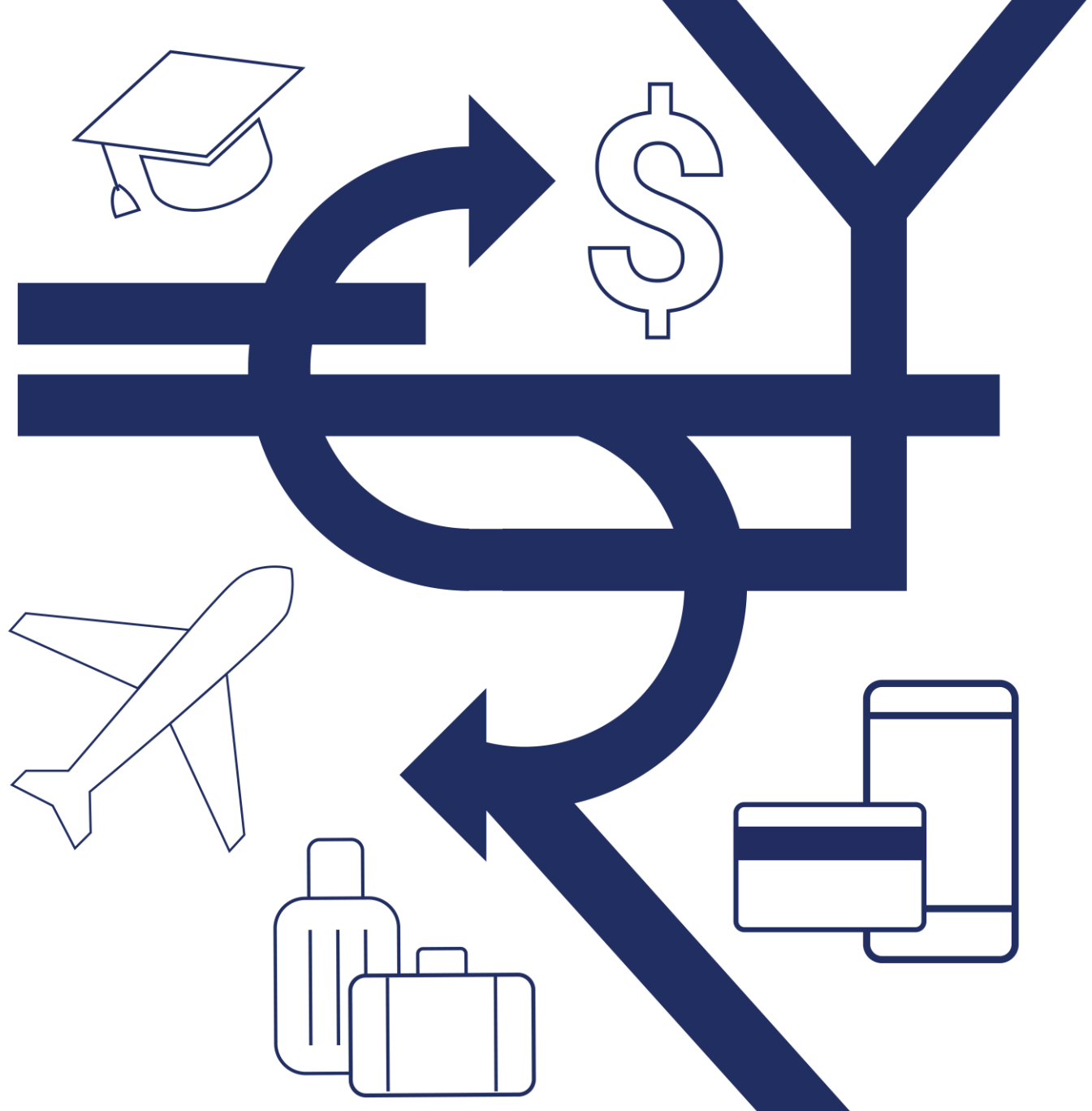
Encl: As Above



Your Global Payments Partner

Investor Presentation

Q3 – 2023-24





WSFx Global Pay Limited.

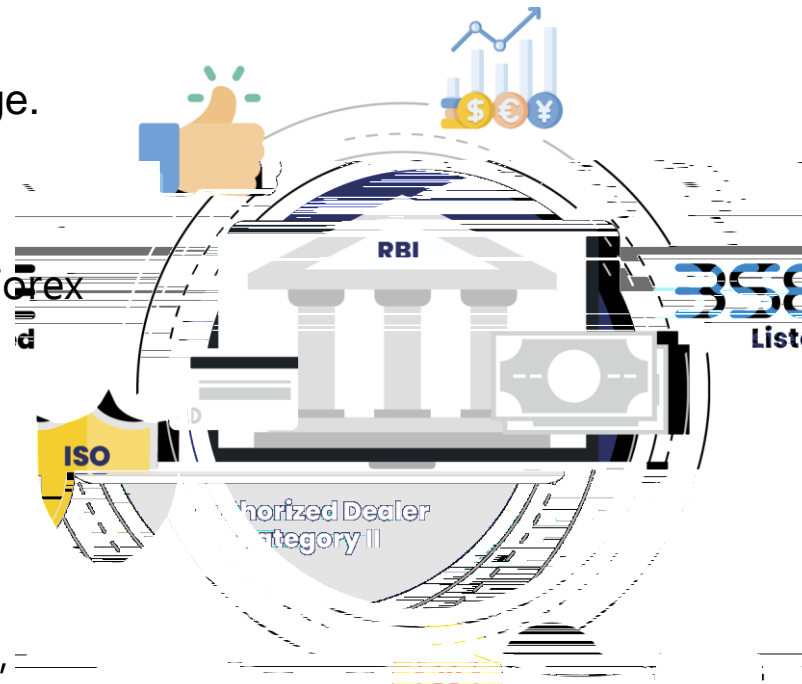
Your Global Payments Partner

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 &
300+ 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,
Accenture, Siemens, L&T Infotech,
Titan, HDFC Credila etc.





Digital Platforms & Solutions



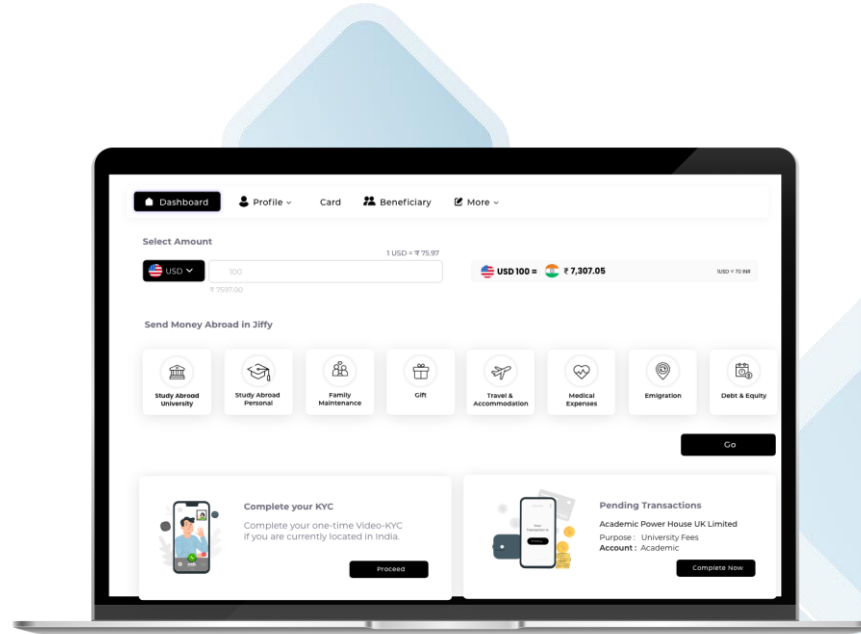
WSFx Smart Currency Card

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



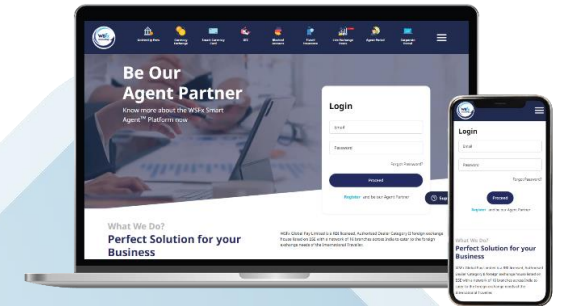
WSFx Global Pay App & Web Portal

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



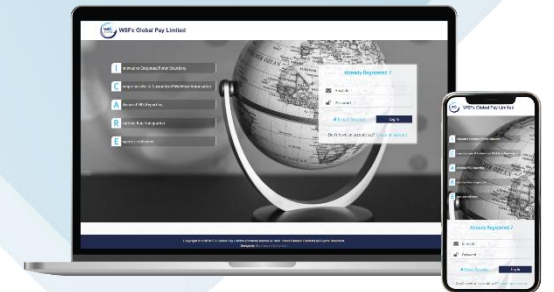
WSFx Global Pay FPAAS Platform

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.



Q3 FY 23-24 Highlights

Market Outlook – Q3 Lean Season for Student Business, overall drop in LRS remittance in November (YOY). Increase in TCS rates. Canadian VISA issues.

Business Highlights – Sustained profitability with Outward Remittances & Prepaid Forex Cards have shown consistent growth Over Q3 FY 22-23. **Overall revenues grew by 53% over Q3 22-23.**

| Particulars (INR Lakhs) | Q3/23-24 | YTD/23-24 |
|-------------------------|-----------------|-----------------|
| Revenue from Ops | 1,718.99 | 5,191.17 |
| Other Income | 43.83 | 134.25 |
| PBT | 56.66 | 312.05 |
| PAT (After OCI) | 56.66 | 312.05 |

Digital – Over 27500+ App Users with sustained growth in Corporate and Agent Partners using WSFx Digital Platform & Solutions. Increasing adoption and usage.

Regulatory – Draft Framework for Review of Authorisation Framework Under FEMA released by RBI **AD2 Scope to increase**, Forex correspondents – FXCs model under AD2 & Bank Proposed, Perpetual authorisation allowing Trade remittance upto INR 15 Lakhs for AD2. FFMCS to be mandated to convert to AD2 or FXCs. Opening up opportunities of growth and business expansion.



Qtr 3 Performance – Compare

Q3 / FY 23-24 Vs Q3 / FY 22-23

| Particulars (INR Lakhs) | Q3/23-24 | Q3/22-23 | % Inc |
|-------------------------|----------|----------|-------|
| Revenue from Ops | 1,718.99 | 1,120.01 | 53% |
| Other Income | 43.83 | 35.78 | 22% |
| PBT | 56.66 | 34.14 | 66% |
| PAT (After OCI) | 56.66 | 34.14 | 66% |

Q3 / FY 23-24 Vs Q2 / FY 23-24

| Particulars (INR Lakhs) | Q3/23-24 | Q2/23-24 | % Inc |
|-------------------------|----------|----------|-------|
| Revenue from Ops | 1,718.99 | 2,259.39 | -24% |
| Other Income | 43.83 | 48.48 | -10% |
| PBT | 56.66 | 244.05 | -77% |
| PAT (After OCI) | 56.66 | 244.05 | -77% |

YTD / FY 23-24 Vs YTD / FY 22-23

| Particulars (INR lakh) | YTD/23-24 | YTD/22-23 | %Inc |
|------------------------|-----------|-----------|------|
| Revenue from Ops | 5,191.17 | 3,337.96 | 56% |
| Other Income | 134.25 | 97.41 | 38% |
| PBT | 312.05 | 41.32 | 655% |
| PAT (After OCI) | 312.05 | 78.24 | 299% |



Quarterly / FY Results

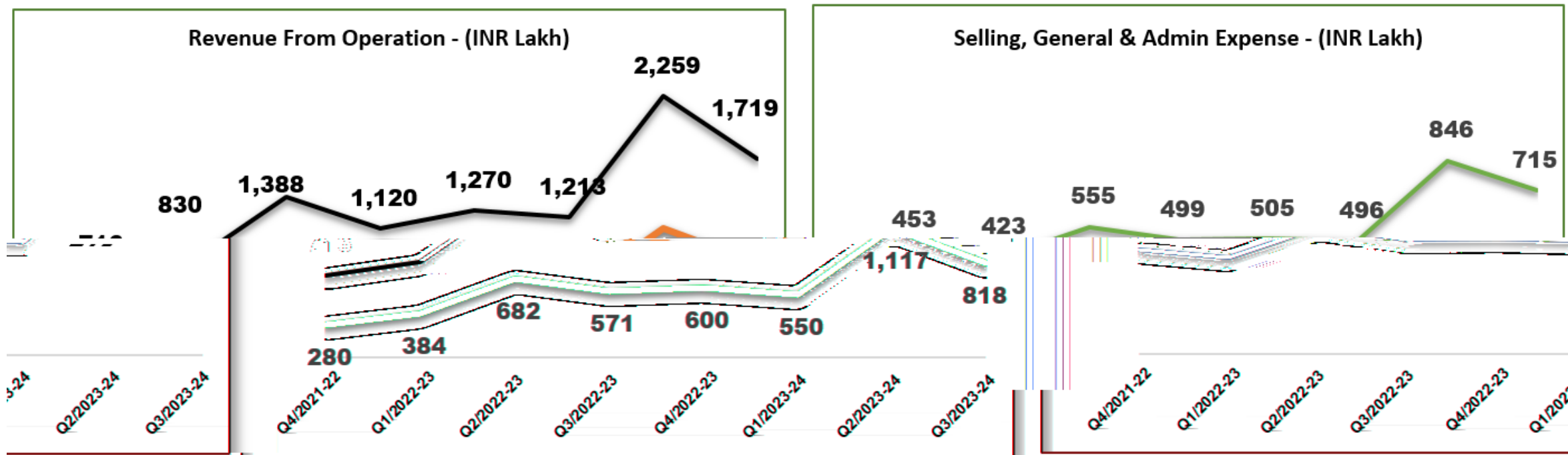
Profit and Loss Account – Abstract (Standalone)

INR Lakhs

| Particulars | FY 2023-24 | | | | FY 2022-23 | | | | |
|------------------------------------|---------------|-----------------|---------------|-----------------|---------------|---------------|---------------|----------------|-----------------|
| | Q3 | Q2 | Q1 | FTY | Q4 | Q3 | Q2 | Q1 | FTY |
| | (Unaudited) | (Unaudited) | (Unaudited) | (Unaudited) | (Audited) | (Unaudited) | (Unaudited) | (Unaudited) | (Audited) |
| Revenue from Operations | 1,718.99 | 2,259.39 | 1,212.78 | 5,191.16 | 1,269.87 | 1,120.01 | 1,387.93 | 830.02 | 4,607.83 |
| Less: Direct Cost | 901.40 | 1,142.18 | 662.73 | 2,706.31 | 669.61 | 548.91 | 706.43 | 446.52 | 2,371.47 |
| Revenue from Operations Net | 817.59 | 1,117.20 | 550.06 | 2,484.85 | 600.26 | 571.10 | 681.51 | 383.50 | 2,236.36 |
| Other Income | 43.83 | 48.48 | 41.95 | 134.25 | 37.16 | 35.78 | 35.30 | 26.33 | 134.57 |
| Total Revenue | 861.42 | 1,165.68 | 592.00 | 2,619.11 | 637.42 | 606.87 | 716.81 | 409.83 | 2,370.93 |
| Selling, General & Admin Exp | 714.51 | 845.61 | 495.77 | 2,055.89 | 504.61 | 498.50 | 555.43 | 422.78 | 1,981.32 |
| Provisions | - | - | - | - | - | - | - | - | - |
| EBIDTA | 146.91 | 320.08 | 96.23 | 563.22 | 132.81 | 108.37 | 161.38 | (12.96) | 389.61 |
| Finance Cost | 21.22 | 13.89 | 28.68 | 63.78 | 17.99 | 30.34 | 24.56 | 21.93 | 94.83 |
| EBDTA | 125.69 | 306.19 | 67.56 | 499.44 | 114.82 | 78.03 | 136.82 | (34.89) | 294.78 |
| Depreciation | 69.04 | 62.14 | 56.22 | 187.40 | 66.24 | 43.90 | 43.46 | 51.28 | 204.88 |
| PBT | 56.66 | 244.05 | 11.34 | 312.05 | 48.58 | 34.13 | 93.36 | (86.17) | 89.90 |
| Tax Expense | - | - | - | - | - | - | (0.00) | (26.88) | (26.88) |
| Other comprehensive income | - | - | - | - | (3.65) | - | 10.04 | - | 6.39 |
| PAT | 56.66 | 244.05 | 11.34 | 312.04 | 44.93 | 34.13 | 103.39 | (59.28) | 123.18 |



Comparative Charts Q on Q – Revenue & Expenses

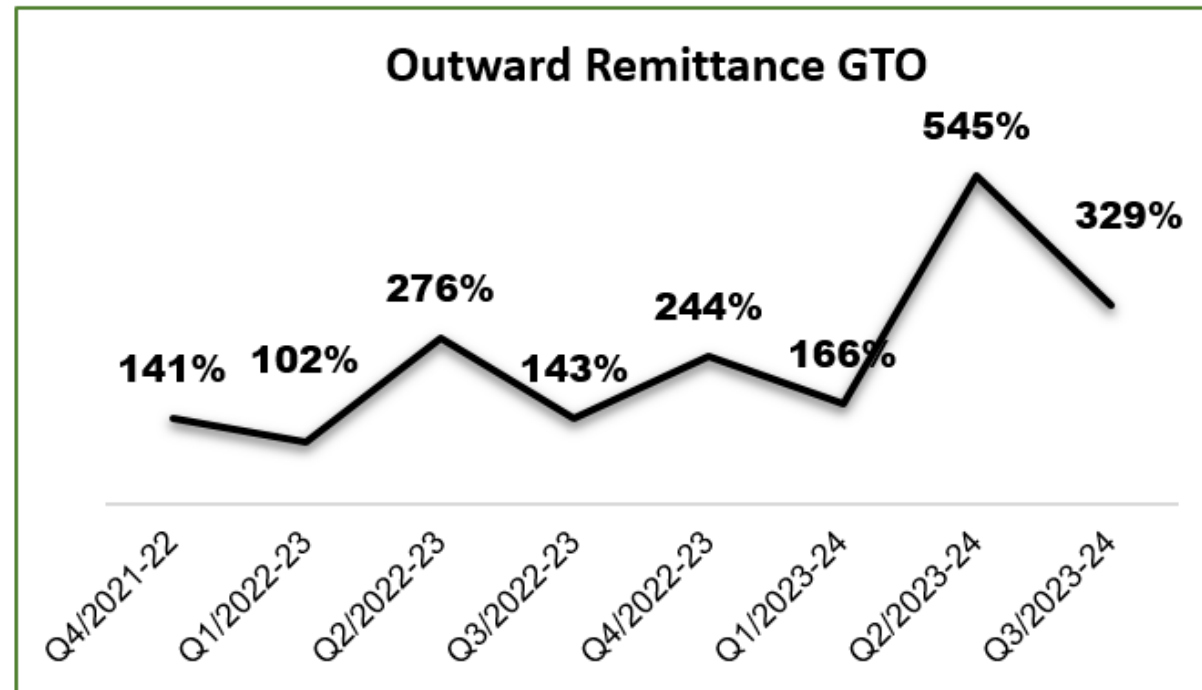
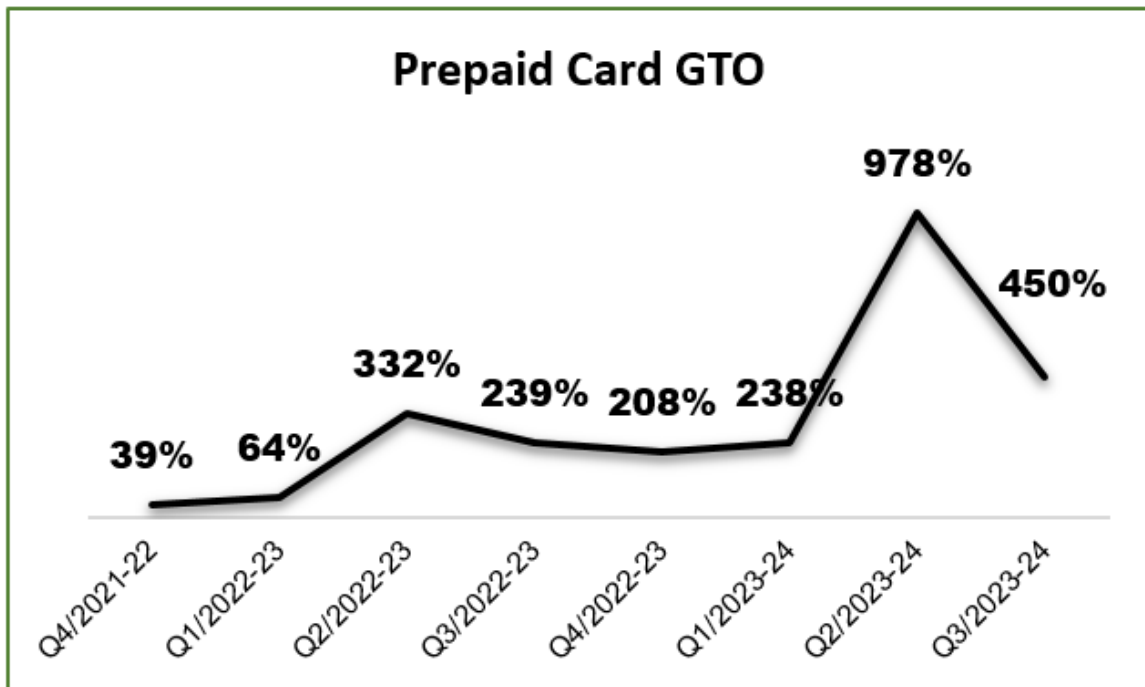


Gross Revenue
 Net Revenue



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 NINE MONTHS ENDED DECEMBER 31, 2023

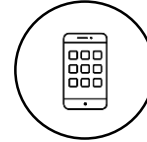
(Rs. In Lakhs)

| Sr. No. | Particulars | Quarter Ended | | | Nine Month Ended | | Year Ended |
|---------|----------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------------------|
| | | 31-Dec-23 (Unaudited) | 30-Sep-23 (Unaudited) | 31-Dec-22 (Unaudited) | 31-Dec-23 (Unaudited) | 31-Dec-22 (Unaudited) | 31-Mar-23 (Audited) |
| 1 | Income from Operations | | | | | | |
| | a) Revenue from Operations | 1,718.99 | 2,259.39 | 1,120.01 | 5,191.17 | 3,337.96 | 4,607.83 |
| | b) Other Income | 43.83 | 48.48 | 35.78 | 134.25 | 97.41 | 134.57 |
| | Total Revenue | 1,762.82 | 2,307.87 | 1,155.79 | 5,325.42 | 3,435.37 | 4,742.40 |
| 2 | Expenses | | | | | | |
| | a. Employee benefits expense | 500.54 | 545.87 | 381.86 | 1,397.38 | 1,053.44 | 1,370.52 |
| | b. Finance Costs | 21.22 | 13.90 | 30.34 | 63.79 | 76.84 | 94.83 |
| | c. Depreciation & Amortization expenses | 69.04 | 62.14 | 43.90 | 187.40 | 138.64 | 204.87 |
| | d. Brokerage and commission | 901.40 | 1,142.18 | 548.94 | 2,706.31 | 1,701.37 | 2,370.98 |
| | e. Other Expenses | 213.96 | 299.74 | 116.62 | 658.51 | 423.76 | 611.29 |
| | Total Expenses | 1,706.16 | 2,063.83 | 1,121.65 | 5,013.38 | 3,394.05 | 4,652.49 |
| 3 | Profit / (Loss) before exceptional items (1-2) | 56.66 | 244.04 | 34.14 | 312.05 | 41.32 | 89.91 |
| 4 | Exceptional Items | - | - | - | - | - | - |
| 5 | Net Profit / (Loss) before tax (3+4) | 56.66 | 244.04 | 34.14 | 312.05 | 41.32 | 89.91 |
| 6 | Tax Expense | | | | | | |
| | a. Current tax | - | - | - | - | - | - |
| | b. Deferred Tax | - | - | - | - | 26.88 | 26.88 |
| 7 | Net Profit / (Loss) after tax (5+6) | 56.66 | 244.04 | 34.14 | 312.05 | 68.21 | 116.79 |
| 8 | Other comprehensive income (OCI) (Net of taxes) | - | - | - | - | 10.04 | 6.39 |
| 9 | Total comprehensive income (7+8) | 56.66 | 244.04 | 34.13 | 312.05 | 78.24 | 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 | 0.49 | 2.10 | 0.29 | 2.69 | 0.59 | 1.01 |
| | (b) Diluted | 0.49 | 2.10 | 0.29 | 2.69 | 0.59 | 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



Neo Financial Services Platform for Student
Providing Cross Border Remittance, Forex Cards, Overseas Bank A/C, Overseas Credit Cards etc.



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



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


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

Disclaimer

- The material in this presentation has been prepared by WSFx Global Pay Limited and is general background information about WSFx's activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete.
- Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities and does not take into account your particular investment objectives, financial situation or needs. Before acting on any information you should consider the appropriateness of the information having regard to these matters and in particular,



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Branches Network


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

Thank You

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