

29th January 2018

BSE/SEC/SC/1/2018 To, BSE Limited Floor 25, P. J. Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 533452	NSE/SEC/SC/1/2018 To, National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai- 400 051. Scrip Symbol : WEIZFOREX
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Dear Sir/Madam,

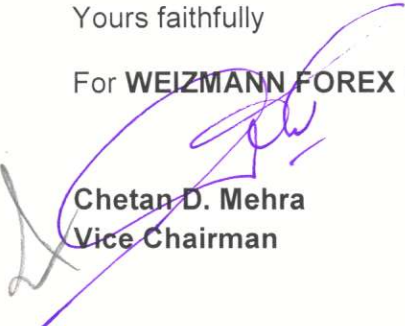
Subject : Presentation to Analyst Meet/Institutional Investor under SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

This is further to our intimation by the Company vide letter Ref no. BSE/SEC/SC/1/2018 and NSE/SEC/SC/1/2018 dated January 22, 2018 of attending Analyst Meet / Institutional Investor conference organised by M/s. SBI Caps Securities between January 23, 2018 to January 25, 2018 at Singapore and Hong Kong, please find attached herewith the presentation made by the Company in the said conference, pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and records.

Yours faithfully

For **WEIZMANN FOREX LIMITED**



Chetan D. Mehra
Vice Chairman

Weizmann Forex Ltd.

Investor Presentation

2017 – 18

Disclaimer

Disclaimer This presentation is not, and nothing in it should be construed as, an offer, invitation or recommendation in respect of the Company's credit facilities or any of the Company's securities, or an offer, invitation or recommendation to sell, or a solicitation of an offer to buy, the facilities or any of the Company's securities in any jurisdiction. Neither this presentation nor anything in it shall form the basis of any contract or commitment. This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. All investors should consider such factors in consultation with a professional advisor of their choosing when deciding if an investment is appropriate.

The Company has prepared this presentation based on information available to it, including information derived from public sources that have not been independently verified. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein. These projections should not be considered a comprehensive representation of the Company's cash generation performance.

The financial information included in this presentation is preliminary, unaudited and subject to revision upon completion of the Company's closing and audit processes. This financial information has not been adjusted to reflect the outcome of any reorganization of the company's capital structure, the resolution or impairment of any pre-petition obligations, and does not reflect fresh start accounting which the company may be required to adopt.

All forward-looking statements attributable to the Company or persons acting on its behalf apply only as of the date of this document, and are expressly qualified in their entirety by the cautionary statements included elsewhere in this document. The financial projections are preliminary and subject to change; the Company undertakes no obligation to update or revise these forward-looking statements to reflect events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events. Inevitably, some assumptions will not materialize, and unanticipated events and circumstances may affect the ultimate financial results. Projections are inherently subject to substantial and numerous uncertainties and to a wide variety of significant business, economic and competitive risks, and the assumptions underlying the projections may be inaccurate in any material respect. Therefore, the actual results achieved may vary significantly from the forecasts, and the variations may be material.

A Corporate Focus on Excellence



Vision

In Pursuit of EXCELLENCE in our chosen sphere of activity.



Mission

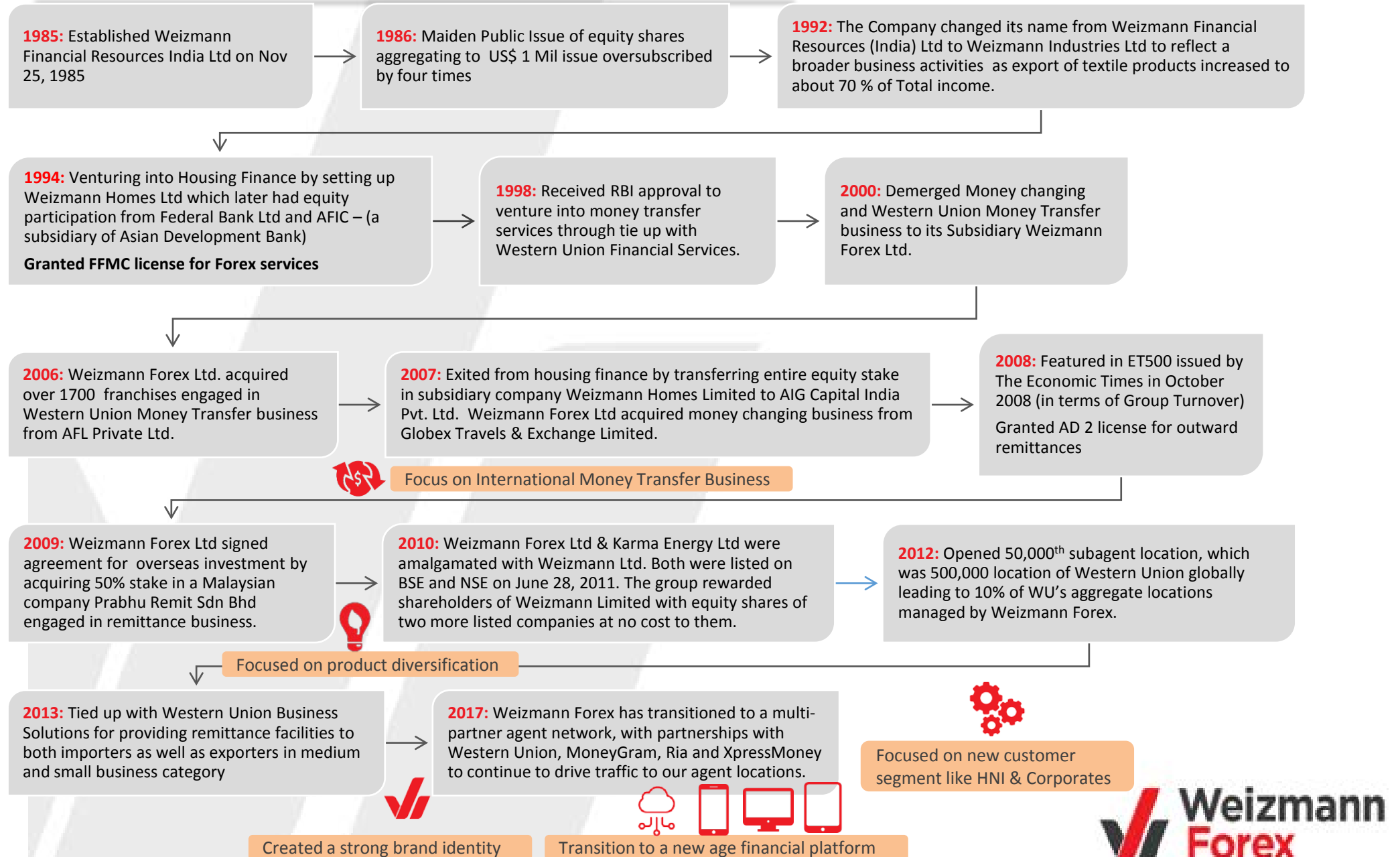
To scale greater heights by providing consistent customer satisfaction in the field of money changing, money transfer and distribution of financial products.



Values

- ✓ Honesty and Integrity
- ✓ Developing leadership
- ✓ Teamwork and collaboration
- ✓ Commitment to compliance & quality
- ✓ Respect & Dignity for everyone
- ✓ Encouragement to Self-starters with positive attitude

Our Winspirational Legacy



Awards & Accolades

- ✓ Climbed up in ranking to 205 in ET from 234 in 2016-2017
- ✓ Awards from GMR : Best Outlet in Services – International at Hyderabad International Airport for the month of October 2017
- ✓ Climbed up in ranking to 234 in ET from 239 in 2015-2016
- ✓ Awarded 'Fastest Growing Foreign Exchange Company' at the India Travel Awards
- ✓ Ranked in Top 1000 companies by Business Today

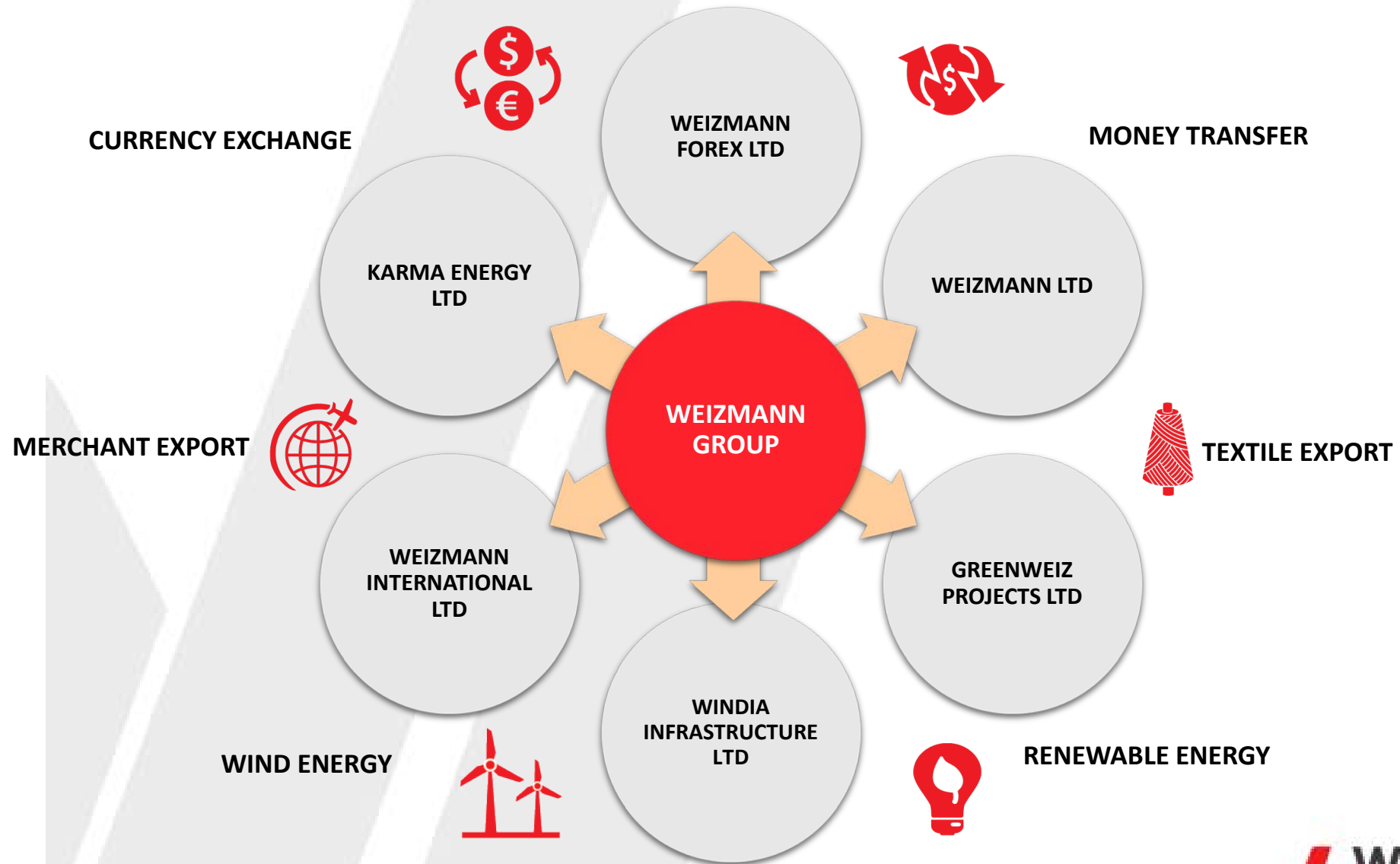
Awards from Western Union Financial Services

- ✓ The Most Dynamic Agent - South Asia Award
- ✓ Best Network Building for South Asia
- ✓ Network Expansion Excellence Award-among the principal agents of EMEASA. (Europe, Middle East, Africa & South Asia)
- ✓ Send & Receive Co- Operation Excellence Award- UAE to India for EMEASA. (Europe, Middle East, Africa & South Asia)
- ✓ Productive Location Champion
- ✓ Business Champion - Asia Pacific Region
- ✓ Location Activation Champion - Asia Pacific Region

Awards from American Express

- ✓ Winner of summit Award from American Express for year on year growth on sale of travellers cheques.

Weizmann Group: A Diversified Entity



A large player in remittances and Forex space that has served large number of customers across three decades...



Part of the US\$ 1 Billion
Weizmann Group



Listed with Bombay Stock Exchange and
National Stock Exchange since 2011



30 years of Business expertise



Largest Principal agent for Western Union
in the world along with Principal agent for
RIA Money Transfer, MoneyGram, Xpress
Money and TransFast



28 Million + satisfied
customer



RBI Authorised Full Fledged Money
Changer (FFMC)



RBI Authorised Dealer
(AD-II Category)

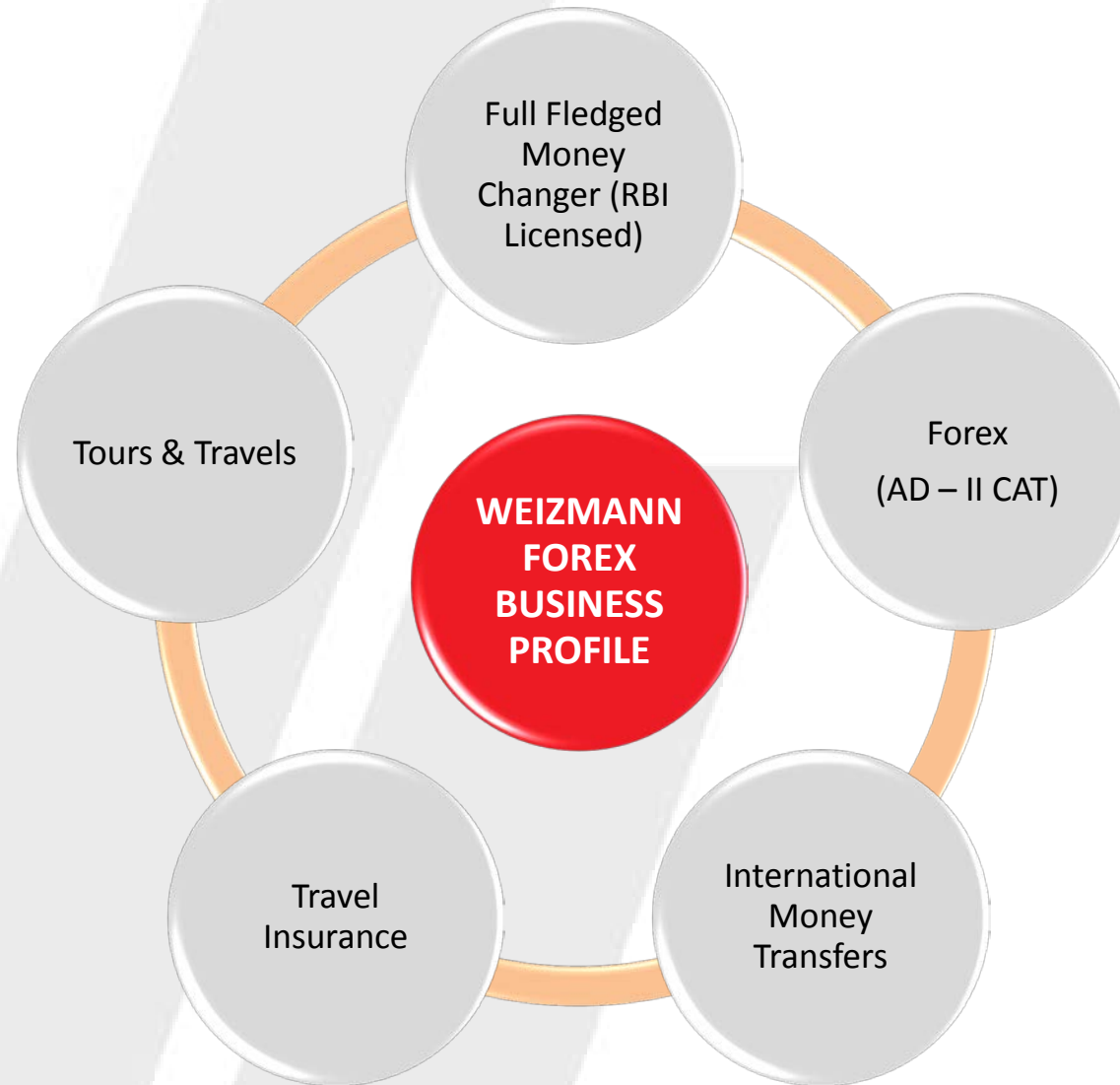


A **diversified portfolio** focused on Foreign Exchange, International & Domestic Money Transfer,
Import and Export Payment Solutions, Tours & Travels, Textile Processing & Exports and
Renewable Energy Generation

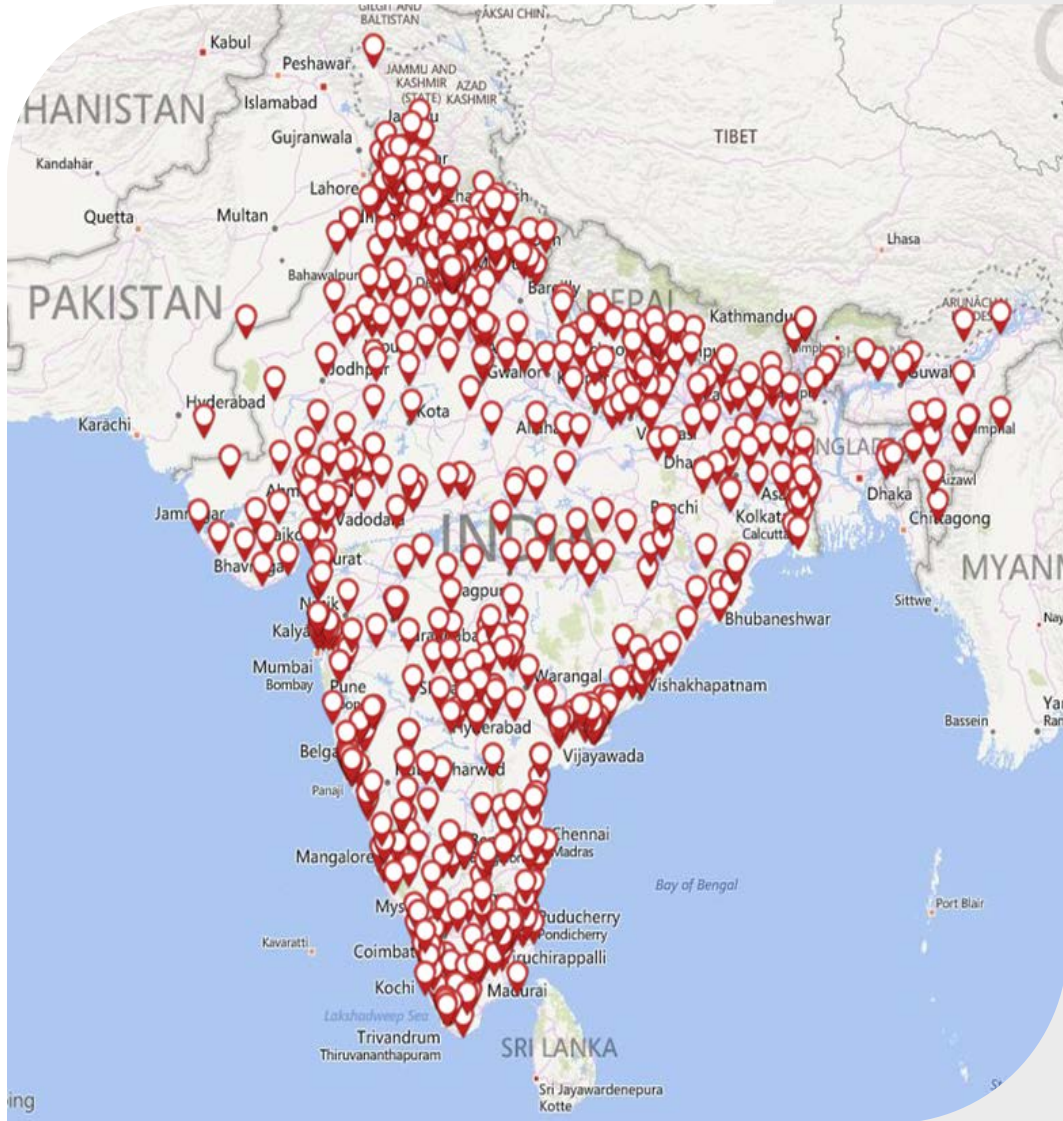


Partnership / Association with 41 leading PSU Banks and Private Banks of India along with 10
large corporates

...fulfilling various customer needs to their delight through...



...a strong distribution network across India



Weizmann Forex has
presence in
ALL 707 DISTRICTS in India



Every customer touch point of
Weizmann Forex is
**USA DODD FRANK
REGULATION
COMPLIANT(GOLD STD)**



200+ Branches
Pan India



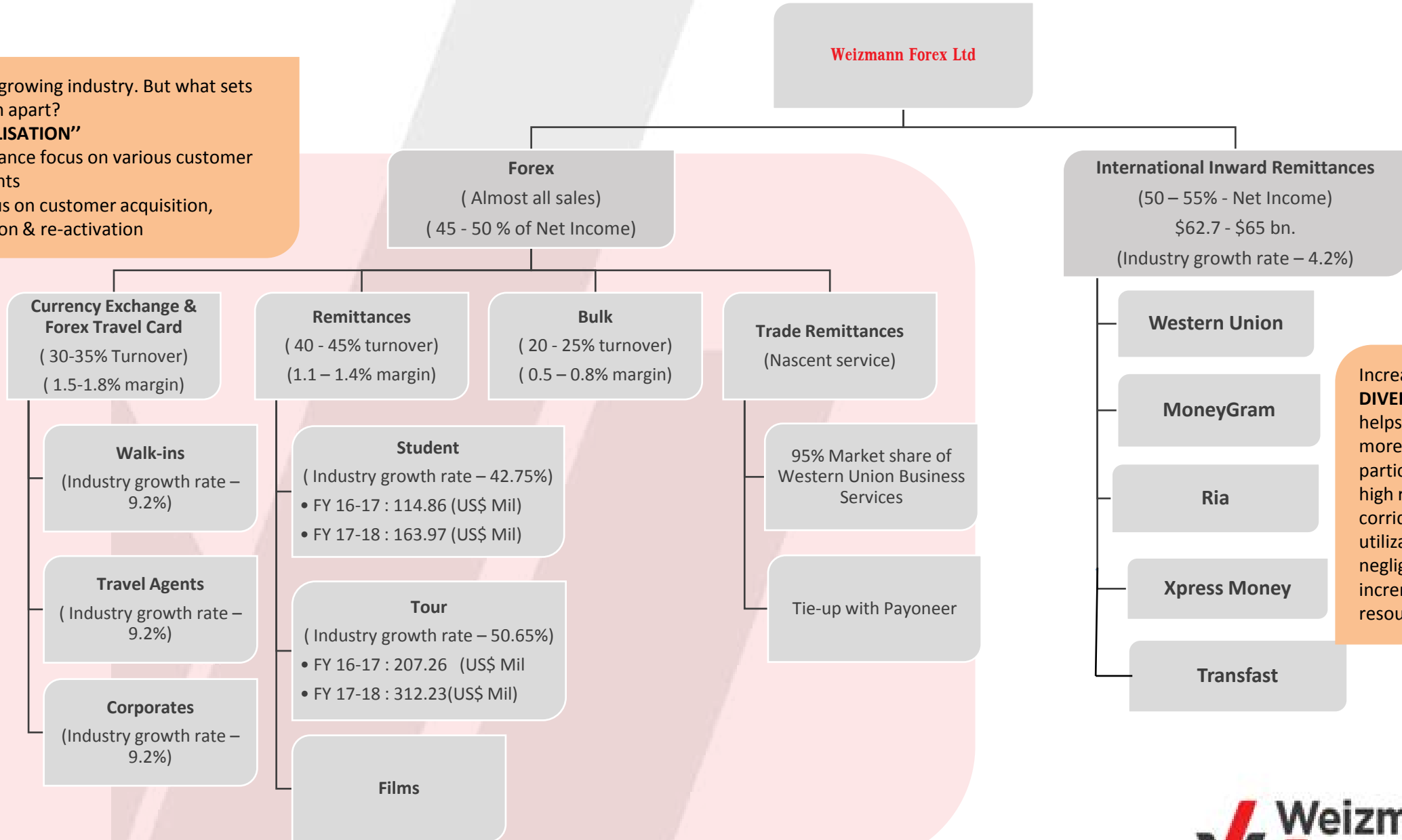
59000+ Customer Touch Points
across multi-tier locations

A portfolio that enables growth

Forex is a growing industry. But what sets Weizmann apart?

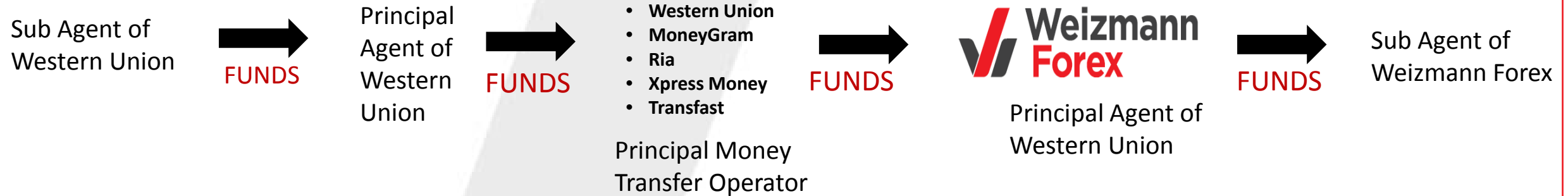
‘VERTICALISATION’

- To enhance focus on various customer segments
- To focus on customer acquisition, retention & re-activation



Increase in **DIVERSIFICATION** helps in generating more market share, particularly from high revenue corridors through utilization of negligible incremental resources.

INTERNATIONAL MONEY TRANSFER- MTSS SCHEME



SENDER SIDE : DUBAI

REMITTER
(INDIAN IMMIGRANT IN DUBAI)



RECEIVER SIDE : INDIAN VILLAGE
RECEIVER
(RELATIVE OF REMITTER)

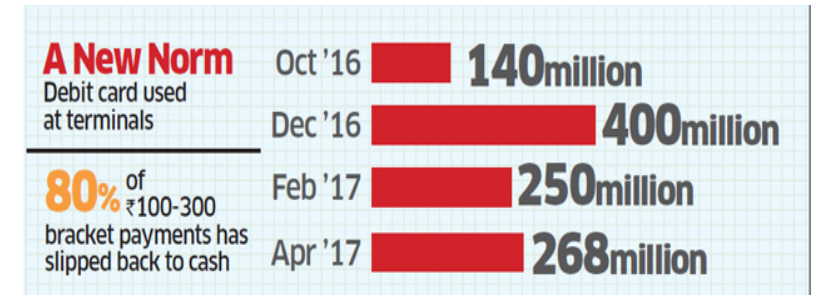
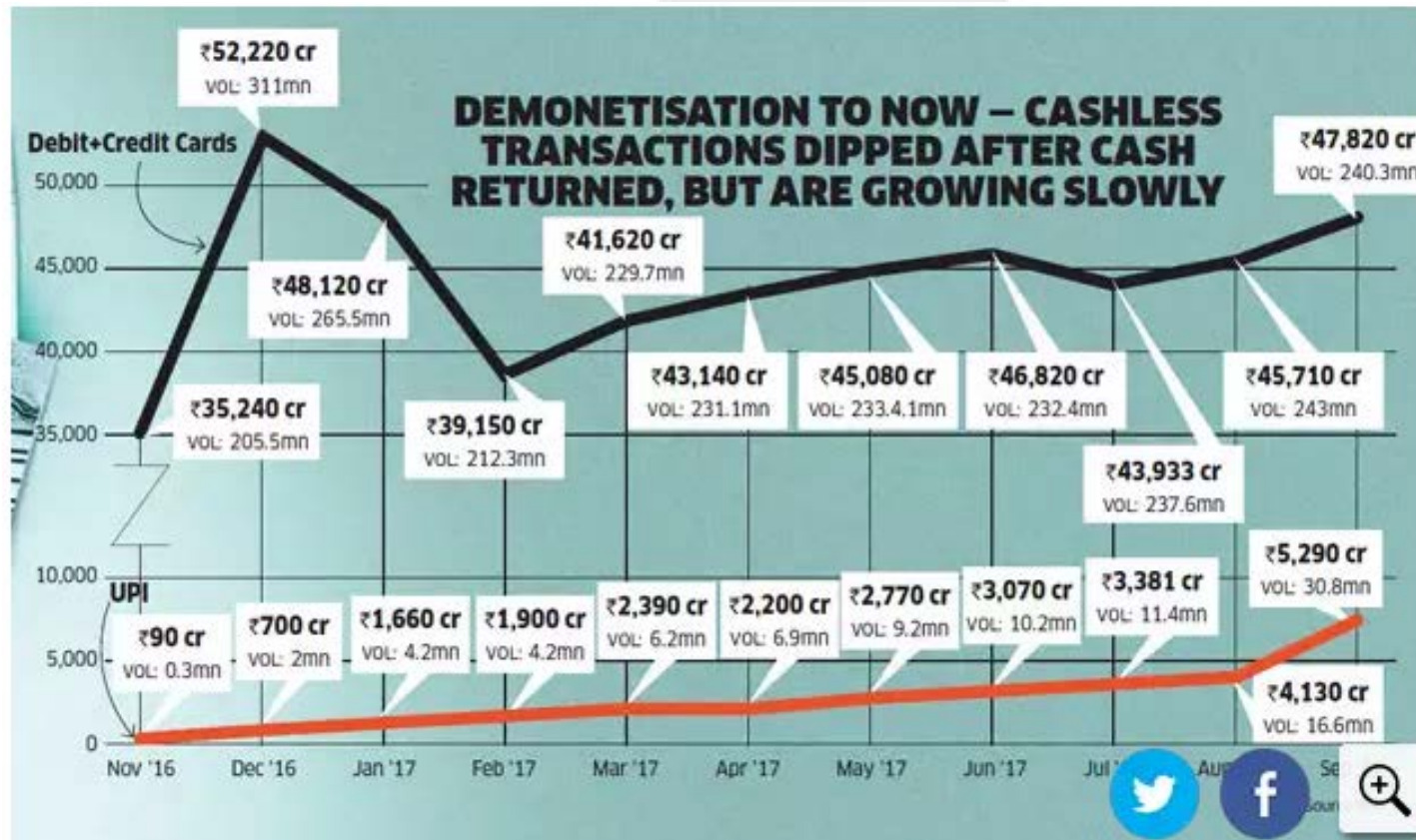
MTCN   CASH

Send MTCN

MTCN + KYC   CASH

Relevance of Cash – India

- Digital Push – The government is focusing on cash less payments, Aadhar, UPI etc. Statistics after a year of demonetization show that digital payments have a long way to go.
- Cash is still King – Cash in circulation 1,31,81,190 crore - Cashless forms less than 5% of all transactions in India. (Economic Times – 5th Nov'17)



1 million USD = 6.5 cr
Assuming, 1 USD = 65 INR

How do Europeans pay?

Average amount of cash in wallet



Ownership of payment cards



Use of payment methods*
(by number of transactions)



*At the point of sale, e.g. in shops, restaurants, etc.

Average value of a payment



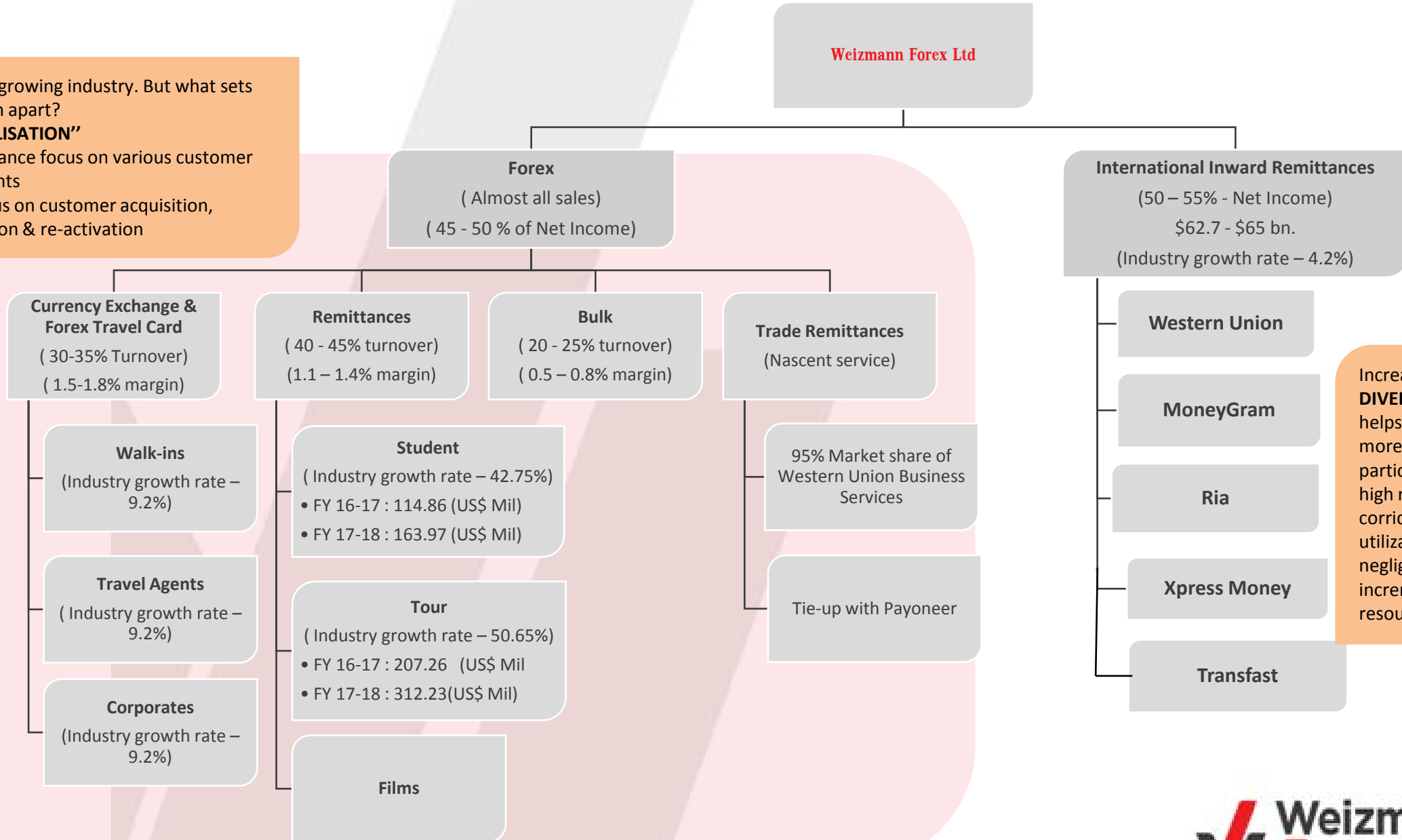
Source: ECB study on the use of cash in the euro area, 2017.

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Growth Prospects of Travel from India

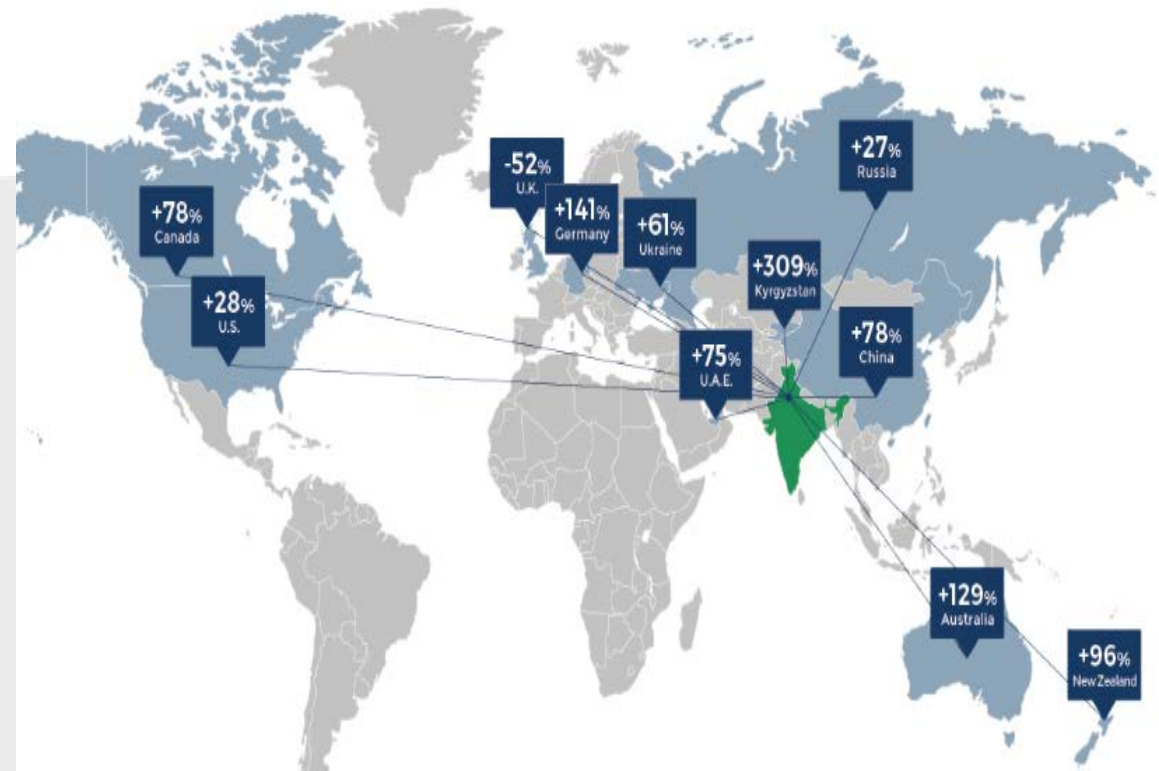


The five fastest-growing markets in terms of **annual additional passengers** in 2036 compared to 2016 will be:

1. **China** (921 million new passengers for a total of 1.5 billion)
2. **USA** (401 million new passengers for a total of 1.1 billion)
3. **India** (337 million new passengers for a total of 478 million)
4. **Indonesia** (235 million new passengers for a total of 355 million)
5. **Turkey** (119 million new passengers for a total of 196 million).



Change in Student Outbound Mobility from India between 2010 – 2015

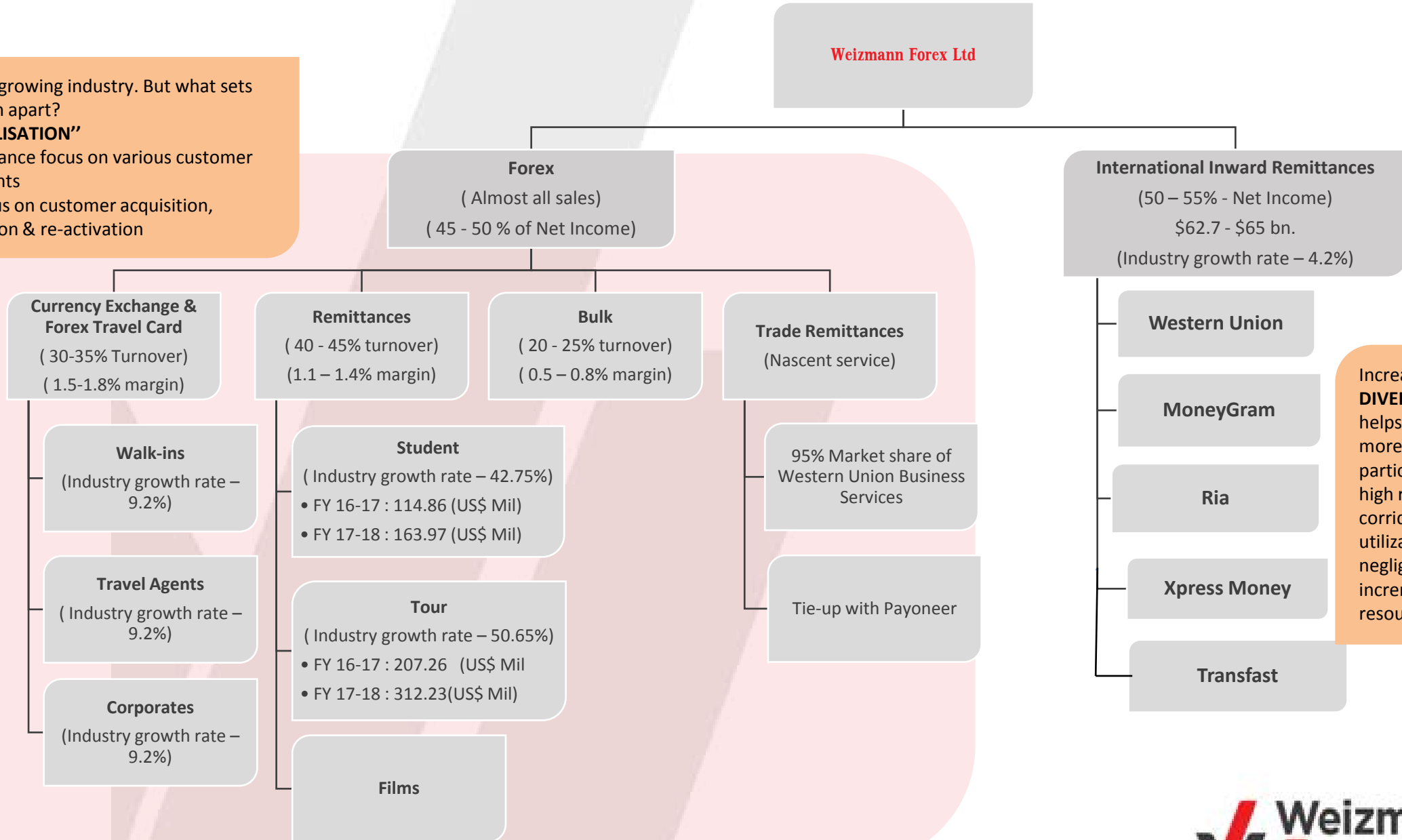


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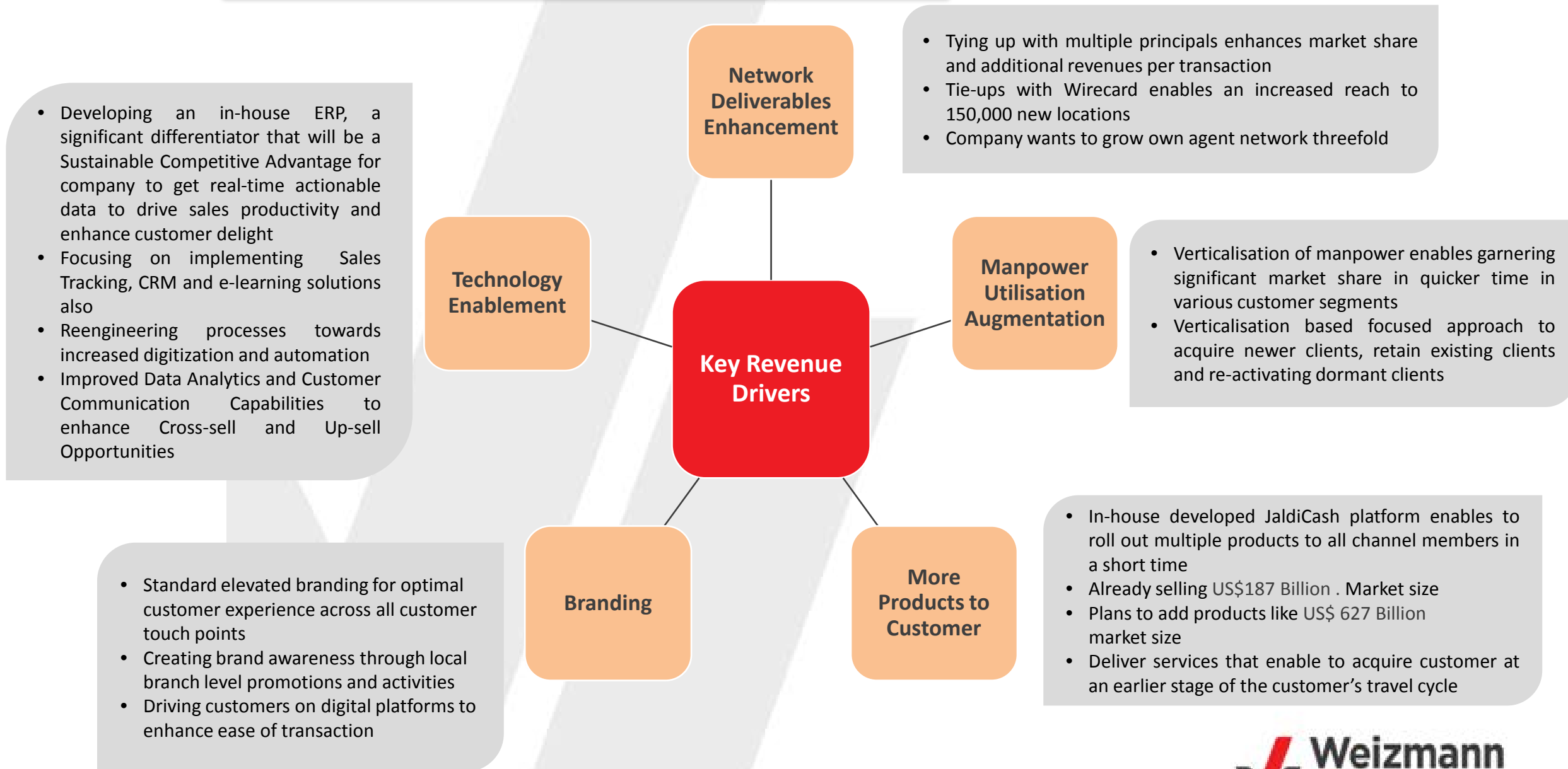


Increase in **DIVERSIFICATION** helps in generating more market share, particularly from high revenue corridors through utilization of negligible incremental resources.



- ✓ Strong brand for Forex & Remittances
- ✓ Experienced manpower & strong network
- ✓ Huge opportunities to cross-sell and up-sell products during the customer's travel cycle & transaction
- ✓ To meet the challenges the company has partnered with top 5 global principals for International Money Transfer business to broad based revenue and exploit full potential of our network

Enablers that drive growth



Partnership for Success: Bank partners



Partnership for Success: Business partners



CENTRUM



SWIFT FOREX SERVICES
PVT LTD



FRR
FOREX



Partnership for Success: Class of trade of other retail partners

- ✓ NBFC
- ✓ Travel Agents
- ✓ Mobile & Utility Service
- ✓ Co-operative Societies / Savings and Credit Cooperative
- ✓ Jewelers
- ✓ Agent – Financial Services
- ✓ Dedicated Money Transfer
- ✓ Forex Agents
- ✓ Money Lender
- ✓ General Stores
- ✓ Medical Stores / Chemist
- ✓ Stores – Cloth / Garments / Super Stores
- ✓ Distributor – Cable Services / Mobile Services etc.
- ✓ Cyber Café
- ✓ Petrol Pump
- ✓ Photo Studio / Shop
- ✓ Electronics Showroom
- ✓ Agency Services
- ✓ Education Institute / Driving Institute
- ✓ Dealer – Computer Hardware / Peripherals
- ✓ Medical Clinic
- ✓ Auto Showroom
- ✓ Distributor – FMCG / Consumable Goods
- ✓ Placement Agency
- ✓ Distribution Services
- ✓ Education Institute
- ✓ Traders / Suppliers
- ✓ Advt Agency / Graphic Designing and Studio

FinTech business: Supported on JaldiCash platform

- ✓ In-house developed JaldiCash, is an **integrated Payments & Business Solution platform** that assists our business partners to distribute multiple services. It has 10 Million wallets with annual turnover of INR 10 billion

Existing Products

- Domestic Money Transfer : US\$ 23 Billion. (as quoted in Financial Express, Economic Survey of the Govt. Feb 1, 2017)
- Utility Bill Payments : US\$ 92 Billion (2014) → US\$ 145 Billion. (2020)
- Indo Nepal Remittance : US\$ 1 Billion. (2015)
- Rail Tickets : US\$7.7 Billion tickets
- Flight : US\$8.75 Billion (2016)
- Two Wheeler Insurance : US\$1.5 Billion

Market Size: US\$187 Billion .

Future Products

- P2P lending : US\$3.1 Billion . → US\$ 4.6 Billion. -2023

Period	POS No. of POS terminals	No. of Transactions	Value of transactions on POS (Conservative Payment Transactions value 5)
Pre- Demonetisation	1.5 Mil	190 Mil	US\$ 2.8 Billion
Post - Demonetisation	3.0 Mil	370 Mil.	US\$6.5 Billion
Potential	6.25 Mil	750 Mil.	US\$ 11.5 Billion

- Working Capital Loans for Retailers : US\$ 400 Billion.
- Hotel & Tours Package Booking : US\$ 1.4 Billion. (2016)
- Lending Products : US\$ 200 Billion. (Consumer Lending)
- Bus Ticketing : US\$ 0.4 Billion (2016)
- Agent assisted Sales : US\$ 8.9 Billion(2016)
- Jewels Purchase : US\$ 0.3 Billion(2016)

Market Size: US\$ 627 Billion

Fintech Business – Leveraging our distribution network as a competitive advantage

- Our large Dodd Frank compliant network, that only a couple of players possess, gives us the credibility that a global player like Paypal, Amazon etc. would like to leverage to enhance their businesses by using cash as a medium of payment. This is significant given the low penetration of digital payment solutions in India. In fact, Amazon offers cash loading through delivery executives on Amazon Pay.
- The ability to provide a wider suite of products is restricted due to the fact that our licenses in Money Transfer and Money Exchange services are given to very few players by the regulators.

Solution providers to

We provide solutions to:



Our partners:



Our Banking partners:



Financial Highlights: Strong positive growth...

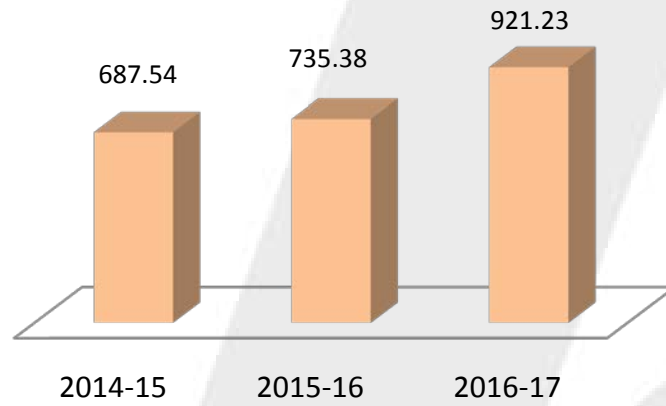
INCOME (\$ Mil)	FY 2015	FY2016	FY2017
Turnover	687.53	735.20	921.23
PBT	4.5	5.40	5.70
ADJUSTED PBT	-	-	6.98
NET PROFIT	2.67	3.36	3.54
ADJUSTED NET PROFIT	-	-	4.27*
NET WORTH	13.71	15.46	18.36
ADJUSTED NETWORTH (in 16-17)			19.09*

*US\$1.28 Mil derivative loss written off during FY 2017. Without this loss the net profit and net worth would have been higher by US\$ 0.73Mil after notional Tax appropriation.

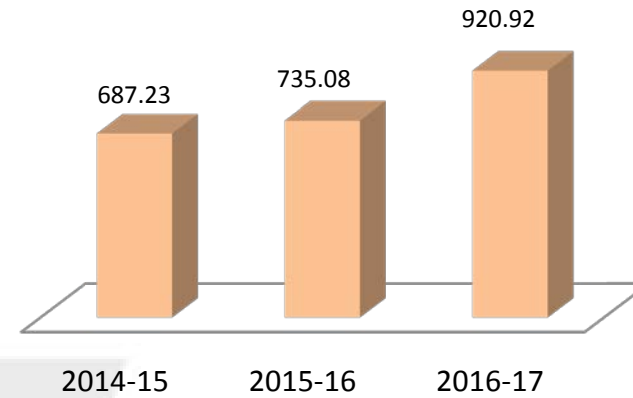
Notional rate US\$- INR 65

...particularly in Forex

TOTAL INCOME (US\$ Mil)

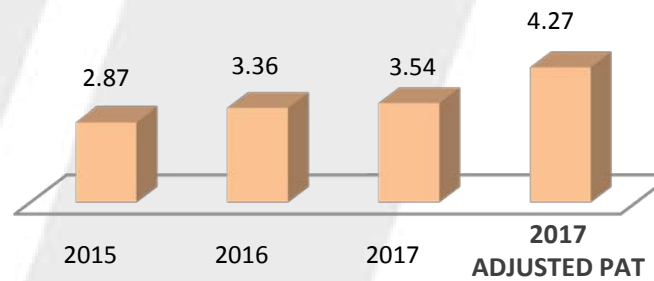


TOTAL FOREX INCOME (US\$ Mil)



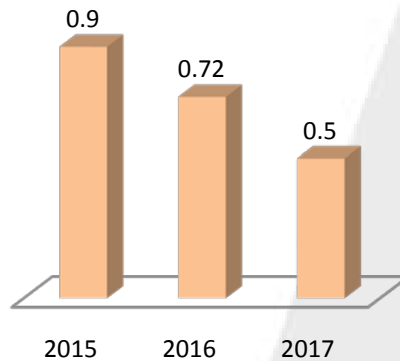
PAT (US\$ Mil)

USD Mio

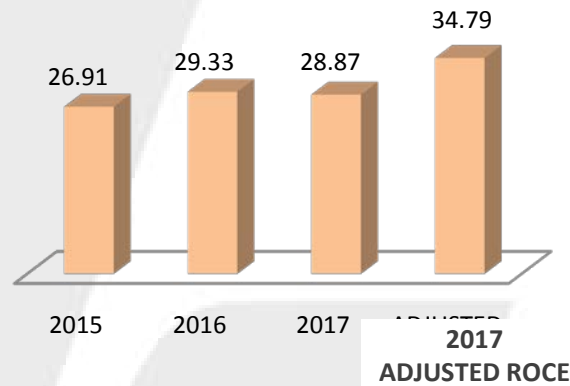


With a low debt & high return on equity combined with a growing earnings retention...

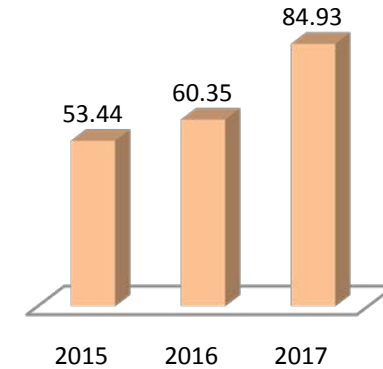
Debt/Equity Ratio



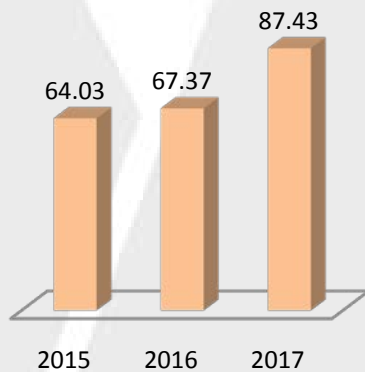
Return on Capital Employed (%)



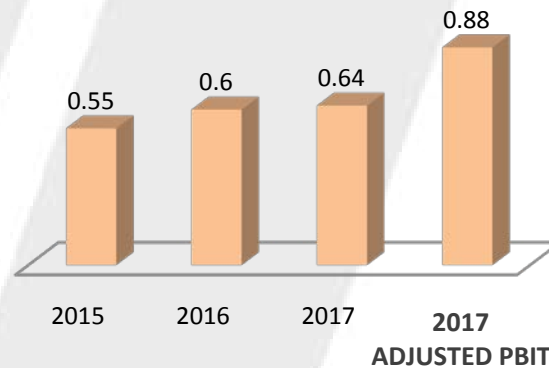
Earnings Retention Ratio (%)



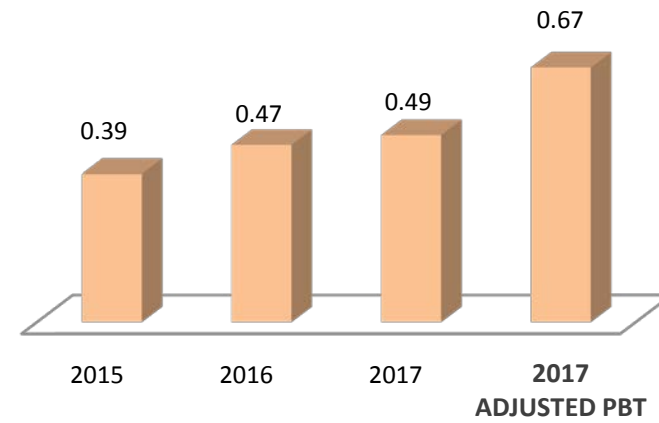
Cash Earnings Retention Ratio(%)



PBIT/Share (US\$)

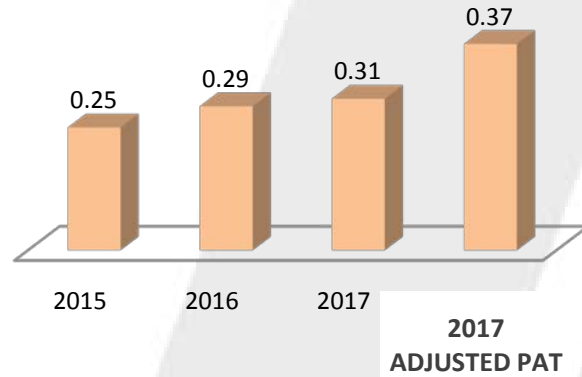


PBT/Share (US\$)

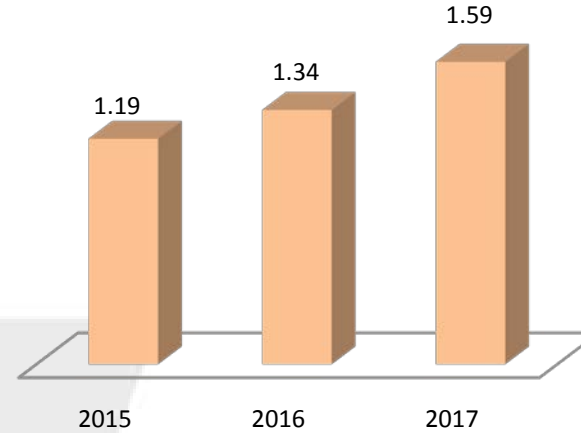


...coupled with growth of financials per share figures
& continuous increase in per employee
profitability, we are poised for further business growth.

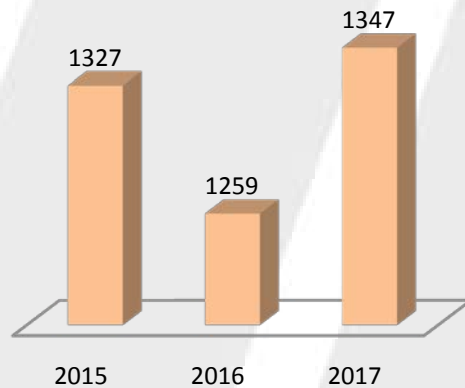
Earnings Per Share (US\$)



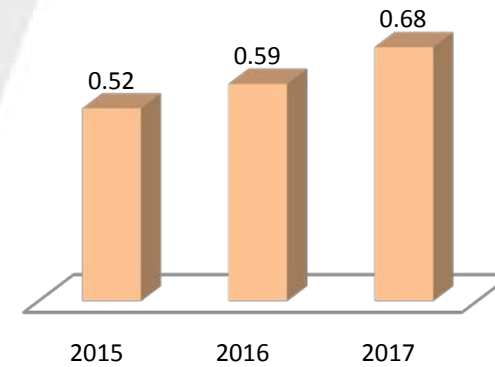
Book Value /Share (US\$)



No of Employees

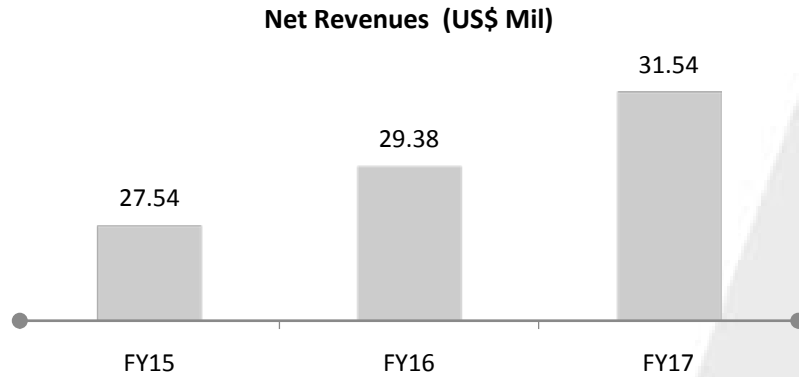


**Employees Productivity
Business /Employee(US\$ Mil)**

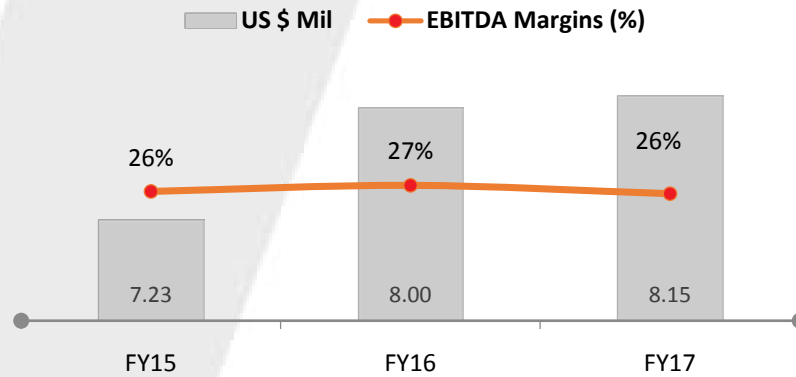


Financial Highlights (FY15–17)

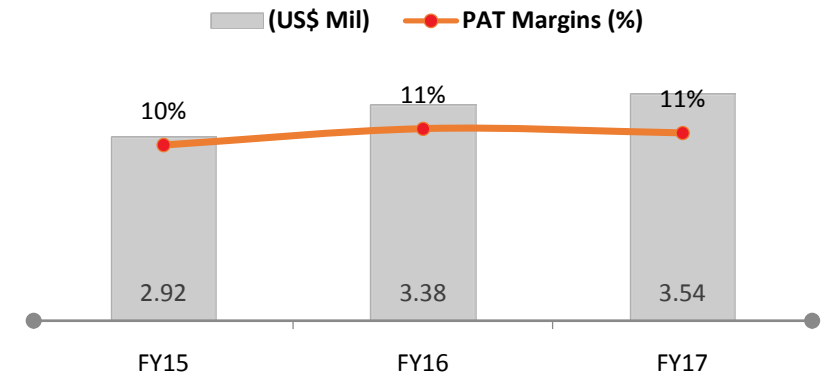
Net Revenues (US\$ Mil)



US \$ Mil EBITDA Margins (%)



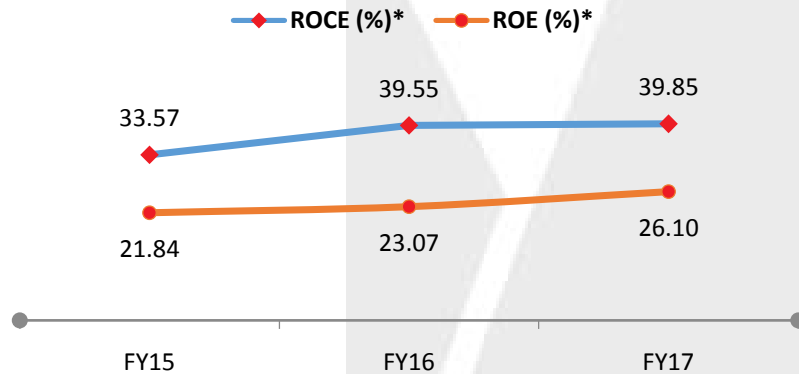
(US\$ Mil) PAT Margins (%)



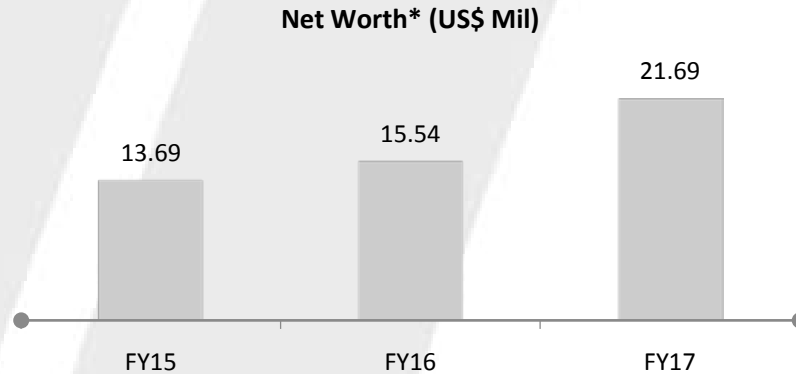
Note 1: EBITDA and PAT margins calculated on Net Revenues basis.

Note 2: FY17 EBITDA & PAT included the loss incurred on closure of derivatives deal relating to wind power operations that stood at US\$1.28 Mil. The company had entered into a derivative transaction to hedge against dollar denominated loan for wind mill business. Currently, both derivative exposure and dollar denominated loan stands closed. Also, during FY17, the company reported additional loss on divestment of part stake in joint venture and other non-current investment amounting to US\$ 0.17 Mil Adjusted for the above transactions, EBITDA would have been higher by US\$ 1.45 Mil Net Worth would have been higher by US\$ 0.82 Mil

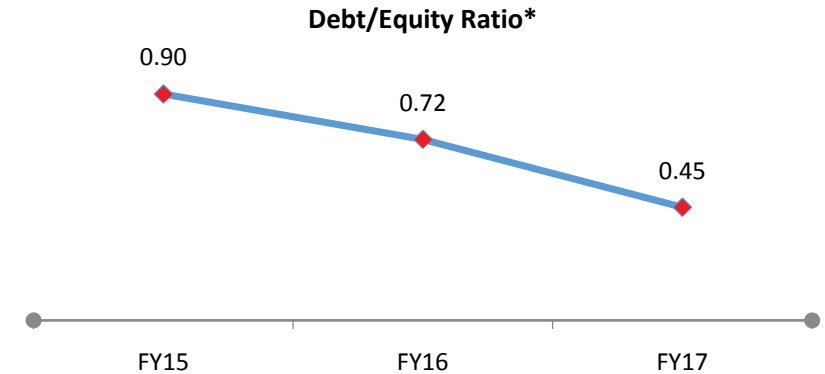
ROCE (%)* ROE (%)*



Net Worth* (US\$ Mil)



Debt/Equity Ratio*



*Note: ROE, ROCE, Net Worth and Debt/Equity Ratio for FY17 are based on restated financials as per Ind-AS

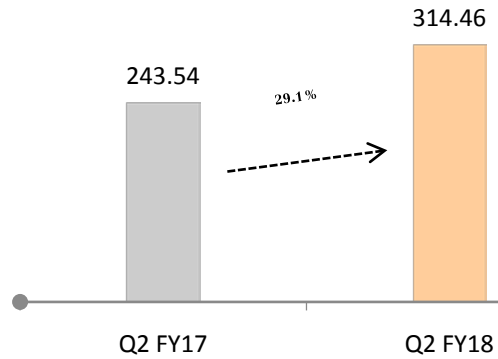
ROE = PAT/Avg Net Worth; ROCE = EBIT/Avg Capital Employed; Capital Employed = Net Worth + Debt

- ✓ In addition to being the largest principal agent network for Western Union in the world by network size, Weizmann has tied up with other leading global money transfer players viz. MoneyGram (second largest money transfer company globally in terms of global agent locations with more than 350,000 locations), Ria Money Transfer (over 325,000 global agent locations in 146 Countries and territories), Xpress Money (over 200,000 global agent locations) and Transfast (200,000 global agent locations)
 - These additional tie-ups will help the company in increasing its remittance business volumes and reduce concentration risk on account of high dependence on single principal for its money transfer business segment

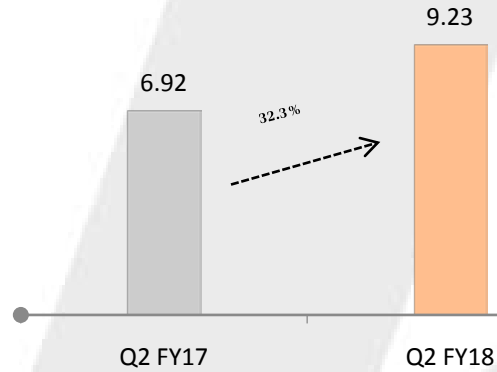
- ✓ Care Ratings has upgraded the Company's credit rating reflecting increased volumes on new tie-ups, consistent profitability and comfortable liquidity position
 - Term Loan to CARE A-; Stable revised from CARE BBB+; Stable
 - Working Capital to CARE A-; Stable revised from CARE BBB+; Stable
 - Short Term Bank Facilities – Non-fund to CARE A2 revised from CARE A3+

P&L Highlights – Q2 & H1 FY18

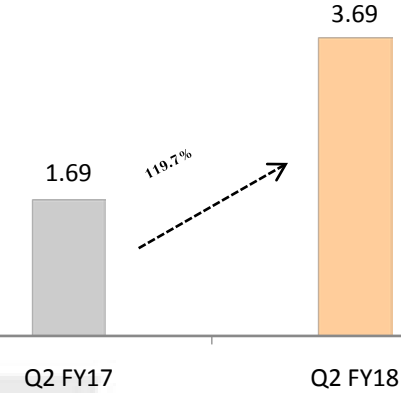
Total Income (US\$ Mil)



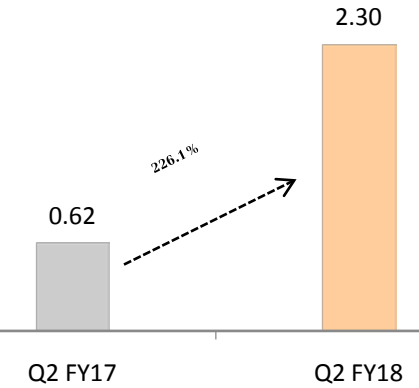
Net Revenues (US\$ Mil)



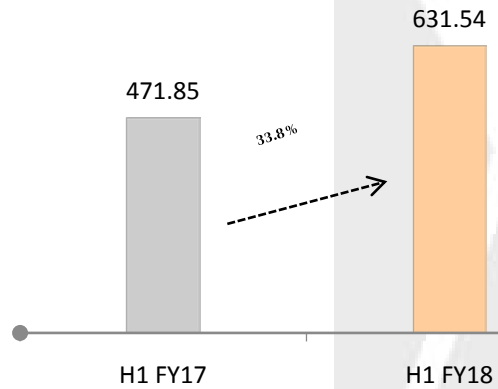
EBITDA (US\$ Mil)



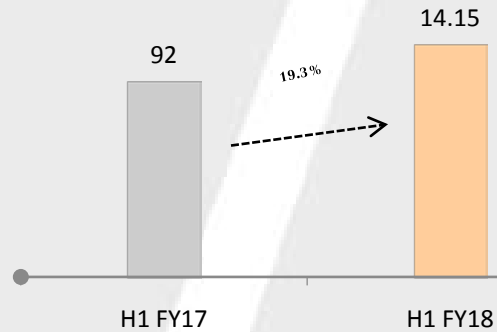
PAT (US\$ Mil)



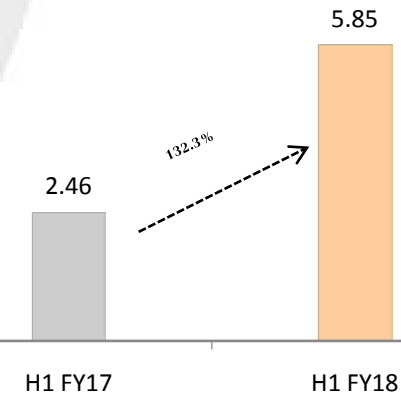
Total Income ((\$ Mil)



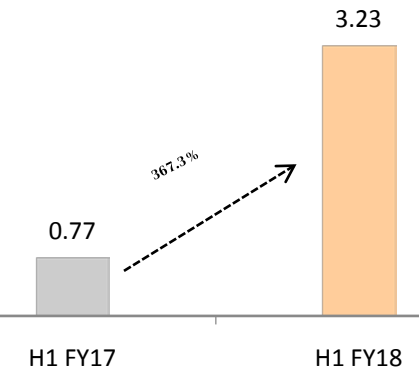
Net Revenues (\$ Mil)



EBITDA (\$ Mil)



PAT(US\$ Mil)



Abridged P&L – Q2 & H1 FY18

P&L Snapshot (US\$Mil)	Q2 FY18	Q2 FY17	YoY	H1 FY18	H1 FY17	YoY
Total Income	314.44	243.53	29.10%	631.52	471.87	33.80%
Net Revenues	9.26	7.00	32.30%	16.97	14.22	19.30%
Employee Benefit Expenses	2.02	1.63	24.10%	3.63	2.94	23.20%
Depreciation and amortization expense	0.16	0.18	-9.00%	0.33	0.35	-3.50%
Other expenses	3.59	3.70	-3.20%	7.54	8.78	-14.10%
EBITDA	3.65	1.66	119.70%	5.80	2.50	132.30%
EBITDA Margin*	39.40%	23.70%	15.70%	34.20%	17.50%	16.60%
EBIT	3.49	1.49	134.60%	5.46	2.15	154.20%
EBIT Margin*	37.70%	21.30%	16.40%	37.70%	21.30%	17.10%
Finance Cost	0.23	0.43	-46.80%	0.50	0.80	-37.40%
Exceptional items/Prior period item	0.00	0.00		0.00	-0.17	
Profit before tax	3.26	1.05	209.10%	4.96	1.18	319.40%
Taxes	1.02	0.37		1.66	0.48	
Tax rate	31.20%	34.80%	-3.60%	33.50%	40.30%	-6.80%
Profit after tax	2.24	0.69		3.30	0.71	
PAT margin*	24.20%	9.80%		24.20%	9.80%	
Basic EPS in \$ (not annualized)	0.19	0.06		0.28	0.06	
Diluted EPS in \$ (not annualized)	0.19	0.06		0.28	0.06	

*Calculated on net revenues basis

Balance Sheet – H1 FY18

Balance Sheet Snapshot (US\$Mil)	31 Mar 2017	30 Sep 2017
Net worth	21.62	24.26
Gross debt	9.73	8.28
Cash and cash equivalents	5.53	7.92
Average Capital Employed	21.51	26.50
Fixed Assets	5.92	5.92

Key Metrics	31 Mar 2017	30 Sep 2017
Debt/equity (x)	0.45	0.34
Debtors (days)	3.23	3.63
Inventories (days)	1.48	0.95
Creditors (days)	2.55	2.66
Working Capital Turnover (Days)	3.82	3.60
RoE* (%)	26.10	36.81*
RoCE* (%)	39.85	50.35*

**Note: ROE, ROCE, Net Worth and Debt/Equity Ratio for FY17 are based on restated financials as per Ind-AS*

A diverse group expert board members



Mr. D. G. Siraj, Chairman

Experience: 40 years +

Qualification: Bachelors in Business Management, Diploma in Management Studies from London, U.K.

Past: Export Promotion Panel of the Cotton Textile Export Promotion Council, Committee of the All India Exporters Chamber



Mr. Chetan Mehra, Vice Chairman

Experience: 32 years +

Qualification: Bachelors in Science

Past: Weizmann Homes Ltd., CII-GBC Sub-Committee for Development of Wind Energy, Laxmi Finance and Leasing Companies Commercial Premises Co-operative Society Ltd.



Mr. B. Karthikeyan, Managing Director

Experience: 20 years +

Qualification: IIM Lucknow, IIT Madras

Past: SBICAP Securities Ltd (SSL), Axis Securities and Sales Limited, ICICI Bank, ICICI Brokerage Services, Web18 securities, Shriram Insight,



Mr. Neelkamal Siraj, Director

Experience: 40 years +

Qualification: Bachelors in Commerce

Past: Textile industry, manufacturing, export and marketing



Mr. Hitesh V. Siraj, Director

Experience: 29 years +

Qualification: Bachelors in Commerce

Past: Textile industry



Ms. Smita Davda, Director - Business Development

Experience: 27 years +

Qualification: Bachelors in Commerce

Past: Navbharat Archive XPress Pvt. Ltd.

A diverse group expert board members



Mr. Kishore Vussonji, Director

Experience: 37 years +

Qualification: Bachelors in Science and Law

Past: M/s. Kanga & Co., Advocates & Solicitors



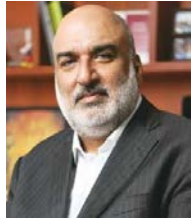
Mr. B. L. Patwardhan, Director

Experience: 40 years +

Qualification: Masters in Economics

Past: SBI, Indo Nigerian Merchant Bank, SBI

Chicago, Credit National Banking Group



Mr. Nakul Chopra, Director

Experience: 29 years +

Qualification: Bachelors in Art, Economics

Past: CEO South Asia, Publics Group, Real Value,
Grey Worldwide

He is on the Board of Broadcast Audience
Research Council of India



Mr. Upkar Singh Kohli, Director

Experience: 43 years +

Qualification: Mechanical Engineer, CAIIB.

Past: Punjab & Sind Bank, Union Bank of
India, Dena Bank

An experienced & well diversified management team

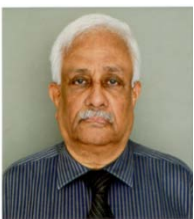


Mr. K. Mohan Bhaktha, Executive Director

Experience: 31 years +

Qualification: MBA in Banking & Finance, CAIIB

Past: SBI, Mizuho Corporate Bank



Mr. P. Shantharam Shetty, Chief Operating Officer- Money Transfer Business

Experience: 48 years +

Qualification: Bachelor of Science

Past: Vijaya Bank



Mr. Sankalp Waingankar, Chief Technology Officer

Experience: 17 years +

Qualification: Bachelor of Commerce, Diploma in Business Management

Past: Deloitte Consulting



Mr. T V Subramanian, Head Legal & Compliance Officer

Experience: 33 years +

Qualification: Bachelor of Science, CA, Company Secretary and Cost Accountant.

Past: Greaves Cotton Ltd., Skefko India Bearing Ltd., SKF Bearings India Ltd.



Ms. Isha Siraj Kedia, Vice President – Strategic Initiatives

Experience: 10 years +

Qualification: MBA from Columbia University's Graduate School of Business

Past: Edelweiss, Cole Haan (a Nike Company, USA)



Vispi Patel, Executive Vice President & Business Head – Forex

Experience: 28 years +

Qualification: Masters in Commerce, Diploma in Business Management

Past: Indusind Bank Ltd, ING Vysya Bank Ltd, Centrum Pvt. Ltd.



Mr. Anant Yadav, Chief Financial Officer

Experience: 30 years +

Qualification: Bachelor of Commerce, CA

Past: Indusind Media & Communications, Garware Plastics Ltd., Asian Foods Ltd., Siticable Network Limited.



Mr. Sandeep Sharma, Business Head – WISE

Experience: 20 years +

Qualification: Masters in Finance & Marketing

Past: ICICI Bank, HDFC Bank, Airtel Payment Bank, GTB (erstwhile FINA Bank), Trust Merchant Bank in Africa.

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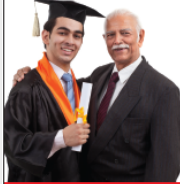
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Written by Preshit Shetty [P] · July 3 at 10:29am ·

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Weizmann Forex Ltd
11 August at 18:36 ·

The Rupee drops down by 25 Paise to the Dollar which is at 64.08. Here's what our Executive Director, Mr. Mohan Bhaktha has to say about the Rupee's fall.



“INR has weakened against USD by about 1% during last one week. While no one can predict the future movement, Indians who are planning to travel abroad in the near future are advised to buy their forex requirement without delay.”

- Mr. K. Mohan Bhaktha
Executive Director

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Weiz Speak

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Weizmann Forex Ltd
15 August at 10:50 ·

Weizmann Forex wishes you all a very **#HappyIndependenceDay!**



Let your heart bask in free spirit,
Let your soul soar high,
With the essences of Freedom on
The Independence day!

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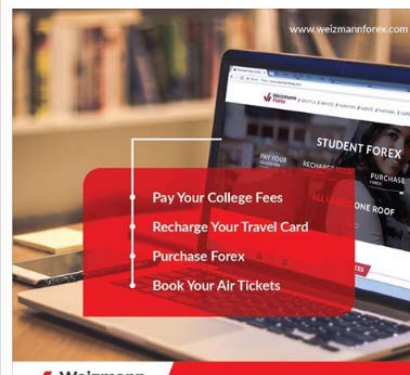
Happy Independence day

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23 August at 16:20 ·

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19 August at 16:58 ·

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Social Commitment for Sustainable Development

Weizmann Forex in association with Western Union Foundation took up the responsibility to improve the infrastructure facilities of Sanskardham Academy at Goregaon, Mumbai which caters to economically backward and physically challenged students.



Weizmann Forex in association with Concern India Foundation organised The Trunk Show, Style For A Cause. The Trunk Show a beautifully curated event showcasing high fashion, prêt garments and accessories was organised and the funds generated from the show were channelised to the various social activities of Concern India Foundation.

THANK YOU.
