“Time Technoplast Limited
Q4 FY2020 Earnings Conference Call”

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Moderator: Ladies and gentlemen, good day and welcome to the Time Technoplast Q4 FY2020 Earnings Conference Call hosted by ICICI Securities Limited. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing "*" then "0" on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Jigar Shah from ICICI Securities. Thank you and over to you Sir!

Jigar Shah: Thank you Lizann. Good afternoon everyone. On behalf of ICICI Securities I would like to welcome all of you to the Q4 FY2020 and FY2020 earnings conference call for Time Technoplast Limited. From the company we have with us the key senior management including Mr. Anil Jain, MD and CEO, Mr. Bharat Vageria, Director Finance, Mr. Sandip Modi, Senior VP, Accounts and Corporate planning and Mr. Hemant Soni, Head Legal and Company Secretary of Time Group. I would now like to hand over the call to the management for the opening comments post which we will open the floor for Q&A. Thank you and over to you Sir!

Anil Jain: Thank you very much. My colleagues have already been introduced, so good evening friends. We are here to discuss about our financial results for Q4 and also for the full year 2019-2020. Before we start the process, I think it is important for us to know that we are meeting in the background of the lowest ever GDP growth in Q4 and also the impact of Covid which almost washed away the month of March, also the disruption in logistic because the vehicles were not available and not to forget about the exodus of the migrant labour who decided to leave factories for their hometowns. So being a pretty challenging quarter I must say that quite a few of these situation are still continuing of course in a different degree, so with that as a background I would like to talk about our Q4 results. So the net sale consolidated stood at Rs.917 Crores as against Rs.1,084 Crores, EBITDA was at Rs.119 Crores as against Rs.172 Crores, PAT was Rs.38 Crores as against Rs.74 Crores and the cash profit was Rs.77 Crores as against Rs.114 Crores. So there have been a short fall in revenue and the margins in Q4 FY2020 due to lockdown and on account of other things. I would also like to remind that if you look at our historical numbers, Q4 always has been the biggest quarter for us which contributes something like 30% to 35% of our annual turnover and that is exactly where we had a situation developing as I mentioned.

During FY2020 the net sale stood at Rs.3,580 Crores as against Rs.3567 Crores, EBITDA was at Rs.501 Crores as against Rs.527 Crores, PAT at Rs.169 Crores as against Rs.203 Crores and the cash profit was at Rs.331 Crores as against Rs.354 Crores. It will also be important to know here that until at the end of Q3, we were well on her way to achieve what we had forecasted in the beginning of the year, but the Q4 is the one which we played foul sport. So the net sale grew marginally by 0.4% but the volume growth was 4%, in India, it was 4% and overseas was 5% I think the difference between the value and volume growth was essentially due to drop in the price of raw material. EBITDA decreased by 5%, PAT negative growth of 17% and cash flow was lower by 7%. The biggest segment which affected due to Covid-19 is the HDPE pipe and it has been a single biggest disappointment for us as we had expected substantial growth in that segment in the last year. We were expecting this to be about Rs.450 Crores, we ended up doing only about Rs.293 Crores, so that has been a single product segment which did not work well at all. In terms of the EBITDA, the margins would be on consolidated 14% as against 14.77% down by 77-basis points. Net profit margin also decreased by 96-basis points that is 4.72% as against 5.68%.

The value added product grew at about 3% though we expected them to be higher in FY2020 as compared to FY2019, the share of value added product now is 20% and last year it was about 19%. The overseas business continued in the same ratio 71% was the local business is in India and overseas was 29%, so we saw more is the same kind of movement both in India and overseas, EBITDA margin in India was about 14.1%; however, the EBITDA margins overseas in 13.76%, but we find that these EBITDA margins still get us a better PAT results with the low tax rate there. In terms of polymer versus composite product, the polymer products remain 71% and they grew by about 0.3% and the composite product contributed 29% grew only at about 0.5%. Like I said HDPE pipe business was the one which was very badly affected in the last year owing to the state government not being able to provide funds for the project as we know that we do not supply anything directly to the government, but our customers let us say L&T or IBRCL they take the contracts from the government and most of these water projects, say around 85% are financed by the central government and 15% by the state government. In the last quarter or in fact throughout the year, but more pronounced in the last quarter both central government and state government could not provide funds for these projects, so we have the orders, we still have these orders, but the dispatches got affected because we did not want to take a risk of supplying this without getting confirmation for the payment and this led to the drop in the sales of HDPE pipes.

So the total debt of the company were about Rs.832 Crores as against Rs.840 Crores at the end of last year where the margin decreased of Rs.8 Crores of course it would be been better, but in the month of March, the payment collections were quite low that impacted it. With this I would like to open the floor for questions. Thank you.

Moderator: Thank you. Ladies and gentlemen, we will now begin with the question and answer session. We will take the first question from the line of Jigar Shah from ICICI Securities. Please go ahead.

Jigar Shah: Good afternoon. Sir my first question is related to how much sales have we lost in Q4 due to this lockdown and secondly on how we are doing currently in May and June as compared to previous years Q1?

Anil Jain: In Q4, we have lost to something like Rs.190 Crores in terms of the top line and at EBITDA level we lost about Rs.45 Crores I think the reasons were twofold, one of course the Q4 was not as good as we normally expect every year where we normally have our highest turnover, I think that was the function of the overall GDP growth for the last quarter, but the main thing that actually came on was this Covid situation and also overseas we either could not get the clearance from our customer because they were not ready to receive it because of the uncertainties or even if we had the order in hand complete logistic was down, so we could not reach out and I guess like we suffered, our customer too, we had lost a lot of workers, the contract labour stopped coming and they also became aware of the fact that the stake of the product may not be take inventory at that stage, so that is the impact in short that we have actually suffered, out of the 190 Crores, the large part is being pipe and in fact we are sitting on large inventory of the pipes because in the last quarter the government could not provide the funds to take the pipes, so that is the last year of course for the current financial year I may not have the comparative numbers, but I can give you an overall feel, after the complete disaster because nothing was allowed to work, the complete lockdown, people movement was also stopped and the migrant labour immediately stopped the work as you know that most of our factories are located in the industrial areas where we have to largely depend upon migrant labour because the local labour either is not available or is too expensive, so April was very, very badly impacted. In the the later part of May things started moving up a little bit, so in some places we could get the clearance for starting the operation with lot of conditions that you have to have your workers living inside your factory, you have to provide them food, of course other norms we could follow, but these are the additional guidance. Now the biggest problem was that we lost almost all our worker who have been with us and reasonably experienced because they ran away to their native places, they came from Bihar, Jharkhand and Uttar Pradesh, so we have to hire people locally and then train them which is a very big problem, but June, came back well, but then on the last week of June also we saw sudden lockdown for example in Gummidipoondi, we had lockdown in Daman, we had problem in Surat, so now you can work today but you cannot be sure that you will be able to work the next day. My factory in Daman has been closed down by the local administration because one of our security guard has been tested positive, now because of the lockdown the factory I just spoke to the collector and he said keep it closed for two days and then we can start, so these are challenging months, I may not have one on one figures, but let us see how things pan out.

Jigar Shah: Okay Sir. Thank you so much.

Moderator: Thank you. The next question is from the line of Vikas Sharda from NT Asset. Please go ahead.

Vikas Sharda: Good evening. Could you talk about what is the situation in the international plants now, yes India is still going through the second phase of lockdown, but how has that been in the international plants?

Anil Jain: International business is a lot better than the local business. Frankly the government there want their economy to revive, unlike in India where the bureaucrats stop the operation and it is very difficult. Overseas is picking up, but of course we have to also keep it in mind that they were first to go into the lockdown so they probably are coming out of that one, but yes there are certain restrictions so for example Bahrain and Saudi Arabia is still under lockdown, Dubai is an do only half a day, Taiwan only you can work in the day, but not in the night, but we are not better than that we have in India.

Vikas Sharda: Alright.

Anil Jain: I was just saying the US operation, I was expecting that could be terrible because of number of cases and the death that we have seen, surprisingly that is the least affected geography regarding Covid-19 because it comes from China.

Vikas Sharda: Yes that appears to be the case and Sir one thing your composite cylinder business should be the least impacted on the demand side because of the situation?

Anil Jain: Yes, the problem was that first two months, we had orders but we could not execute as you know our bigger customer is neighboring country where we supply it by road, but in the meantime the West Bengal was under lockdown so for almost one-and-a-half to two months, the truck was stuck up and in the meantime drivers also ran away, so timely in the last 10 days we have been able to deliver that large quantity of cylinder and those clents have also given a repeat orders for the same quantity again I can give the quantities, 100,000 cylinders we have promise from them that they would take the same number as they did last year, but having lost almost two months we will have to see whether we would be able to do enough, but yes you are right, our cylinder business should not be badly affected otherwise.

Vikas Sharda: And Sir quickly you mentioned that value added products grew 3 % Y-o-Y for FY2020, could you split it out between the three key value added products, how was the performance for three?

Anil Jain: There is a marginal improvement of course we see that 19% has now increased to 20%, so there is no much of a change in terms of cylinders Rs.190 Crores what we did as against Rs.180 Crores, there is a marginal decrease only, this is Rs.376 Crores as against Rs.371 Crores and MOX film was a little lower Rs.118 Crores as against Rs.110 Crores. Normally peoples stock MOX films against starting from December, January, February, March, but in the month of March they could not stock anything that the. MOX film stocking takes place at that time, but it is a still lower that we should be able to get in this year, so that it would not be a total loss.

Vikas Sharda: Okay, but any particular reasons for slower growth in composite cylinders except the one month or 15 days of disruption in the business?

Anil Jain: No, as a matter of fact we are now getting very good traction from Europe and maybe I would talk to you on a one-on-one, we have now opened the very big geography which has the substantially large requirement and we should actually be starting the business from them as well, so I do not see the demand would be as much of problem unless of course we see the second round of this virus, but otherwise order wise, we should be reasonably comfortable.

Vikas Sharda: Alright, perfect Sir. Thank you.

Moderator: Thank you. The next question is from the line of Harsh Shah from Dimensional Securities. Please go ahead.

Harsh Shah: Good afternoon Sir. I wanted to understand which are the underlying industries, where you sell your goods, which are doing value and industries where you are seeing the demand has not recovered or certain industries where you are seeing impact growth, can you just elaborate on that?

Anil Jain: Yes, I can tell you. The pharmaceutical has been doing extremely well and the food industry is doing pretty well, so we are doing good job there. Fine chemicals pesticides, insecticides are doing well I think the rural economy is doing fairly well, construction chemical is a disaster, they are not doing well at all because the construction activity has stopped, so they are not happening at all. Construction has stopped so there is a bit of the problem otherwise they would buy a lot of packaging product, textile is also doing very poorly, not enough demand, so the industry which are not doing well, they probably would not be find input that they are packaging is used, but you asked the question that could be doing very well as we enter into the business after Covid the exports from India will pickup. We have already seen the points of export picking up and the reason is simple ,lot of companies are shipping I am not talking about multinational companies who are our customers, they want to shift some of the manufacturing from China to other countries which is India, Indonesia, Thailand etc and sell from there so they would require packaging locally, therefore we are very excited that we should be benefitted by that, we already got initial indications and we certainly would find that some companies will shift out of China and finds low cost production areas. I do not know about India whether we are ready to receive such investment because of our bureaucratic system but even if they come to Malaysia, Indonesia, Thailand, Vietnam or Taiwan, we are presently in all these countries and I am sure we will be able to reap those benefits.

Harsh Shah: Correct, have you seen any advance enquiry of what you are talking about shifting or manufacturing base from China to …

Anil Jain: Yes, the first one, we do is the multinational company let us say for example, European chemical company, they have a plant in India, Indonesia, Malaysia and China and now they make certain product in China, they say now we will not produce it in China and we would like to produce it in India and therefore they would require packaging, so they have already started testing our packaging for that products and have given a three months period to be ready. Another interesting thing that is happening and I forget to mention is the situation that we are seeing on north front, army normally buy drums every two or three years basically for taking additional fuel to difficult areas and lubricants etc, condensed milk or whatever, so whenever there is a war situation the demand certainly comes up from them. We are already getting indication that will be happening, that is another sector of those nobody wants the war to take place, but if that happens we are ready to support our armed forces.

Harsh Shah: Actually I was coming to that only, so given the current situation between India and China, I just wanted to understand how much are you dealing with China, there is a certain proportion of raw material which you import from there, so could you share something on that part?

Anil Jain: I will tell you something very interesting and we get this information from our overseas units who are in touch with the local customers there. There is a certain aversion in buying things from China and it is more pronounced in Europe probably Latin America because they are still struggling to find their feet on the ground and they have started looking for the sellers or the producers in other low cost production areas. China would be suffering because of this negativity that they have created and of course India was one of the favorite market where there were dumping whole lot of chemicals because of the duty being low, I think Government of India is rethinking and the duty might really go up and secondly it is almost impossible to clear a consignment that is coming from China, so-called 100% check that the container cannot come out of the port for at least two months and that would give rise to a lot of damage and retention so we have found that the local traders who are buying chemicals from China and selling it in India are now turning towards the Indian manufacturers for buying the products therefore we would be able to sell our packaging to them.

Harsh Shah: Okay sure and can you give us some outlook on the raw material prices, crude was falling for so long and has come back up. How did it impact your procurement prices of your raw material?

Anil Jain: I think raw material price has been hovering around the same level, we have seen a drop in the raw material prices in March-April. Of course now they have started picking up a little bit, but I guess that is temporary. We expect the price of polymers to be more or less stable with the negative bias.

Harsh Shah: Do you expect any inventory loss on the inventory which you carry?

Bharat Vageria: Prices are now increasing and you know that the foreign exchange has also increased as against which earlier was around Rs.70 to Rs.71, it has also increased to Rs.76 to Rs.77, so price was down by 7%-8%but price down they have been compensated by increasing rate, so we do not expect any kind of the inventory loss or like that.

Anil Jain: No we are not expecting any inventory lossl. Yes of course, inventory could be a little bit low because we are continuing that little delay because of stoppage in production in that.

Harsh Shah: Thank you so much and wishing you all the best.

Moderator: Thank you. The next question is from the line of Vivek Sharma from PGIM Mutual Fund. Please go ahead.

Vivek Sharma: I have two, three questions. Given the Q1 has seen the impact of shutdown, how do you expect FY2021 in terms of top line and margin performance?

Anil Jain: So let us put it this way. Our working operations are progressing reasonably well of course I would not say they are back to where they used to be, so we have a lot of challenges, but I am expecting in H2, they would really be back to normal. So Q1 they did not do so well, Q2 they will ramp up and Q3 and Q4 they would be doing to their potential. As far as India is concerned, we have a mixed bag, I cannot say a lot about Q1 as we are still our in the yoyo situation sometime with open and shut, sometimes with stops, workers are still coming in we would expect things to get stable in Q2 and Q3 and Q4 in any cases are strong for us and I think the impact of export and the local industry coming back, so example even today let me tell you most of our customers are not able to start their operations because they also do not have labour. The contract labour have ran away, so like us they are also calling them up, inviting them back to come to work and at least in Q2 they will also get stabilized, so Q1 not so good, Q2 will be fair and I think in Q3 and Q4, we should be closer to what we are expected.

Vivek Sharma: Okay and in terms of margins?

Anil Jain: When you had lower output then your fixed cost impact your margins, so in Q1 and Q2 we might see a little bit of a pressure on the margins, but if the demand picks up in Q3 and Q4 and especially for export etc., I think we should be back to near normal EBITDA margin that we have seen in the past. It is very difficult for anybody to say how because you know that they declared lockdown up to July 31, 2020 and nobody was expecting that to happen and we made all the arrangements thinking that life will be back to normal, but it did not happen, so right now they are too many moving pieces, but I would be able to answer your question a bit more intelligently at the end of Q1 when we come for the conference.

Vivek Sharma: Secondly in your value added products, do you expect mix for this year at least is your value added products changed to be higher in the mix or lower in the mix, what are the dynamic that you are thinking right now?

Anil Jain: Good that you asked this question, it is my favorite. One of our value added products is cylinder and I told you that we have orders probably we will get more orders, but yes we lost production for two months to that effect there might be a little drop, but interestingly I think and my colleagues have already talked to you about CNG cylinders, we have been working on the last one-and-a-half years, almost two years on CNG cylinders composite both for gaskets and also for o board application and normally take about three years to get the approval from PESO I am very happy to tell you that our gasket cylinders has been approved, we are still waiting for the certificate is to be issued, now that has huge, huge potential and thanks to Government of India they have increased the price for fuel to a point where lot of people are now wanting to change over to CNG, so the number of CNG gas stations will go up and they will require the gaskets to bring CNG from their mother stations and there is a very large requirement of gaskets. That is a hugely value accredited business for us and I am expecting that in Q3 onwards that product will come in the market for us and I can tell you then there will be no looking back because nobody else can make that product in India and I think worldwide there are only three companies including us who have got that product.

Vivek Sharma: And Sir last question from my side is your view on debt and any repayment on capex this year?

Anil Jain: Our debt has remained more or less the same in 2019-2020, we expect the debt to be lower at the end of this year. We had provided even last year we had planned a capex of Rs.200 Crores, but we have stopped that Rs.145 Crores, this year we have planned capex of about Rs.100 Crores and you know that our maintenance capex itself is about Rs.75 Crores to Rs.80 Crores and then some automation, so you can say that we are cutting down our capex completely and we will use our accruals to repay the debt.

Vivek Sharma: Thank you Anil Ji, thank you for the time and best of luck.

Moderator: Thank you. The next question is from the line of Amrita P from Digit Insurance. Please go ahead.

Amrita B: Thank you. Most of my questions have been answered. Just couple of data point. First of all I wanted to understand the capex standard again there was some disturbance on the lines, as I mentioned it would be Rs.100 Crores for FY2021 around Rs.75 Crores to Rs.80 Crores maintenance capex?

Anil Jain: That will be including 100 Crores.

Amrita B: Okay.

Anil Jain: I was just trying to explain that we have planned in 2019-2020 that capex to be about Rs.200 Crores, in the situation we stopped it at 145 Crores, this year we have predicted the capex to be about Rs.100 Crores out of that almost about Rs.80 Crores is the maintenance capex and then we have some R&D etc, which take some money, but we do not really foresee major capex expansion or any diversification, so we will stay at that level.

Amruta B: I wanted to understand Sir, any update on you had appointed E&Y last year as strategic alternative, so any update on that front Sir?

Anil Jain: I spoke to them today only, there are also in lockdown situation because they have to visit some our factories that was not completed, so they will now get back to the job if the lockdown opens up and then we will rework schedule as to when they can give us some recommendation. With our discussion we will keep implementing them; we are not waiting for the complete report to come out.

Amrita B: Okay and one question I had on the balance sheet item, there is an item on the asset side, other advances which have gone up from Rs.78 Crores to Rs.167 Crores year-on-year, I just wanted to understand what exactly are these advances, what is the nature of this entry?

Anil Jain: I do not have that note on that one please, can I come back to you please with the details. I do not have those details right now.

Amrita B: Sure. You mentioned about utilization levels better at your overseas plant compared to Indian plant Sir, could you give us breakup because I believe that in the presentation it was India 82% overseas 75%?

Anil Jain: India it is about 70% and overseas is about 30% that is our total utilization in the previous year, but now we are expecting the overseas to be back to about 75% and 45%, 50% for Indian operation.

Amrita B: Okay and the last question on the promoter pledge could you share with us what is the pledge percentage as on March 31, 2020?

Anil Jain: We have not taken any loan the same one is continuing and percentage keeps varying depending upon buying of the share in the market place, so you would see the variation as the price moves in, but we have a got anything new other than what we had for the last three years.

Amrita B: Okay, it has gone up because of margins fall?

Anil Jain: No, we have certain time for that, so we have still lot of time to be cleared.

Amrita B: Thank you, this is very helpful. Thank you, Sir.

Moderator: Thank you. We have the next question from the line of Hitesh Taunk from ICICI Direct. Please go ahead.

Hitesh Taunk: Good evening Sir. Thanks for the opportunity. I just wanted to know since we have seen a drop in our raw material prices also for the most of the players, but that has not been translated to the gross margin expansion to this quarter, given the fact that low margin business of the pipes, the revenue from the HDPE pipes were also lower, I believe that we would have seen a kind of gross margin expansion which has not been seen during the quarter. What was the exact reason for that?

Anil Jain: First of all Hitesh you have to understand that unlike other polymer product companies, we are into B2B business right, our customers are industries only and we have the contract with them for passing the variation in prices to them if the prices go up, our product goes up to them otherwise it comes down, we have to pass on that to our customers. Consumer product company have a chance when the raw material price has dropped down, they are able to retain the margin with them, we do not do that because when the prices go up we would like our customers also to pay for the same, so that is the reason why you would not see the same effect. As you said that our pipe business is a lower margin business and therefore if the percentage of that drops down we should have seen the increase in margin. You are absolutely right I think it is basically because the drop in overall sales and the dilution or lesser dilution of our overhead or fixed expense on the sales of the service that we would have caused that disruption. So otherwise if we come back to a normal business level then we should see the same impact as you had kindly mentioned.

Hitesh Taunk: Okay, now my next question is pertaining to the normalcy of business as you mentioned that you are more of a looking for a normalization from the second half of FY2021, Sir do you see a kind of revival due to that revival in the chemical business which will boost you drums requirement, is it the right understanding?

Anil Jain: Yes Hitesh, the industrial packaging business I am more confident than any other vertical right, because I just mentioned during my presentation that lot of chemical companies are now looking for shifting over to India or in the neighbor countries where we have our operation so we will be benefitted like in the meantime export from China will reduce because of the reason that you know and therefore the local customers will buy the local products and packaging will be from us, so that is something we had and exports from India will also increase essentially because the exchange rate is more favorable for them, so all these factors will work in favour of improvement in the industrial packaging. As far as pipe business is concerned, I told you that it looks good to us even today, the risk of the business is that there are a lots of variables right now, for example if the state government do not get money from the central government then they were not able to fund the project, so that is one indication, so other indication is that you had the minister for water resources coming up and saying that they have got a huge allocation for Nal Se Jal, the last mile connectivity for drinking water, now that is one of the biggest use of HDPE pipes, so that is how we are seeing a lot of contradictory signal, I would be able to tell you think more intelligently about other verticals, one vertical that we are sure of will not do well is automotive. They still have not seen any improvement of course we have some of the major OEMs as our customers and we were talking to them, they are still borrowing sometime to project their requirement for the current year, so to me it looks as if they are going to be in a bit of a spot.

Hitesh Taunk: My last question is pertaining to the saving on the cost front, which are the cost are you planning to reduce for the year in order to save the margin Sir?

Anil Jain: Let me tell you the fixed cost reduction what we have done is as we thought this would bring some opportunities, now we are for the first time working from home right and that improves their efficiency of our people, so probably we might need lesser number of people and therefore our people cost might go down likewise for the workers, for example in a machine earlier we were putting in three workers since we do not have the workers right now, we are put two and then they seemed to be working reasonably well, so probably we will see a drop in our labour cost for the workers as well, ditto for the electricity. Our fixed cost of electricity was very high, we have relooked at it and depending upon the requirement in the current year we will reduce our fixed load that will bring up for saving I think Bharat also wants to talk to you.

Bharat Vageria: Hitesh, in approximately general terms, we have a raw material cost of 17%, 15% overhead cost, which is inclusive of three main sectors, customer cost, it would be considered normally 80% fixed time 20% valuable, so 20% valuable we can use as there is a require for the capacity. In power cost, we have mentioned to you, the fixed cost is around 20% variable and 80%, so 20% fixed cost is very well, we have to sign the agreement with the government for the fixed demand charges thus we can give you only one year advance.

Bharat Vageria: And other overhead you do that around 7%, so it is 15%, it is all inclusive 5%, personal cost was 3%, overhead was 5%, 7% in that you will find 9% is a variable and 6% is fixed cost, if my capacity utilization is lower then the fixed cost would be attributed to the lower capacity utilization, but I would like to disclose and tell you if my general EBITDA is around 15% so that may be then variance of around 2% or 3% down when these EBITDA considering the capacity utilization, it will not be much variant.

Hitesh Taunk: You need to say Sir by the end of the year if you see the impact on the margin would be extend to the 200 to 300-bps points?

Bharat Vageria: Yes, you are right, you may be that which currently average EBITDA is 14.5% to 15.5% it will take to 12.5% to 13.5% is the average range of EBITDA margin.

Hitesh Taunk: Okay. Thank you, Sir. That is all from my side.

Bharat Vageria: Thank you very much.

Moderator: Thank you. Ladies and gentlemen that was the last question. I now hand the conference over to Mr. Jigar Shah for closing comments.

Jigar Shah: Thank you Lizann. Thank you everyone, every participants on behalf of ICICI Securities Limited and I thank management also for letting us host the call of the quarter and I now hand over the call to management for their closing comments. Over to you Sir.

Bharat Vageria: Thank you to all our valued investor and people who attended this conference call and our request is to be safe because we know how the Covid situation going to be improved because we still yet to see the time in the period ahead, but we pray from the god to improve the situation as early as possible, so everybody can have a safe life and enjoy their life. Thank you to all my valuable investor. Thank you.

Moderator: Thank you. Ladies and gentlemen on behalf of ICICI Securities that concludes this conference call. Thank you for joining us and you may now disconnect your lines. Thank you.