



**Navkar Corporation Limited**  
**Q2 FY21 Earnings Conference Call**  
**29<sup>th</sup> October 2020**

**ANALYST:** Mr. Viral Shah - Prabhudas Lilladher Private Limited

**MANAGEMENT:** Mr. Anish Maheshwari – CFO, Navkar Corporation Limited

- **Operator:**
- Ladies and gentlemen, Good Day and welcome to the Navkar Corporation Limited Q2 and H1FY21 Earnings Conference Call hosted by Prabhudas Lilladher Pvt. Ltd. This Conference Call may contain forward looking statements about the company which are based on the beliefs, opinions and expectations of the company as on date of this call. These statements are not guarantees of future performance and involved risk and uncertainties that are difficult to predict. 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 \* (star) then 0 (zero) on your touch tone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Viral Shah from Prabhudas Lilladher Pvt. Ltd. Thank you and over to you sir.
- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Thank you Faizan. Good afternoon everyone. I welcome all the participants to the 2Q and First Half FY'21 Results Conference Call of Navkar Corporation Limited. We have with us Mr. Anish Maheshwari, CFO of the company. We would commence the call with the opening remarks from Mr. Maheshwari to give an overview on the company's

performance followed by Q & A. Now I would request Mr. Anish Maheshwari to begin with his opening remarks. Over to you sir. Thank you so much.

- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Thank you Viral. Thank you. With me, I have my team members Nitin and Kunal also. Good afternoon and warm welcome to everyone present on the call. As we all are aware the Novel corona virus or Covid 19 has overwhelmed the entire globe leading to its declaration as a pandemic by the World Health Organization of which India is a member. In this regard there have been travel restrictions on movement of the citizens in local lockdowns are in place since the start of March 2020 and continued till June 2020. And appeals to stay at home by Central, State, local authorities that includes the Prime Minister of India, have been made and structured leading to complete lockdown are in force nationwide. But now the relaxations are being announced and India is under the unlock phase from Second Quarter onwards. Ports and connected services like ours that provide Container Freight Station services, inland company depot services and railway terminals has continued to operate with the available staff but strictly within the guidelines placed by the Central, State and local authorities and we are all duty bound to stop the spread of this Covid 19 with all our might, dedication and sincerity to ensure that the nation is not affected with and link being broken with the supply chain of essentials, we continue to be ready, keeping the wheels of the supply chain of essentials turning at our CFS, ICD and PFTs. Gradually, the scenario is improving since unlock phase and the impact of the same is evident in Second Quarter Results and more favorable outcome may be visible in the coming quarters on account of business entities getting reopened with normal levels, export, import mix in relation to continuous movement is getting better along with the scenario at a country wide level.
- I just wanted to highlight the financial update of Quarter 2 FY21. Revenue for Q2FY20 is 147.2 crores which has increased by 21% on a sequential basis and 12.8% on YOY basis. The increase has been mainly there by the increase in domestic revenue which has increased by 335% as compared to Q1FY21 and increased by 212% as compared to Q2FY20. However, the average realizations increased by 9% on YOY and decreased 25% on QOQ basis. The main reason behind decrease in average realizations was due to EXIM mix change. EXIM mix earlier warehouse storage as in Q2FY21 as 46 versus 54. Export was 46% and import was 54%, where as in Q1FY21 EXIM ratio was 38 versus 62%. In this Covid pandemic our Government revenue was decreased whereas our domestic operations revenues increased which impacted our per TEU realizations also. Overall business operations are impacted by 20 to 25% in this Covid 19 period. The operating profit for the Q2FY21 has increased by 40% on QOQ basis to 56.52 crores compared to Rupees 40.41 crores in Q1FY21. The EBITDA of Q2FY21 has increased by 141% on QOQ basis to 38.49 crores compared to Rupees 15.95 crores in Q1FY21.
- Now I just wanted to highlight the operational update. We've seen a positive growth in the volume for this quarter where the total volumes became 74,349 TEUs in Q2FY21, increased by 25.9% on QOQ basis and decreased by 23.3% on a YOY basis. The volume at Mumbai CFS increased by 32.2% to 42,091 TEUs in Q2FY21 on 31,842 in Q1FY21 of which

21,909 TEUs were from imports, 20,182 TEUs were exports. On a YOY basis the volumes at Mumbai CFS declined to 26% as compared to Q2FY20. The volume at Vapi ICD in Q2FY21 were 32,258 TEUs as compared to 27,209 TEUs, a 18.5% increase on a QOQ basis. However, on a YOY basis it is an increase by 2.2%. The Vapi volumes were mainly driven by the import volumes which is 18,442 TEUs. Exports were 13,816 TEUs for Q2FY21. On the TNP side, the total trains handled for the Quarter was 653 trains, which was increased by 26.8% as compared to Q1FY21. The main reason behind this is increase in domestic movement at our CFS and ICD.

- Now I just wanted to update the application of Ind AS 116 in respect to our leverage. As we had just changed the methodology for our Valvada ICD provisions in our Balance Sheet. As per new Ind AS 116, there is no difference in the treatment of operating lease from finance lease, because of this the present value of remaining lease payment starting from April 1<sup>st</sup> 2020, after discounting at the incremental borrowing rate is the recognized by right to use asset and balance sheet and an equal amount will be recognized as a lease liability on other side of balance sheet on initiated day. After that the notional depreciation will be charged over the assets recognized and the financial liability amount will keep increasing by finance cost element and decrease by the actual lease rental amounts paid. In this manner both the assets and liabilities, which are recognized in respect of lease, will be diluted over the period of lease. This has resulted in an increase in amount of property, plant and equipment by 1581.31 lakhs; increase in amount of financial liability by 1646.87 lakhs; increase in depreciation and amortization costs by 171.56 lakhs; increase in finance cost by 91.90 lakhs and increase in other expenses by 205.80 lakhs. As we all know about the Covid pandemic situation, now the improvement side is open and if we will compare with our numbers from Quarter 1 to Quarter 2 in the positive side. Now I just wanted to hand over the call for Q&A Session.

- **Operator:**

- Thank you very much. We will now begin the Question and Answer Session. Anyone who wishes to ask a question may press \* (star) and 1 on their touchtone telephone. If you wish to remove yourself from the question queue you may press \* (star) and 2. Participants are requested to use handsets while asking a question. Ladies and gentlemen we will wait for a moment while the question queue assembles. Reminder to the participants- anyone who wishes to ask a question may press \* (star) and 1 at this time. The first question is from the line of Vikram Suryavanshi from Phillip Capital. Please go ahead.

- **Mr. Vikram Suryavanshi- Phillip Capital**

- Hi, good afternoon sir. Congratulations for good improvement on QOQ basis. I have two questions. One is that now we have increased our rail operation. How many trains currently we're operating including lease and own? Is there any change? That is one. And second thing, how is the revenue and volume accounted for the Ahmedabad ICD which

you've taken up. Is that volume included in EXIM or how, you can just give some idea about the revenue and volume from that Ahmedabad ICD?

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– So total we are operating now 8 trains, out of 2 is owned by the company and 6 is on a lease basis. Earlier we were having 9 trains. Correct? So we're improving our efficiency by additional owned train. Secondly as you asked about the Valvada ICD, Valvada ICD is adding certain amount of revenue, but which is very low. In past quarter we did around 500 containers in the entire quarter. It has gradually improved because we are focusing more on Hazira now.

– **Mr. Vikram Suryavanshi- Phillip Capital**

– Okay. Thank you sir.

– **Operator:**

– Thank you. Reminder to the participants- anyone who wishes to ask a question may press \* (star) and 1 at this time. The next question is from the line of Viral Shah from Prabhudas Lilladher Pvt. Ltd. Please go ahead.

– **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

– Yeah thank you sir for giving an opportunity. To begin with first of all congratulations on a good set of numbers given the current situation. Sir so far we had this vision on a broader side of catering to domestic market as well. So where are we and what do you feel in terms of the strategy going forward?

– **Operator:**

– Sir, so sorry to interrupt you. The audio is not coming clear sir from your line. Please check it.

– **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

– Is this audio audible?

– **Operator:**

– Yes, please go ahead.

– **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

- So to begin with we had this, you know our long term vision was also to cater to the domestic clients per se and increase our volume on the domestic front as well. So now we have already taken Ahmedabad on lease and we have Vapi and Mumbai per se. So where are we and what do you feel in terms of the strategy going forward from a two year or three-year perspective catering to domestic volumes per se? That is the first question.

- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

- So Viral I just wanted to add over here our domestic operations till last quarter was on a positive note. In Q4 of the last year, where we had operations of around 29 crores. And last quarter (June quarter) the entire country was in switch off kind of a mode. So there were only 8.48 crores and which is now almost 38 crores. So here onwards domestic operations will definitely be improved more on the ICD side because people like our ICD model and they would like to shift more towards rail. So there is a huge change we can see. And secondly EXIM volumes if you compare with last quarter and this quarter, it remains same. There is no such incremental movement we have seen in EXIM volumes. But domestic definitely, as Government has also announced the unlock 5 phase in the country, post which I can see the actual volumes will be added in quarter 3 and our Quarter 4.

- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

- Fair enough sir. Secondly sir, just wanted to have some Math if possible. If by any chance a lead distance of our domestic volume or catering to a lead distance of around 200 kilometers or less or maybe slightly higher or less than 400 kilometers. Is rail beneficial in terms of cost benefit analysis... is it still a benefit to go for rail, through railways or road is beneficial? So if you can highlight that.

- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

- People ask me, I can tell you definitely rail is more on a positive side. On the rail operations we are earning more. But we're using both the methods. I'll just give an example, on last quarter also I gave the same example, this quarter it's going to add further, like we are doing the services for Arcelor Mittal now. So for them we are doing domestic from Dahod to ICD and ICD through CFS via rail and from CFS to Khalapur via road. So we're operating multi-model things from the same operations. So this is really hard to tell you and doing the same operations, entire operations by road, it will definitely be having a high cost. If using all the modes of transportation, then it will be in a lesser side. And although in domestic till now we are not making much profit like our CFS, ICD model, but yeah there is a profit and which will gradually be improved because we are using our trains in a better model.

- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

- Oh fair enough sir. Fair enough. I'll be joining in the queue for more questions sir. Thank you so much.
- **Operator:**
- Thank you. Reminder to the participants- anyone who wishes to ask a question may press \* (star) and 1 at this time. The next question is from the line of Deepak Poddar from Sapphire Capital. Please go ahead.
- **Mr. Deepak Poddar- Sapphire Capital**
- Thank you very much sir for the opportunity. Sir just wanted to understand, you mentioned that EXIM volume is kind of the same Quarter on Quarter, whereas the domestic volume is increasing. So how do you see volume normalizing? Like do you still expect that Fourth Quarter we would see volume kind of normalizing what we were used to do earlier?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- So I am telling you in the value terms basically because last quarter if you'll see the Export-Import total was 59,000 TEUs, which is 74,000 TEUs in this quarter. So in this quarter our exports were on a higher side. So on revenue front, if you see definitely there is a marginal add on, but the volume side that impact has already been there. 26-27% we've added in this quarter. And that will remain continuing for next one or two quarters and I think so after Fourth Quarter of this year then the situation will be very normalized for the ports.
- **Mr. Deepak Poddar- Sapphire Capital**
- After Fourth Quarter, right?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Yeah. So, but there is a gradual improvisation. If you see last quarter, we did 60,000 TEUs when the Q1 was totally closed. Now the domestic operations which we had added, almost last quarter we had domestic operations of 8.49 crores, which this quarter is 37.75 crores. Means 70 or 75% factories are all open now. Rest of the factories will be open after Diwali by December. When the season will be over then we will get to know what will be the market for the domestic as well as the EXIM. So this quarter maybe in a same situation. Quarter 4 maybe in a positive from here. And after that there will be a boost.
- **Mr. Deepak Poddar- Sapphire Capital**
- And after that like earlier we used to do 100,000 plus kind of TEUs on sustainable basis.

- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Yes. We are hoping that by Quarter 4 we will be in the same range.
- **Mr. Deepak Poddar- Sapphire Capital**
- Right. And now I see your export-import is more balanced. Earlier the imbalance we saw in the First Quarter, so it is more balanced as of now. So that would have helped your margins, right?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Yes, sir. That is the main reason, in this Quarter revenue wise we have not improved much because EXIM mix was almost in the 55-45% range. But from here onwards if the EXIM volume will see improvement on the import side, our profits will be higher, because domestic is almost in the range now.
- **Mr. Deepak Poddar- Sapphire Capital**
- Right. So does that mean that like coming to back to your pre-Covid kind of a margin your volume also has to...
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- That we are targeting to reach very soon.
- **Mr. Deepak Poddar- Sapphire Capital**
- Okay. Understood. Fair enough. Okay, that's it from my side. Thank you very much.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Thank you.
- **Operator:**
- Thank you. The next question is from the line of Sanjay Kothari, individual investor. Please go ahead.
- **Mr. Sanjay Kothari- Individual Investor**
- Good afternoon Anish ji.

- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Good afternoon.
- **Mr. Sanjay Kothari- Individual Investor**
- In the last call you had promised to upload the transcript, that has not yet been done for the earlier one. The second is your web site also does not get updated. It still shows the last quarter results there.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- No, no, it's fully updated. You can see on my website also and I've also sent my transcript to BSE/NSE, you can see it there also.
- **Mr. Sanjay Kothari- Individual Investor**
- The website is open in front of me, the June Quarter Results are updated in this and the transcript has not yet come.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- This September Quarter will come now sir.
- **Mr. Sanjay Kothari- Individual Investor**
- No, even your June one has not come.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- The June results are not there?
- **Mr. Sanjay Kothari- Individual Investor**
- No, the June Conference Call you had, I requested in that too that you upload your transcript
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Then I will check sir. I'll check that. But I've uploaded it with BSE/NSE, everywhere, so I'll get it uploaded on the website also.



- **Mr. Sanjay Kothari- Individual Investor**
- Yes, please upload the results also on the website.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Results are uploaded sir. All of my results are uploaded.
- **Mr. Sanjay Kothari- Individual Investor**
- Okay fine sir.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Check it out once. If you have any kind of a problem to see the results, you can call me again. Results are uploaded. Even my presentation which took place this Quarter, if you see the presentation I've sent it to SEBI also and it's been uploaded on the website also. And if you want you can take my office number, you can call me, I will share it on WhatsApp also. There's no problem.
- **Mr. Sanjay Kothari- Individual Investor**
- Yes sir. Please send the transcripts.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Okay it will be done.
- **Mr. Sanjay Kothari- Individual Investor**
- Thank you. Thank you.
- **Operator:**
- Thank you. Reminder to the participants- anyone who wishes to ask a question may press \* (star) and 1. The next question is from the line of Aditya Tamre, individual investor. Please go ahead
- **Mr. Aditya Tamre- Individual Investor**
- Hi good afternoon. Am I audible?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Yeah, yeah. Tell me.

– **Mr. Aditya Tamre- Individual Investor**

– Alright. Congratulations on a good set of numbers. I have one simple question is the realization of Vapi, we've seen that it's dipped. It's gone to around 18500. But I thought average realization should be growing because we've seen that the sea freights and all are going up. So any chance that our realizations are going to go up in the coming quarters?

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– Yeah, yeah. Because now what happens Aditya, we are on a verge to get that numbers which we had in the earlier quarters. So now if you see my last year in the same quarter we did handle 97000 TEUs, versus this quarter only 74,000 TEUs. Which is almost 30% decline till now. But at the same time my business was compensated by the domestic volumes. So domestic volumes there is no such profitability but yeah still there is a profitability and in the EXIM volumes gradually it will be increased and the fixed cost will remain same. As I told in the earlier question that we have already discontinued one rake which was on lease. Secondly we are negotiating another lease payment as on peak hour lease for per train was around 20 lakh rupees because of non-availability of trains. Now which is in the range of 15 lakhs now again. So we are negotiating again for better rates for leasing amount. So these will help to add to our profits.

– **Mr. Aditya Tamre- Individual Investor**

– Right. Actually I've been reading about the export volumes picking up actually too much compared to the imports.

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– Correct.

– **Mr. Aditya Tamre- Individual Investor**

– Because of this our costing is going to go up by any chance because our export-import...

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– In that case what happens there is no question of the costing. Costing will remain the same. But in exports what happens the realization per TEU is very less comparative to imports. That is the main problem. So if you'll see my last quarter per TEU realization was very high because imports were almost 62%. Got my point?

- **Mr. Aditya Tamre- Individual Investor**
- Alright. Right. Okay and one more last question is, this finance cost we're looking at somewhere around 15 crores for this quarter.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- This is because of the treatment change by Ind AS 116 and which is notional.
- **Mr. Aditya Tamre- Individual Investor**
- Alright. So that means that coming quarter is going to reduce?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Yeah, yeah, yeah, definitely. And if you see the fair value of that particular interest cost remains the same. The treatment because we will have to change as per that suggested by our auditors. But it's just been that because of the long term lease of Valvada ICD, while you are charging on P&L, you'll have to add in your assets, so you'll read, the justification for the same I had already updated on the call and we are also putting it on the website.
- **Mr. Aditya Tamre- Individual Investor**
- Okay. Alright. Thank you. That's all from my side. Good Luck.
- **Operator:**
- Thank you. Participants to ask a question you may press \* (star) and 1. The next question is from the line of Viral Shah from Prabhudas Lilladher Pvt. Ltd. Please go ahead.
- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Yeah thank you for giving me the opportunity again. Sir in terms of volume when you look at for the quarter, so what has picked up, whether it is Vapi or with normally well or it has JNPT which has done phenomenally well in terms of volume growth where you have seen a significant pick up in terms of the volume.
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Vapi is, Vapi positively I can say Vapi is on a higher side comparative to last quarter. And Vapi will be faster than the CFS, because CFS duration level after DPD we just wanted to maintain our previous levels at the CFS side, because there was no such margin. And Vapi we have more opportunity and we are focusing more on the Hazira port for the Valvada

ICD and we would like to cater till Ahmedabad in future. This is our core target in the near term.

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– Because we would like to target Ahmedabad.

– **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

– Okay. Fair enough sir. And sir secondly in terms of our DFC, when do you expect the same to get commissioned? Are you seeing something which will of let's say 21 or 22 is there you can expect, March '22 is where you can expect it to commission or it can be delayed by a year more?

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– No yesterday I had a meeting with DRM Railways, Central Railway, they are saying that they are on track on the DFC side. There may be a delay of quarter or two, maximum. So they are very much positive of the DFC line.

– **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**

– Okay. Fair enough sir. And lastly sir in terms of our, when you look at in terms of our margin profile per se post DPD what do you expect stabilized margin per TEU to be, in terms of EBITDA? If you could highlight that from a CFS and ICD perspective. I know value has to be added to your EBITDA margin per se, but from a CFS and ICD perspective your EBITDA per TEU, a number which we can take it going forward sir. Hello?

– **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**

– Yeah Viral. So this is really a tough question for me. But I can tell you if you'll see my earlier numbers two years back EBITDA level was almost in a range of 38 to 40% and on peak we were having an EBITDA level of 42%, which is now 26%. And we are targeting to reach first at 32% very soon. This is our core target. And once we will reach over there, I just wanted to add one more thing over here, for CFS we are opening the further business towards Pune and Nagar also. So we are taking businesses from there for domestic. Like now we have one line from ICD towards domestic to the Khalapur- Mumbai. At the same time, we were targeting the business from Nashik, Pune and Nagar. On the CFS side as domestic. So our main target now, if you see from last 3-4 Quarters we are always saying the same thing, we would like to utilize our assets in a better manner. That is our core target. Earlier what happened, after DPD we got to know that if we invested in our profit margins then we'll have to lose the business. So now we are taking our steps towards the target only on the business side first to utilizing our assets in a proper manner. Then we will look at the profit margins, how to improve that.

- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Fair enough sir. Okay. Sir have we lost any market share at JNPT by any chance? And has that been cannibalization in our volumes because of this Vapi ICD as well?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- If you'll ask me about the cannibalization, I think so there are no such volumes which was earlier coming to CFS and now going to ICD. There is no such thing. There was hardly 15 to 20% which has already been there, that too two years back. Now the question is about the CFS, if you'll ask me about it, so on the EXIM side we're not looking at such volumes which was earlier for the CFS level. After DPD the levels have always been a downside and down on the train side also. So this might change after certain decisions taken by the JNPT port or the other authorities. But we are not looking at that situation that may be on a same pace again. But how we will be again utilizing our assets, because we have full assets over here in Mumbai and in time we have Vapi. So Vapi we are definitely getting the business in which we are targeting. CFS at Mumbai there are certain challenges. But still we are giving our best.
- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Fair enough. Fair enough. Okay fair enough sir. Faizan, do we have any more questions or we can end the call?
- **Operator:**
- Sir we do not have any questions in the queue.
- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Okay. So Anish sir we don't have any questions so can we end the call?
- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- Yeah, yeah. Thank you so much.
- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Thank you everyone for participating. And I thank the management for giving us the opportunity to host the call. Thank you everyone. Anish sir any closing comments from your end?

- **Mr. Anish Maheshwari- CFO, Navkar Corporation Ltd.**
- I would like to thank you everyone joining on the call and I hope we have been able to respond to your queries adequately. And as festival seasons are coming I would like to wish you all, all the participants Happy Diwali and Happy New Year in advance. Thank you so much Viral.
- **Mr. Viral Shah- Prabhudas Lilladher Pvt. Ltd.**
- Thank you so much sir. Thank you so much. Thank you Faizan.
- **Operator:**
- Thank you. Ladies and gentlemen on behalf of Prabhudas Lilladher Pvt. Ltd., that concludes this conference. Thank you for joining us. And you may now disconnect your lines.

***(END OF TRANSCRIPT)***