



**“Dwarikesh Sugar Q4 FY2016  
Results Conference Call”**

**May 27, 2016**



**ANALYST: MS. AFSHAN SAYYAD - DOLAT CAPITAL MARKET PRIVATE LIMITED**

**MANAGEMENT: MR. B. J. MAHESHWARI -WHOLE TIME DIRECTOR - DWARIKESH SUGAR  
MR. VIJAY BANKA – CHIEF FINANCIAL OFFICER - DWARIKESH SUGAR**

**Moderator:** Ladies and gentlemen, good day and welcome to Dwarikesh Sugar Q4 FY2016 Results conference call hosted by Dolat capital. As a reminder all participants' 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. I would now like to connect the conference to Mr. Afshan Sayyad from Dolat Capital. Thank you and over to you Madam!

**Afshan Sayyad:** Good afternoon everyone. On behalf of the Dolat Capital, I welcome you all to the Q4 FY 2016 earnings call of Dwarikesh Sugar. From the management side, we have Mr. B.J. Maheshwari- whole Time Director and Mr. Vijay Banka, CFO of the company. I would now like to hand over the call to Mr. Maheshwari to update on the business and the industry outlook going forward followed by a Q and A session. Over to you, sir!

**B.J. Maheshwari:** I welcome you all to the conference of Dwarikesh Sugar Industry Limited. Dwarikesh Sugar Industry Limited is a manufacturing company. We have got sugarcane crushing capacity of 21500 tons per day. We got three sugar units. One is in Dwarikesh Nagar, Bijnor district, the second one is from Dwarikesh Puram, Bijnor district and the third one is Dwarikesh Dham, Bareilly District. Our total co-generation power is 86-megawatt out of which 56-megawatt is what we are exporting and 30-megawatt is captively consuming and they have got distillery with capacity of 30000 liter per day is basically our business model. Any questions you can ask Mr. Banka.

**Vijay Banka:** Good afternoon everybody. Welcome to this conference call. As Maheshwari said we are diversified sugar conglomerate. We have three plants with total capacity of 21500 TCT. We co-generate about 86-megawatts of power out of 56 megawatt is evacuated to straight grid all during the seasons. We do not operate our plant during job seasons. Then we have a distillery with the capacity of 30 KLPD, which is used for making ethanol new generation fuel we talk about and hearing about. It has been a good quarter which is gone by just now.

Our results are all available with you. On an annual basis we had a profit after tax of 39 Crores so it is been a turnaround year for us. The sugar industry the sector has endured lot of gain for 5, 6 years mainly on account of sugarcane price positioning at very high level and the sugar prices on the lower side, so there was a mismatch on this so now this is been a turnaround year mainly because government has initiated a few steps. There was oversupply situation in the country so the government sort to address by making compulsory exports of sugar of about 3.2 million tons out of which 1.56 tons has already left the shores of the country.

All these are the government initiatives and the fundamental changes in the demand supply scenario not only in India globally also has helped the sugar industry, the fortunes on revival so it been good quarter and year for all of us and the sugar industry. Going forward in our industry we operate even when the times are bad. We have operated our plants on the highest levels of efficiency. The recovery that we have been clocking over the last many years is among the

highest in the North India even this year. Even this year combined recovery was 11.73% almost Maharashtra like recovery totally on heard of Uttar Pradesh. Historically Uttar Pradesh used to record a recovery of 9.25% to 9.5% average but this year the UP average itself gone up to more than 10.5% and within UP our recovery is among the best we are at 11.73%.

This naturally gives us the cost advantage and going forward, we think we should able to keep the momentum. The momentum should be there we are cautiously optimistic on the outlook of the sector. On the positive side the sugar balance sheet is as you are aware it is a little tight domestically as well as internationally, so which means we had witnessed over the last few years the supplies has to execute the demand that kind of situation is now not there. So that is from one side. The sugar prices should there for remain sustain at reasonable level.

Presently the sugar prices are in the region of 3300 to 3400 a quintal and we think we are in sustainable levels and we of course, the recovery advantage that we will continue to have although last year was in a way off phenomenal in the sense that recovery of Uttar Pradesh was largely helped by favorable climate condition, may be it was the frost free winter, and there was the huge swings in the day and night temperature so that helped the recovery for all the sugar mills so that kind of phenomenal, we may not expect a reputation of that. We have done a lot of work on cane development. We have brought in a lot of improved varieties, a large percentage of sugarcane that we crushed is of early maturing variety and that percentage over the years has gone up in the coming season again that will go up so what we may lose on account of climate condition we will perhaps make up by way of efforts that we have put in on account towards cane development. If not 11.73, we should have reasonably good recovery in the next year as well.

Couple of things well there are always red flags as well. For example, troubled by the sudden spurt in the sugar prices the government has taken a couple of steps. No.1, they have setup stock limits for the traders across the country. No.2, the compulsory export that was announced; now there is no incentive. Production incentive was offered to the sugar companies so now that the production incentive will now not be available but for those who have completed the exports for the production subsidy of Rs.4.50 paise per quintal is going to be available.

The third threat, which always one hearing of the import duty being reduced or totally done away with I do not think that will happen for the simple reason if read the minister's statements I mean by the government own admission the cost of production of sugar on an average is about 3200 rupees in the country and presently sugar prices prevailing are about in the region of 3200 to 3400. So there is no reason for any kind of alarm so we do not think that can happen. All in all outlooks seems to be positive. Now I open the any call for questions do you all have.

**Moderator:**

Thank you very much Sir. Ladies and gentlemen, we will now begin the question and answer session. Our first question is the line of Arun Malhotra Santalum Capital. Please go ahead

**Arun Malhotra:**

Congrats on a good set of numbers. Couple of things one I missed on the inventory position and the costing for that?

- Vijay Banka:** You mean our closing stock as on March 31, 2016. We are carrying about 17-lakh quintals of sugar, which is directly attributable cost raw material cost plus proportionate overhead. Our sugar valuation around March 31 is at around Rs.2060 a quintal.
- Arun Malhotra:** Why is there a difference between the costing? Does it include excise or does not include excise? Because in UP, I think Triveni has closer to Rs.29 while Balrampur has Rs.27. So why is there so much difference?
- Vijay Banka:** I will tell you this is mainly because of the recovery that we have. We have clear 1% recovery advantage over Triveni so that explains the Rs.250 difference that we have in the valuation rates.
- Arun Malhotra:** What distinguishes you? Why the recovery is higher in your case? I would like an explanation from you why there is so much difference?
- Vijay Banka:** Historically our recovery has always been very high. If you see the track record for last many years I think we have held a coveted position of being among the best in North of India. This is purely a company specific thing in the sense that we have spent more on cane development. We have spent lot of time, effort, and money on cane development. For example, we have this wonderful variety called 0238. The percentage of 0238 that I have in my unit may be higher than Triveni has in its plant. So you know which gives an added advantage so far as the recovery is concerned and also it depends on logistic management, the two crush time as we call it the time that is taken between the harvest to the cane is crushed, ideally we should beat less than 24 hours. We have superior varietal balance as compared to peer group company and no 2, our logistic management is better than others.
- Arun Malhotra:** Secondly there are elections in UP next year. Does that worry you in terms of higher MHP next year?
- Vijay Banka:** Yes it does you see like this. We are thankful to the government of Uttar Pradesh for the last four years there has been no increase in the sugarcane price but next year is an election year so we expect about Rs.20 to Rs.25 per quintal increase in the sugarcane price, which according to me is absorbable in the sense that should not worry us. If it is more than that yes, but the crises over the last many years if you have seen has enlightened everybody, all concerns, all stakeholders are aware that the bane of the industry has higher sugarcane prices. The state government has realized the cane prices got positioned at higher level; it costs us their exchequer as well. They had to give subsidiary for the last few years. So that realization is there. The central government is also aware of the fact that and between the Central Government and central government's policy is also very clear that any problem which is on account of FRP they are responsible for that, but any problem beyond that state alone is responsible. Which is how it has got reflected in the subsidies that the state government had to shell out last year. So there is an increased awareness among all stakeholders, but yes to score up few political brownie points there might be some increase in the sugarcane price.

**Arun Malhotra:** Just to understand you correctly would you concur with the statement that we are moving towards a structural improvement in the sugar industry with the linkage of sugarcane prices with sugar prices?

**Vijay Banka:** In the manner of speaking that it has happened like that, the subsidies indicate. For example, even this year the sugarcane prices that the government has announced UP state government when the government announced the SAP of 280 the sugar industry was still in crises, it had to announce subsidy. Number one, one very welcome step that they have taken is the two tier payment mechanism that they have introduced which means the first tranche of Rs.230 is payable within 14 days of the purchase of the sugarcane and the second tranche is the transaction is Rs.50 is payable within 90 days after the crushing season is over. That is one very positive step that they have taken and they have announced subsidy of Rs.23.30 paisa per quintal, but they have linked with the threshold prices of sugar and other byproducts. Now last year something like this they had to pay Rs.28.80 paisa they had to pay because the sugar prices are at a very, very low level. So this insurance that we do have whether the subsidy is going to become, whether they are pay or not is a big question if that come that will be another bonus to us.

**Arun Malhotra:** Lastly on the international situation what is the situation in Brazil and what would be your sense going forward?

**Vijay Banka:** Brazil had a bad luck last year, but this year the crushing has started, the weather is very wonderful there, so the expectation is that Brazil may have good production, but it not just how the weather is throughout the crush period because wet weather dampens their harvest, and impacts their harvest and another factor in Brazil is, what happens is the President is facing impeachment for political turmoil also and another important factor is that what is the taxation angle to the ethanol prices etc., Now there are indications the taxation policies may be such that the sugar companies may want to produce little more ethanol than the sugar, as against the normal percentage of sugar they want to produce a little more of ethanol, but these are early days, I mean it is very difficult but even assuming that bumper productions year, globally the sugar position is going to be tight mainly because of India is going to have lesser production in the coming years, Thailand is going to have lesser production in the upcoming year, where you know it is a kind of settled matter because of the drought that all these countries have faced and China as it is reducing its production so we expect the tightness to continue in the upcoming years.

**Arun Malhotra:** Lastly there would be a cash generation going forward in the next two years especially in scenario which you have envisaged what do you think the management thought process is and how would they utilized this cash?

**Vijay Banka:** We have debt of nearly long term date. I will distinguish between short-term date and long-term date. The cash credit is normally if you see our March numbers of all sugar companies typically appeared to be more leveraged because we have a lot of stock at that point in time and there is cash credit utilization is more but can be get closer to let us say September, October, November our cash credit utilization is very less because of stock levels that last year's carry over sugar

stock we would have sold. But as well as long term concerned we still carry about 250 Crores. Our first objective is to knock of as much debt as much as possible and of course it will always like to latch on to the low hanging fruits that they are for example ethanol capacity, we have debottleneck some of the pollution in treatment issues. Our 30KLPD ethanol plant is now fully operational. Going forward we would want to double up this capacity. So first and foremost knock some debt and then take of this also ethanol expansion.

**Arun Malhotra:** Thank you Sir. Good luck.

**Moderator:** Thank you. The next question is from the line of Rajesh Kothari from Alf accurate Advisors. Please go ahead.

**Rajesh Kothari:** I just want you to ask two questions, one is what is your estimate of current year production?

**Vijay Banka:** You mean the season, which is just getting over year 2015-2016? That is about 25.1 million ton that is the statistics that our association ISMA has published. If you are asking about 2016 - 2017 the production estimate as of now is 2 million short as compared to last year. 3 million is going forward is expected to be made up between Maharashtra and Karnataka and 1 million is expected to made up between Uttar Pradesh and Tamil Nadu. My own view is can be anything between 23.5 times.

**Rajesh Kothari:** Sir, if we have 23.5 types kind of a production then the closing stock because opening will be 7million. Production is 23.5 type so you got 30.5 and -26 consumption is about 4 or 4.5 is the closing stock. So that will be historic low generic government is expecting about 6, 7?

**Vijay Banka:** I know from where you are coming, I can understand your question. You see historically, we were all under this release mechanism, for example the crushing season starts in November. We gave our number extra to the government and they would release the sugar quantity. There was lead-time between the start of the season and the time the government release the sugar. Now the difference is we are all there is no release mechanism, there is no regulation whatsoever on when and how much can we sell. Now 4 to 5 million tons of stock as soon as the crushing starts the production is available in the market. There is absolutely no cause for panic or alarm. 2017-18 might be a reasonably good production year.

**Rajesh Kothari:** So you do not think that?

**Vijay Banka:** I do not see any reason for importing of sugar. There is no shortage. All of us in the sugar mill also and all our sugar companies also we have been selling our sugar very systematically and methodically we are not holding any stock whatsoever. Sugar mills at least none of them are speculating. We have a systematic selling plan as there is a systematic investment plan we have a systematic plan of selling sugar over the season 2015-2016 whatever we have produced we expect to sell everything by December or so.

- Rajesh Kothari:** Let me put it in other way, the next stock position of 4 or 5 actually is very, very I would say as such from the closing stock perspective. I understand that there is no release mechanism. But it is from the stock perspective it is not.
- Vijay Banka:** It is slightly a tight number.
- Rajesh Kothari:** At least 1 or 1.5 million ton is what is an additional kind of buffer whatever you want to put it as a terminology that is probably is required because unless and until we have that there is a possibility sugar prices can shoot up the stock something and do you expect whatever steps the government take.
- Vijay Banka:** There is always sugar in the pipeline also besides the hard consumption numbers and the hard production numbers there is always sugar in the pipeline also, but yes 5 million tons I would not subscribe to number of 4 million tons 5 million ton is not a number which will cause any kind of worry, get a little tight number.
- Rajesh Kothari:** In case of sugar history what is been the lowest stock what we have seen?
- Vijay Banka:** I would have that number right now, but like I said history is now not very relevant because historically we were governed under the release mechanism. So that number would not be very relevant and we have not yet been tested on this number after the release mechanisms have gone, those numbers are now not relevant. I explained to you because there is now no release mechanism at all.
- Rajesh Kothari:** Understood Sir, is there any kind of when government made import duty to 0 in last 10 to 15 years of sugar cycle?
- Vijay Banka:** There has been imports are allowed in the last few years, they have been allowed but now I tell you if talk to me on current day scenario like firstly let me say that there is no cause for an alarm, there is no reason to panic. The country is carrying comfortable stock, and secondly at the prevailing raw prices import would not make much of sense also the parity is yet not there. I mean today the raws got sold; the raws are quoted over 17 cents per pound if one were to get it and even assuming there is 0 rating of import duty it would not make much sense.
- Moderator:** Thank you Sir. The next question is from the line of Charandeep Singh from Girik Capital. Please go ahead.
- Charandeep Singh:** Good afternoon. I got a question regarding taxation. Can you just give us colour on you have made no provision for taxes?
- Vijay Banka:** Taxes are net of MAT credit. Mr. Maheshwari, will explain.
- B.J. Maheshwari:** We are under MAT regimen, because the normal competition we got huge carry forward losses available to us under income tax.

- Vijay Banka:** Because we had accelerated depreciation.
- B.J. Maheshwari:** We had accelerated depreciation in the past and not able to absorb these losses because of the poor financials which we have suffered in the last four to five years, but yes currently we are under MAT regimen and then yes.
- Charandeep Singh:** So you will have to pay MAT?
- B.J. Maheshwari:** Yes, we will have to pay MAT and MAT is available.
- Vijay Banka:** It is available for a set in the future.
- B.J. Maheshwari:** Credited, in the agreement it is available so accordingly we have presented in the accounts also, MAT net of credit entitlement.
- Charandeep Singh:** So no provision this quarter for tax?
- B.J. Maheshwari:** There is a provision, yes. Deferred tax provision is available for quarter, if you kindly look at our numbers.
- Charandeep Singh:** I will take a look again.
- B.J. Maheshwari:** Small deferred tax provision. It is like this I mean when you see our balance sheet MAT tax figure will also available there, this tax that we are talking here is net of mat credit entitlement.
- Moderator:** Thank you. The next question is from the line of Charandeep Singh from Girik capital. Please go ahead.
- Charandeep Singh:** I have one more question, regarding your capex for year?
- B.J. Maheshwari:** We have immediately no capex. Last year we completed our debottlenecking exercise of our ethanol manufacturing capability. We have setup what is called as bio-meth front wash hand plant cost around 10 Crores which will ensure that we will produce ethanol throughout the year without any interruption barring those one or two months that are required for the repairs and upkeep of the plant. Now and the low hanging fruits that now have is if you see our plant configuration nearly 21500 PCD and the power manufacturing as well as power evacuation capacities are almost in sync with our crushing capacity. Now we are lacking is on ethanol manufacturing capabilities. Typically if we to consume our entire molasses and not sell any molasses, we should ideally have an ethanol capacity of about 82 to 90 KLPD. Now this capacity 30KLPD we have going forward we will double it up we will make it at least 60 KLPD.
- Charandeep Singh:** How much will that cost you?
- B.J. Maheshwari:** That will cost us around Rs.40 Crores.

- Charandeep Singh:** That will be at the end of this financial year?
- B.J. Maheshwari:** May be in a month or two, we would have scouted for the technology partner etc., it is very tested and proven technology that is not an issue, but we want to doubly sure on the pollution treatment etc., because that is a new challenge that everybody is now facing. We have identified that. We are just firming up everything may be in a month of maximum two months we should be able to firm up and get going at this. So this will involve outlay of Rs.40 Crores out of which 40% is expected to be funded by Sugar Development Fund, which comes at a very low rate of interest.
- Charandeep Singh:** Sorry, how much did you say that total outlay would be?
- B.J. Maheshwari:** 40 Crores.
- Charandeep Singh:** 40% from Sugar Development Fund?
- B.J. Maheshwari:** It comes under 6%,
- Charandeep Singh:** The remaining would be our own internal.
- B.J. Maheshwari:** We can take it from the bank also. We have an option either to prepay our debts we have, not prepay and not take loans for this.
- Charandeep Singh:** This year how much is your total repayment FY2017?
- B.J. Maheshwari:** See our scheduled repayment is only about 60 Crores, but we expected to pay close to 100 Crores, what is our target.
- Charandeep Singh:** If you do not repay them and you divert towards this possibly, do you want to be debt free at some point? Is there any thought process regarding the capital structure?
- B.J. Maheshwari:** Like I said our first and foremost objective is to knock off at least 100 Crores from our books and then look at that gives up a little and then look for opportunities.
- Charandeep Singh:** What is the cost of the term debts from the banks?
- B.J. Maheshwari:** The term debt is around we have some loans from Sugar Development Fund which is at 4% and from banks it is between 12% and 12.5%. In average it will be around 11.5% to 12%.
- Charandeep Singh:** So your term rate from the bank is very expensive?
- B.J. Maheshwari:** Yes, it is actually our rating has not been good but now we expect to migrate to better rating and we can then up on compress cost of debts.

- Charandeep Singh:** It would be around 13% to 13.5%, your term debt?
- B.J. Maheshwari:** No, I said 11.5%; it averages between 11.5% and 12%.
- Charandeep Singh:** That is all from my side. Thank you.
- Moderator:** Ladies and gentlemen that was the last question. Now I would like to hand over the phone to Afshan Sayyad for closing comments. Over to you Madam!
- Afshan Sayyad:** Just couple of more questions from my side before we close. Just wanted to know these Rs.4.5 per quintal subsidiary, which has been withdrawn. So is it the retrospective effect will we be getting benefit or not? How is this going to work out?
- B.J. Maheshwari:** It is from retrospective effect. Those of us completed our exports this subsidy was promulgated sometime in October or November. Government had announced Rs.4.5 per quintal cane crush for 2015-2016. We could not have specifically exported sugar because we are in the hinterland. We officially got into arrangements with the mills who have actually exported this. As far as we are concerned export of sugar has already happened. So it is just that the documentation is to be completed and we have to claim our subsidy. So we will not be impacted and we will get our subsidy of Rs.4.5 per quintal.
- Afshan Sayyad:** What was the quantum of the exports?
- B.J. Maheshwari:** Our compulsory obligation is our total obligation was 34910. So the 80% was the compulsory obligation and it was around 28000 metric tons. So we had to pay charges for that. When we have completed our obligation we had to pay export circulation fees to those who have done this?
- Afshan Sayyad:** What was the average costing for F20Y16?
- B.J. Maheshwari:** FY2016 is like this. I will talk about season 2015-2016 because that would make more sense. Sugarcane cost for us on an average was around Rs.280 a quintal and to add to that there are certain costs such as transportation differential that we are required to pay and a few other things, so the average cost of cane procurement was Rs.290 per quintal, divide that by 11.73, recovery that we have had. So our average cost of sugarcane per bag of sugar, our average cost of sugarcane was Rs.2500 a quintal. There is a conversion cost about Rs.450 a quintal. So 2500 + 450 that is 2950 something between 2925 and 2950. To add to that our interest cost, our interest cost was nearly is Rs.225 a quintal. So that makes 2950 plus 225 is 3175. Depreciation is of course I am not considering because it is a cash neutral cost. Then we have had benefits from sale of byproduct, finished product, etc., which is in the region of Rs.500.
- Afshan Sayyad:** So that is the reason we actually breakeven in FY2016 in the sugar side?
- B.J. Maheshwari:** Yes off course. If you see the entire sugar year we have not had this kind of realization and realization have gotten better only in the last quarter. But now the realizations are at reasonable

level. Our average realization for example in the month of April and May thus far as been in the region of 3450 plus it is, so which is where is the real advantage to accrue to us.

**Afshan Sayyad:** I was actually going through the EBIT margins in segmental. In term of power segment, we have actually margins are come off if you see YOY basis?

**B.J. Maheshwari:** Segments reporting varies from company to company. There are no set rules for the segment reporting. It all depends on the transfer pricing that you are assigned to. For example bagasse is consumed for generating power. Different companies adopt a different transfer price for the bagasse. It is not just bought and sold. So it is transferred from one division of your company to another division of your company. If price is at Rs.100 rupees a quintal you will arrive at one particular profit number or segment number and price your bagasse at higher price number can be different. Similarly is the case of molasses. So my submission would be that we should not when we are seeing a sugar company result we should not see the segments in isolation we should see the total performance of the company. Anymore questions?

**Moderator:** We have next question from Charandeep Singh from Girik Capital. Please go ahead.

**Charandeep Singh:** One more question. When you say you will be able to repay 100 Crores hopefully, you should be able to repay Rs.100 Crores next year, what sugar price you actually assume?

**B.J. Maheshwari:** I am assuming the present sugar price 3300 and I am assuming a small increase in the cane cost in the coming year also.

**Charandeep Singh:** How much is that small increase in cane cost you assume?

**B.J. Maheshwari:** Rs.20 to 25 a quintal.

**Charandeep Singh:** You are not including the benefit of the new capacity of ethanol?

**B.J. Maheshwari:** No, that will take a while to operate.

**Charandeep Singh:** That should anyway stick to sometime.

**B.J. Maheshwari:** That advantage we will be able to reap the benefits of increasing capacity only in the year 2017-2018, 2016-17 we will not have advantage of it.

**Charandeep Singh:** That answers my question. Thank you.

**Moderator:** Thank you. Next question is from Sanjeev Agarwal from SMS holdings. Please go ahead.

**Sanjeev Agarwal:** Just want to know ethanol inventory you have as on March 31?

- B.J. Maheshwari:** We do not carry much of ethanol, may be about 10 to 15 lakhs liters of ethanol we would have. Typically we do not carry more ethanol stock.
- Sanjeev Agarwal:** You have molasses?
- B.J. Maheshwari:** Molasses is also not much. We keep asking for permits. So whatever is produced we try and sell it as quickly as possible. What molasses we store is what would be required for captive consumption. I will tell you our molasses stock was around 2.50 lakhs quintal, not much.
- Sanjeev Agarwal:** Thank you Sir.
- Moderator:** Thank you. Our next question is from Ram Krishnan from Equity Intelligence. Please go ahead.
- Ram Krishnan:** Promoter holding is only 48%, which is very low compared to others. What is your plan? What is your thinking? Basically what is your thinking behind?
- B.J. Maheshwari:** This resolution we have passed recently is the enabling resolution. As of now there is nothing on the table. It is just an enabling resolution providing is the one year opportunity to look for fund possible, but we will keep the interest of all the stakeholders in mind before we decide anything. So as of now there is nothing on the table. It is just an enabling resolution we have passed.
- Ram Krishnan:** Because you need some capex because for putting some ethanol plant, you are doubling and all that and also you wanted to repay your debts?
- B.J. Maheshwari:** Ethanol captive is hardly Rs.40 Crores, not much.
- Ram Krishnan:** Thank you.
- Moderator:** Thank you. With this I now hand over the phone to Afshan Sayyad for closing comments. Over to you Madam!
- Afshan Sayyad:** I would like to thank management for clarifying the business queries and taking the time out for us and I would like to thank the participants as well for participating in the call. Thank you.
- B.J Maheshwari:** Thank you all for attending this conference call. Thank you very much.
- Moderator:** Thank you very much. Ladies and gentlemen on behalf of Dolat Capital this concludes this conference call. Thank you for joining us. You can disconnect your lines.