“Puravankara Limited
Q4 FY17 Earnings Conference Call”

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Moderator: Ladies and gentlemen good day and welcome to the Puravankara Limited Q4 FY 17 Results Conference Call. This call will be represented by Mr. Ashish Puravankara – Managing Director, Mr. Kuldip Chawlla – Chief Financial Officer, Hari Ramakrishnan – Deputy Chief Financial Officer.

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. In case you need assistance during the conference call, please signal an operator by pressing '*' and then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Kuldip Chawlla -CFO from Puravankara Limited. Thank you and over to you sir.

Kuldip Chawlla: Good evening everyone, firstly apologies for unexpected delay our board meeting went on for a bit and therefore we had to start this call a little later. Welcome once again to Puravankara Earnings Call for the Fourth Quarter and for the year ended March 31st, 2017. The Indian Real Estate Industry we believe is at a cusp, we are very excited about the opportunity that presents for Puravankara growth. As well as the key regulatory changes have been initiated, implementation of RERA and the flip to affordable housing that the Union Budget has announced are two key aspects. While RERA will involve some adjustment and consolidation in the short term it is hugely positive for the organized and quality real estate industry and developers like us. Its proper implementation will restore and enhance the trust between two key stake holders, developers on the one end and customers on the other.

Provident housing our wholly owned subsidiary is shaping up to be a big beneficiary of the affordable housing push as it expands its geographical foot print and sharpens its focus on right sizing of homes and right ticket pricing. These two changes namely RERA and push to affordable housing are two among the several other events in the industry that the industry has adjusted to in the last year. Some of the others are the demonetization in November last year. The subdue demand environment for the home buying in the last couple of years GST and finally the move to IndAS. But I reiterate what I said overall these are the excellent news for the industry. For example GST we believe we create a level playing field. Clarity and transparency on one hand and removing the inefficiency in the supply chain of goods and services on the other.

As we build the next generation Real estate enterprise at Puravankara focused on quality and timely execution. Responsible development and customer centricity, Puravankara has embraced change, we welcome RERA as it would result in better transparency and contain artificial real estate price inflation. Over the last year in particular we have improved system and processes and are RERA ready not just RERA compliance. Puravankara also pioneered the organized industries first move into affordable housing with its 100 % subsidiary Provident housing. As we move into a robust technology platform and improved process capability Provident will leverage this huge opportunity. We are already recalibrating some of our projects to leverage

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this huge opportunity, for example the credit linked subsidies schemes have been rolled out across all our projects Pan India.

We continue to sell well across our Micro markets, in Q4 the markets that contributed almost 90% of our sales includes Bengaluru, Pune, Cochin, Hyderabad and Chennai. Purva silver sign for example in Pune has sold 0.14 million square feet equal to the sales value of 239 crores since its launches in April 2016. On the other hand, Provident Kenworth in Hyderabad has also done extremely well with sales of 3 lakhs square feet valued at 132 crores in sales for the year ended March 1st, 2017.

Moving on the financial performance of the quarter, we have adopted the IndAS standards from April 2016 and our current reporting quarter as well as the prior period have been restated in compliance with this standard. The profit and loss account will disclose the impact of IndAS but it does not have any change in the underline business operations including the cash flows generated by the Company. During Q4 as part of our continuous focus reviewing our business portfolio, we completed the exit of the investment property that we have held in Hyderabad for a gross consideration of 475 crores of which 450 crores was used to reduce our debts and the balance for taxes. As a result, there was a meaningful deduction in our debt equity ratio to 0.84 to 0.94 and a consequent improvement in the working capital environment as a result of this move.

The interest savings because of this debt reduction on an annual basis are estimated at 52crores. Moving on to sales we ended the full year March 2017 with net sales of 2.15 million square feet. in what was a muted demand environment scenario. For the quarter ended March 31st 2017, we sold 6 lakhs square feet valued at 315 crores. Importantly the sales realization for the ongoing projects of Puravankara and Provident stood at Rs. 6,123 a square foot and Rs. 4414 square foot respectively. An increase of 16% and 8% respectively over the corresponding quarter ended March 31st, 2016. The projects under development as of March 31st, 2017 stood at 24.92 million square feet of which 20.3 feet is Puravankara shares and 10.69 million Sq. feet has been launched for sales. The cumulative sales up to March 31st, 2017 stands at 55% of the area launched for sales.

If we look at the breakup of the sales for the year ended 31st March, 2017 sales of completed inventory stood at 0.79 million square feet and those of ongoing including new launches were 1.36 million square feet. If one looks at the consolidated financial performance as for the IndAS standard for the quarter ended 31st March 2017, revenues worth 460 crores as against 335 crores for the quarter ended March 31st, 2016. The EBITDA expanded by 61% to 140 crores as against 87 crores for the quarter ended March 2016 with an improved margin across different categories of products. As a result, the EBITDA margin for the quarter ended March 31st, 2017 stands at 30% as against 26% for the quarter ended March 31st, 2016.

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Profit before tax expanded by 173% to 70 crores for the quarter ended March 31st, 2017. Profit after tax expanded by even larger figure of 255% to 62 crores for the quarter ended March 31st, 2017 as against 18 crores for the quarter ended March 31st, 2016. If one looks at the overall picture for the year ended March 2017 on a consolidated basis as for the IndAS standards for the year ended March 31st, 2017 Puravankara consolidated revenues stood at 1429 crores. EBITDA expanded by 16% to 428 crores as against 370 crores for the year ended March 31st,, 2016. Profit before taxes expanded by 26% to a 161 crores against 128 crores for the year ended March 31st 2016 as a result of lower overhead cost including employee cost reduction as well as reduction across the boards across the boards on rates and taxes and other costs.

Profit after tax jumped by 53% to 127 crores as against 83 crores for the year ended 31st March 2016. It would be important also to share with you that the collections for the quarter ended March 31st, 2017 was 733 crores as against 369 crores for the quarter ended March 31st, 2016. Consolidated construction spends for the quarter ended March 31st, 2017 stood at 276 crores. As a result, this surplus for the last quarter ended March 31st, 2017 was 444 crores.

Moving on to our debt position our net debt as of March 31st, 2017 stood at 2139 crores and net debt to equity ratio was 0.84. We reduced debt by 253 crores in the quarter ended March 31st, 2017 from the sales of our Telangana investment property. As a result, as of March 31st, 2017 the weighted average cost of our debt stands at 11.44 percent which is a meaningful reduction from 11.86 % for the corresponding quarter ended March 31st, 2016 in addition we continue to evaluate various opportunities and explore further strategies to reduce the debt further from the current levels with the strong balance sheet we look forward to improved market scenario in the coming period. With this I thank you for the opportunity to present our results and our financial performance and I would like to open the floor for questions.

Moderator: Thank you very much. Ladies and gentlemen, we will now begin with question and answer session. We have the first question from the line of Vivek P. as an individual investor. Please go ahead.

Vivek P.: We have been sort of pioneer in this below 50 lakh if we call value housing from sort of 9-10 to 17 you see. Given the improvement in macro environment for the improvement and affordability I have two questions in this context. One is my understanding is there will more unorganized below 50 or 25 lakh apartment range. So, given RERA coming, how do you see the market in this segment the Provident segment changing with respect to number of builders and consolidations or the opportunities that you see.

And the second question regarding Provident is we have been around 1 to 1.5 million presales and Provident for the past six- seven years. We have done our own 1.8 at 2013, but after that we are around 1.1 million. So can you just give me a guideline how fast can we scale up from here given the improving macro environment both from the supply side and also from the demand

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side, if you can throw some more light on these two questions? How the market is shaping up and how the Puravankara what is your aim in the next 3-4 years? For Provident, where can this go in terms of presales or the execution or whatever targets you have?

Kuldip Chawlla: Sure. One is account of RERA and the consolidation in the market, I think the consolidation with the alike in the luxury as well as the affordable housing space in terms of Provident I think there is more to cream of affordable housing than just RERA and you know the authority intervention. So therefore, in terms of first moreover advantage that Provident enjoys today, all in terms of the customer base and in terms of the brand in terms of the construction design the technology that we have used in terms of precast, so these various aspects of it gives definitely Provident an edge over other people who would want to enter the space. As far as the market is concerned I completely agree with you I think with the recent actions of the government and there is huge potential for Provident, in the past few of the projects that we launched in the Provident are very large, therefore we have broken them down into multiple phases, right? We have a very strong pipeline of launches for Provident across other cities. So, we have new launches plan, we have new launches plan in Bangalore and we have new launches plan in Mumbai. We are negotiating some projects currently in Pune. So, with the aditions of these projects definitely the volume you will see the volume in terms of annual sales for Provident go out.

Vivek P.: Okay, my question was if you look at the presentation there is around 4 million that your planning to launched, are you saying this is what you are going tie with more players, you are seeing more opportunities, more than you are seeing what we are seeing in the presentations.

Kuldip Chawlla: No, we have a pipeline which we have not disclosed in the presentation yet but they're projects where we are working on sanctions as and when they come we will bring, we will update you on it but as of now we have about close to about 11 million square feet is under planning, but what we wanted to do was the recent government action to give you the tax benefit for 80-IB which if you're apartments are under 60 sq. meters right so we have actually gone we have gone to actually redesign projects because we had about 70-80, 90% of our apartments under the 60Sq. meter but we are should go over it. But to take the entire tax free status for this projects we have gone back to the drawing board and just changing those 10-15 odd percent and that is why the number on the presentation for launches is 3.81 total potential over the next year, year and half is about 11 million square feet.

Vivek P.: Good, great and the second question is on ready-to-move inventory, given I have read the previous con-calls that you normally, we normally have a track record of completing our ready to are meant to selling our 42-50% of our inventory year on year and year and half. So can you explain two questions with regards is one is can you explain why the next 50% would take more than is it the deliberate strategy or can you explain what actually has happened in the last three years with our ready-to-move. And two with another 6 million that we have been delivering we

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are going to get completed, how is ready-to-move inventory going to go up from here or is it going to come down. Can you answer this two questions from the ready-to-move inventory point of view?

Kuldip Chawlla: Look, so I think the answer to this is in the past we had a strategy there we would only like to sell us certain small percentage during launch and then actually sell through the course of construction, right which is three and half to four years, thereby getting a better average for the project, but if you go, if you see our presentation or most of the ongoing projects we have actually sold in access of 55-65 take Western for example, right we sold 77% of our inventory there and we still have a year to complete the construction.

So actually, now going forward is we do not want to hold inventory, we will sell as fast as we can and yet not give up the benefit of getting higher average, so therefore the last two and half year we are actually selling basis, book building methods so we launched a project, we do not give a price, but we give our pride band. We hit the market for a month, we generate you know interest from the prospective buyers, we knew our process, it is the how strong the response is, we actually put the base price at the higher end of the price band and therefore not even giving up on losing averages on projects. So, going forward most of the projects the idea would not be to hold inventory, it would be to sell as fast as we can. Therefore, not building up inventory and also not losing out on averages.

Vivek P: So, if I can I just want to reiterate so the previously it was little bit deliberate that because of realization we didn't sale the inventory it is not that we just got delay. From now on you did not want to do that, you want to finish off the inventory as soon as possible.

Ashish Puravankar: I would not say from now on, I would say that this was the deliberate strategy which was put in place about two years ago therefore I am giving an example of a Project called Western which was launched about a little over two years ago and we have sold 77% we still have a year to complete. I will give you an example of Canvas of a Provident project which is in Hyderabad. There we have sold almost 70-80% so we have actually broken just to be safe in terms of construction outlays, we have broken up the project in four phases, right but the sales were so strong we had actually combined phase one, phase two into one phase and off the combined phase we have sold about 55%.

Kuldip Chawlla: Vivek, this is Kuldip Chawlla I may also take the liberty of adding that if you look at our presentations you will see a slide there, which talks of the completed inventory, and if you look at the inventory that is left on completed projects across Puravankara it varies between 1% and 20%. That's all that is left. In one particular project its 30% otherwise the average is about 8%-10%-12% so if you look at Provident it varies between 1% and there is only one project Sunworth this 14%, the average Provident is 9%, this is for the completed inventory. If you look at our under construction those vary between 20% to 40%. So what Ashish was saying over the

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last couple of years, we have continued to sell 60-70% within the first year or so from launch of the same strategy with the new inner RERA environment.

Vivek P.: So why I am asking this process is that if you scale up if you read your annual report, the scale that you're aiming is much, much larger than where you are so if we keep our accumulating an inventory ready-to-move-in so that is…..

Kuldip Chawlla: You are absolutely right. So therefore, I think doing our launches with this whole book building mechanism there by not losing and also having an strategy to sell as much as we can and not deliberately holding back inventory I think works well for us.

Vivek P.: Okay, so your plan is to not wait like earlier so you are going to sell as soon as possible as much as possible?

Ashish Puravankara: And just to variant the point if you look at our last quarter or last two quarters, we are ready-to-move inventory, we have actually been selling very rapidly. Last two quarters in particular our ready-to-move inventory across the board has sold between 40 to 80% faster and the corresponding quarter of the previous year.

Vivek P.: Agreed, I agree, I understand completely, completely understand your point and the last question is are you closing more deals off late because of this RERA and are they any opportunities coming on your table on the both Provident and Puravankara front, how is the pace at which you're closing your deals shaping up? Is there any difference?

Kuldip Chawlla: You are absolutely right again, on account of RERA we have seen various deals come across to us from Grade-2 developers but Grade-A location across cities of Bangalore, Chennai, Hyderabad, Pune and Mumbai. We are engaged in various transactions and again just to be careful again the way we deploy our capital, most of these transactions what we are closing will be on a joint development basis.

Vivek P.: Okay so you're not trying to take any distress then maybe borrow the problems of somebody. Nothing like that is going to happen.

Kuldip Chawlla: We are insuring the problem stays with them, so therefore we are not doing an outright purchase, but doing a joint development at terms that are favorable for the company.

Moderator: Thank you. We have the next question from the line of Abhishek Anand from the JM Financials, please go ahead.

Abhishek Anand: So my first question is on status of RERA in Karnataka rather, where exactly are we? We understand draft is there based on your understanding is it likely to come in soon and how are you proceeding with especially the ongoing project sales?

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Kuldip Chawlla: So our understanding is that the Cabinet is discussing the matter. We believe that sometime next month it should be implemented. As far as ongoing projects are concerned sales are on nothing has stopped. We are proceeding as usual. We have a RERA Compliance Officer that we have got on board about 6 months ago, so we are keeping all our documentations ready so as and when it gets implemented we will get our registration through and continue business as usual.

Abhishek Anand: Okay and secondly on our debt target, so I am just trying to understand the group strategy here so we have brought it down 0.8x during the year. So are we comfortable at current debt levels and will look to add more projects or are we looking to have slightly lower debts. So just trying to understand the strategy of the growth here?

Kuldip Chawlla: The short answer is no we are not comfortable with current level of debt, we will look to reduce debt further partly through sales of ready-to-move inventory and partly through the sales of all our portfolio of existing projects.

Abhishek Anand: Any target?

Kuldip Chawlla: You asked the question on whether we have a target? No, we do not believe in giving a guidance on target right now.

Ashish Puravankara: I think simply put I think the cash flows that comes from relative movement inventory would be used towards reduction of our debt.

Abhishek Anand: And what about our portfolio addition actively looking at or at present the focus is on debt reduction?

Kuldip Chawlla: So in terms of portfolio addition obliviously we are looking at it like I mentioned there are great opportunities that are now coming our way on account of the strong brand that we have built and account of RERA but most of this transactions have a very limited capital outlay on because they are all JDs. Even in that way being a strong brand we are able to structure it favorably by saying those deposits which typically are 5 to 10% of the land value, we are actually breaking it up to say, we will give you a part now, part on sanction. So when we get our sanction we launch cash flow start and that's the time we need to give the deposit off.

Ashish Puravankara: Just to break the point you made on debt reduction you know as you are aware in the RERA scenario you know we have the opportunity to collect 30% out of the cash flows. So apart from ready-to-move inventory and existing cash flows that come from existing projects, there is that opportunity as well that's point number one. Point number two is that, it has a strategy you already have seen we used an opportunity to pay down debt by selling land in Hyderabad. We continue to look at other opportunities where we also sell noncore land in other smaller markets where we believe it will be beneficial for the company and the quality of the balance sheet.

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Abhishek Anand: So finally on affordable housing are we planning any projects specifically on that 80-IBA tax exemption which the government has offered in the last and current budget, have we identified some projects?

Kuldip Chawlla: Yes of course like I mentioned earlier we have about 6-7 projects that were under planning and at various stages of sanction under Provident brand and post this announcement in the budget we have actually gone back to the drawing board to modify these plans and to confirm to 80-IB. In this project depending on the project we had anywhere between 50% to 75% of the units which were complying to the 60-square meter rule that was set out but there was a balance portion which was not. So we have gone back to the drawing board, we are changing that 10% to 15%-odd in the various project so the 100% of the project complies to 60 square meter rule and to take advantage of 80-IB.

Abhishek Anand: And on a ballpark basis what is the Unit size if you are looking at as in the ticket size you are looking at will it be 30 lakhs, 40 lakhs, 50 lakhs what's the number you are looking at to target that segment?

Kuldip Chawlla: So the strategy of Provident does not change so we continue to operate in the 28 lakh to 35 lakhs price band.

Ashish Puravankara: I may also that you know the 80-IBA is a size issue. There is another aspect which Government has rolled out, which is the credit-linked subsidy scheme, so strategically we have rolled that, the credit link subsidy scheme is available not just for small projects but all types of project. What is our goal the goal is eventually to sale right, and the credit linked subsidies enables faster sales, so we have rolled that out across Provident and Puravankara on a PAN India basis.

Abhishek Anand: And finally, your comments on GST, how will the company be impacted and any monitorables on that side?

Kuldip Chawlla: We feel that it will be a big impact for the real estate business for two reasons – one we feel that entire value chain where we have a input cost which are currently being spent on for completing the project as lot of inefficiencies in terms of certain taxes not being available for input credit. So those will be removed from the value chain and input credits will come so the cost of end-product will come down which is point number one. And point number two is also the way we are looking at that the entire supply chain below us and further down will also exhibit a similar working which will also help in releasing the entire taxes which is available for input credit thereby allowing us to have a further reduction in the cost, now we have started the work in terms of understanding where we are going to be landing up in terms of reviewing the existing contracts and what are the scopes available with us. So the better part is the scope which is available for us and it is only where we have either launched newly or construction has started and not completed more than a year or two years. So those are the contracts we are re-looking

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at it and seeing what we can extract value on. On the second thing, there is a rate which has come now which the works contract will be levied as 12% instead of earlier rate of 15% effective on VAT and service tax. So this release of 3% also will be helping us in terms of going ahead and getting more benefit in the overall GST regime.

Abhishek Anand: Sorry 15% cost levied on what? I understood it was ex-land right, abetment for land and then 70%?

Vishnu: Yes Vishnu here, this 12% is actually going to be on improve your planned method where the work was done without selling the land if you are going for that the rate will be 18%, that will drop on and the advantage that Hari quoted the excise duty what currently we have been paying on purchases, and entry tax and the CST wherever we are making interstate purchases, these were not available as the credit which has become now a credit will come which has subsumed in GST. So although there is an incremental rate about 2% at the top end turnover level. Because of this benefits we don't see any negative impact, there kind be a small positive impact.

Moderator: Thank you. We have the next question from the line of Vivek, an individual investor. Please go ahead.

Vivek: This is to the number that you gave for Provident but you gave me an 11 million square feet is it apart from the 4.88 that I see here in the upcoming or is it including the 4.88?

Ashish Puravankara: Including. But this 3 point which we have mentioned, we are not modifying the plans, otherwise we are modifying the plan so a total land.

Vivek: And I mean it's such a Provident, how will you go about selecting the locations and you can explain me because I went to your Hyderabad project, and I stayed in the city, I understand you are doing very well that is very obvious but I didn't understand how you go about selecting these locations?

Ashish Puravankara: We will have to sign and NDA to meet a share that with you. The proof of the pudding is that you know we have been successful so obviously it's a strong brand. So I think a good local understanding of what is the kind of design and size the local market requires, packaging the product well and trying to understand the aspirations of the buyer and obviously the location as well. But for Provident I will be honest the most emerging location, even though they have been emerging locations and lot of people doubted the success of Provident product, but I think that our entire approach and the packaging of the product has ensured our success in every single project apart.

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Vivek: Okay and can you tell me the customer profile of the people who are buying Provident normally, what kind of customers we normally attract? Here I thought it was more often SME that's what the guys that told me, so I don't know so.

Kuldip Chawlla: Vivek it all depends on the city and the location micro market of that, for example if you come to Bangalore and if you go to the one that we have in the North Bangalore, it's a lot of BPO guys. If you come to Doddaballapur Road North Bangalore when I was referring to Harmony right. So if you go to WelWorth City it's a mix of IT, BPO guys from the Airport and industries around. So it varies depending on where the project is.

Ashish Puravankara: Pune for example you could have you know a large of the manufacturing sector, in Hyderabad it's a mix of you know services, small businesses the SME sector, self-employed individuals who are in the services sector or traders, so it varies per city and per micro market location. In Chennai for example the project that is listed in the deck on the Thirumazhsai is going to benefit from the SIDCO Industrial Area, Sriperumbudur belt, the Oragadam belt the part manufacturing, part services, you know blue collar workers that kind of stuff.

Vivek: Are you seeing in your Bangalore both Puravankara and Provident any slow-down because of IT news? We do not know how true it is or how to one extend it is, are you seeing any slow down?

Ashish Puravankara: So far, we have not.

Moderator: We have the next question from the line of Manoj Dua, an individual investor. Please go ahead.

Manoj Dua: Good evening Ashishji I am an individual investor. My question was regarding your Chennai Project, Chennai has been a very tough market for the real estate this year and all our company has also not down this year with Chennai Project, can you throw some light on that? Moreover we are launching a very big project in Chennai in JV and Provident which we are holding 25% share? Can you give some detail about this JV with how much we are financially involved and how other JV guys involved, because this seems to be a very tough market to Puravankara in which we are not able to crack much?

Ashish Puravankara: So Puravankara has done very well in Chennai I should correct that a fact shared by you. Having said that you're right last year and half last two years has been a little uncertain in Chennai but more on account of weather issues and political issues. My understanding of the micro market there right now is that recent launches that have happened on GST roads and other micro market locations which have been in the affordable housing space that have been priced correctly have sold really well. So this is a part of our market survey that we have conducted. Coming to our site we are off the Poonamallee High Road again here this a Provident product so in terms of ticket size its very attractive. We have other developers around us both Godrej and Tata who are

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around us, who have done decently well. Keeping that in mind so this is the first private equity investment which is undertaken by the company which is with ASK wherein ASK invested about 75%, the company invested 25% and the project is being developed in an SPV.

Manoj Dua: And what's your going forward view on the commercial side? You used to guided response to do some commercial, how much capital would be required to reach that our I think 4.4 million square feet to 4.5 million square feet you're looking commercial, so do you think that will require a lot of capital in building this commercial, aren't we seeing much opportunities in the residential?

Ashish Puravankara: No, I think it's just a way to diversify so while I think the residential bit is doing okay we said let's also explore, we are being very choosy. We are looking at CBD locations. We are not taking a long term sort of view. Something which is closer to the city. Being a strong brand we keep getting opportunities from land owners for good quality land which are also good for commercial. Again, there it will be mainly on joint development, so therefore not a huge capital outflow and it will be a build-to-suit model. So give you a quick example we have a joint development on a piece of land but we have told a land owner unless we get a back to back client for a build-to-suite we won't start construction. So we are being conscious and careful in that aspect.

Manoj Dua: Okay one more question that in Provident we were having competition that unorganized sector with the RERA and slowed down for the Grade-2 developers this competition is going to subside, but at the same time the micro environment by the government policies opened up this sector, can we see it competition from big players like Godrej or Sobha which were earlier not looking at this sector as much?

Ashish Puravankara: So one fact just to give you an example, earlier they were a 100 developers in this space out of which I would say 99 were unorganized. Today we don't see how these unorganized players who do not follow rules, don't follow by laws, in terms of their sanction plan, don't build as per sanction, I think they will be wiped out on account of RERA. On account of new entrants coming in I think the space is so large, there is enough room for good quality five or six players to get into the space. Having said that Provident I strongly believe has a very strong first mover advantage in terms of brand, in terms of technology, and in terms of understanding the buyers' mind. So every project we have undertaken we have delivered successfully.

Manoj Dua: So one thing I want to understand now is Grade-2 developers are facing problems, the land owners are facing problems so because of the slow down so one approach is to be slow and cautious approach and one could be a different approach as earlier we were not getting very good attractive terms in terms of JV. Now we can have financial terms according to your buyers our percentage of according to our, so going forward we will be more aggressive in signing the deals because we are getting terms or we would be approaching conscious wait and watch term?

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Ashish Puravankara: I think I would like to believe the last 42 years every year we have been aggressive and I will like to believe we will continue to be aggressive. Having said that we will be conscious in terms of title of the land. We will be conscious in terms of technical feasibility of this projects, but if we are getting good, clean, and clear title land on joint development from this Grade-2 o developers with very minimal capital outlay will, definitely take that up and be aggressive on it.

Moderator: Thank you. Ladies and gentlemen that was the last question, I would now like to hand the conference over to Mr. Kuldip Chawlla for closing comments. Thank you and over to you sir.

Kuldip Chawlla: Ladies and gentlemen, thank you very much for your time, your attention, and your questions on Puravankara's Earnings Call for the fourth quarter and for the year ended March 31st, 2017. We look forward to anymore questions you might have and to meeting up with you at the AGM. Thank you once again and have a pleasant evening.

Moderator: Thank you very much members of the management. Ladies and Gentlemen on behalf of Puravankara Projects that concludes this conference. Thank you for joining us and you may now disconnect your lines.

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