



“Puravankara Projects Ltd Q2 FY17 Earnings Conference Call”

**December 08, 2016**



**MANAGEMENT:**      **MR. ASHISH PURAVANKARA - MANAGING DIRECTOR**  
**MR. HARI RAMAKRISHNAN - DEPUTY CFO**

**Moderator:** Ladies and Gentlemen, Good Day and Welcome to Puravankara Projects Limited Q2 FY17 Earnings Conference Call. We have with us today, Mr. Ashish Puravankara – Managing Director and Mr. Hari Ramakrishnan – Deputy CFO. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing ‘\*’ then ‘0’ on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Hari Ramakrishnan – Deputy CFO from Puravankara Projects. Thank you and over to you, sir.

**Hari Ramakrishnan:** Thank you. Good Evening, everyone. We welcome you all to Puravankara’s Earning Call for the Second Quarter and Half Year ended 30<sup>th</sup> September 2016. With the macro being little subdued due to delay in the recovery both in domestic as well as in USA and euro zone markets, there was a visible shift in the sentiment for the Indian economy across various sectors. Post the demonetization announcement on November 8, 2016, the cash economy in the country which was 12% of the GDP was overnight brought to a halt. This may have a short-term impact on growth of the economy but we at Puravankara welcome this move. We believe that organized sectors are better off and should recover in ensuing months as the economy adjusts with the currency transition.

Notwithstanding the challenging market environment, we continue to focus on timely execution and delivery, we continue to sell well in Purva Silver Sands in Pune which we launched in Q1 of this fiscal and have sold 0.23 mn.sq.ft., totaling to INR 137 crores within six months of the launch. Our launch of Kenworth at Hyderabad also been received well by the market and sales continue to be very strong.

We have adopted the IND AS standard from April 1, 2016 and our current reporting quarter as well as prior periods have been restated in compliance with the standard. The profit & loss account will disclose the impact of the IND AS impact but it does not have any change to the underlying business operations including cash flow generated by the company. Due to the adoption of IND AS, we have replaced totally at audited financial statements with limited review by the auditors

Moving on to Sales: Despite the muted market environment, we had net sales of 0.47 mn.sq.ft. for the quarter ended September 30, 2016, which is a 20% increase in value on year-on-year basis. Sale value for the quarter ended 30<sup>th</sup> September 2016 was INR 261 crores excluding the land sale and the sales realization of ongoing projects for Puravankara and Providence stood at INR 6,625/sq.ft. and INR 4,636/sq.ft. respectively. We have completed one project, Purva Whitehall during Q2 and have released the occupancy certificate totaling to 0.4 mn.sq.ft. Project under development as of 30<sup>th</sup> September 2016, stood at 21.72 mn.sq.ft., out of this 17.65 mn.sq.ft. is Puravankara’s share and 10.16 mn.sq.ft. has been launched for sale. Cumulative sales up to 30<sup>th</sup> September 2016 stands at 53% of the area launched for sale.

Sales contribution details for the quarter ended September 30, 2016: On area terms, we have sold 44% from the completed inventory, totaling to 0.2 mn.sq.ft. and the rest is coming from ongoing and new launches. On value terms, 37% has been completed whereas ongoing and new launches occupy the balance.

Sales contribution details for half year ended 30<sup>th</sup> September 2016: The completed area contributed to 36% and the balance through ongoing and new launches. On value terms, the percentages stood at 30% and 70% for the ongoing and new launches.

Moving on to financials for the Quarter ended 30<sup>th</sup> September 2016: Revenues increased by 23% and stood at INR 3.8 billion as against INR 3.1 billion, for the quarter ended June 30, 2016, this included land sale revenue of INR 1.5 billion. EBITDA increased to INR. 125 crores as against INR. 80 crores for the quarter-ended June 30, 2016. EBITDA margins stands at 33% for the quarter ended 30<sup>th</sup> September as against 26% for the quarter ended June 30, 2016. PBT stood at INR. 58 crores for the quarter ended 30<sup>th</sup> September as compared to 30<sup>th</sup> June 2016. Profit after tax stood at INR. 44 billion for the quarter ended 30<sup>th</sup> September as against INR. 1 billion for the quarter ended 30<sup>th</sup> June 2016.

For the half year ended, the total revenue stood at INR.6.9 billion. EBITDA at INR. 2 billion and the margin stands for the six months at 29%, up from 24% for the corresponding half year. PBT stood at INR. 72 crores for the half year ended as against INR. 87 crores for the corresponding half year and PAT at INR. 52 crores and INR. 57 crores respectively. Total cash flows collected for Q2 was INR. 300 crores and we spent construction of around INR. 139 crores. The balance collection from sold units stand at INR. 1,152 crores with an equivalent amount of money to be spent on the balance cost for the projects which we have launched.

Moving on to cash flow positions of projects which are nearing completion, as stated in the previous call, we will be delivering 6.15 mn.sq.ft, out of which we have delivered 0.4 mn.sq.ft. and out of this 6.15 mn.sq.ft, the balance collection is INR.318 crores with the balance cost to go of INR.376 crores and has an inventory value of INR. 1,047 crores, leading to a total sub-reserve of INR.990 crores. Unsold area out of these nearing completion stands at 2.23 mn.sq.ft.

Moving on to our debt position: Our net debt as of 30<sup>th</sup> September, stood at INR.21 billion as against a similar number in the previous quarter. Net debt-to-equity stands at 0.93. The promoter backed funding in net debt is at INR.2.59 billion making the net external debt at INR .21 billion. As of 30<sup>th</sup> September the weighted average cost of debt stands at 11.77%. We have reduced this from 12.39% as compared to the quarter ended 30<sup>th</sup> September 2015. We continue to evaluate opportunities to further reduce the debt from the current levels.

With this, I will open the floor for questions. Thank you.

**Moderator:** Thank you very much. Ladies and gentlemen, we will now begin the Question-and-Answer Session. The first question is from the line of Prem Khurana from Anand Rathi. Please go ahead.

**Prem Khurana:** Sir, my question was with respect to our P&L. We seem to have done pretty well in terms of P&L especially on margin front. What explains this sharp improvement in our income statement in this quarter?

**Hari Ramakrishnan:** There are two reasons for this – first one is we have recognized the second tranche payment which we have to receive for our Kochi Marina Project from Sobha, so about INR.1.5 billion has been added to the top line which has resulted in the increase in margins across EBITDA, PBT and PAT levels. Second one is as we have been saying we are focused on completing the delivery of the projects. So, all the projects which are getting delivered have also been contributing the last mile margin and now all those projects which have got completed, also the margins have been revised from the construction margin which we used to record to a higher margin of 30-35% depending upon whether it is Puravankara or Provident. This is the primary reason why the margins have got revised as compared to the sequential and corresponding quarter.

**Prem Khurana:** Sir, if I adjust for this land sale transaction that is recognized during the quarter, what kind of margins do we enjoy on this land transaction?

**Hari Ramakrishnan:** Against INR. 1.5 billion, we had generated post tax of roughly INR. 40-45 crores which is what has got reflected including the interest cost allocation which is accounting practice which we follow.

**Prem Khurana:** So if I have to adjust for this, the number seem to be pretty weak in terms of top line. So, would you kind of attribute this to the slow sales that we have been seeing for some time now or when do you see this number to go up because on a quarterly basis we used to more than INR.300-odd crores of revenues but then if I just this INR. 150 crores of number that you have recognized, basically it means we have done only around INR. 220 crores so which is way below the number that we used to do on a quarterly basis and we will be doing this number for the last 2-3-years, so do you see the number to come back in the coming quarters or would remain at these kind of level for the time being?

**Hari Ramakrishnan:** I will answer your question in two parts – first is on the accounting side of it and second is on operations side of it. On the accounting side, on a comparative basis, last year I had lot of projects which were under construction which got delivered and that have moved into completed. So all those projects which are completed will be giving me completed projects margin which is not visible in the current quarter. So what has happened because of this is let us say 8 or 10 projects which is giving me the profit margin for this quarter whereas earlier it used to be 15 or 20 projects. Now, with all this happening, we continue to sell our completed inventory and those projects which are giving us higher margins will start moving back into

the regular sales as completed. So you will see us going back to the levels what we were reporting earlier maybe two to three quarters down the line once we complete and deliver the current nearing completion projects.

**Prem Khurana:** Basically, I want to understand this land sale number because we would have required to make the payment in terms of tax that you would have paid to the authorities, but then we are yet to receive the payment from our partner, we could have kind of not recognize this number in this quarter which would have saved us some money on tax that we would have paid to the authorities. So why did we do it in this quarter when cash is still a problem?

**Hari Ramakrishnan:** If you remember, we had signed up for this in 2014. So in 2014 though we did have a right to recognize the entire Rs.330 crores, we did not do that because the certainty of the second tranche was built with certain milestones related to it. We have completed those milestones and also, we have done a launch of this project about a month's back and also the collection of this as per the agreement between the JD partner is the end date is 30th June 2017. So with this kind of timelines involved, our auditor also is of the opinion that you do not need to postpone this revenue recognition coinciding with cash because it will be then treated as not forming part of an accrual system of accounting and hence they have made it very clear that you can go ahead and recognize and that is the reason why this has formed part of the P&L.

**Prem Khurana:** This quarter on Puravankara side, we seem to have done pretty well in terms of new bookings, but then on Provident, the number seem to have come down substantially and it appears to be weakest in the last 4-5-quarters. So now what is going wrong with Provident because assumption used to be given the fact that the ticket size is very attractive in this business and you would get to see better volumes in Provident than Puravankara, but if I look at the numbers, the situation appears to be somewhat not in sync with what we used to believe, so why is there a significant drop in our Provident portfolio, it is only 0.11 mn.sq.ft. or 0.12 mn.sq.ft. is what we have done out of 0.46 mn.sq.ft. that we booked in this quarter?

**Ashish Puravankara:** With Provident, essentially you got to understand the projects that we currently have, the Cosmo City Project where in the last phase we had stopped sales, we wanted to just complete the project which is now 99% complete, we have done the launch about 10-days ago, so then those numbers will start coming in. Kenworth Phase-I and II is almost complete, now we are going to be launching the third phase. So you will see that as a new launch and the sales coming in from there. Kenworth in Hyderabad has done exceptionally well, in fact, we had broken that down into four phases, we have now combined Phase-I and Phase-II because it has done very well there in terms of phases, so those numbers will start coming in. Take Kenworth in Hyderabad for example, last two months, we had stopped sales there because we were running an EOI process for the second phase which got concluded now this month where allocations have come, sales have concluded, it is a very good thing, so that will reflect in this quarter.

- Prem Khurana:** The pending payments for your completed inventory, the area which is already booked, seems to have gone up substantially over the last 6-months from INR. 160-odd crores to INR.280-odd crores and we have been talking about kind of bringing this number down. On the face of it, it appears that the efforts that we are putting on are not yielding any results. So why would the situation be there given the fact that it has been a while and we have delivered these projects. So why is this payment still stuck?
- Hari Ramakrishnan:** Better part of it are either scheme related where the monies have to be released on possession, that is happening as we speak. So while we collect the older ones, the newer ones also get added, so it looks like as if the ageing of that number is pretty high. But yes, we are cognizant of the fact and taking steps to reduce that number from INR.217 crores as per our internal feedback given by the collection teams in another 6 to 8 months we will be able to bring it down substantially for the debtors outstanding in the completed baskets.
- Moderator:** Thank you. The next question is from the line of Sridhar from ICICI Bank. Please go ahead.
- Sridhar:** This was a question regarding the RERA that is impending actually notification in Karnataka state. So how do we expect it would affect Puravankara as a whole and whether there would be any retrospective effect in terms of ongoing projects?
- Ashish Puravankara:** CREDAI here in Bangalore continues to liaison with the government to form the rules which I think not only protect the customer but also is implementable by the developers. In terms of Puravankara I think last year and year and a half you have seen lesser number of launches. So we have lined up all our launches. So going forward, all projects will comply to RERA. We have also got onboard a specialist RERA compliance officer who will ensure our compliance to RERA. I think the deadline is May. Will the state meet that deadline or not? I think it is a question mark. But having said that we are ensuring that we push construction day and night and get maximum number of our projects out of RERA's ambit.
- Moderator:** Thank you. The next question is from the line of Siddharth Oberoi from Prudent Equity. Please go ahead.
- Siddharth Oberoi:** You have said that there is a booking of that Sobha Developers amount. Excluding that what is the revenue?
- Hari Ramakrishnan:** Out of INR 3.8 billion for the quarter, INR 1.5 billion will be knocked off, so roughly about INR 2.3 billion will be the revenues from ongoing and completed projects.
- Siddharth Oberoi:** So the margins there were pretty high. So excluding that then are we at a loss or something for the quarter?
- Hari Ramakrishnan:** It will be a thin margin, it will not be a loss. So we would have been disclosing a similar number what we were disclosing in the immediately preceding quarter.

- Siddharth Oberoi:** Immediate preceding was INR.10 crores?
- Hari Ramakrishnan:** Around that is the run rate. So, as I had explained earlier, because of the way our accounting policy has been done, currently the projects which are being up for revenue recognition have only construction related margins which are flowing into P&L account. So the construction related margins are anywhere between 15% to 18% which is what is going to be used to observe all my expenses and also go through the POC cycle and hence you would have had only roughly about that much of the profitability coming on. Also, another thing is we have other projects which are yet to get into the revenue cycle because we are still yet to meet the guidance threshold like Sound Of Water, Coronation Square and Silver Sands. /Once that starts flowing in, then the margins will start going back to the old.
- Siddharth Oberoi:** When do they start to flow in?
- Hari Ramakrishnan:** For December quarter, Sound of Water will start flowing in. Coronation Square, I think by March is what we are looking but it can get pushed to maybe June quarter and Silver Sands by June or September quarter of next year for the first phase.
- Siddharth Oberoi:** Also, this effect of demonetization, are you seeing any major downtrend in enquiries?
- Ashish Puravankara:** Enquiries continue to be very strong, site visits continue to be strong. Because of the newspaper reports, while it may be true for some other parts of the country, people are assuming that rates will correct, which I think is a very temporary phase. If you consider southern markets, firstly, we were not a cash market at all, so it is not like a major portion of the buying was happening on account of cash. Secondly, even if you look at our average selling price today in the range of INR. 6,000 - 6,500/sq.ft. which in our opinion is quite affordable, it is only a temporary sentiment issue which I think we should overcome in the next quarter or so.
- Siddharth Oberoi:** Customers are asking for markdown over the prices?
- Ashish Puravankara:** They are checking with us to say we read an article, we think prices will come down. So we educate them and try to give them that confidence but I think they are adopting a short-term sort of wait-and-watch policy reading articles. But it is an end user-driven market to begin with. So in terms of speculation, it is very less here. I think it is a matter of a month or two months where they understand that prices are not coming down and will commit to the sale.
- Siddharth Oberoi:** Enquiries are there, but the deals are not happening?
- Hari Ramakrishnan:** Yes, we have had instances that people have come, they have given us the cheque, they are saying, but hold on for a month, we think prices will come down. We have had both, where people have said hold on, we like the project but we will come back we think prices will correct, there are cases where people have come and given us the cheque and said, do not

deposit it, we think prices are going to correct. But I strongly believe that it is a very temporary phase.

**Siddharth Oberoi:** So in view of this, how would you be able to reduce the debt further, now that the deals have actually almost frozen for some time?

**Ashish Puravankara:** No-no, this phase of the sentiment especially in the southern markets I think is very temporary. Besides that, we have other actions that we have undertaken to ensure that we reduce our debt, for example, like the Hyderabad sale that we are working on right now, we are hopeful of getting it almost INR.500 plus crores for that land, so which would help us in getting our debt down significantly.

**Siddharth Oberoi:** This is the same one that you have informed the stock exchanges about in the starting of the year?

**Ashish Puravankara:** While we focus on launches in good smart moving micro markets, we have also taken up very practically mean to say to exit certain assets which we understand are long-term and not in our short-term launch plan. For example, Sobha money is due mid of next year, this Hyderabad land we are hopeful of getting INR .500 crores plus for that and another one or two land parcels which will accelerate our debt reduction.

**Siddharth Oberoi:** But now we are in December, and I think you gave the thing in April that you would be getting this amount and now it is almost nine months that you have not got the amount. When are you expecting this?

**Ashish Puravankara:** We were in a contract with one company to buy this land out. Their value was fairly low. They wanted a change in the land orientation which they were responsible for getting from the government which got delayed. Today, we have an offer of INR.500 plus crores. So now we are exploring those two buyers.

**Siddharth Oberoi:** Hypothetically, this does not go through, let us say for another 6-months due to whatever going on...demonetization, what happens then – is there any backup plan or no, everything is depending on this Rs.500 crores, Rs.400 crores net of tax coming in?

**Hari Ramakrishnan:** We are looking at evaluating land parcels in another of markets which also can be anywhere between INR.350 to 400 crores. But having said that what I would like to draw your attention to is this ready to move in phase which is happening currently is adequate enough for us to take us through the cash flows of the company in the coming quarters.

**Siddharth Oberoi:** In the presentation, you have given there is INR.131 crores shortfall, right, which you said you will bridge through the sales?



**Hari Ramakrishnan:** Correct, that is on those projects which will be delivered before next March or next June. So, INR.131 crores is not a very alarming amount for us to solve for that problem. What I am trying to tell is for construction, there is nothing required for us to worry about. With respect to repayment of debt obligations, we are working with the bankers on various options. So, that leaves us only with meeting operational expenses and interest cost, this is annually anywhere between INR.450-500 crores. That will roughly translate to about 8 lakh to 1 mn.sq.ft. of sales which we have already done and even in the down market assuming whatever impact we are going through now, I do not think we will be in a situation where we will be selling less than a million square feet annually. So we will be definitely well positioned for us to continue the cash flow operations. Yes, we will have quarterly mismatches but I think we will sail through that through incremental debt because even if I take incremental debt today three months down the line once the project is completed, due to the collection which is pending from the customers on those projects it will come down and it will go for debt reduction because all the projects have been escrowed.

**Siddharth Oberoi:** After the September quarter, have we taken more debt?

**Hari Ramakrishnan:** No.

**Siddharth Oberoi:** What do you plan to end the year with in terms of debt-equity ratio?

**Hari Ramakrishnan:** It will be in the same range; 0.93 to 0.95.

**Siddharth Oberoi:** So any debt reduction then can be expected only in the next financial year?

**Hari Ramakrishnan:** If the Hyderabad transaction goes through earlier, then automatically that will go for debt reduction. So we are working and speaking to those people who are interested parties, it is taking time, large transaction. So, I think you will have to give a little bit more time in between.

**Moderator:** Thank you. The next question is from Anar Nayar from ICICI. Please go ahead.

**Anar Nayar:** Exactly what is stuck in this INR.500 crores land transaction in Hyderabad, if you could just throw a bit more light on it?

**Ashish Puravankara:** We had contracted with a company to sell it, that sale size is almost at cost, they wanted an alternative land which is at opposite our side which they said they will seek government permission. We have given them a certain specified timeframe which they were not able to get it in. Today, with the way the Hyderabad market is, actually we have about three funds and three other companies chasing us to do this transaction with them, their offer is north of INR.500 crores. Now, we have gone back to the government to say, we withdraw our request to get the alternative land and we want our original land back. That process of getting the

government permission is the only thing that we are waiting for which I understand should hopefully be done in a month, month-and-a-half from now, whatever time the transaction date.

- Moderator:** Thank you. The next question is from Anubhav Gupta from Emkay Global. Please go ahead.
- Anubhav Gupta:** The first question is obviously on this demonetization. Everyone feels that this is short-term pain and long-term gain. Puravankara has two brands in the property development – high end Puravankara and Provident. Do you think in both the scenarios you are seeing some advantage of being present in both the categories?
- Ashish Puravankara:** Absolutely, from a current ongoing business point of view, we did not have 10%, 20%, 30% customers who are dealing in cash and we were accepting that cash, right. So, our client base throughout have been people where we have never accepted cash sale. I think the developers who used to indulge in this, will go through a difficult time now. So we only hope to gain and increase our market share with this demonetization.
- Anubhav Gupta:** Between both the brands which brand do you think will be more beneficiary?
- Ashish Puravankara:** In my view, both. Let me put it in other words; customers who we lost, right, because we were not taking cash, today when they understand that they cannot deal in cash, we get them back on board.
- Anubhav Gupta:** Second question is on Hyderabad transaction. Until last quarter we were under impression that you will get back INR.400 crores which you had given to the authority but now is it that you are expecting INR.500 crores of inflow?
- Ashish Puravankara:** The earlier transaction was at the same cost, right, that we had sale to the government, but it was being bought by a private company at the same cost, right, they for whatever reason did not want our specific land but wanted to change the orientation, for which they said they took the responsibility of approaching the government for that change. While we had got into that agreement, we have put in a three-years timeframe of about 3-months which expired. They requested for some extension which we gave them. Finally, since they are expired, today we are sitting with 6 people across the table who are interested in our offers of north of INR.500 crores. So we have now started engaging with them on one hand and on the other hand we have gone back to the government recalling that request to change the orientation saying we want our original land bank. Anyway, I have taken possession of our original land.
- Anubhav Gupta:** If happens to be INR.500 crores deal value, so will you need to spend extra on anything or your cost will be on the books?
- Ashish Puravankara:** Zero cost, we pay the entire money for it.
- Anubhav Gupta:** Will that be like Rs.100 crores of one-time gain out of this transaction?

- Ashish Puravankara:** Yes.
- Anubhav Gupta:** Now that you have received the balance INR.160 crores from Sobha for the Kochi project. So can we assume that project has got all the approvals now and it is ready for launch?
- Ashish Puravankara:** That project has got all the approvals. We have already fortnight ago initiated the prelaunch. The mock up at site has been built. Once the mock up is built, we will have the formal launch of that. All the approvals are in hand.
- Anubhav Gupta:** Depending on the market condition, what is your sense about pricing and volume in like first 12-months?
- Ashish Puravankara:** I am quite confident because of this location and obviously, this is a product any Keralite living anywhere across the world for him is the first option to buy would be Cochin. So we believe that the sales will be good once we do the formal launch.
- Anubhav Gupta:** Any more land deals you are considering or can we see some transactions getting completed to raise money through land sales?
- Ashish Puravankara:** There are just two other parcels which is not in our immediate sort of launch pipeline which we are considering – one is in Coimbatore and the other one is in Cochin.
- Anubhav Gupta:** How is the sale for the completed inventory going on, obviously, if you can give us numbers?
- Ashish Puravankara:** Cochin has been exceptionally well. So, if you remember about a year and a half ago... just to quote a quick example, in a project called Eternity in Cochin, we had almost 250 unsold units, that number has come down to 83. Cochin has picked up fairly well. Provident has done very well. Swan Lake in Chennai has begun to pick up.
- Hari Ramakrishnan:** So we definitely believe that going forward this run rate will go up subject of course whatever the recovery timelines which we had indicated earlier and I am sure that the numbers what we are giving from here on only it is going to go up and not come down.
- Anubhav Gupta:** Can we see that private equity deal or do you think now you can sell this inventory off on your own?
- Ashish Puravankara:** I think they are still keen to close the deal, I think they are going to take one last look at it to see the benefit and sense in doing that, that option is still available with us, I think we should be reviewing it and taking a call soon.
- Anubhav Gupta:** When they started negotiations, obviously, they had 2 mn.sq.ft. on the table, now it is coming down every quarter. So are they okay with that with less inventory?

- Ashish Puravankara:** Happy with this, it just reinforces that these are good and these are saleable, in fact, that is the reason they are actually chasing us again, they are seeing the traction and velocity in sales, right.
- Anubhav Gupta:** That JLL deal, do you think it helps in you boosting the volume for completed inventory or it has not taken off as per the expected lines and still you are achieving the volume?
- Ashish Puravankara:** We did not probably get the success that we wanted, but we did get some boost in sales. It is a continuous process, right, I think project wise in a ready to moveable inventory, just to spurt that enquiry, essentially to get that eyeball to get that enquiry in, because let us understand one thing, all these projects are already built, they have been built well, the quality is good, you are already 90-95% sold. So to that extent there is no risk, but being an older project it works both ways – so you do have some people who want to get into ready to move in, some people who believe that they get a price advantage and a choice, when they get into launched project. So we keep running these schemes every now and then to get that boost and we have been successful in most of them.
- Hari Ramakrishnan:** What it also clearly means is that for any kind of customer who has raring towards doing a like a rental scheme, so we have products available for all kinds of customers. So that is why the scheme will be continuing and we will continue to spend marketing monies on that to ensure that we give that attention to what it means and continue to liquidate the inventory thought that as well.
- Moderator:** Thank you very much. As there are no further questions from the participants, I now hand the conference over to the management for closing comments.
- Hari Ramakrishnan:** Thank you, all. If you have any further questions or clarifications, please feel free to contact Ashish or myself, we will be happy to take the question. Good day.
- Moderator:** Thank you. Ladies and gentlemen, on behalf of Puravankara Projects that concludes this conference call for today. Thank you for joining us and you may now disconnect your lines.