



“eClerx Services Limited Q4 and Full Year FY17 Earnings
Conference Call”

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Moderator: Ladies and Gentlemen, Good Day and Welcome to the eClerx Services Limited Q4 and Full Year FY17 Earnings Conference Call. 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 telephone. Please note that this conference is being recorded. I would now like to hand the conference over to Mr. Rohitash Gupta - CFO, eClerx Services Limited. Thank you and over to you, Mr. Gupta.

Rohitash Gupta: Good Evening. Thank you for joining eClerx Earning Call for the Fourth Fiscal Quarter of FY’17 and 12-months ending 31st March 2017.

FY’17 was a challenged year for business growth. Lower economic growth in client markets was compounded by uncertain geopolitical climate in major client countries favoring anti-globalization and also weakening of few client currencies. The increasing maturity of the offshoring cycle and improving technology capabilities have also meant our clients preferring cost reduction through automation instead of pure outsourcing. Digital as also being a big disruptor for many clients as old business models are challenged by new tech-enabled businesses. Clients have reacted to economic, political and business uncertainties by reshoring some of the work and by reducing contract spends and committed duration. These headwinds led to a year of decreased US dollar revenue for us which is YoY down 2.6%. While this was our first annual revenue decline in our operating history, other metrics paint a very encouraging picture -- New contracts and orders for the firm remains similar to FY’16 level and we added a number of large clients across each of our businesses across both existing and new service line which is a result of our sustain investment in our few selected productize services. Our current pipeline is the largest that we have ever had in last four to five quarters. The increase of new sales that happened during FY’17 in Financial Services were strongest in the year compared to other two verticals, and the increased YoY pipeline that I talked about was equally contributed by Financial Markets as well as Digital.

We set out last year some key initiatives for the firm and it is worth taking stock of our progress on each of these four -- First, we implemented processes and systems to encourage cross-vertical selling into our clients. This has started bearing fruit with clients becoming buyers of multi-vertical services. We have also centralized client marketing and introduced targeted return metrics to drive better coordinated client outreach. Second, as clients increasingly look for service providers to co-create solutions being physically closer to the decision-makers and having in-country delivery capability, have become more critical. This year saw the opening of our first US delivery center in North Carolina, the opening of our new Austin office which is also the center for our Analytics business and creation of our Canadian subsidiary. Our centers in Verona, Italy and Phuket, Thailand continue to serve as a hotbed of innovation and advanced capability. This year, we have also delivered the largest number of Consulting and Analytics programs in client location. These initiatives are helping deeper engagements with clients and will allow us to shape offshoring opportunity much earlier in decision cycle going forward. Thirdly, we continue to drive growth in Analytics and we had our best year leveraging client location delivery and technology to drive new growth. Our focus continues to shift away from managing data to

extracting value and insights for our clients. We have enjoyed early success in taking some of these services into other verticals and are convinced that the success in our Analytics initiatives will be critical to overall concept. Fourth and finally, we continue to tune our technology efforts to ensure that we capitalize on emergent area.

Our focus in FY'17 was Robotics Process Automation where we have developed our own technologies and significantly deepened partnerships with leading Robotics platform and have trained more than 1,500 of employees. In the year, we developed and implemented number of use cases of Robotics for clients and integrated these technologies to transition some FTE contracts into managed services and we are now in process of layering in machine learning capabilities in the year forward. This drive to tech wrap services is core to driving differentiation, long-term value, relevance, stickiness and profitability of our firm. This year, we added members to our independent board that have direct relevance to the clients, industries and established advisory group retaining key senior ex-clients as strategic advisors to guide our service development and client outrage initiatives in future. We continued to make key hires and strengthened top management notably hiring a new managing principal in US to run our eClerx Financial Markets vertical.

This is our tenth financial year results since IPO. Over this time, we have delivered strong results and become increasingly diversified service providers of niche services leveraging operational excellence, domain expertise and technology. We have developed and sustained large client relationships, won many industry accolades over the years, faced down competition from many established companies and negotiated severe events such as great financial crisis of 2008. We have also developed a reputation for highest level of corporate governance, consistent shareholder returns and investor ethics, serving to encourage foreign investment into midcap companies like ours. While we may be in a period of greater demand uncertainty than in the past, we feel optimistically confident that we are better positioned than ever before to capitalize on opportunities available ahead of us.

Now, coming specifically to our Q4 and FY'17 Results: In Q4, our Indian rupee operating revenues increased by 2%, whereas full year INR operating revenues grew at modest 1% YoY. When we met last quarter, we mentioned about revenue headwinds to continue till Q1 FY'18. However, due to delay in reshoring some of the work by our client, we now expect that event to show up in Q2 instead of Q1. This is our first year of adopting IND-AS accounting standards and hence some of the FY'15 numbers in today's release have been restated. For the full year, we maintained operating margin at 31.4%, comfortably above the 30% benchmark. This year also saw our largest buyback, much ahead of our peers and also around 77,000 shares being bought by ESOP trust, both of which contributed to YoY increase in earnings per share of about 70 paise for FY'17. The profit after tax for the year increased by 4% YoY, primarily due to one-off event of increase in deferred tax assets. We have recommended token dividend of Rs 1/share for the year and will explore ways to maintain historical payout ratios over medium-term. Other income for the year roughly halved in FY'17 Vs FY'16. This was mainly due to appreciation of INR against USD and Euro towards latter half of the year. The impact of which was only partly offset by increase in investment income. Our forward hedge book is that about \$132.5 million which is

about 2.8x the quarterly revenue. The average strike rate of these hedges is Rs 72.1/dollar which has worsened slightly by about 30 paise to a dollar since Q3 due to unfavorable spot movements. Based on hedges book till now, we expect that about \$104 million worth of inflows will convert into operating revenue at about Rs 72/dollar during FY'18. The operating margin percentage dropped by 90 bps this year compared to last year as employee cost grew disproportionately on a very soft revenue base.

We will continue to ramp up our onshore delivery capabilities over next few quarters from a very small base today and it may keep the employee cost number at an elevated level. Further, early part of FY'18 will see the usual impact of wage hikes which are effective 1st April which were in high single digit for India staff and low single digit for onshore staff. Most of the G&A items remained flat on sequential basis as well as year-over-year basis. There was a minor decrease in selling and distribution cost which is primarily attributable to variable pay alignment to revenue outcomes that we saw this year. We had about Rs.606 crores of cash and cash equivalent at the end of the year which is about Rs.60 crores more than Q3. CAPEX continued to trend downwards compared to last year and is expected to decrease further in FY'18 as we have sufficient capacity at all our offshore centers. We have spent Rs.6.4 crores on various CSR activities during the year and allocation is likely to increase to Rs.7.1 crores during FY'18.

Our geographical concentration in North America has remained fairly steady at 67% but we expect significant increase in USD concentration next year as one of our top-5 clients has changed payment terms from Euro to USD during Q4. The DSO was at 85-days at the year-end due to one-off factors but we expect the future DSO to be closer to 80-day mark. This is also partly contributed by renegotiated payment terms with few clients. We have started reporting staff utilization basis direct production staff including trainees in line with the peers and this year we were at 78% which is highest in last 5-years due to scale and automation benefit achieved in customer operations business in Cable vertical. The utilization is likely to be adversely impacted in FY'18 due to pending roll-offs in Q2. The client counts in the top-two buckets have increased and decreased by one each respectively due to downward movement of top-10 clients. The decrease in half a million bucket is mainly due to completion of certain projects in Digital vertical. Top-10 clients have declined year-over-year constant currency basis by 4.6% mainly due to reasons discussed in various previous calls. However, emerging clients still have shown an increase of 8.5% YoY in constant currency basis. The company employee strength has decreased marginally YoY to 8,737 people with much of the decrease coming from rationalization of support services. Our sales and business development staff has decreased marginally to 78. The India attrition has increased by 110 bps year-over-year to 34.8% but much of the increase is desirable attrition in line with decrease in revenues. Our effective tax rate for the year was unusually low at around 19% this year mainly due to recognition of various tax credits. However, the effective tax rate is likely to go upwards of 25% in FY'18 as we have exhausted the MAT balance and the India profits will henceforth be tagged at regular rate.

With this, I will hand over the call back for Q&A.

Moderator: Thank you very much, sir. Ladies and gentlemen, we will now begin the “Question-and-Answer Session.” The first question is from the line of Apurva Prasad from HDFC Securities. Please go ahead.

Apurva Prasad: Can you throw some light on visibility for top-5 accounts, how do we see that in FY’18 and what is the strategy there?

PD Mundhra: Hi, Apurva. This is PD here. I would say that we continue to expect a soft environment with some of our large clients as a result of some of the factors, Rohitash spoke about. So on a relative basis, we probably expect to see more growth in our emerging accounts in FY’18 than in the top-5. Also, Rohitash has spoken about some events that we expect to transpire in Q2 in terms of some reshoring of work based on corporate actions that have happened. So that will also affect the performance of the top-5 as a group. It is a long answer to your question, but net-net I think performance on the emerging side is expected to be stronger.

Apurva Prasad: So we had actually slowed down even in the emerging side of it. We expect that has probably bottomed out now?

PD Mundhra: I would think so. Rohitash alluded to the fact that we have a stronger pipeline today with the emerging accounts than we had let us say 12-months ago and that is an indicator that even from a conversion perspective, we should see better conversion in FY’18 and FY’17 for the emerging accounts.

Apurva Prasad: Also, what is the outlook for the Cable division?

PD Mundhra: Generally, I think we continue to be optimistic. It is still sort of I would say early days in terms of outsourcing for that industry for some of the kind of work that we do. We are in advanced stage discussion with a couple of new potential clients. So that is a reason to be slightly optimistic. Having said all of these, we talked about the fact that M&A action that is happening in the industry, some of which will affect us in the next quarter. So there is that headwind to get through. But from a long-term perspective, I think there is still room for us to grow that business.

Moderator: Thank you. The next question is from the line of Vishal Desai from Axis Capital. Please go ahead.

Vishal Desai: Just wanted to get some color on the headwinds that we have said that it is going to get pushed out into Q2 instead of Q1, I know Rohitash alluded to it. But could you all just kind of give us a further detail on it, that will be helpful?

Rohitash Gupta: Yeah, sure. This is Rohitash here. So, basically, we had understanding with the client that some of the work will end and probably some of that they will nearshore or onshore. Now as expected during the transition, there were some difficulties faced by them and they wanted to continue work for a little more while with our help at our centers. That is how we got a few months of extension on that work which was supposed to roll off little earlier. Now, it will roll off towards

the end of Q1 and hence I said that the impact of that financially in sequential sense will be shown up only in Q2.

Vishal Desai: PD, you alluded to the Cable outlook. Could you give us a picture in terms of what are the trends that is driving any kind of spend or on your client-specific commentary in the BFSI and the Digital space please?

PD Mundhra: Yes, on the Cable side, I think there are two or three areas where we see demand. Actually the first one is a broader trend; it is around optimizing customer experience. So obviously, customer experience is a key area of focus for clients across our three businesses but particularly so in the Cable space because of a proximity to their contact centers. So there is spend that we can target in helping our clients improve customer experience. The other area is around revenue assurance. So work order audits to prevent revenue leakages for them. Final area is around technical operations, helping support their tech engineers and so on. So those are the two-three areas that we are seeing demand. From a digital perspective, I would say focus for us continues to be primarily around Analytics and Creative Production. Those are areas where we are seeing demand. On the banking side, it is a variety of areas even away from our traditional capital markets operations including things around KYC type activity and data remediation.

Vishal Desai: So PD, just to delve further, what is exactly transpiring on the capital markets side? I assume there would be still the decent chunk of our revenues. Could you give some color in terms of what is happening given that overall that has been not so much in the limelight in terms of growth numbers?

Anjan Malik: This is Anjan here. From a growth perspective, we continue to see a fair amount of tailwind of growth in the market space last year. As you know, we obviously have a couple of client events over the last couple of years with through much of the acquisitions that have happened in the industry and some of the large utilities deals that have gone through in that space. So to answer your question in two parts – first of all, from a revenue perspective, it continues to be a meaningful part of our revenue; from a growth perspective, actually last year we had a fairly good year in terms of nearshore into the sector. A lot of our focus coming from derivative is moving from over-the-counter to listed and a lot of work regarding client lifecycle activities. Some of the things from regulations, some of it is being driven by some of the changes in business model, and of course, the large part of it is that as people have looked to move from pure headcount related activities to more managed service offerings. We are seeing more interesting opportunities for new business. So actually we feel that we maybe passed the work in that market.

Vishal Desai: Is it fair to assume that we expect this has bottomed out and can expect a pick up for the FY'18?

Anjan Malik: I am not sure if we can break it, I am not sure I would extend it as far as to say it is an expectation, I would say that from everything that we can see, it feels that the market is much more constructive that it has been in the last 24-months. So we think that over the next 12-24-months, we should see a pickup in demand from our banking clients.

Vishal Desai: Just from an overall outlook perspective, do not necessarily wanting to get into numbers, but given that you are all expecting Q1 to see decent-ish growth and whereas Q2 is likely to again be a soft quarter. How do you all see FY'18 Vs FY'17 on a year-on-year basis in terms of revenue as well as your margin profile?

Rohitash Gupta: Just to again reemphasize, that we are likely to see very soft quarter in Q2 and not Q1. Having said that because that will be a large event for reshoring as I earlier alluded to, we will be basically resetting our revenue trajectory hopefully for the last time in Q2. After that growth should return hopefully to normal to PD's and Anjan's point. Given all these, I think it is too early to say what full year will look like because we will like that event to really happen and then see the pipeline at that point of time. But I would say that FY'18 is likely to be a soft year.

Vishal Desai: One last book keeping question. If I got it right in the earlier comments, we are expecting tax rate to be around 25% in FY'18, right?

Rohitash Gupta: Yes.

Moderator: Thank you. The next question is from the line of Ankur Rudra from CLSA. Please go ahead.

Ankur Rudra: Is it possible to quantify at all how big will be the impact from that re-shoring on QoQ basis?

PD Mundhra: I think it is difficult for us to put a specific number to it. We will have more clarity in a while. But it will be material for us in the context of our results which is why we wanted to draw your attention to it.

Ankur Rudra: Yes, we can see that top-5 customers, 60% of the revenue. So, should we assume at least 10% would be QoQ decline because of that low on revenues?

PD Mundhra: We have no reason to believe it will be that way, but it will be let us say somewhere between 0% and 5% of revenues.

Ankur Rudra: So basically not all of your business from that client is going away, some of it?

PD Mundhra: Yes, some of it and there is no clarity as to which bits they will ultimately choose to reshore, we know it will be a significant chunk which is why we cannot give a more specific guidance at this stage because we ourselves do not know fully.

Ankur Rudra: The impact of this on your margins, your historically Cable business had lower margins than the rest of it. So I know there will be an excess bench. But adjusting for that excess bench, would this help your margins?

PD Mundhra: I would say over time our Cable business has come reasonably close to our other two businesses in terms of operating margins and so on. So now really if you look at our whole book, the bit which is a lower margin is more the work done onshore, whether it is in the Native business, around Onshore Consulting or it is the work done in Creative Production with CLX and so on.

So those bits of our businesses work delivered outside India is lower margin, all the work done offshore whether in Cable, Digital or Banking typically enjoys higher percentage operating margin. So I would expect this in the medium-term to be more or less margin-neutral. I would say from a margin perspective obviously if the rupee continues to strengthen, that will be much more of a headwind than anything else.

Ankur Rudra: I guess on that note, where are you in terms of your rupee sensitivity now given that onsite/offshore mix has around a little bit, maybe can start, it was the current onsite/offshore mix is in where you think is absolute?

Rohitash Gupta: Ankur, it has not moved much. Obviously, after IND AS changes, the sensitivity has only come down from what it used to be two years back. But to answer your question that because of onshore/offshore mix, it has not changed further. So today it is probably about 20 paise for 1% movement in dollar/rupee.

Ankur Rudra: Would that be 20 basis points in terms of margins or 20...?

Rohitash Gupta: 20 bps of OPM, correct.

Ankur Rudra: Your onsite/offshore, just to get this on record, is it approximately closer to 10%, where is it now proportion of revenues or staff, whatever you want to clarify ?

Rohitash Gupta: No, onshore revenues, Ankur, are still in I would say high single digit percentage terms of total revenue.

Moderator: Thank you. The next question is from the line of Shekhar Singh from Excelsyor Capital. Please go ahead.

Shekhar Singh: Just wanted to understand like the changes which we are hearing and reading in the newspapers, where your onsite percentage go up significantly and you mentioned you have opened up your centers in the US.

Rohitash Gupta: Depends, Shekar, how you define onshore. So let me just clarify also taking a cue from last question of Ankur. Most of the CLX business that we do which is roughly around €20-22 million is predominantly onshore in that sense. But apart from that, even in the organic digital and financial markets, especially Analytics and consulting areas, we are trying to build onshore delivery capabilities and these two or three initiatives that I talked about – one, our new center in North Carolina; one Austin office for Analytics and also hopefully in future some Canadian presence on the ground. All these three are towards that Consulting or Analytics legs of our businesses which serve all the three verticals to be honest. If you think about it as a combined entity, I think we are already in double-digits. But if you look only as non-CLX, then I would say it is in mid-to-high single digit in percentage terms of overall revenue.

Shekhar Singh: For FY'18, your revenues will continue to remain very soft or will we be seeing some growth?

- Rohitash Gupta:** Barring Q2 which will be sequentially down to some extent as PD alluded to, other three quarters we have no visibility of any degrowth to be honest at this point of time but we can talk more clearly as we progress. So other three quarters look normal to us as of now.
- Shekhar Singh:** Margins like with the rupee appreciation, do you think you have a pretty big hedge book right now, so will we be to maintain our margins about 30% or will the margins also come down?
- Rohitash Gupta:** That I think we still hope that despite investments in some costs which will be leading in nature especially in the US delivery center, the revenues may come much later at onshore rates. Despite that we think that around 30% we should be able to maintain in FY'18.
- Moderator:** Thank you. The next question is from the line of Abhishek S from Equirus Securities. Please go ahead.
- Abhishek S:** Sir, just a clarification; you highlighted that one of your clients moved from euro billing to dollar billing. Is that correct?
- Rohitash Gupta:** That is right.
- Abhishek S:** Any commentary as to what has changed to this or have we given any price discounts or the US delivery center is the reason for this?
- Rohitash Gupta:** Not at all. Both are actually not related. So, the US delivery center as of now we are thinking in terms of customer operations where there is little more sentiment about nearshoring or onshoring. So we will start there. Currently, we are in parallel mode there doing some work which we already do offshore and trying to see that all the production metrics are similar to India. In terms of euro to dollar switch, it is a European client, but for which we are working primarily for their US division already. So that was one reason. The second reason is that most of the vendors of that client were on dollars while we continued for so long in Euro as an exception. So now we decided to align and there was absolutely no discount on this particular count.
- Moderator:** Thank you. The next question is from the line of Ruchi Burde from Emkay Global. Please go ahead.
- Ruchi Burde:** I just wanted to check last year our revenue got adversely impacted because of the rule of outside the headwind which you are calling for Q2. Are these roll-offs behind us?
- Rohitash Gupta:** Ruchi, we have only so many large clients as you know, we are still a concentrated business, our top-10 gives 70%, top-5 gives probably around 60%. We have talked about three large client events that have happened or are likely to happen till Q1, Q2 as we were just discussing. So, there were three large clients out of our total large clients. We have no further visibility of any downside in any other clients. As far as these clients are concerned, we are likely to retain some of their businesses and that will become relatively smaller base to expect any further headwinds in those three affected accounts. So largely I would say that on the basis of information that I

know at this point, there are no further large roll-offs expected beyond the Q1, Q2 event that we talked about.

Moderator: Thank you. The next question is from the line of Vishal Desai from Axis Capital. Please go ahead.

Vishal Desai: Just wanted to clarify what would be the margin levers that we see in FY'18 to be able to maintain that higher than 30% EBIT margin?

Rohitash Gupta: First and biggest margin lever and you would have seen in FY'17 results also that despite the constant currency degrowth, we have been able to get all the INR results, whether it is PAT, whether it is OPM, whether it is OPR, everything up. So roughly 2-3% of the plus between the dollar performance or CC performance versus INR performance was due to the hedge rates. I think as you have seen in the hedge rates we just talked about, \$104 million will convert at Rs 72. So that will remain to be the largest factor how and why we will maintain the margins. On the operational side, I think our cost focus on SG&A items have been very-very strong. We have already talked about the fact that we are not doing any other large CAPEX through FY'18. All our facilities are already built out and their operating costs are what it is today. So any growth that happens in future, will be totally positive on that front. So, depreciation, G&A, and the hedge rates, these three are the big factors for confidence.

Moderator: Thank you. The next question is from the line of Shraddha Agarwal from AMSEC. Please go ahead.

Shraddha Agarwal: Just one book-keeping question as to what is the broad status revenue from the three major verticals we have – Digital, Cable and BFSI.?

Rohitash Gupta: So we have not formally yet broken out those revenues but qualitatively I can say that Digital is our largest business by some distance followed by Financial Markets, followed by Cable. Now, the absolute amount of vertical revenue has been little choppy as you can understand that we have talked about three large clients – one coming from each vertical, so depending upon which quarter you are talking about and what event has happened, the things may change a little bit. But that is a relative order and the differences are quite uniform. So first, Digital, with some distance Financial Markets, with some distance Cable.

Shraddha Agarwal: Is it safe to assume that Digital would be close to (+35%) of our overall revenue?

Rohitash Gupta: It would be comfortably above that number.

Shraddha Agarwal: How big would CLX be from the time of acquisition, how has that business grown?

Rohitash Gupta: It is very difficult to talk about in that terms after two years of acquisition and some bit of integration. What we know internally that business is basically Creative Production and management service line and there have been a lot of cross-sells across services of both the

clients. So, our native services into CLX clients and Creative Services into our clients especially in USA, all that has happened. But CLX business on its own if you talk about Italian market or German market and UK market put together for Creative line, I would say it has been a very mature business, it has been so for last 40-years and it is likely to be that which grows typically at high single digit to 10% kind of number year-over-year in constant currency basis.

Shraddha Agarwal: Just one for the clarification sake; when you say margins upwards of 30% in FY'18, you mean margins at the current rupee/dollar rate and not in constant currency rate?

Rohitash Gupta: These are INR numbers, and just to correct I did not say upward of 30, I said around 30%. So after the hedges convert at hedge rates, it goes into the operating revenue line and then other revenues flow roughly at spot prevailing at that time, and then your expenses are what they are and then that is how you get the INR operating margin if we divide it by OPR to get the percentage.

Moderator: Thank you. The next question is from the line of Gopinath Reddy, an individual investor. Please go ahead.

Gopinath Reddy: We were having as a company continuously looking for buying out small companies as and when they are synergies. Are we continuing in that track, #1? If yes, given the market situation outside, are we getting good opportunities and are we pursuing them?

Rohitash Gupta: Answer is yes, that is a short answer. I would say that in the current environment where markets are tough for us and many other larger players than us. You can imagine that for smaller players which are typically our target sets of let us say \$10 million, \$20 million, \$30 million revenue, the markets are even more tough. Given that situation, I think we have very-very credible chance of finding something useful and we are seeing that trend. Obviously, things have not progressed to a stage where we can go any further, but there have been interesting opportunities all along the way. I think that situation will only improve with time if this climate persists.

Gopinath Reddy: Given that we have given a token dividend, that means is the money retained, is it for this kind of acquisitions or what does it mean by medium-term we will get back to it, is it after some years or within this year with a buyback kind of a thing, what does that mean?

Rohitash Gupta: I think you can look at the last 1-2-years to decipher the likely events in the future. That I will leave it to you. But by medium-term we mean that our endeavor is that if you look at any point of time for last 3-years, we intend to give out 50% of cumulative PAT of those 3-years to shareholders. Now the mix of instruments used maybe different at different point of time, and as I said last 12-15-months are a good indicator of what is possible.

Moderator: Thank you. The next question is from the line of Ankur Rudra from CLSA. Please go ahead.

Ankur Rudra: I just had a book-keeping question; the D&A has been volatile a bit for the last few years. Where do you see this settling – is Q4 the right level for us to expect this going forward?

Rohitash Gupta: As I was talking about the CAPEX, that is one of the large elements which gets factored into depreciation. Since we are not adding as many new assets or facilities which get depreciated, that number as a percentage of revenue has been softening as you can see. So we anticipate that FY'18 additions to CAPEX will be even a smaller than what we added in FY'17. So for this number I think Q4 is a good representation. If at all it should improve or rather lower from here, not move up.

Moderator: Thank you. As there are no further questions from participants, I would now like to hand over the floor to Mr. Rohitash Gupta for his closing comments. Over to you, sir.

Rohitash Gupta: Thank you very much once again for joining this call and look forward to talking to you next quarter.

Moderator: Thank you very much, sir. Ladies and gentlemen, on behalf of eClerx Services Limited, that concludes this conference call. Thank you for joining us today and you may now disconnect your lines.