

Conference Call of V-Mart Retail Limited

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Presentation Session

Moderator: Good evening ladies and gentlemen. I am Moumita, moderator for this conference. Welcome to the conference call V-Mart Retail Limited to discuss the 3Q FY2013-2014 results. We have with us today, Mr. Lalit Agarwal, Chairman and Managing Director of V-Mart Retail and Mr. Deepak Sharma, CFO of V-Mart Retail. At this moment, all participant lines are in a listen only mode. Later, we will conduct a question and answer session. At that time, if you have a question, please press * and 1 on your telephone keypad. Please note this conference is recorded. I would now like to hand over the conference floor to Mr. Aniruddha Joshi from Anand Rathi. Please go ahead sir.

Aniruddha Joshi: Thank you Moumita. On behalf of Anand Rathi Research, we would like to welcome you all for (audio break) results conference call of V-Mart Retail Limited. We have with us Mr. Lalit Agarwal, the Chairman and Managing Director and Mr. Deepak Sharma, CFO of the company. We also have Mr. Manish Valecha, retail sector analyst as well as FMCG associate joining us on the call. Now, I hand over to Mr. Lalit Agarwal for his comments on the results. Thanks and over to you Lalit-ji.

Lalit Agarwal: Good evening ladies and gentlemen. Thank you for being on the call. I am proud to be once again associated with you and I feel very happy connecting with everybody. In this start of a New Year, first of all wishing everybody a Happy New Year 2014; great year, great quarter and almost good consistent growth numbers. Our team has been able to deliver things perfectly fine. Things have been moving in a positive direction. We have seen a good positive EBITDA in the organization and everything going around has been good. People are loving it and people are liking it. The markets are also behaving almost positive with us and customers are happy. We are able to see the increased demand of our products, increased demand in our stores. We are able to see a good aspiration which we wanted to create at the store level. Aspiration from V-Mart has increased, which is bound to happen and which will also reflect in our numbers. So, I think overall the quarter has been good enough, except some small times where the expectation was a little higher and the delivery was a little low. Like this quarter we had. Diwali is a major festival, but Diwali festival was not as good as estimated as the same stores sales growth was also not very good. But, post that in the month of November we made it up from the wedding season. And also the winter got delayed a little bit maybe around ten to fifteen days, which also created an impact on some part of the December sales. But still overall the numbers are pretty good. We managed all those with the help of some new promotions, some new schemes. We are trying to keep our selling price intact and also trying to grow the transaction size.

In the last quarter we opened eight new stores and till now in this YTD we have opened 21 new stores. We have kept our store opening almost at a regular interval and have been able to stick to our plans. The project team is doing a commendable job. I am very proud to congratulate all my team members also who has done good job in actually handling the whole scenario because, we have never opened, in the past ,21 stores in a period of nine months, which is a landmark achievement for us and where all the big effort has been taken up by our team and things are panning out well. The organization base is growing. People in the organization are learning to develop new processes, systems. New people are joining in. Newer positions are being created. And because, of the increase in sizes, we are trying to estimate what would come forward in the coming years. So we trying to build up process and systems on the backend relating to all those and working on the lines of corporate philosophy, wherein the transition from entrepreneurial run organization to a professionally managed and process based organization is smooth.

And the market overall seems to be good for us, that is the market that we operate in. Yes, there are pressures of inflation. There are pressures on consumption also. Even we are noticing that with the common public round there in the Tier-II and Tier-III cities. But, as you understand our focus on the products are very high. However the pressure has not been built out on us as we have tried to surpass or offset those pressures by generating our own internal schemes and promotions. We are trying to set up infrastructure base, by developing our supply chain and being more active in trying to better our inventory number of days. We just recently finalized a property on lease a warehouse for the new distribution centre. We have taken on lease a 14 acre patch, wherein 1,50,000 sq feet is already built up and another 1 lakh will be built up in the coming year. The infrastructure base will take around three to six months to get operationalized. In the due course we will be able to see the results of those in the coming years.

And we are very active on the consolidation side also. We are looking at individual store wise performance, individual store wise growth, individual store wise profitability on a month to month basis. And out of that we also have tried and identified some of our stores, which we need to maybe cut down by square feet or the store which we need to maybe chop off in the coming days. We are focusing on those also. So, maybe in this fourth quarter, we have plans to knock off three stores from our list. We have to close down three stores. So, we are identifying those and we have taken decisions on some of those three. And then also trying to reduce some square footage and we have done that and we are doing that in some three or four stores. So, we have tried to be active everywhere as we need to every time look at that in the last one year how the store performed, as we have promised. So, this is what we are doing and this is our philosophy of doing it, so that we are at the correct numbers even going further. And I think overall the market has been very good with us also. The investors have been very cooperative. Rest of the PPT on the actual numbers, I think Deepak can take over and he can address you on those. Thank you.

Deepak Sharma: Good afternoon everybody and welcome to this call and first of all a very Happy New Year to all the people on this call. To get out the highlights of this

quarter, we will start with the YTD numbers first. The number of stores has increased to 92 from 62 year on year and the company is on track of meeting its commitments it made in its objects to the issue of 25 stores during the current financial year. The revenue growth YTD is 51% year on year with same stores sales growth fashion of 13% and same stores volume growth of 2.4%. The average selling price has improved by 16%. The sales per square feet per month has improved to Rs.811 from Rs.690, with a growth of 18%. The contribution of the fashion segment, the total revenue has expanded to 88%, whereas that of Kirana has reduced to 12%. Gross profit has improved by 49% and net profit has improved by 43%.

Quarter on quarter, the key highlights are the number of stores, new stores which we have opened has increased to eight during the current quarter versus three last year. The revenue growth of 63% year on year with the same stores sales growth for fashion of 12% and same stores volume growth of 1.2%. Average selling price has improved by 19.5%. Sales per square feet per month has improved to Rs.980 from Rs.850 with a growth of 15%. Contribution of the fashion segment to the total revenue has expanded to 90% whereas that of Kirana has reduced to 10%. Gross profit has improved by 54% and net profit has improved by 37%.

Just a small input in terms of overall numbers. The focus as Mr. Lalit also briefly touched upon earlier on has been to enhance the same stores sales growth to maintain or improve upon the sales per square feet and of course keeping a very tight leash on the inventory parameters. And on all of those we feel that we are satisfied with the efforts that have come up during the quarter and YTD basis. And another thing that I would like to highlight is that this is the first year we have managed to open 21 stores YTD basis. Just to put it in perspective, during the whole of last year we opened 14 stores, out of which during the first nine months we had managed to open seven stores itself. This year we have opened 21 stores for the same period. So, I hope with this in perspective, I would like to throw the floor open for questions. Aniruddha? Thank you.

Question and Answer Session

Moderator: Thank you sir. Ladies and gentlemen, we will now begin the question and answer session. If you have a question, please press * and 1 on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request, you may do so by pressing * and 1 again.

Ladies and gentlemen, if you have any questions, please press * and 1 on your telephone keypad.

The first question comes from Mr. Amit Purohit from Dolat Capital. Please go ahead.

Amit Purohit: Good evening sir. Thank you for the opportunity. Congratulations on good set of numbers. Sir, one, I wanted to understand on the inventory side, if you could give the breakup of the apparel which has been increasing. So, I just wanted to understand, one is that if I look at gross profit actually, gross profit margins that has reduced YoY, while our Kirana shares has reduced, which are considered to be a lower margin segment. And then you have apparel inventory which is increasing. So, I just wanted to understand with this lot of promotional activity which went through it and how will we reduce this, steps taken to reduce or keep a check on?

Lalit Agarwal: Amit, I think you are focusing on the slide number seven. It says that our apparel inventory has gone up, but I think this is an earlier presentation which we have sent. There was some error on the last year number which has already been communicated with the second mail. So, if you can just verify that, because in the second mail Deepak had already intimated that apparel inventory was 98 days and not as mentioned 71 days. So, apparel inventory came down from 98 days to 92 days now, so which is on the better side. And yes, the second question that you had was on the gross margin?

Amit Purohit: Gross margin, yeah.

Lalit Agarwal: Gross margin as I said, we are almost at par with the overall level. But yes, there are some pressures which was build up. And we have done that intentionally just to keep our growth rate okay. Because, as I explained it is the festival days and even the winter days has not been very good on the market side. So, just to attract more customers, just to increase the ticket size, just to increase the war chest size, we have perpetually tried and put some promotional schemes wherein people stick to that. So, that is part of the game that we have done.

Amit Purohit: Okay, thank you sir.

Lalit Agarwal: I hope the inventory part is clear to you.

Amit Purohit: Yeah, fine. Thank you.

Moderator: Thank you sir. The next question comes from Abhijeet Kundu from Antique Stock Broking. Please go ahead.

Abhijeet Kundu: Hi sir. Good set of numbers, congrats on that. My question was, it is kind of follow up on the previous question. And gross margins have been under pressure, because one clarification that I wanted was, the lower gross margin has been a function of your, the higher discounts and promotional offers that you gave during the quarter. And would this going ahead continue and boost Q3, which is normally a very big quarter for you? How is Q4 panning out? What are the expectations? Because, there is a moderation which we share from channel checks in Tier-II and Tier-III cities as well, but you have been able to sort of buck the trend on the top line front, so going ahead how do you see Q4 and what would be the strategy in the next twelve-eighteen months? Where would be the primary focus be on? Would it be more on the top line front as compared to profitability and hence would such kind of discounts continue to happen?

Lalit Agarwal: Thank you Abhijeet. The focus as you said that be it on quarter on quarter, there has to be some or the other theme or promotions or game plan which we will continue to keep on having. Looking at the market scenario, there are some parameters, there are some levers which we need to operate on. So, that will always continue, keeping the basic intent of having the margin or having the EBITDA at the base level. We are not trying to give a knee-jerk reaction to the overall fundamentals of the profit and loss account. But yes, Q4, if you ask about the Q4, Q4 as a percentage of Q3 or a ratio of Q3 versus Q4 would not drastically change. The ratios would remain the same. But yes, not as bad as last year Q4, we anticipated a little better Q4 this time in terms of both margin and in terms of the final numbers that we get. And the trend that

you ask is for the next twelve to eighteen months that the company's focus would be primarily more on inventory that we understand is a major subject. So, to keep that inventory days at the bare lowest minimum of whatever we can and improve on the inventory number of days and try to rationalize those is a basic focus, because we may be able to earn money even in the next coming quarters, just to earn money on the EBITDA side, we should not be doing that into the inventory. So, we don't want to increase our inventory days at any cost. So, we want to just maintain focus on our inventory number of days. And to churn that inventory wherever we want to slash our prices or we want to promote discounts or promotion schemes, if at all we need to do that, we have to do that also. But, there is no doubt that we are very much on track. And we are at that basic policy where we have not dropped our EBITDA or dropped our gross margin. Maybe Deepak can add to this.

Deepak Sharma: Abhijeet, I will elaborate a little bit on where Mr. Lalit left off. Our focus is, like I mentioned earlier on are on the fundamentals of the business. And in the fundamentals we follow three basic parameters that is the sales per square feet, same stores sales growth and inventory management. And our basic objective is to ensure that these fundamentals of the business remain healthy and in ensuring the health of the business and the fundamentals of the business, if we have to make a little compromise in terms of the margins, depending upon the situation, we will tweak around and play around with the levers in due course of time.

Abhijeet Kundu: Okay. And when I look at your same store growth, the overall value growth in your business has been extremely stronger in the quarter. That has been in fact better than what I was expecting. The thing is that we see a 63% revenue growth, but at the same time we just see about close to 13% kind of same store growth with 1.2% same store volume growth. What do you see is basically the same store growth is moderating over the quarters? So, what kind of same store growth would you be comfortable with going ahead or bare minimum same store growth you would be looking at?

Lalit Agarwal: Abhijeet, same store sales growth of 13% are basically dream number for lot of retailers. So, nothing moderate. We just can't just specify or diminish that. So, 13% is a very good number, 10% is originally what we target for. But yes, internally we have aspirations for higher same stores sales growth. If things would have panned out well as the festival would have been or maybe the winter season would have been, we would have been much better and done what all we had expected. But yes, 13% is a very good number, 10% is the benchmark that we take and we always estimate that the store is doing more than 10% of the same stores sales growth, they are probably achieving good numbers; and also we have huge number of stores that have been added up in this particular nine months. You have to understand the number of stores that we have opened up in this nine months, in this guarter also, compared to the original last year nine months. Because due to the overall opening of stores, maybe in Q4 last year and also the three guarters in this year new stores are also reaping some more additional revenue, which is adding up to the top line, which is making up to 63%. I hope you understand the arithmetic behind all this case, because that will help in answering your question. And on the same stores sales growth of volume given there somewhere, here once again when we say fashion, there are two constituents of fashion, apparel and non-apparel. Once again in this particular quarter we implemented a new strategy, wherein during the highest sale days, these festival days and the marriage season time what we have done typically, we have reduced the inventory of low priced items. So, maybe fashion may constitute stationary geometry box or a milk mug or low cost container, so what we have done actively in these months is we have reduced the inventory at the store level and reduced the business days of the store level of these items, so as to increase the outflow of higher priced product, so that we get a better revenue out of the sale. So, if you understand, this slide also shows that the apparel or the product price has gone up by almost 19%, which is a result of all these efforts that we have taken up. So, these are calculations that we do and try to get more results.

Abhijeet Kundu: Okay. At the ground level are you seeing any effect of the better monsoon and agri produce and any feedback from the ground level on the money that gets in gets pumped in the system before the general elections. So, typically are you seeing any positive impact of that, of this factor?

Lalit Agarwal: Yeah, if you notice that during this wedding season also, like in November, generally typically all these money will come out during the wedding season. People spend a lot during the wedding season in this belt. So, wedding season has been primarily very good even in the month of November. And post this also we are seeing, spending are there. But yes, if you compare immediately, relate that immediately I don't think election funds have flown in right now, it is still to be flown in. But, as far as monsoon, good monsoon, having a good monsoon, you will see all those results in the coming days, in the quarter end and the next six months also. But, I think it should be positive, because the inflation rate is also coming down. So, I think it should be positive.

Abhijeet Kundu: Okay sir, thanks a lot. That is all from my side.

Lalit Agarwal: Thank you Abhijeet.

Moderator: Thank you sir. Ladies and gentlemen, if you have any questions, please press * and 1 on your telephone keypad.

The next question comes from Mr. Manish Valecha. Please go ahead sir.

Manish Valecha: Hi sir, just one question on your land bank details that you mentioned in terms of backward integration. So, could you share some more details on the land and what could be the cost savings on such an investment that we have done in terms of backward integration?

Lalit Agarwal: Yeah, once again the land that we have acquired is on lease. So, we already are operating on a distribution center of almost like 90,000 square feet. So, what right now we have done is, 90,000 is divided into four different compounds. So, what we are trying to do is consolidate into one and also build up a base for a future requirement, because right now we have grown and we are growing very fast. So, till now we have been able to manage Q3 with a lot of difficulty out of the same 90,000 square feet that we have. So, for that we are shifting our base out of these to the new one and this will give me a prospective for the coming five to seven years, wherein I can grow easily as per our plan. So, that new acquisition is in a single place, it is in a single compound, which is out of the city. So, the transportation for the goods coming in and the goods coming out becomes easier. We have hired some international consultants who will help us on the supply chain management site on productivity at the floor level,

movement of the inventory at the warehouse level, so as to reduce the number of days of inventory at the warehouse, because there is a processing which we need to be taken out at the distribution. There is a just in time methodology where we have to work on. So, we are trying to increase the efficiency of our warehouse and pricing management. So, the basic focus is to reduce the number of days of inventory.

Manish Valecha: Okay sir got it. And sir, do we see further investment like this going ahead also or this will suffice for next two to three years?

Lalit Agarwal: Yeah, Mr. Valecha, the investment has to be carried in the coming year. Till now we have not invested any money. We have just invested on the security deposit that we have paid. So, we are investing and we will be investing in the last quarter of this year and also in the coming year. So, I think whatever investment we do and it will be on the phased manner, because right now we are not definitely in the complete area. It will be only a part that we are developing as of now. And maybe in the coming year and till the year end we will be investing more. It should be continuing, but we will not acquire any additional space, maybe this should suffice us for maybe three to four years if our (not clear).

Deepak Sharma: I would like to add a couple of points here to what Mr. Agarwal just mentioned. First of all I would like to clarify that when Mr. Agarwal mentioned acquired, it doesn't mean that we have bought out. We have taken it on lease. Number two is that the total area that we have available to us on a straightaway basis is about 115,000 square feet and with the commitments from the owner that he will give us an additional 100,000 square feet by another additional year. So, the investment of additional center will come over a period of two years. So, in the initial phase for the area of 115,000 square feet, we would be investing money over the next three months and the balance will come at the second phase when the balance area comes up for us.

Manish Valecha: Okay sir, that's it from my side. Thank you sir. Moumita, you can go ahead with the question.

Moderator: Thank you sir. The next question comes from Mr. Asmita Waghmare from Capital Metrics. Please go ahead.

Mahesh: Hi good evening sir. This is Mahesh from Capital Metrics. The question is about your CAPEX plan going forward, like to understand if you can explain.

Deepak Sharma: I will take that question. So, our plan for the next quarter is for entering four new stores. And as committed in our objects to the issue, we had 25 stores for next financial year.

Mahesh: Okay. And each store would be roughly of what size?

Deepak Sharma: About 8000 square feet.

Mahesh: Okay, so that will translate roughly into investment of 40 crores over next quarter?

Deepak Sharma: No, no.

Mahesh: (Inaudible) into 8000 square feet into 4, right?

Deepak Sharma: It will be roughly about 1-1.2 crores per store, so about roughly 5 crores.

Mahesh: Yeah, yeah. Okay sir. And in terms of, with this increase in stores, what kind of revenues we expect immediately in this quarter?

Deepak Sharma: Our aspiration like we said, we try for Rs.800 per square feet a month and if you translate that on an annualized basis, it translates to about 7 crores per year.

Mahesh: Actually my question was when will we add this store this quarter from a revenue perspective basically?

Lalit Agarwal: Can you repeat please?

Mahesh: My question is when do we expect to add this towards this quarter? Is it already added or is it going to be added in the coming month or so or what?

Deepak Sharma: Yes, we will be adding it in the month of March, because usually January and February are the weak months, so we really don't intend to open any new stores in these months, because it really doesn't give us a full realization. So, we generally tend to open them towards March.

Mahesh: These four stores will essentially start adding revenue from sometime in mid March or something like that?

Deepak Sharma: Whenever we open them in March or later part of February.

Mahesh: Okay, okay sir. That is it from my side. Thank you.

Moderator: Thank you sir. Ladies and gentlemen, if you have any questions please press * and 1 on your telephone keypad.

The next question comes from Mr. Bhautik Chauhan from Span Capital. Please go ahead.

Bhautik Chauhan: Hi, thank you for giving the opportunity. Sir, my first question is on your stores. As you mentioned you have opened 21 stores in the first nine months. Essentially how much amount you have spent on opening these stores? And what is the usual breakeven time for the store?

Deepak Sharma: We have spent about close to 28 crores during the current financial year for the CAPEX. And as far as the breakeven time is concerned it takes us about 45 days on a conservative side to hit our projected sales, our estimated sales that we hope to realize. And post 45 days it continues to maintain the sales that we are anticipating.

Bhautik Chauhan: Okay. And sir, I am just asking a second question about the rent side, what is the usual rent per store that you have to pay or per square feet (not clear) measure, rent per square feet for the company?

Deepak Sharma: As of December end our aggregate was Rs.27 per square foot.

Bhautik Chauhan: Rs.27 per square foot per month?

Deepak Sharma: Yeah, for the full 90 stores that we were operating as on 31st December on an average.

Bhautik Chauhan: Okay, on an average. And just, in the near two-three years if I see, if I go by this expansion, can the company achieve ROC of 20% to 24% without having much stress on the balance sheet?

Lalit Agarwal: We would not like to show you a rosy picture, but I think intelligent people can calculate themselves. I think we have a trend of 21%-22% and I hope that keeps things positive.

Bhautik Chauhan: Okay, okay, thank you and all the best for the year.

Lalit Agarwal: Thank you.

Moderator: Thank you sir. The next question comes from Mr. Jayesh Gandhi from Morgan Stanley. Please go ahead.

Jayesh Gandhi: Good afternoon sir.

Lalit Agarwal: Good afternoon Jayesh-ji.

Jayesh Gandhi: Good set of numbers. Although I was a bit disappointed on the margin, but I heard the explanation and I think it is panning out pretty well. Couple of key questions from my side. One is this improvement per square feet sales for per month number that has improved quite a bit. I know aspirationally we want to hit the 1000 number. You see that happening next year?

Lalit Agarwal: Yes Jayesh, we are trying to work very actively. So, it is about both the things. Number one, opening up new stores at good locations which will give us a better yield per square feet, number one. So, due to our experience and due to our aging of ourselves, we hope to make less mistakes and trying to finalize the visions which are good enough. And that number two, whichever square feet that has been there in the past and are not yielding good returns, we are also trying to stop those shops. As I mentioned in the earlier part of that call that we are also stopping off some square feet in the quarter by also closing down some stores and also chopping of some square feet from our existing stores. And those will also improve the number on the sales per square feet. So, I think apart from the same store sales growth is one of the key parameters which will add lot of value to this.

Jayesh Gandhi: Absolutely. So, two or three years down the road this number can be, how high can this number be? Can it be 50% higher than the current run rate that we have three years down the line?

Lalit Agarwal: Pls don't blow our aspirations so high as we would like to have realistic numbers as targets.

Jayesh Gandhi: Okay sir. Immediate target is 1000; would that be a good number to look at next year?

Lalit Agarwal: Let's see. What I can understand is let's see the present scenario what we are doing and we are only focusing on the present scenario. We are working right. We are taking good decisions right now. We are trying to focus presently every day coming forward is a horizon for us. Let us just keep targeting short sighted visions. And I think long term is always going to come up good. So, I am trying to focus very much on the coming quarter, coming day, coming days, coming quarter, coming store, coming month. And that is all we will do. And if we do better there, I think things will pan out automatically well for us in the coming days. So here, your approximation of Rs.1000 per square feet per month in the coming days should not be a bad number.

Jayesh Gandhi: Wonderful. And next year sir 25 stores, so have we identified the places etc. What is the confidence level of this number?

Lalit Agarwal: Come on. We have given the confidence in the last nine months or one year. So, we have opened almost like 21 stores or 28 stores in the one year horizon from December to this December. And so I think we should continue to do those. But yes, we are in no expansion spree. We do not have a hurry to expand. As I told you that this is an slack season right now for me and I am chopping off things. And I am not in a hurry to open up only the store, I am also closing down some stores. I may not finalize some stores which is I am compromising with if I am not getting a good location or if I am getting a higher rate of rentals. So, we don't want to just put numbers by increasing our stores. But yes, we want to put up an effective logical number which will mean good at the PAT level or at the EBITDA level also.

Jayesh Gandhi: Fair enough. Fair enough, fine. Overall cost sir if I see, our manpower cost seems to be inching up a bit. Any concerns there or is it basically because of some promotion that we did?

Lalit Agarwal: No, manpower cost was well planned. As I had updated also in the last two concalls that we had that we are trying to build an organization for the future also. And so there are lot of inclusion of manpower that we have to do. And also due to the opening of new stores at the regular interval, you tend to have a higher level of manpower at the base location and also tend to spend more on manpower, we must capitalize all those. So, I think this small increase is due. And yes, there has been an overall jump in the minimum wages scale across the State, so due to that also there has been some resultant manpower increase, so which will happen in due course whenever you see those. But, I think our same store sales growth should be able to fructify all those. So, apart from all those, infrastructure, the infrastructure manpower development that we need to do at the backend level.

Jayesh Gandhi: Great, great, all the best sir.

Lalit Agarwal: Thank you.

Moderator: Thank you sir. The next question comes from Ms. Shilpa. Please go ahead.

Shilpa: Hi sir, just one question. What is the ad spent on YoY basis and where do we stand on nine months FY14 basis?

Lalit Agarwal: The advertisement spends is what you are speaking of?

Shilpa: Yes sir.

Lalit Agarwal: Yeah, so the advertisement spend has been like 2.5% on the, if you look at it on the sales. YoY basis if you look at the expenses sheet, I hope it will be clear on the expenses sheet if you have, so it is 2.5% is what we have spent on the advertisement vis-à-vis 2.1% last year. So, you can understand that the increase has gone up, because we have opened up 21 new stores. And these stores are in new territories and in new geographies, new city and new location. And you have to build up a brand image across them also. So, that increases in the margin of that ad spent is only because of those.

Shilpa: Okay sir, thank you. That is it from my side.

Moderator: Thank you. Ladies and gentlemen, if you have any questions, please press * and 1 on your telephone keypad.

There are no further questions. Now, I hand over the floor to Mr. Aniruddha Joshi for closing comments. Go ahead sir.

Aniruddha Joshi: Thanks Moumita. On behalf of Anand Rathi Research, I thank all the participants for being on the call and I also thank the senior management team of V-Mart Retail Limited, Mr. Lalit Agarwal as well as Mr. Deepak Sharma. I hand over to Lalit-ji for his closing comments. Thanks and over to you sir.

Lalit Agarwal: Thank you Aniruddha, thank you Moumita, and thank you everybody who had attended the call. I am really thankful to everyone who is giving out their best of the time, the prime time of 4 o'clock in the Monday evening to attend our V-Mart call. And one more thing, we will always keep up to the vision, if the vision statement states that create value and make our ecosystem proud, we will try and make everybody proud. Thank you.

Aniruddha Joshi: Thank you.

Moderator: Thank you sir. Ladies and gentlemen, this concludes your conference for today. Thank you for your participation and for using Door Sabha's conference call service. You may disconnect your lines now. Thank you and have a good evening everyone.

Note:

^{1.} This document has been edited to improve readability.

^{2.} Blanks in this transcript represent inaudible or incomprehensible