



“ITD Cementation India Limited
Q1 FY2022 Earnings Conference Call”

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Moderator: Ladies and gentlemen, good day and welcome to ITD Cementation India Limited Q1 FY2022 results conference call, hosted by ICICI Securities Limited. 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 the operator by pressing “*” “0” on the touchstone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Adhidev Chattopadhyay from ICICI Securities Limited. Thank you and over to you Sir!

Adhidev C: Good afternoon everyone. On behalf of ICICI Securities, I would like to welcome everyone on the call today for the ITD Cementation Q1 FY2022 results call. Today from the management, we have with us Mr. Jayanta Basu, the Managing Director and Mr. Prasad Patwardhan, the Chief Financial Officer. I like to hand over the call to the management for their opening remarks. Over to you. Thank you.

Prasad Patwardhan: Thank you, Adhidev. Good morning and welcome everyone to our Q1 FY22 earnings call. Let me first start with the financial performance for the quarter and subsequently Mr. Basu will brief you or take you through the operational performance of the company.

This quarter was again impacted by the second wave of COVID 19. Of course, the impact this quarter was significantly lower than what we saw in the same quarter of last financial year and the improvement in our operational performance as compared to June 2020 is quite visible in the numbers that we have reported yesterday.

Our total income for the quarter is Rs. 828 Crores, which is an increase of more than 105% as compared to last year. Our EBITDA has also improved. The margins have improved by about 160 basis points on a YOY basis and in terms of profitability we have reported a profit of Rs. 18 Crores as compared to a loss of Rs. 17 Crores in the April to June 2020 quarter.

Our debt continues to be within limits and the debt to equity ratio as of June is a little under 0.5 times. Our order book as of June end is about Rs 12,036 Crores and this comprises mainly of urban infra, metro and airports which is about 31%, marine contributes about 27%, hydro, dams and tunneling is 17%, industrial structures is 13% and water and wastewater is about 8%.

In terms of order wins, we have secured orders worth about Rs. 1,600 Crores during this quarter. There is one large project of Rs. 900 Crores for industrial infrastructure works of

roads, water and waste water management and allied services in the state of Karnataka. We have received one order from Gujarat Metro Rail Corporation for development of dream city depot including Metro Bhavan and associated E&M works in Surat. We have also received one order from Military Engineer Services for construction of aerospace museum at Palam in Delhi worth about Rs. 250 Crores. So these are the orders that we have secured during the quarter.

There are many opportunities coming up in the sector but we will speak about that a bit later. I will now hand over to Mr. Basu for his initial comments and then we will take your questions.

Jayanta Basu:

Good afternoon to all. Thanks to all of you for joining this concall. As you have seen, our financial performance for the Q1 of this year was partly hit by the COVID second wave. During our last concall, we anticipated that there will be a decline of 15% to 20% in revenues and that is exactly what has happened. Our performance has been in line with the industry, since we can see that in other companies also, the revenue and other performance parameter has been hit due to the second wave of COVID.

As it happened, if you see most of the work we are doing today is in the state of Karnataka and West Bengal, which is around 50% of the work. Unfortunately, these two states were hit most during the lockdown. For instance, Karwar project in Karnataka, Bengaluru Metro, Kolkata Metro and some projects in the North of Bengal, were totally locked down for more than a month including one marine job in Andaman. So this disruption has impacted us in our revenue and other parameters.

Otherwise, generally, we have done well and I would want to highlight some of the major projects that we have executed and their performances during this quarter.

Starting with underground section of Bengaluru Metro project, as promised in last concall, we have already started the tunneling work with both the tunnel boring machine are in operations. We have already achieved around 14% progress so far inspite of COVID challenges. Secondly, in Kolkata metro we all know that tunneling work has been completed which we have mentioned during our last concall. The balance work is going on and may be by end of next year we will be able to complete the whole work, which includes station buildings, finishing work and other mechanical electrical activities.

Thirdly, in Mumbai Metro activities are also under control and one of the critical activity in the whole project is NATM tunnel i.e. drilling and blasting of the stations, which has to be

done by different method. I am happy to inform you that around 85% of that activity has been completed and may be by end of December next year; we will be able to complete the whole work.

Similarly, in the elevated section, of Bengaluru Metro, out of four jobs as I have mentioned last time all the three jobs are virtually completed, may be 1% to 1.5% is left out which is related to finishing activities. The balance other job which we have completed is around 83%. All together if you see around Rs. 180 Crores of job is pending in Bengaluru metro, which will eventually take us to the middle of next year.

Nagpur Metro is virtually completed. One job is 100% complete and another job is 96%. So this is all about our urban infrastructure sector.

Marine projects was also impacted by restrictions due to COVID pandemic. As I had said earlier, one job in Port Blair and other job in Karwar, Karnataka was also badly hit by the pandemic restrictions. Our Udangudi project in Tamil Nadu is going on well. Surprisingly, Yangon project at Myanmar, despite of all the odds like COVID, it has done better than what we had expected during last quarter.

Pamban Bridge in Tamil Nadu has picked up a lot and progressing well. There is one new project, which we have secured yesterday from Ultratech for retrofit of their jetty in Gujarat so marine projects as a whole is doing well and there are many prospects, which we will discuss later.

In Airport sector, Trichy Airport and Pune Airport progress was also hit by COVID, but we have done around 50% in Trichy and 44% in Pune. So this is all about the status of major projects being executed that I have explained to you.

Now, with respect to work in hand, we are consistently having around Rs. 12,000 Crores of orderbook. I would like to add further, that we have secured around Rs. 1,600 Crores projects during the first quarter. There are plenty of projects in pipeline, which may be around Rs. 35,000 Crores, that we are pursuing and are at various stages, either under tendering or we have submitted the bids. If you see the breakup for underground Metro, in Delhi Metro, there are four tenders which will be submitted next week comprising of around Rs. 9,000 Crores to Rs.10,000 Crores value in addition to Kanpur Metro, Chennai Metro and Agra Metro. So, all these metros together itself is around Rs. 18,000 Crores. Similarly, in Marine also we have got around Rs. 8,000 Crores visibility and in some of them, we have already submitted our tenders. In Airport sector, there is Rs. 3,000 Crores to

Rs. 4,000 Crores worth opportunities. In all, we are currently pursuing opportunities worth around Rs. 30,000 Crores to Rs. 35,000 Crores.

As a part of our bidding strategy, the idea is to minimize the number of projects and try for the big-ticket job to optimize the cost and better operational efficiency. We are also looking at suitable overseas opportunities, which are coming through the EXIM Bank India line of credit. We have a diversified portfolio comprising of Marine, which is around 30% and urban infra, metro and airports is around 31%. So, this is a situation about our present work in hand. We feel that this second quarter will be a little bit down because of monsoon but from third quarter onwards, we will be able to pick it up. That is in a nutshell about the operations. I will request you to come out with your questions and we will be happy to answer them.

Moderator: Thank you. Ladies and gentlemen, we will now begin for the question-and-answer session. The first question is from the line of Vibhor Singhal from Phillip Capital. Please go ahead.

Vibhor Singhal: Good morning Sir. Thanks for taking my questions. Sir, my question was on the overall performance, I mean we have had a very strong performance in this quarter despite the COVID impact so any kind of guidance that you could provide that we are looking for in terms of topline and margins for this year?

Jayanta Basu: Well, I think we touched upon this issue last time also. We feel that Q2 also will be similar to Q1, because we all know that there will be some effect of monsoons and COVID, which is still going on. I hope that we will be able to increase the performance in terms of revenue by another 15% - 20% from Q3 onwards and in terms of EBITDA margins, we will try to achieve double digit margins. So, that is what I can say at this stage.

Vibhor Singhal: Sure, sir and in terms of margins we have seen the commodity prices shoot up recently, so I know most of our projects would have those pass-through contracts in which the commodity prices are taken into account the latest one. But would there be any impact on our margins because of that and related to that if you could just share that what percentage of our order book could be fixed priced contract?

Jayanta Basu: Look commodity prices increase is a concern to all of us in our fraternity and I think this we have discussed last time also. More or less, it is impacting around 1.2% to 1.5% from the budgeted price, but those are the jobs, which we have secured pre-April this year but thereafter whatever projects we are securing now, we have to take cognizance of this

number in our estimates. Therefore, more or less, we should be okay with our provisions and contingencies, and we will be able to manage it.

Vibhor Singhal: Sir, you mentioned 1.2% to 1.5% of the project cost that is the escalation, is it?

Jayanta Basu: Actually, if you see today, we have to execute around Rs. 12,000 Crores job, where the cost escalation will be around Rs. 140 Crores in a span of three years. Therefore, in that way it will be anywhere around 1.25% to 1.50% of our topline number. The indices are hovering today and we have calculated the escalation based on today's indices. However, just for a guideline purpose, we can present these numbers now.

Vibhor Singhal: Great Sir, really appreciate that and my related question was, what percentage of our order book would be fixed price contract, which do not have these raw material price to benefit?

Jayanta Basu: Well, most of the contracts are escalation payable. I think around 65% to 75% escalations are payable and 30% - 35% will be fixed priced contract.

Vibhor Singhal: These would probably be in the marine sector; I would assume the fixed price one?

Jayanta Basu: Basically, the projects, which we do for the private sector, they are not going to pay for the escalation and hence we have to include the same during our bidding price. Otherwise, in Metros and any other Government projects, escalations are normally payable.

Vibhor Singhal: Sir just one last question I wanted to pick your views on the bullet train project, I know we have spoken about this in the past year, we were quite hopeful but of course, we saw almost all the packages went to the L&T Group. Now, is there any more packages left in that because what we understand is that most of the packages in Gujarat have already been bid out and in Maharashtra, I do not think so there is clarity on the land acquisition part. So, is there an opportunity that we are still pursuing or that is something, which is somewhat gone and probably not much left any which way?

Jayant Basu: We are very much there. I think our focus was always on the track laying work, which is something new to India, and we have already done some sort of tying up with Japanese company. However, those things will come not now maybe after one year or so. There is also opportunity of big tunnel work between BKC and Thane in Maharashtra. Some large size companies from outside will do and we will try to tie up with them, we are keeping our eye on the opportunities in high-speed rail projects.

Vibhor Singhal: But sir is there any clarity on the sections in Maharashtra, as of now?

- Jayant Basu:** Not yet.
- Vibhor Singhal:** Great Sir. Thank you so much for taking my questions. I will get back in the queue if I have anything else.
- Moderator:** Thank you. The next question is from the line of Mohit from DAM Capital. Please go ahead.
- Mohit:** Good morning Sir, and congratulations on decent set of numbers given the challenging situation. Sir, my first question is having the work now commenced in Karnataka and West Bengal with some kinds of normalcy, are all our sites working now?
- Jayant Basu:** Yes, from second week of July in Karnataka, we have already commenced the work and in West Bengal project have resumed since June.
- Mohit:** Sir, my second question is we have two or three Marine orders, one is which we are chasing especially on the JNPT side and secondly on the Sri Lanka where Adani has won the terminal. Is there any progress on those contracts?
- Jayant Basu:** Well, coming to your last one first i.e. Adani project in Colombo, we have already submitted our preliminary proposal, which is technical one, and based on the feedback from the contractors, we are one amongst them. The tender preparation is underway from Adani, and we expect anytime by end of this month, we might get the tender document and thereafter another three to four months to submit bid for finalization. BMCT of course, it will go beyond this monsoon because they are not in a hurry to start the work now, because traffic is less. I think sometime during third quarter or fourth quarter, the tender will revive.
- Mohit:** Are there any opportunities on the railways projects like Sivok and Rangpo and Rishikesh – Karnaprayag?
- Jayant Basu:** We have plenty of opportunities. There are lot of railway tunnels coming up and there are enquiries as well. We already have three big jobs in Sivok and Rangpo, and we shall evaluate any new opportunities, which interest us in these regions.
- Mohit:** Lastly, in the airport sector, which opportunities are you looking at i.e. AAI or are you banking in some private opportunities?
- Jayant Basu:** I think AAI at this stage, we do not see any major tenders, but there could be some opportunities in the private sector i.e. Adani acquired projects. They will definitely be

coming up with the renovation of all the airports, which they have secured. Therefore, as it comes, we will definitely be bidding for such opportunities.

Mohit: Thank you Sir on that.

Moderator: Thank you. The next question is from the line of Dhruv Galada an Individual Investor. Please go ahead.

Dhruv Galada: Thank you, Sir. Adani Ports and SEZ had said that it would abandon Myanmar's projects and write down the project investments in full, if Myanmar is classified as a sanctioned country under Office of Foreign Asset Control of the United States. Considering the worst-case scenario if Adani Ports does abandon the Myanmar project can you discuss the impact this will have on the company?

Jayant Basu: Well, we have already addressed this issue in the previous concall. The news whatever you have is not entirely correct because Adani group have already clarified that they are not going against the sanctions whatever they have done is within the norms of US Government, so there is no issue on that. However, as far as we are concerned, we are working in full swing. But as far as US sanction is concerned, there is no impact on us and as I said before that in fact, we have done better in Q1 then what we have done this year. Number two, we have been paid properly for whatever work we have done till today.

Dhruv Galada: Sure, Sir you are saying that there is no major risk. Can you also give as an idea how much of the project is completed in Myanmar?

Jayant Basu: See total value of the job is around Rs. 550 Crores. Out of Rs. 550 Crores, we have so far completed Rs. 235 Crores till June, which is 41%.

Dhruv Galada: Thank you.

Moderator: Thank you. The next question is from the line of Vibhor Singhal from Phillip Capital. Please go ahead.

Vibhor Singhal: Thanks for taking my question again. Sir, just wanted to get your view on the payment cycle right now. How is the overall receivable cycle, is the Government body paying up on time and also from the private sector. What is the general tendency is it better than what it was earlier or is it a bit delayed in the overall sense?

Jayant Basu: There is not much significant variation than what it used to be earlier. During last pandemic, there was delay in certification of bills and quantities due to many government officials not being able to come to office due to restrictions, which is now being reduced in the current scenario. In Airport sector, AAI revenue has come down; they are under little stress for allocation of funds to contracting agencies, which is affecting some cash flow delays.

Vibhor Singhal: Prasad Sir if I could get a bookkeeping question what was the total consolidated debt and the cash numbers?

Prasad Patwardhan: The gross debt on the books as of June end was about Rs. 515 Crores and we had cash in book of about Rs. 60 Crores odd.

Vibhor Singhal: Sure, great. Thank you, Sir. Thanks for taking my questions and wish you all the best.

Moderator: Thank you. The next question is from the line of Ashish Shah from Centrum Broking. Please go ahead.

Ashish Shah: Good afternoon Sir. Just wanted to check on the Mumbai underground Metro. There are some news that the government is yet to approve the increased project cost because of which probably JICA is unable to disburse any more installments. So, any impact it is having in terms of our payment cycle or execution of the projects, if you have any sense on that?

Jayant Basu: Not at all. We are being paid on time and we have not seen any problem so far.

Ashish Shah: Okay, and what could be the percentage completion of our scope?

Jayant Basu: Around 73%.

Ashish Shah: Right and how does the timeline look now in terms of full completion?

Jayant Basu: We would be able to complete by the end of next year i.e. December 2022.

Ashish Shah: Right, secondly in the water sector, do we have any intention to get into the drinking water projects i.e. Jal Jeevan Mission or we probably refrain from that?

Jayant Basu: We are evaluating opportunities in this sector . We would participate in intake and water treatment plant packages without having water distribution scope and we are already doing

couple of jobs of that nature. However, once it comes to distribution of water to the public, we may not be looking at those opportunities because it is much-localized jobs and we still do not know how to handle those issues.

Ashish Shah: Sure, and lastly on the irrigation side do we have any exposure to Andhra Pradesh and Telangana, or there is nothing that we have now?

Jayant Basu: Yes, one job we are doing in Pranahita. Work is going on for long time and the progress has picked up now.

Ashish Shah: So, is that project anyway affected by the recent action of the central government taking over the projects and trying to regulate them, so does our project fall into the scope of the approved projects or it probably will need to go for an approval any sense on that?

Jayant Basu: No, actually since last one year, it has improved. Earlier client suspended the job for some time due revision of scheme and technical and alignment issues. For the last 12 to 14 months, the progress is improving and we have been paid on time for the work executed.

Ashish Shah: Sure, so what is the outstanding value of this particular project?

Jayant Basu: In terms of the value, it is around Rs. 950 Crores job, so far, we could do around Rs. 300 Crores, and so around Rs.650 Crores odd is balance.

Ashish Shah: Got it. Thank you for your answers.

Moderator: Thank you. The next question is from the line of Venkata Subramanian Raman from Organic Capital. Please go ahead.

Venkata Subramanian: Thanks for taking my question. I just have a little bit of confusion on a few lines below probably the EBITDA line, between quarters we have significant swings in terms of PAT percentages. For instance, in the March quarter, we had close to about 4.5% to 5% PAT margins while it seems all the way down to about 2% in spite of about 10.5% EBITDA margin. Is it a function of order composition or there are other variable, can you try to guide us please?

Prasad Patwardhan: It is a function of the projects that are executed and how they constitute our turnover within that quarter. One more thing is if you see the scale of our operations in the quarter ending March 2021, our topline was significantly higher. Therefore, that again aids improvement in

the EBITDA and the PAT margins, whereas this quarter was again impacted by COVID, so that is what is there.

Venkata Subramanian: In any case Mr. Prasad this is fairly significant, it kind of halved from 5 all the below 2, so to that extent are there more COVID related expenses here, one realizes the operating leverage, the deleverage that happened that is fairly significant as you rightly pointed out almost about Rs. 200 Crores odd but there are probably still a few more elements which I am missing so I thought I will take it with you?

Prasad Patwardhan: There are multiple factors. We are doing about 30 to 40 projects all over India so all these projects will get impacted in a different way. Secondly, the increase in the raw material prices also has an impact right on the projects, some may be more labour intensive while others may have more material related work happening in the quarter. So, all things put together the end result is the numbers that we report every quarter. However, broadly the reasons that I mentioned just now, would impact our profitability and the numbers that we report.

Venkata Subramanian: Appreciate that. Roughly, around 3.5% to 4% on a steady state basis will be a fair assumption?

Prasad Patwardhan: No, I do not think 3.5% - 4% would be the number going ahead. My guess is it might be little bit lower than that.

Venkata Subramanian: Thank you.

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

Jiten Rushi: Good afternoon, Sir. Thanks for taking my questions. Sir, my first question would be on the revenue, which we expect from the new projects obviously we have seen our legacy projects taking over now. So, what kind of revenue run rate we can expect in terms of execution from the newer projects and the targeting margins from these projects for this year and next year probably?

Prasad Patwardhan: Well, I think there are quite a number of new projects, which were quite big, that will contribute now onwards.

Jiten Rushi: Any key projects you can highlight, will be fine sir?

- Prasad Patwardhan:** Yes, Karwar marine job in Karnataka, the value is around Rs. 1,200 Crores, so now the initial set up is already done but once the monsoon is over in Karnataka, where as you know it rains a lot, it will start delivering good revenues. Similarly, we have the job in Delhi for CPWD building works. It was caught into the forest department and there are many trees to be cut which has been resolved now. So, once that is done by another one-months' time it will start generating revenues and third one is Bengaluru Metro underground as we have just mentioned in the concall that we have already started tunneling. So, big amount of revenue should come from those two jobs and suppose we put this one more job in Karwar for water segment that we have secured for Rs. 900 Crores, and that too will generate revenue. Therefore, as I can see that from new jobs around 60% of revenue will come as I had mentioned.
- Jiten Rushi:** This year. I know the revenue guidance is very difficult to give because in the current uncertainty, but can we factor in 10% to 15% growth this year do you think it will improve in the second half?
- Prasad Patwardhan:** Yes, compared to last year at least 15% growth in topline jobs.
- Jiten Rushi:** And with double-digit margins like even 12% can we expect?
- Prasad Patwardhan:** First year single percent but double digit is definitely expected.
- Jiten Rushi:** Sir few book keeping questions. So, can you give us the detail of the outstanding mobilization advance, unbilled revenue, receivables retention as on June?
- Prasad Patwardhan:** The unadjusted mobilization advances will be close to Rs. 500 Crores and unbilled revenue would be around Rs. 1,000 Crores.
- Jiten Rushi:** Retention and inventory, Sir?
- Prasad Patwardhan:** The retention dues would be about Rs. 250 Crores odd, inventory would be in the range of Rs. 300 Crores.
- Jiten Rushi:** Okay, and Sir the bank limits, so last time we were talking the bank limits are expected to go up. So, what is our new non-fund and fund visibility and the utilization level?
- Prasad Patwardhan:** Presently there is no change in our fund base and non-fund limits, utilization also remains at that same level. But the good thing is that we have a couple of sanctions from couple of existing banks in our consortium and one bank, which was not earlier part of our

consortium. So, these limits we expect them to be operational may be in the next month or so. The sanctions from the banks have started flowing through now, they should be operational as and when we get the sanctions, but two sanctions are already in hand, we should be making them operational maybe in the month or so.

Jiten Rushi: Sir, on the capex side what you are targeting in this year and how much of that is possible?

Prasad Patwardhan: No, the general capex that we incur is on replacement of our construction plant and equipment and that continues, in this quarter. We have spent about Rs. 20 Crores to Rs.25 Crores on capex and the run rate is expected to be at the same level unless there is some new project, which requires us to really spend on capex in a big way. Let us say we get some project, which requires us to buy some new equipment then that will be an additional capex that we will incur, but otherwise we expect the capex to be at the same level.

Jiten Rushi: That is, it from my end. Thank you.

Moderator: Thank you. The next question is from the line of Prem Khurana from Anand Rathi. Please go ahead.

Prem Khurana: Thank you for taking my questions. Sir, I joined a little late at that and I do not know, whether it has already been answered or not. But just wanted to understand with the kind of the gross block that we have, the equipment base that we have, what kind of topline is possible for us without any significant capex or only to maintaining affect what kind of size is possible for us?

Jayant Basu: Yes, you are asking for the topline.

Prem Khurana: Yes, Sir topline?

Jayant Basu: The first quarter as you already know the financials, second quarter also will be in line with that because the monsoon will have some impact, but we have said the third quarter and fourth quarter will be at least 15% to 20% better than the first two quarters. So, in terms of topline we can be 15% - 20% more than last year.

Prem Khurana: No, Sir I was not asking for FY 2022. What kind of number is possible with the same I mean if we were not to incur any significant capex incrementally, what kind of size can be taken care of with the current equipment?

- Jayant Basu:** Well, you see as a normal practice every year we include some plants to replace the old plants. So, that is very standard thing. In order to have new plants for the new job, of course, capex will be required but generally speaking, if we have to spend the same amount of capex that we have done last year, we should be able to do Rs. 4,000 Crores plus job at least.
- Prem Khurana:** Okay, so any number beyond Rs. 4,000 Crores would need you to incur more than your replacement capex, is that the right understanding, Sir?
- Jayant Basu:** Yes, you are right.
- Prem Khurana:** Sir second thing when I look at the way we have been able to kind of grow I think till FY2017 we used to be around Rs. 5,000 Crores – Rs. 6,000 Crores of order backlog and we have grown to almost around Rs. 12,000 Crores now. So, with transition from Rs. 6,000 Crores to Rs. 12,000 Crores, what kind of topline numbers or revenue would make you go for even higher order backlog in terms of the visibility that you would going to maintain and that we would need to have more in terms of order backlog?
- Jayant Basu:** Well, I think consistently for the last three or four quarters if you see our work in hand is around Rs. 12,000 Crores and as I have mentioned that we are now looking for big ticket jobs and so whatever order backlog has to increase that will definitely have some affect on the topline, exactly I will not be able to tell you what will be the number but as I said that 10% - 15% growth will be there in terms of both topline and the order booking.
- Prem Khurana:** Just one last book-keeping question, Would you be able to help us with the standalone cash and cash equivalents please?
- Prasad Patwardhan:** Well, I have just answered that question a few minutes back. The cash on the books is about Rs. 50 Crores – Rs. 60 Crores.
- Prem Khurana:** No standalone would be even lower than that or just similar number?
- Prasad Patwardhan:** No, it is a similar number. There is not much difference between the standalone and consolidated cash.
- Prem Khurana:** How about debt at Bengaluru JV project now that has come down or is it still the same as last quarter?
- Jayant Basu:** Well, it has come down to zero now.

Prem Khurana: Thank you.

Moderator: Thank you. Ladies and gentlemen, as there are no further questions. I now hand the conference over to the management for their closing comments.

Prasad Patwardhan: I would like to thank everyone for joining us on this Q1 earnings call. I hope you all stay safe, and your families are staying safe. Look forward to interacting with you again next quarter. Thank you very much.

Moderator: Thank you. Ladies and gentlemen, on behalf of ICICI Securities that concludes this conference call. We thank you for joining us and you may now disconnect your lines. Thank you.