



## **“Fourth Quarter FY13 Result Conference Call of Prozone CSC”**

**May 17<sup>th</sup>, 2013**

**Speakers:**            **Mr. Nikhil Chaturvedi (Managing Director)**  
                              **Mr. Bipin Gurnani (President)**  
                              **Mr. J.K.Jain (President – Finance)**



DICKENSON **SEAGULL** **IR**

**Moderator:**

Good evening, ladies and gentlemen. I am Sourodip Sarkar, the moderator of this call. Thank you for standing by and welcome to the Fourth Quarter and Full Year Financial Year 2013 Result Conference Call of Prozone CSC Limited organized by Dickenson Seagull IR. For the duration of presentation, all the participants' lines will be in a listening-only mode, and we will have a Q&A session after the presentation. I would like to now hand over the conference to Mr. Ammeet Sabarwal from Dickenson Seagull IR. Thank you and over to you, Ammeet.

**Ammeet Sabarwal:**

Thank you, Sourodip. Good evening everyone, we are pleased to have the conference call for Prozone CSC. I would like to give some highlights about the company. Prozone CSC belongs to the realty sector and the current market capitalization of the company is around Rs. 380 crores. It is promoted by the Provogue promoters and participated by Capital Shopping Centres (CSC), which is now known as Intu Properties. Capital Shopping Centres now known as Intu Properties is UK's largest retail real estate player. Intu Properties Plc. is a FTSE-100 company and has an asset valuation of more than 7 billion pounds. It owns around 14 properties, 10 out of which are among the UK's top 25 assets and it has around 38% UK market share. Two senior board members of CSC sit on board of the company.

To give a brief highlight about the gestation period of the company, the company started in 2007 when CSC entered and purchased 25% stake in the parent company for around Rs. 202.5 crores, valuing the company at more than Rs. 800 crores at that point in time. The Provogue promoters had put in another Rs. 202 crores, resulting in the company with equity capital of more than Rs. 400 crores. Post that, Old Mutual and Lewis Trust group which are the investors in CSC wanted to have an exposure to the emerging market in India and therefore they invested in the company at a step-down subsidiary level that is at the SPV level in three projects where they took in around 38.5% stake for around Rs. 367 crores. This resulted in company getting an equity capitalization of more than Rs. 750 crores. The company then purchased the land bank of around 17.7 million square feet, which was fully paid up using the equity capital.

The company has also developed the Aurangabad Mall which is already operational by investing another Rs. 200 crores, resulting in the total investment in the company of more than Rs. 950 crores. In addition to the Aurangabad mall, the company is also developing commercial property and Saral Bazaar in Aurangabad. The commercial project, where they had launched around 200,000 square feet, is already 94% sold out and the construction is on track with the delivery expected in FY14. With respect to Saral Bazaar, the construction is in progress, the company has already sold

the Phase I and Phase II of Saral Bazaar and the delivery of the same is expected in FY14.

The company has a total debt of around Rs. 90 crores, reflecting their 61.5% stake in the Aurangabad Mall which has a total debt of around Rs. 137 crores. With cash and cash equivalents of around Rs. 80 crores to Rs. 85 crores at the consolidated level, Prozone CSC is a virtually debt-free company. The company is thus strongly poised for growth backed by its strong balance sheet, large fully paid up land bank, strong pipeline of projects, and a strong execution team.

I will now hand over the call to Mr. Nikhil Chaturvedi who will give an overview on all the projects. Over to you, sir.

**Nikhil Chaturvedi:**

Hi, everybody. I think Ammeet has given a good introduction on the company. I will add by saying that our business model is to create retail-led mixed-use developments where at least 75% of our portfolio is in short-term assets which we call residential, commercial or any asset which we sell, and a maximum of 25% of our assets is in long term, which will give us annuity income. The model is thus to use the short-term assets to create debt-free assets which will give us annuity income which can then be leveraged at a later date to create capital to buy new assets. The company has a land bank of almost 17.79 million square feet, but only about 2 million is in the long-term assets which are the retail malls and the remaining is being exploited over residential.

We are in the process of launching four residential colonies this year in Nagpur, Indore, Coimbatore and Jaipur. And we believe that we have a differentiated model. What we do is we get all our permissions upfront. After we get our permissions, we build the entire club house upfront. Once the entire club house is built, it creates a huge amount of traction for the customer because he can see the product on the table before he books whatever he wants. And once he has visibility of that and usability of that, we believe that our traction is much faster than all competitors. This model has been followed from some companies which we have seen where CSC has invested in China and it has been extremely successful in other economies.

**Ammeet Sabarwal:**

I would like to take you through the financials for the company. The full year income from operations increased by 32% to Rs. 77.2 crores from Rs. 58.4 crores, while the full year EBITDA increased by 43.5% from Rs. 13.6 crores to Rs. 19.5 crores. This is without including the other income, which is around Rs. 6.7 crores. Moreover, the interest cost has reduced from Rs. 16.6 crores to Rs. 15 crores due to scheduled repayment of Rs. 17.9 crores of debt at the Aurangabad Mall, which has now reduced from Rs. 137 crores to Rs. 119.1 crores. The major contribution to the total income was from the

sale of Prozone Trade Centre commercial and Saral Bazaar. I think we have given a brief update on the company and I now open the floor for the Q&A.

**Moderator:**

Thank you so much, sir. With this, we are going to start with the Q&A interactive session. So I would request all the attendees and the participants, if you wish to ask any question, kindly press “0” and “1” on your telephone keypad and wait for your name to be announced. The first question comes from Odil Rosy from Lombard. The line has been unmuted. You can go ahead and ask your questions, please.

**Odil Rosy:**

Good afternoon, gentlemen. To start with, I have a question on Aurangabad Mall. It seems that the retail sales were up 8% in Q4, however the rental income is only up 1%. Can you explain whether you’ve taken any measures to help the retailers to delay the rental payment or is it that the provisions that you’ve taken directly against the rental income haven’t used it?

**Bipin :**

Hi, Odil. Basically, what we seen is that the trading densities have gone up. We have also found that some of the retailers have had issues in terms of occupancy. So what we have actually done is that for temporary, we have given relief to some of the retailers in terms of fixed rentals. Also in terms of helping them we have actually accelerated the efforts that we have been putting on the marketing side and we have been particularly focussing on ensuring that the centre keeps attracting more new footfalls. So our intent is to make sure that we keep generating the footfalls for the centre and also create interest for retailers that have not been performing well. So, obviously, this has been a tough couple of quarters for retailers in India. And we have been making sure that we support the retailers at this time. As it’s been a flat growth across. What we have also seen is that we have a turnover close with most of our retailers. So we are hoping that as the market grows and as the trading density also moves up, our fixed rental income will also work alongside with the turnover rents that we have signed up with them.

**Odil Rosy:**

On average how much of the proportion of the rental income is linked to the turnover that they make?

**Bipin Gurnani:**

That’s 100%. But the percentage would be different for different categories. So if it is a consumer durable business, we would have a differential percentage of the revenue. But the revenue whatever they generate out of that unit is calculated as the overall revenue. We have an understanding with them that they are supposed to share all their audited sales numbers with us, and based on that we calculate every year. Whatever we have collected as fixed rent versus whatever turnover percentage we have with them and accordingly adjust. And also the fact is that we are in the early stages of the centre. Normally, we have seen that turnover rentals for any mall would kick in, maybe, between 3 to 5 years once the mall also stabilizes. And we

have had some stories of people who have started to pay turnover rentals but that's very few in numbers right now.

**Odil Rosy:** Okay. And can you say what about the provisions that you mentioned in the presentation? How much did you take?

**Bipin Gurnani:** We have gone by the past experience of what we've had in the last couple of years and we have provided for it. The other thing we have done is that there is a history for most of the retailers. So we have been taking a provision for, you know, in case of any bad debt. And we have reckoned that we should be within the provision that we have taken. As an overall rental, we would take about 6% maximum as provision.

**Odil Rosy:** Okay. Well, I will return to the queue and let other people ask questions and I will come back later.

**Bipin Gurnani:** Thanks, Odil.

**Moderator:** Thank you, Ms. Rosy. The next question is from Mr. Prem Khurana from B&K Securities.

**Prem Khurana:** Hi. Good afternoon, sir. My first question was with respect to Aurangabad Mall. You said, you follow the guarantee or revenue whichever is the higher. So how do we make sure none of the tenants are under-reporting? I mean, I understand if it is a Big Bazaar or Pantaloon or Shoppers Stop, you don't get to see these kind of things, but how about small retailers?

**Bipin Gurnani:** The way we treat is that we ask for their audited numbers. If someone is under-reporting a number, we don't have any mechanism at the current moment. What you need to understand is that – what we do is that we have a minimum rental which is tied up with them, under which they cannot give it to us. So let's say if we get a feeling that they are not actually reporting right because the figures are not hidden in the market, we normally come to know. And if we feel that their figures are not fair, then what we do is at the next rent revisions, we actually increase their rental amount so that they don't have an opportunity for under-reporting figures.

**Prem Khurana:** So this would be at least for three years because normally you would get to see rent escalation taking place after three years?

**Bipin Gurnani:** But in the beginning of any centre, the first three years to hit revenue share numbers is anyway difficult. So we have to fixed rental anyway.

**Prem Khurana:** Sure. And then in Nagpur, we seem to have sold around 210 odd units. How many units have we kind of offered to these customers and how is the buyers' profile, investors or actual users? Further how do you ensure that

actual users get the flats because what happens is that, at these integrated township developments, initial phases are sold at somewhat discount and most of the investors come back and kind of start under-cutting developers at a later date?

**Bipin Gurnani:** Let me just put it like this that first of all we have not advertised the project at all. Whatever has happened has happened through word of mouth because of the products we have shown at site. The second thing is that in the beginning stages for the first 150 units we had not even opened it to brokers so that there is no broker community bringing investors. So our effort has been to bring in actual users. And in order to ensure that people do not start reselling the apartments, there is a clause in which they can resell the apartment only two years after we start construction. So basically that means till the flat is not fully built up, he cannot go back into the market.

**Prem Khurana:** Okay. Sure. And how big was the Phase I? I mean, you've sold some 210 odd units. So how many units were there?

**Manager:** Phase I was about 280 units, out of which we offered a total of only 210 units exactly. All of them are sold out. See, basically we have higher plots which have big terrace flats. We haven't sold that. And on the ground floor level, what we call "on top of the podium", we have garden villas. So those were all not sold. So all the premium properties were held back. And the remaining were all put in offer in the market. That is all sold out.

**Prem Khurana:** Sure. And how do we intend to phase out the remaining units out of the total 1100 odd units?

**Bipin Gurnani:** See, the formula we follow for price increase is that if we get all the price increase in one day, we will sell out the apartments in a day. We have a target price at which we would like to sell. And basically how we set that up is that if the price is Rs. 3,100 per square feet, with every 25 apartments we increase the price by Rs. 50. So after we sell the first 25 apartments for Rs. 3,100 per square feet, the price becomes Rs. 3,150 per square feet and this is transparent to people. Our targeted sale for Nagpur in FY14 is around 400 apartments more.

**Prem Khurana:** Okay. Okay, sure. And how is the construction kind of phased out – I mean, in this kind of projects?

**Bipin Gurnani:** It typically takes a period of two years because customers need that sort of time to normally pay. We can build it a little faster but we prefer to build it at a time and pace at which customers can pay. Most of our customers are taking bank loans. So we are sure of our funds coming through banks. That is positive for us. And all our projects are approved by the banks. So that's very positive for us. But to answer your question, about 24 months.



- Prem Khurana:** 24 months. Okay. Are we going to think that we would be able to sell all our units in these 24 months because what has happened is if you are not able to sell all these units or let's say, I mean, if you are able to sell your units at around Rs.3000 per square feet and the construction cost is not less than Rs.1500 per square feet and if you are not able to sell more than 50%, then the project would kind of turn out to be a negative cash flow project for you. So is there any intent to kind of sell some minimum number of units.
- Bipin Gurnani:** Yeah, the minimum threshold is actually 50% in each building and that also we proceed building-wise. If still one building is not sold, we don't open the next building.
- Amit Khurana:** Okay. Okay. And would you be able to share some more on your Indore project like what the Phase I would be and when we intend to launch and then what kind of pricing are you looking at for this project?
- Bipin Gurnani:** In Indore, I don't know if you have seen the presentation. You must have seen the photographs. The club house is close to completion and it should be ready in about another 8 weeks. Indore, Coimbatore and Jaipur, all three will be launched this year. And my anticipation is that Indore will be launched on the 5<sup>th</sup> of October which is, you know, what you call the *Pehli Navratri*. And Coimbatore will be launched around November because their big festival is around Onam. And both the projects, the club house will be fully ready.
- Prem Khurana:** Okay. And we also have retail portion at Coimbatore. So when do we intend to launch that?
- Bipin Gurnani:** No, that is already launched. We have already got construction drawings and we have started excavation work at site, but construction work will start post August.
- Prem Khurana:** Okay. Thanks. That's it from my side.
- Moderator:** Thank you, Mr. Khurana. The next question is from Mr. Amitabh Santhalia from SKS Capital. The line has been unmuted.
- Amitabh Santhalia:** I have wanted to understand like as there are fewer projects coming in and on the EBITDA side and on the bottom line side we are posting losses and the number of projects you have mentioned in your presentation is being given. I just wanted to know the colour of how the FY14 forward numbers will look like in terms of profitability. And also, if you can throw some light on the number of units you are looking to put on sale in coming FY14?

- Bipin Gurnani:** First of all, I will just say one thing that while we are declaring an EBITDA of Rs. 26 crores and a negative bottom line, but negative bottom line is due to depreciation, On cash we are positive even this year.
- Amitabh Santhalia:** Right.
- Bipin Gurnani:** Second thing, you asked a question on what is the outlook for the current year. Our expectation is that in Nagpur we have already sold 210 apartments. The cash flows have already started. In the current year, we are expecting to book about 400 apartments each in Nagpur, Indore and Coimbatore. And we believe that we should be able to do about 200 apartments in Jaipur. In addition to that, we have already sold 200,000 square feet in the PTC in Aurangabad, the cash flow of which is expected this year. So this is an extremely strong year. It's like saying it's the first year when we are actually being able to monetize all our land banks. We have a differentiated model because we have put up all the clubhouses upfront. With respect to PTC, the building is already up and constructed. In the office complex, the building is on top of the shopping centre. In terms of financial numbers, these are the sort of booking figures which I have given you.
- Amitabh Santhalia:** Right. So in the 200,000 square feet you said that is on a retail side or in the office space side?
- Bipin Gurnani:** 200,000 square feet was office.
- Amitabh Santhalia:** Okay. So how do we actually understand that like the booking is currently going on or on hold? What is on an average time line between the cash flow to chip into the system?
- Bipin Gurnani:** No, the booking is not going on. The booking is already closed. We have already sold out the 200,000 square feet, average realisation about Rs. 3300 per square feet. So the realisation from it is almost Rs. 65-70 crores approximately. Rs. 30 crores is the cost of construction and the free cash flows this year available to us will be Rs. 40 crores.
- Amitabh Santhalia:** How much available?
- Bipin Gurnani:** 50 crores. Because the entire thing is already built. We have to only do the interiors.
- Amitabh Santhalia:** Right. Okay. Actually I asked about 400 apartments you will be working in coming FY14. So what is the time line basically? On an average you have seen in the past, what kind of periodicity we can assume that it will take at least 6 months or the numbers will kick in from the second half of the FY14 onwards or it will start reflecting in quarter 1 itself?



- Bipin Gurnani:** I am launching only in the October quarter.
- Amitabh Santhalia:** Okay. That is Indore, right? Indore, you are launching in October?
- Bipin Gurnani:** Indore, Coimbatore and Nagpur, all are being launched in October quarter. I am talking about the new phase in Nagpur. The flats which are already sold are already sold.
- Amitabh Santhalia:** That is already in the numbers, right?
- Bipin Gurnani:** No. They are not in the numbers. That is only the booking done.
- Amitabh Santhalia:** Okay. That is the booking rate? Numbers will be coming in the subsequent quarters?
- Bipin Gurnani:** Yes. Numbers will be coming in this FY14.
- Amitabh Santhalia:** So the 400 units you are seeing in Nagpur, that is additional new phase bookings you are seeing?
- Bipin Gurnani:** Yes, 400 additional. Then Indore is 400 new and Coimbatore is 400. So we expect to sell 1400 apartments this year.
- Amitabh Santhalia:** Okay. Including Jaipur, 200 units?
- Bipin Gurnani:** Jaipur is 200 and Coimbatore, Indore and Nagpur is 400 each.
- Amitabh Santhalia:** Okay. So what is the time, like, during the booking period what kind of numbers or what kind of percentage the buyer has to put in?
- Bipin Gurnani:** So, Amitabh, basically we do not include the land cost in the total construction cost. So, therefore, our P&L is not aggressive. We do not recognise as soon as possible because we are not including the land cost. So when we say that the 25% is the threshold for the construction cost the actual construction has to be completed by 25%. Post that, you can start recognising the revenues. The parameters are basically 25% of your inventory should be sold, 10% of the value of what you have sold should have been collected and 25% of the construction cost has been incurred. These are three parameters that have to be met. Once you meet all the three criteria, then the revenue bookings will start. Till then, it will show in our books as advances.
- Amitabh Santhalia:** Okay. Those units are below 25% construction completion?
- Bipin Gurnani:** Yes, right.

- Amitabh Santhalia:** Okay. Once the 25% is completed, then you will show it as a revenue?
- Bipin Gurnani:** Yes.
- Amitabh Santhalia:** Okay. I got it. So what is the current rate of pricing, like, on an average if we assume that this the rate you are getting, any colour on that, like?
- Bipin Gurnani:** See, we are trying to sell at exactly the market rates around there. So they all ranged between Rs. 3000 and Rs. 3500 per square feet.
- Amitabh Santhalia:** Right. Okay.
- Bipin Gurnani:** So Indore is slightly lower. We expect to start Indore at Rs. 2750.
- Bipin Gurnani:** Amitabh, we have sold the average 210 units at an average rate of Rs. 3310 in Nagpur.
- Amitabh Santhalia:** 210 units?
- Bipin Gurnani:** Yes.
- Amitabh Santhalia:** Okay. That's it from my side. I will come again if I have any quires. Thanks gentlemen.
- Moderator:** Thank you, Mr. Santhalia. The next question is from Mr. Vishal Sinha. He is an individual investor. The line has been unmuted. You can go ahead and ask your questions, please.
- Vishal Sinha:** Good afternoon, everyone. Congrats for the good results. I have one question on the Aurangabad Mall. Just wanted to know how has been the leasing scenario at the Aurangabad Mall. I mean what kind of shops or new brands have moved in or moved out of the mall. And if there has been any kind of pressure from the tenants for the renegotiation, I mean, of the rentals or have there been any significant leases that have come up for renewal?
- Bipin Gurnani:** See, I will tell you basically just to answer to your question there has obviously been pressure from some of the tenants in terms of reducing their rents et cetera. So, obviously, market has been flat and therefore there has been request. We have been delaying with such request on a case-to-case basis depending on the brand et cetera.
- With regards to new leases, we have actually been able to get some decent good leases. Recently, we have opened car showroom of Jaguar and Land Rover. We have also signed some good other leases as well. There has been almost about 7 to 8 new brands that have come in to the centre.

There has been some fallout as well as. For example, one of the brands which has shut down naturally which is obvious. They've actually shut down because of their own reasons and have not purchased with respect to the mall. So that's one of the stores which has shut down. Overall, I think people have been sticking with us and we have been supporting all the retailers in terms of aggressive marketing making sure that the footfalls continue to get driven. That's something which has been some, you know, one of the key initiatives that we have been driving across. Also, we have managed in a flat market to get a growth of about 10% in our footfalls overall and that's obviously also resulting and showing in the trading density increased with respect to at the centre.

**Vishal Sinha:** Okay. Sir, any idea on the kind of categories that are performing better from the consumption point of view?

**Bipin Gurnani:** See, obviously clothing is the larger portion of the category mix, so that continues to contribute the highest in terms of sales. There is no specific category. We are a lifestyle mall and I think overall we found that the fact that we are a dominant centre in that region, so aggregate consumption across both categories at our centre. So overall I would say that all the categories would be doing well at the centre. There is no particular category which is... Together all of them have been getting their share of those things.

**Vishal Sinha:** Okay. Sir, my second question is on the residential segment. I mean if you can share with us the criterias for selection of the specific tier 2 cities, the locational advantages that they offer and the kind of unique offerings that Prozone project is offering in the region compared to the competitors and overall sentiment in the residential market, let's say, taking Nagpur as a case.

**Bipin Gurnani:** See, basically on our decision to be in tier 2 towns I think all the macros if you were see with regards that, you know, the maximum urbanization will happen in these tier 2 towns is expected to happen in these tier 2 towns. Also, the growth trajectory which is expected out of tier 2 and tier 3 would be maximum in terms of consumption. So I think one of the reasons for choice was obviously choosing cities which were growing cities in each of these states. If you see Nagpur happens to be one of the fastest growing cities in Maharashtra outside of Mumbai and Pune, so we have actually, you know, these are the criterias that we have looked at obviously things like industry, IT. And those are various things that we have looked at when we selected these locations.

With regards to the traction for residential, I think in tier 2 markets' requirements for residential is coming up because of the urbanisation which is happening. The other thing which is also from our perspective as a

customer proposition value proposition obviously we are developing residential townships which are very well planned. We are doing the club house in the related infrastructure upfront before we even start the sale. So this obviously set us apart from the current competition in the market and we believe that the principle of the fact that if the project is accepted well we would obviously be getting higher sales than what our peer groups perhaps might be getting in those cities. So we feel that even though our markets are growing and even if in certain cities the absorption is flat, we would get a higher share of the convergence because of fact that we have got a differentiated model.

You know, basically in our project we have created certain USPs like we have integrated all the green. We have approximately around 5 to 6 acres of integrated green parks with fully equipped club house, swimming pool, tennis courts, squash courts and all the amenities that perhaps any urban township would look forward to having.

**Ammeet Sabarwal:**

And also Mr. Vishal we just like to highlight since we are doing the entire club house upfront, it implies that we have all the permissions in place. So it gives an extra comfort to the end user or the end customer. Basically, since the entire club house is being made upfront, the builder has all the permissions well in place so that there won't be many executions delay due to the permission reasons. So that is one of the points. We believe that it brings lot credibility to us.

**Vishal Sinha:**

Okay. That's it from my side. Thank you.

**Moderator:**

Thank you, Mr. Sinha. Once again, we have Ms. Odil Rosy from Lombard. Ms. Rosy, the line has been unmuted. You can go ahead and ask your questions, please.

**Odil Rosy:**

Thank you. Just a follow-up question on Aurangabad. Can you update us on the footfalls that you have been seeing in April and in May? And also, once you have the Saral Bazaar operating, what kind of levels of footfall are you hoping for?

**Bipin Gurnani**

Currently, we are getting about 800,000 footfalls every month. Just to give you a small statistic, the total population of Aurangabad is about 1.5 million. The relevant population for us in terms of our centre would be about one million and the mall is already attracting about 800,000 footfalls every month. So being the most dominant, perhaps, largest centre in the region, we are able to attract and repeat customers as well. And, therefore, the strength – Now our focus is on to start getting new footfalls from satellite towns as well. So we have increased our advertising efforts in and around the city as well. That's something which we have done.

Saral Bazaar, we believe, will address two parts of what you have asked. One is, of course, the existing footfalls, but also looking forward to a concept of a market where they can do their day-to-day smaller item shopping within the same organised enclosed shopping environment. And that's something which we believe will also increase the number of visits that currently our existing footfalls or existing customers make to the centre.

The other thing is that it could attract newer footfalls which is, perhaps, still not visiting the centre because they might find the entry level price-point with respect to other categories to be a limiting factor and, therefore, we believe that once we have the smaller retailers with us and the local retailers with us they would also attract substantially new footfalls for us. Our guess is that our footfalls should go up by about 25%-30% once the Saral Bazaar is fully operational.

**Odil Rosy:** Okay. And just housekeeping question. In one of your slides I think on page 7 there is an other income which is below the EBITDA which is Rs.10 million and in fourth quarter Rs. 68 million for the full year. What you've done exactly?

**Management:** We have an ideal fund lying in all the projects and in the parent company which we have invested in the mutual funds and the interest bearing bonds. So those are the income from those IT fronts.

**Odil Rosy:** Okay. Thank you very much.

**Bipin Gurnani:** Thanks, Odil.

**Moderator:** Thank you so much, Ms. Rosy. I would like to repeat once again to all attendees. If you wish to ask any questions, kindly press "0" and "1" on your telephone keypad. Sir, this time there are no more questions. I would like to hand it over back to the management for any final closing and comments.

**Ammeet Sabarwal:** Thank you, Sourodip. Thank you everyone for participating in the conference call. We believe that Prozone CSC is at an inflection point in this year. FY14 is going to be one of the most important years for the company as we have commercial as well as the Saral Bazaar getting delivered in FY14 as well as all the major residential projects that is Nagpur, Indore, Coimbatore and Jaipur getting launched in this financial year. As well as, we have already proven one of the things by doing a pre-launch in Nagpur where we have sold around 210 flats in around 14 days, that is 2 to 3 weeks' time. So we believe we are well poised for growth and we look up to it and make sure that we deliver on what we have promised. Thank you everyone from our side.

**Moderator:**

Thank you so much all the panelists. Thank you investors for joining in. With this, we conclude the conference for today. Wish you all a great evening ahead. You all may disconnect your lines. Thank you so much.