



September 03, 2018

To
The Manager
The Department of Corporate Services
BSE Limited
Floor 25, P. J. Towers,
Dalal Street, Mumbai – 400 001

Scrip Code: 539450

To
The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Scrip Symbol: SHK

Dear Sir/ Madam,

Sub: Submission of transcript of conference call under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit transcript of Q1 FY 19 earnings conference call for investors and analysts organized by the Company on Friday, August 10, 2018 at 4.00 PM IST.

You are requested to take note of the same.

Thanking you,

Yours faithfully,
For S H Kelkar and Company Limited


Deepti Chandratre
Company Secretary & Compliance Officer



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SH Kelkar and Company Limited

Q1 FY19 Earnings Conference Call

August 10, 2018

Moderator: Ladies and gentlemen, good day and welcome to the SH Kelkar and Company Limited's Earnings Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone telephone. Please note that this conference is being recorded. I would now like to hand the conference over to Mr. Anoop Poojari from CDR India. Thank you and over to you, sir.

Anoop Poojari: Thank you. Good afternoon, everyone and thank you for joining us on SH Kelkar and Company Limited's Q1 FY19 Earnings Conference Call. We have with us Mr. Kedar Vaze – Whole-time Director and CEO; Mr. B. Ramkrishnan – (Head) Strategy, Mr. Ratul Bhaduri – Executive VP and Group CFO and Mr. Shrikant Mate – VP (Strategy) of the Company.

We will begin the call with opening remarks from the management, following which we will have the forum opened for a question and answer session. Before we start, I would like to point out that some statements made in today's call may be forward looking in nature and a disclaimer to this effect has been included in the earnings presentation shared with you earlier.

I would now like to invite Mr. Kedar Vaze to make his opening remarks.

Kedar Vaze: Good afternoon, everyone and thank you for joining us to discuss the operational and financial results for the quarter ended June 30th, 2018. I will begin by taking you through the operational and financial highlights of the quarter and we will then look forward to taking your questions and suggestions.

We have had a steady start to the new fiscal witnessing strong revival of demand in our base business and improved consumption pattern in the FMCG industry, particularly the domestic industry. Revenue from operations stood at Rs. 236 crore in Q1 FY19 as against Rs. 234 crore in Q1 FY18. Surge in key raw material prices triggered by supply-side disruptions continued to plague us in this quarter as well. In these circumstances we have chosen to focus on quality of earnings and then on growth in the near term. This, along with the weaker rupee helped our gross margin to improve to 44% from 39% on a sequential quarter basis. EBITDA stood at Rs. 36 crore as against Rs. 46 crore in Q1 FY18. Slowdown in revenues coupled with the price increases in key raw materials impacted profitability during the quarter. In particular, we had to choose supply to the right, in terms of shortage of raw material, product mix.

Coming to our segmental performance, the fragrance division reported an increase of 4% year-on-year to Rs. 211 crore during this quarter, while the base domestic core business delivered a healthy top line and was higher by 13% over the same quarter last year. The overseas segment reported a de-growth of 11%. Supply-side disruptions and slowdown in international markets apart, this is viewed in the context of the fact that we are transitioning our Aroma Ingredient Manufacturing Facility from Netherlands to India and have not been able to service the entire demand particularly in the international fragrance arena to the full quantity required. As mentioned earlier, unprecedented level of volatility in raw material prices resulted in subdued operating profit stood at 29 crore as against 37 crore in Q1 FY18. Margins stood at 14% in Q1 FY19.

In our Flavors division, the revenues stood at Rs. 25 crore, lower 21% year-on-year, particularly with respect to orange oil, high cost increases impacted our sales in this segment. The domestic business without the orange oil grew by 25% year-on-year. The overseas business grew by 3%. On the profitability front, the segment recorded an operating profit at Rs. 4 crore with margins at 16%. Going ahead the company has taken measures to mitigate cost pressure including upward revision in selling price. I believe as pass through of higher cost show results, margins will start reflecting an upward bias in the coming quarters albeit with the 1 or 2 quarters lag.

Our recent acquisition, CFF reported a healthy volume growth during the quarter. This, combined with price increases and formulation development resulted in healthy revenue growth of 18% in CFF's core fragrance business. However ongoing raw material supply disruptions also impacted their profitability. Going ahead, CFF will undertake further price increases so it helps stabilized profitability and margins. On the whole, we believe that CFF acquisition represents a value accretive and synergistic opportunity for us, particularly to cross sell technology from CFF to Asian markets and as a base for our Fine Fragrance Studio in Amsterdam.

SH Kelkar through its subsidiary Keval Fragrance Industries Pte. Ltd., Singapore has acquired 66.67% of Anhui Ruibang Aroma Company, a company based in China. At the time when there is a strong global demand for Tonalid and other key raw materials, this acquisition has provided SHK access to an additional manufacturing capacity particularly in China and coupled with this new facility which is coming up in Mahad expected to go on stream later this year. This will help the group service the demand and particularly tide over the supply chain scenario in a much stronger fashion and competition.

To conclude, the underlying fundamentals of the company's business remained robust and our customer engagement continues to be solid. The company firmly believes the current performance to be transient in nature and the medium to long-term outlook continues to remain positive.

With this, I would now request the moderator to open the forum for any questions or solutions that you may have.

Moderator: Ladies and gentlemen, we will now begin with the question-answer session. We take the first question from the line of Chintan Modi from Motilal Oswal Securities. Please go ahead.

Chintan Modi: In this context of the whole issue related to raw materials, if you can help us understand like in your business, which are the critical raw materials, how much of that would contribute in terms of the total sourcing that you do and where are these sourced from?

Kedar Vaze: I have answered this many times and I will reiterate. As we are not dependent on very specific set of raw materials or key raw materials from one source or one

geography, almost we are as a fragrance and flavor industry consuming roughly 1500 products from around the world and of that 500 products are the key volume materials which are sourced largely from China, Florida, Brazil and from petrochemical industries in both Europe and 50% of the remaining are sourced from Indian Aroma Chemical manufacturers. So, we have these four platforms - In total out of our 100% - 25% by volume and value comes from Alpha Pinene or Turpentine derivatives, which is basically out of Florida and China as the two major suppliers, 25% comes from Petrochemicals, which is largely through BASF, a large supplier and China and Europe are the main suppliers for petrochemicals, 25% is derived and directly coming from citrus oils and the remaining 25% comprises of a large number of aroma extracts, natural products and so on and so forth. Within Alpha Pinene and Petrochemical, roughly half of these products are sourced locally as the downstream processing happens in India. So, out of our total bucket, 50% by value is purchased domestically and 50% by value is purchased outside India. But the 50% produced in India is also dependent on Petrochemical and Alpha Pinene prices, which are a global phenomenon.

: Coming specifically to the disruptions that we have had, we started with the hurricanes in Florida which have affected both the source of Alpha Pinene and the citrus oils in the last year in September-October, particularly the citrus oils are seasonal and these are once a year crop and the new crop would be expected in July-August this year and at that time, we will understand the price and cost of these products. Alpha Pinene has been affected in China with the number of units being asked to close in September. The shutdown of some of these plants combined with the Florida hurricanes had led to acute shortage of materials already in the end of September last year. When in our industry these kinds of things happen in isolation, there is normally additional supply or additional capacity which is taken up by the petrochemical or other alternate feed-stocks. Unfortunately, this year and in this specific scenario there was a large incident in the petrochemical complexes in Europe. In Malaysia, the petrochemical source which was supposed to get on-stream did not start and this meant that the additional supply, which was expected in fact, was not additional but was cut short by another 3 or 4 months of shortage. So, by January, we had a situation where both Alpha Pinene and products out of China and petrochemicals production both in China and Europe were affected. In this quarter, when we look back and we looked at Jan-Feb-March and our price increases in discussions, we factored these and we started to move the prices up and looked at our sourcing, our alternate sourcing with additional quantities in India. In February and April, this year, we had series of incidents in Indian Aroma Chemical factories, which further completely disturbed and completely stopped the supplies in the first few weeks of May. This is the overall scenario although as an industry and as a company, we are not dependent on 1 or 2 key materials or key sources, products like Terpeneol and so many others derived from Alpha Pinene have been hit very severely, products like Linalool also, if I look at the volume point of view, almost 75% of the volume of our products has been affected by these force majeure events. So, this is an unprecedented event which is not possible for any company to predict nor it will be possible for us to react to this in a very short span. We are taking appropriate price increase measures, cost control measures and deferring capex, utilizing surplus assets such as our additional space in the Amsterdam center; we have already tied up for a three-year lease. Similarly, additional office spaces have been leased out with the new growth trajectory in mind.

Moderator: We take the next question from the line of Jignesh Makwana from Asian Market Securities. Please go ahead.

Jignesh Makwana: How much price hike we took for this particular quarter?

Kedar Vaze: On an average, we have been at a 5%, so an all weighted average was a 5% increase in this quarter. Some price increases will fold in when the contract or the

initial orders in hand will conclude in second quarter of this year and in additional price increases, we are in continuous dialogue with our customers to restore and to help us tide this specific raw material crisis. So, it's been 1.5% to 5% weighted average price increase for this quarter over last quarter and we will continue to discuss with our customers to push this further to enable us to tide over this crisis.

Jignesh Makwana: Secondly you have been maintaining good amount of inventory and despite that we are witnessing substantial pressure on the margin so if you can elaborate on that front. So, despite having a substantial inventory on our books as compared to other industry players, we should have some positive impact on margins.

Kedar Vaze: The effects of inventory disruption began in September last year and we did not have any impact of that in the last quarter of CY2017, so October-November-December last year, we had a normal business with the inventory that we had and we had started to move some of the prices to the customers. The cost increases have been dramatic. They have continued to be further exaggerated and it is in line with most estimates that we have, and we are looking at normally a basis of 2 to 3 quarters lag between cost increases and price increases. This has been exceptional year, where we are seeing multiple rounds of cost increases due to various force majeure events and our current estimate roughly is about 25% to 30% cost increase over last year on weighted average basis. So, magnitude of the cost increase has been very high, and it has been progressive. So, while we have corrected for one of the first waves of cost increases, we still have another two waves of cost increases.

Jignesh Makwana: When can we expect the supply side disruption to get normalized? Can we expect by second half of this current fiscal it will get normalized and we will get back to our normal margins, which we used to enjoy before this disruption?

Kedar Vaze: I think it is very difficult to guess when everything will become normal and what you define as normal. Things are getting better than they were 2 months ago and they would continue to improve over the next 2 or 3 quarters. I don't see any reason they will not improve. But to understand and appreciate this in real terms, there is seasonality, particularly to this citrus and Alpha Pinene feedstock. In the months of winter, there is no real way that the production can happen. The recovery of this will start now in July-August and we will only know in another 2 months if there has been sufficient recovery in terms of supply-side. And my best guess is that it will take a few quarters before some reasonable normalcy will be obtained. We need to bear in mind that in terms of dollar, rupee there is an additional inflationary trend for us in terms of crude oil, petroleum products and underlying cost going up so there is an additional pressure. So, considering the whole scenario, it is difficult to say whether it's a 3 months problem or 1-month problem because it's an industry-wide problem across the globe. It will take some time to restore. The magnitude of the disturbances is unprecedented. We have not seen this in more than 50 years of industry experience that we have collectively in our top management. We have not seen this kind of disruption in the industry.

Jignesh Makwana: The current shifting of Netherlands plant to India is at which stage? How many molecules we have already transferred doing in units?

Kedar Vaze: Rather than molecules, in terms of value of business, we have already transferred 30% of the business to India over the last year. We are awaiting our Mahad completion of facility in the coming months somewhere between now and end of September, we should have it commissioned and ready. And second half of this year, we are very confident that the project in Mahad will go on-stream and we will move almost 100% of the products from the Netherlands factory to Indian operations.

Moderator: Next question is from the line of Vicky Punjabi from JM Financial. Please go ahead.

Vicky Punjabi: I just wanted to understand when you are saying that it will take 2 to 3 quarters to recover - is that recovery both on the sales and margin front or is this just about the margin that you're talking about?

Kedar Vaze: Let me reiterate firstly that on the sales demand side, there is no shortage of demand. You had to ration what demand we will cater and what demand we will not supply based on margin and availability of raw material particularly months of May and June. As we speak, the demand side is strong. Our ability to service is back to normal so we are able to service the demand that customers are generating. So, there is no issue in the demand or the customer request for supplies. The soft quarter this year was largely on the fact that we could not meet everyone's demand due to the raw material scenario. On the margin front, the demand is there, the sales will ramp up, the margin in terms of magnitude we are talking about roughly 3 or 3.5 years inflation in less than 6 months so we have a scenario where we will look at passing this on to the customers, talking to them, restructuring the formulations or redesigning the product solutions based with the discussions with the customer but it will take at least 3-4 quarters before we can see the full impact of the steps that we are taking. In addition, if we have no additional inflation; no change in US dollar rupee, no change in crude oil and it is as where we stand, then this would play out into 2-3 quarters. We need to be cognizant that there are underlying normal inflation factors which will continue to be there, so we will still have additional quarters' requirement to bring it back to the same level as before. On a brighter note, our international business has seen lot of traction in the Fine Fragrance business. We have already seen crore plus new business in Fine Fragrances out of our Amsterdam center in the first quarter alone so that translates to about 2 to 3 million additional Fine Fragrance business in this year, which is at a good margin level and is least affected by the supply disruptions. So, these are small volume high-value products, which are not seriously affected.

Vicky Punjabi: You are saying that sales impact that you have seen in this quarter can actually be rectified in the next quarter and that the sales growth should normalize?

Kedar Vaze: We have a product let's say a typical citrus fragrance where the cost increase is 30%. Now we have gone back to the customers, tried to reformulate, tried to talk to them and make some solution available to them and that has been offered to them. Some customers have taken, some customers have not taken so in some cases we have had to say no to the customer demand because we cannot take it at a margin below zero or very low margins. So, if I have the same 100 tons, I will sell it to the top 100, where I am continuing to make some margin and I'm not able to service the customers at the lower end of the margin spectrum. We have had to take out certain business - approximately Rs. 8-10 crore of business which we said no to. The demand was there but we did not supply. The other part is going forward, we have now restored and particularly this was very acute in the aftermath of the additional incident in the end of April, so the first 3 weeks of May we had a freeze-down and we were not accepting any large volume orders to ensure that we can continue to service the orders in hand. Post June, we have started in Vapi the manufacturing of some of the shortage of raw materials and I am pleased to inform all of you that we have been able to go through this entire picture in last 6 months without canceling a single contract. So, when we had orders in hand, we have executed all orders in hand. But we have declined to take orders in the aftermath of the force majeure events and this has been strongly felt particularly in the month of May and early part of June and now with our Vapi facility, we have been able to make some of these key raw materials in house and at this point, we are also looking to have surplus, which we may contract or sell to other users.

- Vicky Punjabi:** One more thing on the sales front, if I look at the MNCs they have actually reported great growth at least on the sales front.
- Kedar Vaze:** If I look at further split of domestic Fragrance in a top 25 or top 50 customers, we have done excess of 40% growth on these customers. What we have had to balance is while we are maintaining these large customers and this growth, we've had to say no to some of the smaller customers, which is the tradeoff that we had to take.
- Vicky Punjabi:** On this gross margin front, the gross margin has sequentially improved a lot, it's around 400 bps sequential improvement - is this improvement actually driven by price hike or is the fact that Q4 is generally weaker on gross margins so this is a normal movement that generally happens?
- Kedar Vaze:** If you compare last quarter to this quarter, we have taken price increases, part of that has flown in but they have not been adequate to cover the full cost impact of the additional cost increases. So, I don't think all of this is attributable to price increases, it is largely product mix. Particularly in Flavors and exports, we have had a very strong management on margin front and looked at the best utilization of the raw material that is available. On the domestic front, we are in continuous dialogue with our customers to ensure that we move the prices up in accordance with the cost increase and the pressures that we have. But there is a lag between when we can push it and do it. So, if I look at this on a total basis, the domestic Fragrance continues to be at 38%-39% gross margin, we still have discussions with our customers to push it up, rest of the business has restored back to normal level of 50% margin albeit at a slower growth. So, in some core businesses core brands, we have continued to supply, and we are discussing on the pricing with the non-core smaller businesses or opportunistic business which is to come and once in a while, we are looking at a scenario where we had to say minimum price and some of them have not accepted that. It's a matter of time because this is the industry-wide phenomenon and people will accept the new normal.
- Vicky Punjabi:** Is this Q4 gross margin generally seasonally weaker?
- Kedar Vaze:** Fourth quarter gross margin generally is weaker. In a normal year, our price cycle is somewhere in January-February and then the full impact of that price increase comes in the first quarter of the next financial year. So, normally first quarter is better margin and then by the time, we start to increase prices in the second half of the year and then the first quarter again the margin is in a full restored basis. So, this year, we will see a lag in a different timeline because we have taken already a marginal price increase in first half, we will need to take another one in the mid-year and probably a third one in the end of the year.
- Moderator:** We take the next question from the line of Jigar Jani from Edelweiss. Please go ahead.
- Jigar Jani:** I have couple of questions - one considering everything plays out in the normal scenario, where you would see 2 to 3 quarters of stabilization, what kind of growth are we looking at internally both in Fragrances and Flavors overall for FY19? And what kind of gross margins can we expect for the full year and what would be the exit gross margin that we are targeting by Q4 FY19?
- Kedar Vaze:** I don't have an exact number on the gross margin. I think we are seeing a momentum of 20%+ growth, which we see over last year in the first half and we will continue to see improvement in the margin in the second half of this year. For example, we completed the third quarter last year on roughly 45% gross margin level and today we are at 44% on total basis, which is 39 in domestic and 51 on export because we have curtailed some of the low margin opportunistic business or

trading opportunities, which are normal part of our business. We are focused on the domestic Fragrance and domestic Flavor to restore margin to normal level, but it will take 3-4 quarters. I don't have an exact number whether it's 45% in 2 quarters or 3 quarters or 4 quarters but eventually we are planning to restore the margin to those levels. It is a catch-up game because there is additional underlying inflation which will continue to happen, so we have 3.5 years inflation in 6 months. We will continue to have higher price increases across-the-board to our customers. We will always have a lag between what is the cost increases and the selling price in the scenario.

Jigar Jani: In Q1, we saw significant reduction in sales to basically bring up the gross margin by 500 bps sequentially so should we expect like a flattish sales growth and similar margin?

Kedar Vaze: This quarter, we have not been able to supply the demand. So, there is not a demand side issue, so it's not that we didn't have enough demand but we could not supply all the demand that we had. Rs. 236 crore topline could have been easily Rs. 260 crore, if we had raw material to supply and that's the momentum if demand continues. We have a challenge around the gross margin, which we will continue to discuss with our customers and look at better cost control to ensure that our profit line is exponentially growing on the top line growth of 15% to 18% year-on-year.

Jigar Jani: Can we expect 15% growth this year or it will be lower considering Q1 was flattish?

Kedar Vaze: 15% growth over last year - we should be able to do and we are targeting a higher growth than that, in terms of top-line. But it is a very unprecedented scenario because of the cost changes, we will have to look at how much price increase, how much growth in volume, how does the cookie crumble in discussions with the customers. It's almost a T20 game, which changes over by over, so every 2 weeks the scenario is changing. So, it's very difficult to say what will happen over the full-year but we are committed to the long-term. Our R&D and long-term programs continue, we continue to get new wins. Every new win is in a stage where the margins are on normal basis, so as our business continues and new wins continue to come in, our margins keep improving and we need to keep talking with the customer on the existing business, particularly on domestic Fragrance to restore the margins.

Jigar Jani: Our Anhui Ruibang Aroma acquisition will be fully consolidated or it would come as profit from associates like we report the CFF acquisition?

Kedar Vaze: Anhui Ruibang just happened yesterday and today, so we will then discuss with the auditor in the next week on what is the exact basis and on that basis, we will either consolidate or keep it as a JV.

Jigar Jani: 15% growth is the organic growth then?

Kedar Vaze: Yes, only organic growth and in any case what we are seeing with Anhui is that most of their sale is intercompany so even if we consolidate, the intercompany sale will get knocked-off so it should not affect the top line growth. It will only help us in the improvement in the bottom line.

Jigar Jani: We are seeing cash flow from investing of about Rs. 220 crore and capex of around Rs. 121 crore so could you just give me split of what has been the spending on?

Kedar Vaze: Cash flow from investing is Rs. 221, so we have had basically 4 major investments in the last year. We have had basically investment in the Creative Fragrances and

Flavors in Italy, which was roughly Rs. 90 crore, we have had a capex in the Mahad which was CWIP of Rs. 35 crore and we have undertaken employee benefit trust formation which was at a Rs. 40 crore cost. So, these are the major 3 outlays which is roughly Rs. 160 crore and the remaining Rs. 20-30 crore is a normal capex within operations with infrastructure building development and so on and so forth.

Jigar Jani: Anhui would be paid in FY19, right?

Kedar Vaze: That's right. There have been some small amounts of advances paid on various other transactions and other strategic initiatives, which I am not able to comment or report specifically, till the deals are either done. So, there are some advances but generally these are the big ticket three, approx. Rs. 90 crore in CFF, approx. Rs. 40 crore for employee benefit trust and Rs. 35 to 40 crore in the Mahad investment. In addition, we had the Rs. 15 crore on the acquisition of the Mahad facility. I just want to comment on the capex; most of the capex are all going on stream within the next 45 days and we will be fully operational in second half of this year so all the benefit of these large investments will start to flow in. We have been also investing in solar energy in all our plants last year. Much of the investment benefits will start flowing post the rainy season, when we expect to have almost 80% of our electricity energy cost in the Fragrance division coming out of the solar generation.

Moderator: We take the next question from the line of Ajay Bodke from Prabhudas Liladhar. Please go ahead.

Ajay Bodke: For FY19, what is the capex outlay that the Company has in mind?

Kedar Vaze: For FY19, apart from the Anhui acquisition and the Mahad completion of the project, which would be another Rs. 20-30 crore and Anhui of Rs. 19 crore odd, we don't see any large capex outlined for this year. In fact, we have started to lease out some of the additional infrastructure in this year. Based on the revised profitability, we are cutting down on some of our longer-term investments. In particular, Amsterdam we have already agreed to lease out one floor out of the three, which was the Fine Fragrance Studio. So, one of those we have reduced in terms of operations. We have also leased out one of the floors in the Mulund office so these are all steps we are taking in terms of cost control and deferring capex and better asset utilization.

Ajay Bodke: In the presentation on slide #6, you have mentioned about and you just alluded to the fact that your Mahad facility, the capex should come on stream in next 45 days and about acquisition in China, so if you could just throw some light on that and the acquisition in China, what kind of benefits you see over the medium term?

Kedar Vaze: Just to reiterate - our Netherlands facility, we have relocated and in the process of relocating majority of the products to Indian operations, including the investment at Mahad. While doing so, given the magnitude of supply-chain disruptions, we thought it is prudent to have an additional manufacturing location in China to ensure and to propose to our customers, multi-location, multi-country supply chain. So, we have had that as a longer-term strategy, currently where the prices and the supply-chain disturbances we have decided to invest that ahead of the curve and take that opportunity of having a presence and operating plant in China to allow us to further streamline supply-chain in the ingredient business or ingredients supplies for the Fragrance and Flavors. Specific to Mahad and Anhui, combined with these two plants, we have enough capacity for the entire global market of these products. And if we go back in history, in various times, in the last 10 years, Keval has been almost sole producer of this product and we see that we have great strength in the product knowledge, in the quality and the brand and the relationship with our customers in this product on a global basis. And we still retain almost 80% of the

market of these products and we will continue to be an active player with dominant market share in these products.

Ajay Bodke: Over the medium term, does the company internally have any return on net worth targets?

Kedar Vaze: The return on net worth targets would be in excess of 15%, the ROCE in excess of 20% for all our investments.

Moderator: We take the next question from the line of Sanket Sanghvi from Ajcon Global Services. Please go ahead.

Sanket Sanghvi: What is the current order book value that we see for the current quarter and even for the year?

Kedar Vaze: I don't have the exact, so these are not contract orders on the longer basis. We are seeing a normal flow in excess of 20% growth over last year quarter.

Moderator: Thank you. That seems to be the last question for today. I would now like to hand the conference over to the management for their closing comments.

Kedar Vaze: Thank you. I hope we have been able to answer all your questions satisfactorily. Should you need any further clarifications or would like to know more about the company please feel free to contact our team or CDR India. Thank you once again for taking the time to join us on this call.

Moderator: Thank you very much. Ladies and gentlemen on behalf of SH Kelkar and Company Limited we conclude today's conference. Thank you all for joining us, you may now disconnect your lines now.

-End-

This is a transcription and may contain transcription errors. The transcript has been edited for clarity. The Company takes no responsibility of such errors, although an effort has been made to ensure high level of accuracy.