International Conveyors Limited

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Mumbai-400051
Symbol-INTLCONV

The General Manager
Dept. Of Corporate Services
BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai-400001
Scrip Code-509709

Dear Sirs,

Subject: Transcript of the earnings conference call for Q4 and Financial Year 2021-22

Ref: Our letter dated 11.06.2022 for intimation of the schedule of the Earnings Conference call for Q4 and financial year 2021-22

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the transcript of the earnings conference call of the Company for Q4 and Financial Year 2021-22 held on June 17, 2022.

This is for your information and record.

Thanking You,

Yours faithfully
For International Conveyors Limited

Dipti Sharma

International Conveyors Ltd. Kolkata

Dipti Sharma
Company Secretary & Compliance officer

Encl-As above

“International Conveyors Limited Q4 FY-22 Earnings Conference Call”

June 17, 2022

MANAGEMENT: **MR. UDIT SETHIA – NON-EXECUTIVE DIRECTOR, INTERNATIONAL CONVEYORS LIMITED**
MR. PRASAD SUDHAKAR DESHPANDE –EXECUTIVE DIRECTOR, INTERNATIONAL CONVEYORS LIMITED

Moderator: Good evening, ladies and gentlemen and welcome to Q4 and year ended March 31st, 2022, Earnings Conference Call of International Conveyors Limited organized by Orient Capital.

This conference call may contain forward looking statements about the Company which are based on the beliefs, opinions and expectation of the Company as on date of this call. The statements are not the guarantees of future performance and involve risks and uncertainties, that are difficult to predict.

As a reminder, all participants' 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 phone. Please note that this conference is being recorded.

Today on the call, we are joined by Mr. Udit Sethia – Non-Executive Director along with Mr. Prasad Sudhakar Deshpande – Executive Director of International Conveyors Limited. I now hand the conference over to Mr. Udit Sethia – Non-Executive Director. Thank you and over to you sir.

Udit Sethia: Good evening and warm welcome to all the participants, this side Udit, thank you for joining us today to discuss the International Conveyors Limited Q4 and FY 2022 Results, I am joined by my colleague, Mr.PrasadDeshpande,from International Conveyors and our Investor Relationship partner Orient Capital.

I hope everyone got an opportunity to go through our Financial Results and Investor Presentation which has been uploaded on the stock exchange as well asCompany's website. As you all are aware we are hosting Earning Conference Call for the first time and with an intent to continue this activity regularly to keep our investor/analysts updated about the development in the business.

I would now request, Mr. Prasad to give a brief description of the Company and product, we manufacture so that it could be helpful for the participant who are new to the Company to understand us a little in detail. Prasad, over to you.

Prasad Deshpande: It is my pleasure just to brief you about the Company ICL was founded in 1973 and is engaged in the manufacturing and marketing of solid woven fabric reinforce PVC, which is basically a polyvinyl chloride fire retardant, anti-static belting. ICL conveyor belting was made in accordance with the British underground coal standards through its licensing arrangement with Scandura. ICL had actually a collaboration with Scandura up to 1991-1992 and when Scandura was bought over by our competitor Fenner, this collaboration broke but then ICL grew after that.

We manufacture the most extensive range of products comprising of Type-3 to Type-6 that are most suitable for the domestic market and Type-3 to Type-18 which is more popular in overseas market. When we say about Type-3 or Type-6 or Type-18. It basically talks about the strength of the belt. Like Type-3 the strength of the belt is 3000 pounds per inch, whereas Type-18 when we talk it is 18,000 pounds per inch.

We provide several value-added products in sales mix and account several demanding multi-national as a brand. We enjoy robust relationship with several reputed Indian as well as international vendors for cost effective with uninterrupted sourcing of key raw materials. In the field of producing solid woven fire retardant, anti-static PVC conveying belting for underground mining. We are India's largest listed Companyhaving almost 40% market share as far as domestic is concern. We are ISO 9001:2015 certified Company meeting internationalquality benchmark. We also enjoy our several certifications and endorsement from stringent global regulatory bodies. See for example, since this belting is going for the underground mining, we need to have approvals from individual government. For example, if we are to supply to US, if we are to supply to Canada, if we are to supply to Europe, each government they are having their stringent requirements and we need to have approval from that and we are happy to inform you that we almost have all the global approvals.

We also have two international subsidiaries, International Conveyors America Limited and International Conveyors Australia Limited and through our subsidiaries, we supply to America and Australia. We are more than three decades of experience in research and development, manufacturing and marketing of conveyor belting for underground mining operations. We are emerged as a global leader in the conveyor belting products and service and we are one of largest manufacturer of solid woven belting in the world and exports almost around 80% of our revenue.

Our sound technical base that was built over the years as allowed us to contribute developing technology and knowhow through our own resources. As I said, we have almost close to 40% market share in Indian underground PVC conveyor belt market and we are one of the major suppliers of FRAS. FRAS is basically a fire retardant anti-static belting for conveying coal and potash.

In financial year 2022, Company dispatched close to 480,000 meters compared to previous year, 434,000 which is year-to-year growth of almost 11%. We have a complete product range with the ability to make conveyors upto 3150 kN/m. See for example, when we talk about 3150 kN/m which is nothing but is Type-18, which 18,000 pounds range and we can manufacture belting starting from 600 millimeter to 1800 millimeter. This is the widest product range of solid woven belting available from any of the Company. We basically have two manufacturing facilities in India, one is in Aurangabad which is in Maharashtra and other manufacturing facility which we have is in West Bengal, the place called Falta and which is part of our SEZ. The high standards of quality control and every stage confirming the highest global standard and safety and performance. Our efficient R&D capability quickly adopt to our regulatory changes in various countries to aid to growth in the exports.

The Company has regulatory approvals with the products using underground mines in India, US, UK, Canada, Australia, South Africa and China. Our major export is to US, Australia and Canada and we are considered as the preferred suppliers, the world's largest potash manufacturing companies and we are also supplying now to UK, South Africa and Latin America and our next endeavor is to supply to Europe and Central Asia. During 2014 to 2019, we diversified into a new customer segment because prior to that we were just concentrating on our coal industry and then we had diversified even to potash. So ICL forward in export market to serve the needs of miners of potash, phosphate etc. in North America as a favorable regulation led to a growth coal mining in USA. We design and develop based on the customer requirement like for example, the requirements of potash or the gypsum is slightly different than the coal. So, we have developed products accordingly and then we started supplying with them.

We are also associated with a Company called Mato Industry which is basically from Germany and they have a head quarter in UK for supplying their fasteners and we are their sole distributors in India to supply their fasteners and the limited accessories. We have a depth of engagement leading to customer strictness, dual stage approval process to be an approved supplier and long-term contracts with approved suppliers to avoid long gestation and tedious process of approvals for vendor's selection. As on date, we have a long-term contract with majority of the customer which is ranging between 5-7 years.

ICL is constantly working on initiative that focus on a sustainability that we produce more green energy than we consume.We have five windmills which are situated basically in Karnataka, Maharashtra, Gujarat and Andhra Pradesh and we produce more green energy than we consume. We have always tried to grab the opportunities to maintain our leadership position in the market. Developing nations have observed robust industrialization due to the presence of huge, customer based along with their respective governments implementing policies to attract foreign investment to boost the mining and manufacturing sectors.

We are future ready; our strategy and endeavor isto hence customer based in US and Canada where ICL is already enjoying significant customer relationship. Penetrate further into Australia underground coal mining segment to grow in South Africa market, start supplies to Europe, which we have already started now and then start working with Central Asia. Over the period, commodity sector has been under capitalized growth in capacities envisage higher demand generation for our products across the sectors. This diversifying boarder books from multiple industries. Recently, we have also started supplying in the cement industries and other aggregate industries like crusher industries and other peer. So, we are not just restricting to coal and potash but now we are diversifying to other industries also.

So that is brief about ICL and then I think it is open for discussion.

Udit Sethia: Let me just quickly take through key financial highlights for the quarter as well as the year ended. Total revenue in FY 2022 grew by 21% on year-on-year basis to Rs.205 crores for financial year 2022 which was as against Rs.169 crores in financial year 2021. In Q4, we reported a revenue of Rs.58 crores growth of 7% year-on-year. Revenue as per geography for financial year 2022, domestic revenue grew by 25% on year-on-year basis to 37% and export revenue grew by 21% on year-on-year basis to Rs.169 crores. The Company reported gross margin of 36.7% for the year ended March 2022 against the 42.2% for financial year 2021.

So broadly, the reason for the dip in the gross margin are volatile commodity prices as well as the logistic price uncertainty in the last few quarters. EBITDA de-grew by 2% on year-on-year basis to Rs.19.6 crores for financial year 2022 with a margin contraction of 223 basis point to 9.5%. Decline in margin as told earlier also is largely because of the volatility in the raw material and logistic expenses.

The Company reported a PAT margin of 7.9% and profit after tax stood at Rs.16.2 crores year ended March 2022 with a degrowth of -3% over the year ended March 2021. Efficiency in working capital management lead to the improvement in the working capital days to -6 daysin the financial year 2022 versus (+6) days in the previous financial year. For the financial year 2022, we have repaid debt amounting to Rs.26 crores which led to the debt reduction to around Rs.19 crores which is leftover now versus which was Rs.46 crores in 2021. So, outflow in account of financial cost will reduce in ongoing financial year.

With this, I would request the moderator to open the floor for Q&A.

Moderator: Thank you very much.We will now begin the questions and answers session.Our first question is from the line of Muzammil Usmani from Paramount. Please go ahead.

Muzammil Usmani: Sir, I just want to ask that we have long-term contract, I just wanted to understand what is the replacement demand and what is the new demand in the revenue that we generated?

Prasad Deshpande: See for example, when we talk about the demand, it is the mixture of replacement as well as the new demand because each mines, they have their own blocks and we also explore the new blocks. So as on date, I think I would expect its 50-50.

Muzammil Usmani: Okay. And Sir, how would we see this grow in the future like what are your?

Prasad Deshpande: See as far as coal and potash extracts are concerned still there are lot of untapped blocks. So, I do not see any change going forward next may be 10-15 years.

Muzammil Usmani: Okay. And Sir, what about the potash though?

Prasad Deshpande: It is the same with potash because see potash is mainly the ingredient for the fertilizers and as far as the agriculture is going, potash is having a good prospects, and mainly the potash deposits are mainly in UK, Canada and to certain extend to Russia. So right now, we will not talk about Russia but mainly we are concentrating on UK and Canada.

Muzammil Usmani: Okay. Alright and what is the timeframe for the replacement?

Prasad Deshpande: See it depends basically, it is a marriage between the belt and the structure what we have in the mines but this can be anything between 3-7 years.

Moderator: Thank you. Our next question is from the line of Nitin Gandhi from KIFS Straight Capital Private Limited. Please go ahead.

Nitin Gandhi: I have three questions. Can you take us like reason for the volatility in EBITDA margins, how do we judge with every look at EBITDA per meter or continuous basis or you do your pricing based on a percentage EBITDA margins and what will be the sustainable margin going forward?

Udit Sethia: So,reason for the volatility is because in the last few quarters if you see because for the COVID most of the country demand supply is still not sorted. So, volatility in a commodity is viably which was unseen in last decade or so. So, we see that this volatility to continue for a while but it is not so bad as it used to be, when say three-four quarters back but it should be the same way but we are seeing a kind of moderation but I am not sure how long it will take because the way does your political situation changes, things keep changing from the logistic side things started cooling down but it is far from the normal but seeing that we are optimistic that coming quarters will be from the cost perspective it will not bring any further surprises for us. So far as, pricing are concerned, we follow a very distinctive prices with our customers so largely it is supply plus logistic so technically we are on a FOB model with most of our customers. So, we are responsibilities lies till the port of India. So that really save us from the volatility in the prick to a reasonable extend. So, saying that we have either monthly or fixed, yearly contract, where we revise the price. This is the pre-agreed formula of the movement in the price from the international indices. So, I believe that answers your question.

Nitin Gandhi: So, it works on EBITDA percentage basis and not EBITDA per meter.

Udit Sethia: So,when you say EBITDA percentage basis, we are concern with the cost movement so we have agreed formula for the cost. So, basis which the cost changes EBITDA.

Nitin Gandhi: Yes, that is what I was saying that if your cost is pass through then EBITDA per meter should remain constant at least for irrespective of the price volatility for your warrants.

Udit Sethia: The entire cost level may pass through becausetoday to my mind, Prasad how many raw materials go in to production?

Prasad Deshpande: See Nitin, for example, we at leasthave around 10-15 raw material which are going into production and what Mr. Udit was saying is that like we have a contract with our all customers where the price gets either increased or decreased based on the indicesmovement on a six-monthlybasis. So, there could be some period of a month or so there will be overlap if you directly correlate it with EBITDA per meter.

Nitin Gandhi: So, if it is in that case double-digit EBITDA should be mx`ost of the time assured,right?

Prasad Deshpande: That is right.

Nitin Gandhi: Okay. The second question is huge loanswhich has been extended in 2022, so what are their natures and how are they going to generate benefits for the Company or its almost Rs.5 crores has moved to Rs.91 crores.

Udit Sethia: No these are the loans given by the Company under their respective approvals and they are having given out under market ICD rate. So, they will give a market rate return to the Company.

Nitin Gandhi: So, these are basically ICDs only, 100%, right?

Udit Sethia: Yes.

Nitin Gandhi: Okay. Can you share also something on a tax rate because 2021-2022 tax rates are materially different and how are they going to be sustainable for tax rate for 2023-2024.

Udit Sethia: Tax rate will be 23%-24% only for us. Because we have opted for a new yield so we will be under the new yield for this.

Nitin Gandhi: So, you have migrated in 2021,right? or 2022? New tax version.

Udit Sethia: Last year, we migrated.

Moderator: Thank you. Our next question is from the line of Deepak Poddar from Sapphire Capital. Please go ahead.

Deepak Poddar: Sir, can you throw some light on the tailwind or the opportunity that we see in the sector or the industry, we are catering to given by the commodity cycle that we have been seeing for last may be one to two years and in light of that how do we see our revenue growth going forward?

Prasad Deshpande: May be historically, if you see, we are mainly concentrating only on coal industry but then diversifying our portfolio, we started supplying into potash industry, now we are supplying into gypsum industry, recently we also started supplying into the cement industry. So, if you talk about the growth, yes, we have agood growth prospects, taking into the infrastructure development which is happening within India as well as across the globe.Whether I was able to answer your question?

Deepak Poddar: Yes, so I was just trying to understand the infra development in India and across the globe. So, in terms of order book, how do we see the orderwork region building up?

Prasad Deshpande: See, I will not be able to tell you exactly in rupees/crores or month but we have a good order books.

Deepak Poddar: Okay. I understood and how do we see revenue growth FY2023?

Prasad Deshpande: It should be quite good.

Deepak Poddar: Okay. Similar to what we have done this year at least 20%?

Prasad Deshpande: It should be quite good.

Deepak Poddar: Okay. Like similar to what we have done this year, like 20+ kind of a growth?

Udit Sethia: We can’t comment on that.

Prasad Deshpande: No, we will not be able to comment on that but the future is good.

Deepak Poddar: Okay. No problem. All the very best that is it from my side. Thank you so much.

Moderator: Thank you. Our next question is from the line of Keshav Garg from CCIPL. Please go ahead.

Keshav Garg: Sir, I am trying to understand that all our networth is either invested in related parties in the form of investments or loans, Sir, whereas the Company has taken external debt on its balance sheet and is giving loans and making investments in related party companies. So, I do not understand that what is there for minority shareholder in this Company?

Prasad Deshpande: There is no external debt in the Company, so technically all the loans etc. has been retired and now Company is debt free. The only thing that is there is the working capital apart from that nothing is due to the market.

Keshav Garg: Sir, I understand is that Elpro International has received a lot of money from sale of stake in Insurance Company. So now can we get this money back, our whole net worth back can we do some kind of share buyback or reinvest the money in its core business rather than doing NBFC activities for promoter group companies?

Management: So, you are asking question for Elpro or ICL? Because ICL or Elpro does not owe each other a single penny.

Keshav Garg: Sir, so this loans and the investment has been done in which Company?

Management: That has been done as per reported in the contract. Whatever is reported because any related party disclosures are there, that is very much disclosed.

Keshav Garg: So, basically just to get clarity, this Rs.190 crores non-current investment is in mutual funds or are basically not in Elpro International or any promoter group Company is it so?

Management: This is not in Elpro International as on date.

Keshav Garg: Okay. And Sir, this Rs.90 crore loan that we have given, Sir is this to promoter group Company?

Management: That is as per the disclosure.

Keshav Garg: Sir, basically why are we doing a share buyback when we have so much liquidity surplus with us?

Management: That is the call of the board of directors to take along with the shareholders.

Moderator: Thank you. Our next question is from the line of Saket Kapoor from Kapoor Company. Please go ahead.

Saket Kapoor: Firstly, if you could give us some understanding on the utilization level at which our plants are operating for FY 2022 and FY 2021 and how is the utilization level going to shape up for the current year?

Prasad Deshpande: See, as on date, if you ask me my plants are operating both whether it is Aurangabad or whether it is the Calcutta plant. They are operating close to around 70% efficiency and we are targeting that it should come to around 85% efficiency. So, we have still 15% untapped potential.

Saket Kapoor: 15% for FY 2023 additional?

Prasad Deshpande: Yes. I would not say it is achievable in FY 2023 but that is our target.

Udit Sethia: Saket, what Mr. Prasad want to say that we have a headroom available depending upon the market condition demand supply position, we can achieve those headroom easily.

Saket Kapoor: But as per your order booking, we are currently at 70%.

Prasad Deshpande: Yes, we are close to around 65%-70% and we are now targeting to go to 85%.

Saket Kapoor: Correct and the average for FY 2022 was 70% on a topline of Rs.205 crores.

Prasad Deshpande: Yes, we were at 65%-70%. That is right.

Saket Kapoor: Sir, when we look at your raw material consumption to sales that is a significantly higher portion on a topline of Rs.205 crores, we have a raw material consumption of Rs.127 crores. So, what are the key components Sir and is it because of the inflationary trend the raw material consumption to total scale, have gone up or this is abnormal.

Prasad Deshpande: See for example, if you talk about the last year, there was an abnormal increase in raw materials because our majority of the raw material are petroleum based like we talk about the polyester or PVC, all are petroleum base and there was an abnormal increase in the raw material and that is the exact reason why the raw material to sales price has gone up so high and it took some time for us to pass on that increase to the customer.

Saket Kapoor: Then on a normal basis it will be 50% of the total topline?

Prasad Deshpande: See, I will not able to tell you about the exact percentage but yes, it can be more or less anything between 50%-60%.

Saket Kapoor: And the major consequence are the PVC only, the petroleum products.

Prasad Deshpande: See basically, we are talking about the textile and chemical so it is either polyester or PVC but both are petroleum based.May be a year back, we had a contract with our customer to have a high escalation formula based on the indices on yearly basis now because of the volatility, we have changed that to six-month basis. So, every six months this will go up or down based on the indices.

Saket Kapoor: And where are we sourcing our raw material from the domestic supply domestically only, and also with whom?

Prasad Deshpande: It would be, I would say 50-50. 50 is domestic, 50 is imports.

Saket Kapoor: Okay. And 50% which Company you are sourcing your raw material.

Prasad Deshpande: Sir, it is from different countries. It is from Europe, from China, it is from Thailand, it is from Norway.

Saket Kapoor: Domestically which Company Sir? *India mein kise aap raw material purchase karte ho*

Prasad Deshpande: See domestically for example if you talk about our main raw material polyester which we can buy from Reliance, as well as PVC is concerned, we are buying from Finolex or Chemplast Sanmar.

Saket Kapoor: Sir, when you spoke about the conveyor belt for coal and potash. Potash is mainly dependent from the foreign market, in coal Sir, how much is from the Coal India and how much is from the private sector? What portion of your business, you are gardening from Coal India?

Prasad Deshpande: See for example, I think if must have seen our commentary we have almost 40% market share in India and as far as Coal India is concern it is tender based business, so we have a substantial presence within coal India and as well as private parties are concern. We are also regularly supplying with the private parties.

Saket Kapoor: Can you give us some near comparison, last point, I will come in the queue, I have couple of more questions but anyway for the peer comparison for our better understanding which are the companies in your sector?

Prasad Deshpande: See for example, just to name a few as far as private companies are concern, we are supplying to Shivani Colliery, we are supplying to Tata Steel, we are supplying to Earth Coal.

Saket Kapoor: Sir, I was asking your competitor, your peer comparison, in the line of business that you are operating any likewise comparison or nearest competitor with whom you compete?

Prasad Deshpande: The major competition, we have with a Company called Fennerwhich is a part of a big umbrella now it is part of Michelin. Competitors, whether it is domestic or whether it is global?

Saket Kapoor: Sir come again; I, missed your point.

Prasad Deshpande: See there is a Company called Fenner which is now part of a Michelin Group. There is a competitor either domestic or global.

Saket Kapoor: Tanner?

Udit Sethia: Saket what he is saying is Fenner. F-E-N-N-E-R, Fenner.

Prasad Deshpande: F-E-N-N-E-R, yes, which is part of Michelin Tire Company.

Moderator: Thank you. Our next question is from the line Amit Shah from AT Capital. Please go ahead.

Amit Shah: Sir, my question is more on the freight cost given the current global supply challenges that we are seeing and the rising crude prices. How are we seeing the freight cost for our business and just to follow up on that, are we able to pass on with increase to customers.

Prasad Deshpande: Just to answer your question, I mean that is exactly a right question because right now the way freight costs are going up it is anybody's guesses to what will happen. Majority of our business, we are doing on a FOB basis, so we do not have to bother for the freight cost because freight is borne by the customer but yes, few of customers where we were supplying on a DDP basis. We have an issue with freight cost and we are trying to negotiate that and to certain extent we were able to pass on that to our customer but to certain extend like for example, if you see our margins have dropped down it is mainly because of the freight.

Amit Shah: Okay. And you continue to see that currently as well.

Prasad Deshpande: Now the freight costs have started coming down.

Moderator: Thank you. Our next question is from the line of Vivek Hinduja an investor. Please go ahead.

Vivek Hinduja: Yes Sir, I have a couple of questions, we have any CAPEX plan for this year? As we have already offered in a 70% and we acquired to be at 85% in the coming year. So, we have any CAPEX plan?

Udit Sethia: As of now, for this financial year, we do not foresee any CAPEX plan because we really want to consistently achieve the capacity and we are in no rush to decideon immediate basis on the CAPEX plan because we have a lot headroom to cover now. That is all.

Vivek Hinduja: And I have got one more question, as on March 31st, 2021, in the annual before, we had an equity even in Elpro International and it amounted to Rs.111 crores, and so we have the same investment even in the current year or it has been liquidated?

Udit Sethia: It has been liquidated in the last financial year only.

Vivek Hinduja: Okay. It has been liquidated in the last financial year and last question Sir, the loan of Rs.90 crores that we have given, it is non-promoter entity?

Udit Sethia: No, it has been to the parties disclosed in the detail it is to related parties as well as some non-promoter entity also.

Vivek Hinduja: Okay thank you. At what interest rate it has been given?

Udit Sethia: The market rate interest.

Moderator: Thank you. Our next question is from the line of Anurag Patil from Roha Asset Managers. Please go ahead.

Anurag Patil: Sir how much percentage of our revenue comes from the long-term contracts?

Prasad Deshpande: See for example, majority of our customers, we have a long-term contract. Majority of the customers, I will not be able to tell you exactly on a percentage wise but majority long-term contracts will be ranging between 5 to 7 years.

Anurag Patil: Okay. Fine and Sir of this our major product PVC building what would be the global market size.

Prasad Deshpande: It is a million-dollar question to answer cause even till date, I was not able to understand what is the exact market size because the belting is a big arena where we have a PVC market, we have rubber belting market, we have steel cord belting market. So, I am exactly not sure, exactly the market size.

Anurag Patil: Okay. And Sir in terms of products, as you said PVC and the rubber belting. So, are these other products like rubber belting or any other products can these be a substitute for PVC building products or it will be entirely different in terms of usage?

Prasad Deshpande: No, see it can be but they have their own advantage and disadvantage. See for example, as far as rubber belting is concern, you have a 'N' number of layers of the fabric whereas PVC belting is concern it is a single fabric. So always in a case of rubber belting you have an issue related to separation of the different fabric layers which is not there in the PVC belting. Secondly the advantage of PVC is mainly in underground because PVC is having the inherent property of fire retardancy which rubber does not have.

Anurag Patil: Okay. And Sir one last question, so given this potash industry witnessing a very strong growth, so next 2-3 years, can we say the similar kind of a growth rates will continue on the revenue side.

Prasad Deshpande: I anticipate. I will not be able to comment on anything but I anticipate, yes.

Moderator: Thank you. Ladies and gentlemen in the interest of time that was the last question for today and I would now like to hand the conference over to Mr. Udit Sethia for closing comments.

Udit Sethia: We really thank everyone for participating and asking such insightful questions and we are looking forward to coming back again on a frequent basis and then in case anything which we are unable to answer please reach out to Orient people. They will really help us in getting thoseclarification sorted and we are very thankful and wishing you all a great health and happy times ahead. Thank you so much.

Moderator: Thank you. On behalf of Orient Capital that concludes this conference. Thank you for joining us and you may now disconnect your lines.