"Emmbi Industries Limited Q1 FY21 Earnings Conference Call"

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Moderator: Ms. Parvati Rai – KR Choksey Research

Moderator: Ladies and gentlemen, good day and welcome to the Emmbi Industries Limited Q1 FY21 earnings conference call. This conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions, assumptions, and expectation of future events. The company cannot guarantee that these are accurate or will be realized. The company's actual results, performance, or achievements could thus differ from those projected in any forward-looking statements. The company assumes no responsibility to publicly amend, modify, or revise any such statements on the basis of subsequent developments, information, or events.

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I would now like to hand the conference over to Ms. Parvati Rai from KRChoksey Research. Thank you and over to you, Ms. Parvathi.

Parvati Rai: Good evening everyone. On behalf of KRChoksey Research, we welcome you all for the Q1 FY21 earnings conference call of Emmbi Industries Limited. I take this opportunity to welcome the management represented by Mr. Makrand Appalwar – Chairman & Managing Director, Mrs. Rinku Appalwar – Executive Director & CFO, and Ms. Maithili Appalwar – CEO, Avana. We will begin the call with a brief overview by the management followed by the Q&A session.

I now hand over the call to Mr. Makrand Appalwar for his opening remarks. Thank you and over to you, sir.

Makrand Appalwar: Welcome everyone on the Emmbi Industries' conference call for quarter 1 of year 2021. First of all, I wish and hope that all of you are safe and sound during this period of COVID, and I wish you all very best luck for the coming time. This particular quarter about which we are discussing today is very much under the influence of COVID in the past, but I guess the company has done reasonably well. At least, we did not post any losses. We did comparatively smaller profits than our regular but we did post a profit, and let me brief you about manufacturing activity which would be of a larger interest to most of you in today's time and what are the business things happening up here in the Emmbi.

Interestingly, factories now reached a level – if you had a chance to read our COVID report which we have created so that all stakeholders should be informed on a very current level – by 1st of September, i.e., a couple of days back, we could announce that we have almost reached the same level as the pre-COVID when it comes to capacity utilizations, worker, and everything. Right now, this particular quarter under review, the first month, i.e., the month of

April was really tough because first 9 days the factory was completely shut and later we got a permission to operate at 20% which was improved or renewed on 24th of April to operate at 50% and by the 2nd or 3rd of May, it actually was given further to operate at around 80%.

Though permissions were there, at the end of June, the government carried out a big operation of carrying back the migrant labor from all over India to their native palaces. Around 35,000 people were carried back from Silvassa to various states of India like Uttar Pradesh, Bihar, Bengal, Jharkhand, and various other states. We also lost around 600+ labors during that period. That was one of the hits what we got. So, what you see is around 21% decline in the top line during this time and that is purely because those initial days factory was not operating. Balance 2 months were almost like normal months. Later, we again had certain challenges in the month of July and August but that has been recovered very strongly.

Talking about various other aspects, especially the aspects pertaining to demand, exports are doing very well. There is no challenge from the exports side. We have an export order book of around 16 weeks, i.e., next 4 months' orders are almost booked, and we see that completing this year, we should actually grow in the exports. We are targeting that we should have at least 10% to 12% of growth during the export. Coming to the domestic packaging, that is the area which has been hit the most strongest because that is one of the areas where the country is not doing so well. So, we are expecting a decline of around 30% to 40% in the domestic packaging. Our 3rd business sector, i.e., water conservation or watcon is doing very well and again they are likely to post a similar growth as what they posted last year around 50% to 60%.

All and all, I feel that company would stay on the same level. We should not shrink on a much larger impact. Given 5% up or down, we should be on the similar level as what we were. A good news is that due to the product quality and the relationship what we had with the customers, most of the expenses which were additionally created due to COVID, we could transfer the entire load to our customers and they were happy to take it. So, there will not be an additional burden or additional cost pertaining to COVID which would be there. Inefficiency cost which you have seen in the 1st quarter, that was because the April month was a closure month and we as a good company or as a matured company, we decided that we will be paying complete salary to all our employees for the entire lockdown period. I am happy to inform that Emmbi has been a very, I would say, supportive to all our employees and we paid the entire salary because we feel that the team which drives the company is most important and they definitely need to be taken care of in these difficult times. So, there is a little bit of an increase in the employee benefit expenses, but that is pertaining to the maintenance of salaries all across.

One of the very interesting comments which we received in our today's board meeting by one of our Board of Directors that this is the time where we have to play, especially all the cricket loving people in the country would definitely appreciate this that this is the time where we have to play the game like a test match cricket where you just take the balls, absolutely you bat on wicket to wicket. No deliveries which are swinging out which will be taken should be attempted.

Effectively, as a company, we have decided that our larger focus will be on recovery of payments, lean inventory management, then procurement of at the much better cost, and low capacity expansion. These are the larger focus of the coming times. The rest 7 months or the past 2-3 months also, we are focusing on the same guidelines.

I would just not drag this very long because I would be happy to answer more of your questions than just telling my side. A larger part of the company would be stabilizing the operations whatever shock got created because of the COVID situation will have to be mitigated and the good part is I am happy to inform we are under complete control of the entire activity at Emmbi. All the payments which were to be received and realized in the due course are received from the international buyers as well as not a substantial from any local buyers. So, payment conditions are pretty decent.

We have reasonably good support from our bankers. So, financially the company is equally stable as it was in the past. And I guess, worst of the COVID is now done for us and the time is there to rebuild and come to the normalcy which we are trying our level best, and till the time the difficulty is going to be there, we have decided that all the top management would be relocated to factory operations management because as such Mumbai office was closed till 1st of September. From 1st of September, we got permission to operate the office at 30% capacity. We already started operating it, and the delay what you see in the results is purely because of the Mumbai office not being functional. That was the main reason. I am sure some of you must be concerned about the delay, but there is not any other reason. It was purely that our corporate office was not functional. Everything was working at a relatively smaller or a slower pace. That has been taken care of. I think all other next results would be good enough and they will come on time.

Regarding the annual report, I am sure you must have had a chance to go through it on 17th August. We already uploaded the annual report, and I hope we made all our points clear in that, and in case there are any questions, you can ask. We are always there to answer about that.

Regarding the update of the B2C section, I will hand over the call to Maithili. She will give a brief update about what is happening in B2C and what is likely to happen in the coming months. After that, we will take the questions.

Maithili Appalwar: Good afternoon everyone and thank you for being on the call. Last time we informed you that with regard to B2C sales, there was an issue with the movement of our sales force. We worked really hard to make sure that we could create local networks in all of the areas that we were operating. That worked out pretty well and we recorded higher sales in April, May, and June – all of the months of this quarter – as compared to previous year's same quarter. However, we also spoke about developing the retail business where we would be designing the products and then getting them contract manufactured and then selling them in the rural market. This has been a challenge on both sides. On the procurement side, there is an issue because a lot of factories are not able to operate or are not operating or not at full capacity, worker issues, etc. But also on the sales side, it has been okay to kind of run the existing business but getting new business like even something as simple as appointing a new retailer is hard when they have limited hours or when they are not allowing new people to enter their shops, etc. However, we are trying hard to kind of fight it by being more innovative with our marketing. We have conducted remote e-Gram Sabhas with more than 2000 farmers in this quarter. We have also done a lot of localized marketing such as wall paintings and bazar days in smaller villages to improve our presence there. Our TVC, which we informed you about last time will be launched in October to improve the brand value of the Avana brand. And finally, in terms of social media, we have already appointed an agency and been working on the background and the development and getting the information and the outward-facing work you will be able to see it in October.

The final update I would like to give you is in terms of distribution. We have added 4 areas this year. We have added Punjab, Haryana, Andhra Pradesh, and Telangana. We are now staffed in all of these areas and have already started with dealer appointments. You should start seeing sales from these in the next quarter or so.

I will hand it back over to Mr. Appalwar for the rest.

Moderator: Ladies and gentlemen, we will now begin the question & answer session. We will wait for a moment while the question queue assembles.

We will take the first question from the line of Karthik Sambhandham from Unifi Capital. Please go ahead.

Karthik Sambhandham: Recently there was an announcement regarding the MEIS not being continued after January. If I could understand, do we have it currently right now? We were expecting around September, right?

Makrand Appalwar: Yes, we were expecting around September, but till now, it has not been announced. And you are right; the government has announced that they would not be going ahead with MEIS scheme after December, but they will be going with RoDTEP scheme which is a new scheme which is compliant to WTO. Currently, there is nothing which has come out. We are hoping soon it will come.

Karthik Sambhandham: Also, given the fact that you are saying exports are actually growing at a rate of more than 10% now, and if let's say the incentive from the government is not really kicking in, are we looking at a price hike or something for our products to match up to it?

Makrand Appalwar: Yes, it has automatically taken place, frankly speaking, because it's a general incentive which was given to the entire sector. So, there is no competitive benefit to any other company over us. So, automatically the entire country has increased the plateau. That way, that is passed on to the customer considering that it is not exceeding any other competitive other countries.

Moderator: We will take the next question from the line of Priyank Chheda from Standard Chartered. Please go ahead.

Priyank Chheda: Sir, I wanted a clarification. In your opening remarks, you told that we would be staying at a similar level. Was it for Q2 or for full FY21?

Makrand Appalwar: That is for the Q2, we would be at a similar level as pre-COVID level. What I told in the beginning is that on 1st September, we have achieved our similar efficiency as pre-COVID. Now, for the next month or two, we will remain at the pre-COVID efficiency, i.e., around 75% to 77% and then after that, we would increase it so that the year all in all would be at least flat or a little bit 5% up or down.

Priyank Chheda: For full year, it would be flat or 5% plus or minus?

Makrand Appalwar: Yes.

Priyank Chheda: Sir, any reduction in business expenses or savings you would like to call out? Because of the ongoing pandemic, we have been hearing from a lot of companies with respect to narrowing down their expenses into the business. Anything that you would like to call out?

Makrand Appalwar: Typically, traveling expense has been substantially low for most of the companies because last 5 months, hardly anybody is traveling. Then, some companies have also decided that the office expenses and other expenses should be automatically cut because offices were not working for the last 5 months. Then, CAPEX we have kept under hold. We are not doing any additional CAPEX because there is no major growth what we are seeing during this year. There is no need of major CAPEX during the year. And because there are more focused approaches, the overall efficiency of the company has improved. So, I would say that yes, there will be automatic cost reduction, and probably you would see that that would end up happening during this year that it would have better numbers all in all.

To answer you, we don't subscribe to the idea of cutting salaries and others. Salary cost reduction if some companies are considering the reduction, we don't consider that, but a lot of smaller or other benefits were there which would be bringing some cost reduction in the operating cost of the company.

Priyank Chheda: I would like to ask for B2C division, Maithili. What we have been reading that data across the agri economy has been very robust, be it tractor sales or be it sowing crops acreage. Any tailwinds that we would be using it? Given the last 3 months' development, we know that we have been striving very hard to drive the sales in the Avana division, but any change on further tailwind that we have been looking at?

Maithili Appalwar: No, we have not been struggling very hard for sales in the Avana division in quarter 1 actually. Like I mentioned, quarter 1 was very strong for us. And yes, you are right; across rural, it has been a very strong quarter. However, rural started cleaning kind of the effects of the lockdown which was seen in the urban sector in quarter 1 and quarter 2 because the lockdown was more robustly imposed, etc., in quarter 2 but that's the kind of sales that happened for most companies. But on a year-on-year level, we will be looking at a 50% to 60% growth of the Avana division as compared to last year's sales numbers. So, overall it should be okay.

Also, Priyankji, I think one other thing which needs to be noted is, in any kind of company, rural and urban sales we will have to make a differentiation between new business and existing business. So, like I said, it is easy to get a 50% growth in the existing business because our networks are set up but to create new networks in a time like this in any environment – rural or urban – is a little bit more difficult. That growth we were looking at having around 10 crores of our revenue coming in from the new products. And so, I am not really sure about that 10 crores. That we might be looking at a little bit lower there, but the pond lining business growth will be as forecasted.

Priyank Chheda: For full Avana division, if I may say, it would be similar to the earlier guidance of 90 crores, right?

Maithili Appalwar: Yes, we will still be looking at the guidance of 85 to 90 crores, exactly.

Priyank Chheda: Just a clarification on this, not a separate question. If on the B2B division, what I heard from Makrand sir was a flat growth kind of thing, and if Avana division has to do a revenue of 90 crores, then we would be at least 5% to 6% kind of a total revenue growth that we would be at least looking at it, right? Is that understanding correct?

Maithili Appalwar: This I will split it up a little bit more for you. We are expecting that a 10% to 12% growth we will see in the exports – the B2B exports will go up by 10% to 12%. However, we have a B2B domestic packaging section as well which is looking very sluggish and I think that is reflected by the sales of FMCG giants also. In the coming quarters, you will see it as well. Since a lot of those are our customers, we are looking at domestic packaging going down by 30% to 40%

and Avana will then go up by fifties percent. All in all, we will be looking at maybe a flat or a 5% up on the top line from last year.

Moderator: The next question is from the line of Deepan Sankara from TrustLine PMS. Please go ahead.

Deepan Sankara: Just to understand, what would be the contribution of advanced composite specialty and pond liner for Q1?

Makrand Appalwar: We don't present the numbers of contributions on a quarterly but 6 monthly basis. So, we would just give you the numbers on the 6 monthly, sir.

Deepan Sankara: Also, I just wanted to understand, previously our innovative products like aquaculture farming, pond liners, poultry screens, and coffee aroma lock, how are we penetrating? What is the kind of penetration we have entered into these kinds of products? What is the update on these kind of products we are moving into?

Makrand Appalwar: If you would have just listened to first question, it was around 90 crores of the top line we are expecting out of the Avana division which was completely newly built product line. 90 crores makes roughly I would say 25% to 30% of the total top line. So, nearly 30% of the top line itself is coming out of this one and then another 5% to 7% top line is also coming out of the aroma lock or various other products which were built in the past. One very important product on a very much brink of getting into the market and coming into the big way is the bioflocking tanks. They are all ready, they are all installed, they have met many places. We are just waiting for this lockdown to come down so that we have much better penetration. Very soon, you would see that Emmbi bioflocking tank making proper waves because we have created a very interesting machine using, again, Swiss technology and imported one of very important machines and it is already with us and created a very seamless round tank using the similar fabric which is used in the pond lining Jalasanchay Super.

Bio-flocking is basically completely new business which would create a lot of opportunities. So, the prime minister's vision of creating an Aatmanirbhar Bharat is very supported by this product because this can create a possibility of doing fishing in any area – any small household. A tank which is around 25,000 L, estimated cost at around Rs. 25,000, can create an income of close to Rs. 2 lakh per annum for any individual. Those products are very much on the corner, and soon after the COVID situation is under control, you will see that coming into the market.

Deepan Sankara: Finally, on this MEIS. Till September, are we expecting some amount from the government? Is there any an announcement from their side?

Makrand Appalwar: If they give it form the day which they stopped, then there is a lot of money which is expected from the government, but then, till now they have not announced anything. So, it is hard to tell you whether they will clear the proposal from the day which they stopped or they just give it for the rest period because there is no clarity yet been given by the government on the MEIS side.

Deepan Sankara: Also, on the RoDTEP front, will it be fully replacing MEIS or partially only?

Makrand Appalwar: Till now, whatever sectors they have already done, they have fully replaced it. We are hoping that in our sector also because it is already done in textile made-ups. They have fully replaced what they had in the MEIS. So, I am optimistic that they would replace similarly for our sector also.

Moderator: The next question is from the line of Baidik Sarkar from Unifi Capital. Please go ahead.

Baidik Sarkar: Sir, I just wanted to ask some number crunches. We have maintained our margins at 10% for this quarter. What are the optimistic margin levels we expect for the rest of the 9 months?

Makrand Appalwar: I think we would see a slightly positive margin profile after this because larger nonproductive expense what we have seen was in the first 2-3 months because the 1st month was chaotic, i.e., April, and May and June were subdued but there were some expenses. Now, if we consider that there are not going to be any further lockdowns, there will not be any expenses which will not be productive. So, what we see is around we would be able to bring back our original level of around 12% of EBITDA level by the end of this financial year.

Baidik Sarkar: We have been maintaining our depreciation and interest rates across the quarter. So, is it safe to assume that this quarter could probably give the way for the rest of the year – the same depreciation and interest rates?

Makrand Appalwar: There is no substantial CAPEX plan. So, I guess depreciation need not change in a big way; yes, that can be. Regarding the interest rates, it all depends on the market situation. Till now, market doesn't seem to be accepting any sider swing to a very large extent. Give and take 50 basis points, I don't think interest rates will soften or harden for the next 6 months. That's my opinion or understanding. Answer is yes to both of your questions that is….

Baidik Sarkar: Are we looking at reducing our debt or deleveraging anything? Could you talk about the debt levels?

Makrand Appalwar: I would not go for that because this is a very difficult time and this is not the right time to apply your funds in the long-term application because automatically working capital will get shrunk because we will have unutilized funds there, but long-term debt we will hold on and watch the situation till this financial year because when you are in very choppy waters, it is not a great idea to do some experimentation or new things. This is a very choppy thing. So, we will hold on to cash. We will use it in the working capital, cut down the working capital, but will not go for cutting out the long-term debts.

Baidik Sarkar: Just a quick question on the top line growth you were hinting before. Given the fact that there is going to be an export growth of 10% to 20% overall for the next 9 months, are we looking at a year-on-year growth in the top line?

Makrand Appalwar: Next 9 months probably what I see is like what you had 21% decline in the 1st quarter on top line, 2nd quarter might see somewhere around 8% to 10%. By 3rd quarter, we will level it up. That's what we are feeling. And by 4th quarter, we might see some narrow increase in the total top line. That's what the profile what we are likely to see, that's what we believe.

Baidik Sarkar: But if the business is back to normal, just to understand, we are hinting at a -10% growth in Q2. Is that the takeaway?

Makrand Appalwar: I would say might not be -10% but yes, it would still…. because the normalcy has come on 1st September which is the 3rd month of Q2. First 2 months, the country had a lot of problems because of the labor short supply. We took our sweet time to recover that shortage of labor which we completed on 1st September. We completed the exercise and built back the entire workforce. So, yes, I would say that the 2nd quarter might be a little subdued than similar 2nd quarter of the previous year.

Baidik Sarkar: Also, just a quick split on the export and the domestic packaging revenue that we have. Could you give more color on the split of this domestic and export?

Makrand Appalwar: I would probably not. I would only tell you that domestic packaging is doing quite horrendously because the local economy itself is doing very challengingly. So, what we are seeing is a little bit of a reduction or I will say substantial reduction in domestic packaging sales while exports are doing terrifically good, and now as we are back with the manpower, exports would definitely pick up. There is no challenge because we already have orders booked for almost the next 4 months. So, that should be comfortable there. But the split we will give on the 6-monthly basis.

Baidik Sarkar: Just in general, our exports are roughly what percentage of our overall packaging? That's all I wanted to know.

Makrand Appalwar: If you combine packaging as well as advanced composites and others, exports were close to 44% or 45% last year. It should be somewhat similar or might improve by a couple of basis points.

Baidik Sarkar: Just one last question, sir. The effective tax rate for this year, what are we looking at?

Makrand Appalwar: Effective tax rate is 22%.

Moderator: The next question is from the line of Priyank Chheda from Standard Chartered. Please go ahead.

Priyank Chheda: Sir, I wanted to know about the challenges that we are still facing. On the operational front, we are back to whatever the pre-COVID levels we were, but with respect to supply side or any other challenges, are we facing any problems right now?

Makrand Appalwar: Yes, a lot of problems are there pertaining to operating the factory because the factory has to be completely restructured considering the COVID as one of the elements now in the entire operations. The regular workflow has been redesigned. So, operational discomforts are there. Similarly, logistics; there is a lot of challenge from the port side as well as the incoming freighting side because again, most of the drivers in India are migrant labors which were coming from certain states and being placed in the western states. They were away. So, getting the vehicles or certain containers or getting raw material is a challenge. Slowly, that is coming to normalcy. Thirdly, we had a challenge as you are also in Mumbai, you can understand that our Mumbai office was completely non-operational till the end of this month, 31st. From the 1st, it started operating. So, whatever functions which were happening at the corporate office were always a big trouble because people were operating from homes. Simply opening an LC or discounting a LC or drawing a BL or reaching the BL to a courier was a big challenge because we have to collect the BLs of 1 whole week, then go to FedEx, then deliver it. So, a lot of operational challenges big and small are still going to be there. Then, all our financial institutes, banks, rating agencies, they always love to do the audits. So, there was a lot of challenge from the auditors' side that how will they travel to factory and how will they do the audit? These kinds of operational challenges were there, and they are probably going to slowly go away but they are going to still remain till end of this month.

Pertaining to the sales side, the movement of domestic staff, especially in the Avana or B2C section was also a big issue connecting to because there was a lot of inter-district. Every time you move, you take a permit and some e-pass and some COVID test and other things. So, we have certain staff members who have done almost 7 or 8 COVID tests till now because they wanted to go from one district to other. These kinds of challenges were there and still they are there. If we have to go to any other state, it's a big issue. Almost airplane flying is as good as no-no. So, people are driving all the way very long distance. Most of the challenges are operational but people are getting a habit of it and slowly they will go away, or they will at least erode. Right now, as I told you like a cricket match, we are just batting wicket to wicket with absolutely focused on sales. Only 3-point agenda – increase the operational efficiency, get the payment recovery, have the lean inventory, produce as per exactly order, and don't do any CAPEX so that all these 4 things will put you always on track. Even if there is some deviation, you can control.

Priyank Chheda: In one of the slides with respect to B2C Avana design, we have written where Avana design and distribution project will be delayed by 6 months and now expected to complete by FY21. Can you elaborate on this? This is with respect to appointing of distributors.

Makrand Appalwar: Maithili told her in her initial remarks, but I will again put Maithili through, she will again explain this part.

Maithili Appalwar: Essentially the problem that we have been facing has kind of been like I was saying earlier is that new business development has been a challenge. For example, a lot of the Avana design is related to being in smaller retail stores; a lot of these retail stores were closed for a long part of the 1st quarter or if they were open, they were open with restricted hours and they were not letting people come inside the stores. So, our salespeople were not able to go inside or pitch for new products, etc. That kind of put it behind in terms of 2 quarters. So, we haven't been able to get as much of a retail presence as we wanted to within Q1 or Q2. However, we are seeing it pick up now because all of the restrictions are being lifted across the states. People are being able to move, people are being able to talk to each other and see each other. Hopefully, this quarter we will see some movement in terms of an additional number of retail touchpoints. And I think it's only going to be upwards from there for Q3 and Q4.

Priyank Chheda: On the pond liner capacity, what are we operating at currently with Q1 exit?

Makrand Appalwar: Manufacturing capacity utilization in pond liner?

Priyank Chheda: Yes.

Makrand Appalwar: It is in the range of around 60% now.

Priyank Chheda: So, it would be around 8 to 9 pounds per day?

Makrand Appalwar: No, run rate has been slightly higher. If you ask me the number of ponds per day, it has been slightly higher – around 13 pounds a day.

Moderator: The next question is from the line of Awanish Chandra from East India Securities. Please go ahead.

Awanish Chandra: I have one question on the margin front. Till quarter 1 of FY20, we were hitting 14% all these quarters, but after that, we are hitting around 12%. Anyway, 1st quarter is not the right measure, but last 4 quarters, we are around 12%. So, can we expect that this 12% trajectory will be continued even in FY22 when everything will be normal or is there a chance that we will again go back to our 14% margin profile?

Makrand Appalwar: Not right in the 2nd quarter, but probably if you see the yearly numbers, we would be able to hit around 13%. That's what we believe.

Awanish Chandra: I am talking about FY22 where we expect that everything will be like a normal business. So, from 12% to 14%, what would be the important driver for this margin expansion?

Makrand Appalwar: The highest important thing is because of the COVID situation, we could get a slightly better realization from most of our buyers. This is one of the largest drivers of improvement in the margin. Secondly, there is a reduction in the operating cost. There will be reduction in the operating cost because there will be less of traveling expenses, less of hotel and staying expenses. Effectively, the employees' operational cost would go down. Thirdly, there is an improvement in the operational efficiency of the company because there were the less number and more focused management was taken care and there is improvement in the net operational efficiency. So, I would say that these three would be the primary reasons that we might see a slight upward in the operating margin.

Awanish Chandra: FY21 we have highlighted we will be remaining flattish on the top line front, but in a normal situation in FY22, what is the management's expectation on the growth front at top line level?

Makrand Appalwar: Normal situation means what?

Awanish Chandra: In FY22 when there will be no COVID impact, then what we are expecting?

Makrand Appalwar: In FY22, what is my expectation?

Awanish Chandra: Yes.

Makrand Appalwar: I would say that around 15% to 17% growth should be there.

Moderator: Ladies and gentlemen, as there are no further questions from the participants, on behalf of Emmbi Industries Limited and KRChoksey Research, we conclude this conference. Thank you for joining us. You may now disconnect your lines.