

Transcript

Conference Call of TT Textile Limited

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Presentation Session

Moderator:

Good evening ladies and gentlemen. I am Rashmiya, moderator for this conference. Welcome to the conference call of TT Limited. We have with us today Mr. Sanjay K. Jain, Joint Managing Director and Mr. Sunil Mahnot, Vice-president Finance and Company Secretary of TT Limited.

At this moment all participants are in listen-only mode. Later, we will conduct a question-and-answer session. At that time, if you have a question please press * and 1 on your telephone keypad. Please note this conference is recorded. I would now like to hand over the conference to Mr. Suresh Rathod of Planman Marcom. Please go ahead sir.

Suresh Rathod:

Good afternoon to you all. Let me first take the opportunity to thank you all for being a part of the conference call. I have already posted you the results, press release and the XL sheet. I suppose you must have gone through it. You must be having a lot of queries and wanting to speak to Mr. Sanjay Jain. Let me directly handover to Mr. Sanjay Jain who is the Joint Managing Director and Mr. Sunil Mahnot who are ready to speak on the performance and then answer your questions. Over to you sir.

Sanjay Jain:

Good afternoon all of you. This is Sanjay Jain, Managing Director of TT Limited. Thank you for being here. I will just take a couple of minutes to briefly summarize our results and then we will open it up for Q&A.

As you would have gone through our results, this quarter we have a posted a turnover of about 149 crores which is about 60% higher than last year's third quarter. Our profits are 6.22 crores which is about 180% higher as against last year's quarter. And if we aggregate for the full 9 months' it is about 15 crores giving an EPS of 7 rupees. I would like to highlight the things which the company has been focusing on. Our garments TT branded (voice break) turnover has gone up by about 75% in the 9 months and our advertisement budget for the 9 months has almost

tripled from about 1 core 20 lakhs to about 4 crores plus. Now I would like to throw the house open for questions and answers and we will take it on as it comes.

Question and Answer Session

Moderator:

Thank you sir. Ladies and gentlemen, we will now begin the question and answer session. If you have a question, please press * and 1 on your telephone key pad and wait for your turn to ask the question. If your question has been answered before your turn, and you wish to withdraw your request, you may do so by pressing # key.

Dear participants please press * and 1 for your questions.

First question comes from, Mr. Divyesh Shah from Pragya Equities.

Divyesh Shah:

Good afternoon sir. Congratulations for the excellent performance for this quarter. Recently we have tied up with a Chinese Company for about 45 crores...that is what our press release said. I think this is a trend changer; it is an absolute news for a company like ours and textile industry as a whole. So how big is the Chinese opportunity and exactly can you elaborate on what type of tie up we have with this Chinese Company, what products, what will be the margin and what opportunity you see going forward? I have some other questions also...

Sanjay Jain:

As you would have read in the press release; we signed a MoU with a large Chinese Company which was down with the Chinese Prime Minister in Delegation in December. We have signed a 10 billion-dollar MoU for supply of textile goods to China, which mainly will include yarn and fabric. This year China is deficit on cotton-based raw material, while India has had an excellent crop of raw cotton. Plus we are increasing our capacity of yarns and fabrics. As we see India's relative competitive position in cotton-based textiles is getting much better vis-à-vis China and other countries around the world, this is the main reason why Chinese companies are now coming. This is just one company with whom we have signed an MoU. And informally they have assured us that we will look for business for more than 10 million in the coming year...maybe upto 15 or 20 million dollars. And talking of margins, margins for Chinese will be a couple of percentage points higher than our normal margins.

Divyesh Shah:

Okay sir, my second question is regarding our profitability – it has improved significantly this quarter in this year.

What are the factors that have affected the profitability and going forward next year how do you see the profitability?

Sanjay Jain:

There are basically two reasons for the significant improvement in our profitability. Firstly is the Company's emphasis on value added garment which typically give better margin. We are focusing very heavily on our branded TT Knitwear in the domestic market and we are achieving significant success and we plan to grow this business at a very high rate in the coming 2 to 3 years. The second important reason for increase is essentially the good realizations we are getting from cotton yarn. Because of the relative cotton advantage which India today is enjoying vis-à-vis the world. To give you an example, today cotton in India is somewhere in the range of Rs.45,000 to Rs.50,000 a candy; while in China and other global countries, the rate is anywhere between Rs.75,000 to Rs.90,000 a candy; so India this year enjoys a phenomenal cost advantage on cotton which is getting translated into yarn. Anyways India is the largest yarn exporter in the world and because of this cotton advantage we are able to get abnormal margin which we see will at least continue for the next one year...till the next cotton season starts.

Divyesh Shah:

Sir one more question...we heard from the news that we are going for organic innerwear?

Sanjay Jain:

Yes.

Divyesh Shah:

Will you please elaborate what is organic innerwear and what are the advantages and who are the other players who are in this field?

Sanjay Jain:

Organic innerwear in India is a new concept. Internationally, in Europe and US and other developed countries organic innerwear is quite popular. In India it is a new concept. Actually we have been exporting for the last two, three years organic yarn to the various countries in the world. So we decided that as we already had a control over the raw material, why not introduce organic innerwear in the country itself. And because we had...normally organic products are priced at a multiple of the base price, two or three times. But because we have control over raw material prices, we have just priced it at a 25% premium and it is specially for innerwear it has an added element apart from being environmental friendly, it also has a hygiene element, because organic cotton is made without pesticides and chemicals and hence it is much better and safer for the body; especially innerwear where it directly comes in touch with the body.

- Divyesh Shah:** Okay sir. Sir any fund raising plans for the next year?
- Sanjay Jain:** Not immediately but yes we have a 150-crore expansion plan which we have already kicked off. Maybe somewhere six months down the line we may consider depending on the requirement at that point of time.
- Divyesh Shah:** Thank you sir. Thank you very much.
- Sanjay Jain:** Thank you.
- Moderator:** Next question comes from Mr. Kiran Chheda from Value Quest Research.
- Kiran Chheda:** Hello sir.
- Sanjay Jain:** Yes Mr. Kiran.
- Kiran Chheda:** I just wanted to clarify about the Ad expensed that you said; 4 crores this quarter, Q3?
- Sanjay Jain:** No not for Q3, it is for the nine months.
- Kiran Chheda:** Okay sir and what is the budget for the entire year?
- Sanjay Jain:** Our budget for the entire year is about 6 crores.
- Kiran Chheda:** Okay, what about the next year sir?
- Sanjay Jain:** Next year we have a budget of about 10 to 12 crores.
- Kiran Chheda:** Okay thank you sir.
- Sanjay Jain:** Welcome.
- Moderator:** Thank you sir. Next question comes from Mr. Sumant Bhutoria from Jetage Securities.
- Sumant Bhutoria:** Congratulations sir on your fantastic profits for this quarter. My question was a little more general based on the industry. We have been talking to other couple of textiles firm and they say the fourth quarter might not be as rosy because of the cotton yarn export ban...so what is your take on this? How do you see lower profits?
- Sanjay Jain:** I would disagree. Yes, topline maybe a bit lower, but bottom line will not be lower for the simple reason us that inventory costing...we are going to gain significantly on our inventory because of the upward movement. Already in January itself we will be gaining very handsomely and the

yarn...from April 1st the government will be opening some quota in February during which we will be able to export some of our yarn. From 1st April it will be back on OGL and the differential domestic prices and international price today is about Rs.25 per kg. So I have to hold my yarn for one month. It will cost me probably 1% on inventory and I am going to gain 10%.

Sumant Bhutoria:

Right that makes sense.

Sanjay Jain:

And we already have export orders in hand with LCs and advance money in our hand. We can ship as soon as they allow us.

Sumant Bhutoria:

Okay, I see. So then basically for quarter 4 we should expect somewhat small decline in the revenues but the profits would actually see an upward trend?

Sanjay Jain:

Yes, revenues will be a bit muted. But profits I don't see....and the next quarter I expect them all...April, the first quarter next year.

Sumant Bhutoria:

Okay that's because you would be shipping out those exports. So I think basically it is a fairly good outlook for the year then; right, thank you sir.

Moderator:

Thank you sir. Next question comes from Mr. Manas Majumdar from SPA Securities.

Manas Majumdar:

Hello, congratulations on a great set of numbers.

Sanjay Jain:

Thank you.

Manas Majumdar:

Sir, can you just give...we have a net topline growth of 60%, so how much of it is from volume growth and how much of it is from price growth?

Sanjay Jain:

About 20% is price growth and the balance is volume growth.

Manas Majumdar:

Okay. And sir, can you just give me a breakup among the segments? That is among, the cotton, yarn, fabric and made up?

Sanjay Jain:

Yeah, you want for this quarter or for the nine months?

Manas Majumdar:

For the quarter will do.

Sanjay Jain:

Okay, you can take it down...cotton was about 15 crores, yarn was about 100 crores, fabric was about 6 crores,

garments was about 20 crores and then the balance is waste material etc.

Manas Majumdar:

Okay and sir can you just give the break up of export and domestic sales?

Sanjay Jain:

Yarn was almost 95% exports, balance was mostly domestic. Fabric you could say about 20% exports. We are doing more fabric exports in this quarter because of the temporary suspension of yarn exports. We are re-focused on fabric which is allowed and where government also gives us export incentive.

Manas Majumdar:

Okay. Should we assume that the cotton of 15 crores is only for domestic market?

Sanjay Jain:

Yes, cotton is purely domestic yes.

Manas Majumdar:

Okay and sir can you just give me the margin break up for these segments for this quarter?

Sanjay Jain:

Margin break ups for these segments...for yarn EBITDA will be about 20%, for cotton EBITDA would be 5%. But these figures don't take them because there is interest on depreciation figures. In some cases there is hardly any interest on depreciation. Fabric would be 10% and garments EBITDA will be about 15%.

Manas Majumdar:

Okay fine. Can you just give me a comparison over the last year on year quarter?

Sanjay Jain:

I don't have last...I can give you the turnover figures; I don't have the EBITDA figures of last year on year quarter.

Manas Majumdar:

Turnover will do.

Sanjay Jain:

Turnover cotton was 12 crores, yarn was 50 crores, fabric was 6 crores, garments was 12 crores, and the balance was the waste and others.

Manas Majumdar:

Okay, it would be good if can give the export figures also.

Sanjay Jain:

Export again was similar trends...yarn was 90% to 95% exports and everything else was domestic.

Manas Majumdar:

Okay that means last year quarter on quarter only yarn was exported. Okay that will be all from my side, thank you.

Sanjay Jain:

Thank you.

- Moderator:** Thank you sir. Next question comes from Ms. Abilasha S. from Techno Shares & Stock Ltd.
- Abilasha S.:** Hello sir, congratulations for a good set of numbers.
- Sanjay Jain:** Thanks.
- Abilasha S.:** Sir you said a 150-crore expansion plan and you have already declared. Can you just throw more light onto this like whether it is on the spinning side or garment side...?
- Sanjay Jain:** Yeah Abilasha. Out of that about 25 crores is for garments, 15 crores is for captive wind power in Gujarat and about 95 to 100 crores is for spinning. This would be 37,500 spindles in Gujarat where our existing spindleage is already there. We already have the land. Now out of the 37,500 spindles, 12,500 have already been ordered and erection will start from April. Balance 10 crores is for the balancing of the existing facility...working capital margin.
- Abilasha S.:** Okay and how much wind power capacity you are putting up?
- Sanjay Jain:** Wind power we already have existing in Tamil Nadu 3.75 megawatts and in Gujarat we plan to put another 3 megawatts.
- Abilasha S.:** Okay. On garment side how much could be the expansion?
- Sanjay Jain:** Garment expansion is all in South India in Tiruppur belt. It is adjoining to our spinning factory in South India. What do you want to know in our garment expansion?
- Abilasha S.:** Capacity sir...like how much would be capacity output?
- Sanjay Jain:** It is very difficult to translate into capacity because some of our outsourcing operations which are being done are now going to be replaced by in-house operation. But I can tell you, overall today we are doing about 3 million pieces a month and we plan to take it to 6 million pieces in the next one to one and a half years up.
- Abilasha S.:** Okay. So going forward, now that you are adding more on the spindle side or yarn side, going forward the ratio of yarn to your total turnover should remain same?
- Sanjay Jain:** No, we expect the garments ratio which is about 20% would hopefully be about 20% this year and we are targeting the 20% to 25% on the topline. In the bottomline of course garments will contribute much more.

Abilasha S.:

Okay fine sir. Secondly, with cotton price increasing out of loop and even yarn prices going in line with cotton prices, how do you feel...like what is the feel you are getting from the demand side? Is demand still buoyant and are you seeing any pressure on margins?

Sanjay Jain:

No actually, margins are expanding to be honest. The reason why the margins...yes I would agree with you consumption globally in cotton may not grow very much but in between we were more worried when crude was at 80 dollars minus, but now with crude touching 100 dollars the main competitor to cotton fiber is synthetic, man-made fiber mainly polyester. So polyester prices have shot up, they have gone up in 48 hours in China by 25%. So what's happening is because of that, demand cannot shift from cotton to polyester which was anticipated earlier but yes overall when you have such 9 (voice break) condition we have to assume that we don't as much growth specially on a global level in final consumption. But why India will do well is, some other countries may suffer. As I explained earlier, our cotton cost is so, so cheap relative to cotton cost internationally; this is going to stay for the next 1 year. We are going to enjoy this cotton competitive advantage. Globally there may be difficulty but Indian yarn, the day Indian yarn gets opened, something in February and finally in April fully, as I told you there is going to be 10% expansion on prices and that will totally go to our bottomline. Even then people will find Indian yarn cheaper even at those prices.

Abilasha S.:

Yeah that's true. What is your current yarn realization say for 40 counts or....?

Sanjay Jain:

Today we are selling our yarn in the domestic market at Rs.250 per kg. It has gone up by Rs.10 per kg in the last 7 days because of tightening of cotton prices. In export market today I think you get a realization of Rs.270...infact I have orders on hand, they have already sent me the advance. Whenever it opens, I will start shipping.

Abilasha S.:

Okay fine sir. The garment capacity when will this capacity...like I suppose it will be in phases so when that benefit we can see coming through?

Sanjay Jain:

It has already started. We have already...set up a few knitting machines....about 30 odd knitting machines have already been installed and certain other equipment which is coming from Europe has already been ordered. The building is almost complete. So you will start seeing some impact immediately. And it will keep growing over the year.

- Abilasha S.:** Okay fine sir, thank you, thanks a lot.
- Moderator:** A follow up question comes from Mr. Divyesh Shah from Pragya Equities.
- Divyesh Shah:** Sir, one follow up question sir. What are our retail plans sir? I think geographically we are dominant mostly in North India and NCR region. So what are our plans to become a pan India player?
- Sanjay Jain:** You mean for our domestic garment brand?
- Divyesh Shah:** Yeah sir.
- Sanjay Jain:** We have already started...of course you are very much true; we are very much strong in North India. But we have already started since the last one to one and a half years appointing dealers in South India and Western India. And also we have tied up with most of the prominent retail chain. Then our products are being sold all across India...like we have Big Bazaar, Reliance, Aditya Birla's More, Vishal, (not sure), Max Hyper Market etc., etc. The Central Police Canteen which are spread all across India. There we are becoming a significant supplier there. This year we have seen significant rise in their requirements.
- Divyesh Shah:** How many retail shops do we have?
- Sanjay Jain:** Our own exclusive TT Retail shops are 20 at the moment. This project we are still trying to...it is on a pilot basis. We are trying to...because retail is something where many people have burnt their fingers, so we want to tread this area carefully. We have done this on a pilot basis and we are monitoring the progress and seeing what are the pitfalls. I would like to clarify all these shops are on franchisee basis and it does not involve any company's fixed investment. It is only a net accrual. There is no deficit...whether these shops...how well they do. But we plan over 3 years to take the shop numbers to 250 to 300 plus they have started e-retailing just now...we have just launched it a few days back.
- Divyesh Shah:** What is the initial response for these 20 retail shops?
- Sanjay Jain:** A few shops are doing very well, they have broken even, and they have started making money. Some of those shops are struggling. So we want to be doubly sure before...just now all the shops are in NCR area and just a few couple of shops in UP and in Bihar.

- Divyesh Shah:** And sir another question is regarding...what will be our total debt in the balance sheet as on March '11?
- Sanjay Jain:** March '11 our long-term debt will be about 130 crores. Sorry... March ending our long-term crores will be 110 crores. We are repaying 20 crores of debt in this current year. We have already repaid a large portion.
- Divyesh Shah:** Okay. And sir regarding our turnover, I think on March '11 we will be roughly closing around 550 crores?
- Sanjay Jain:** As I explained earlier, due to export, there is some restriction there on the hold stock. The topline may stay at 500. It all depends on how things pan out....
- Divyesh Shah:** Sir, what about March '12? How do you project March '12 to pan out?
- Sanjay Jain:** Turnover about 500 as things stand today and profitability will be in line with what we have done in the last three quarters.
- Divyesh Shah:** No, March '11 to March '12.
- Sanjay Jain:** Oh March '11 to March '12 we look at a turnover of 650 to 700 crores and a profitability of about 25 crores.
- Divyesh Shah:** Okay, thank you sir.
- Moderator:** Thank you sir. A follow up question comes from Mr. Kiran Chheda from Value Quest Research.
- Kiran Chheda:** Sir your interest cost has gone up substantially within this quarter. You said you have made some repayment of loans...so how come sir the interest has gone up/
- Sanjay Jain:** There has been heavy repayment in December actually. But the other main reason why interest cost has gone up is there are two, three reasons. Firstly, because of escalation inflation, we are holding more stock. If you look at our increase in stock figures, they have gone up and of course 100 basis points rise has happened in interest cost. And thirdly another thing which happened was the government had given a 2% interest subvention, so our interest burden in the second quarter was low, but due to technical reason the government has withdrawn this incentive.
- Kiran Chheda:** The TUFF scheme?

- Sanjay Jain:** No not TUF, TUF is there, it is interest subsidy on working capital. They had given it, but due to some technical reasons we were not included. We had to write back about 50 lakhs of what we had got in Q2. So that is why it is high. In the fourth quarter it will be normal. You will see the impact of both reduced exposure and also the 50 lakhs we had to write back will not be there in Q4.
- Kiran Chheda:** What is the average cost of funds for our company as of today?
- Sanjay Jain:** Our average cost of funds today is about 8%.
- Kiran Chheda:** Okay, so this is only for the working capital but includes the TUF also?
- Sanjay Jain:** Average. Working capital would be about 9 and that will be 7, long-term funds close of term.
- Kiran Chheda:** Alright sir, thank you.
- Moderator:** Thank you sir. Dear participants please press * and 1 for your questions. Next question comes from Mr. Paras Edenwalla from Capital Portfolio Management.
- Paras Edenwalla:** I just had two questions sir. One was on your margins sir. If you look at the margins of some of your competitors who are also in the yarn business, they have operating margins which are interestingly in excess of 20%. That's one. Even if you look at the garments side, take the case of someone like Kewal Kiran or someone who has operating margins of about 27%; so taking both this vis-à-vis together, your margins should have been significantly ahead of 20%.
- Sanjay Jain:** I will just answer that; I will first take the yarn company. I don't know which yarn company...one name which comes to my mind is Ambika...I don't know if you are talking of Ambika, but most yarn companies as far as I know don't have 20% plus margins.
- Paras Edenwalla:** Vardhman also has about 23%...
- Sanjay Jain:** Vardhman also has a lot of value added yarn, it is also doing fabric, it also does sewing thread, but if you take a normal, pure yarn company, there will be at least 50 plus pure spinning companies who are listed, you would find EBITDA margins will be in the same line. Secondly coming to Kewal, they are very different; they are into jeans...Killer if I am not wrong. Their value addition and margins are much higher. We are in very basic, inner and

casual wear where it is a more of volume gain and it is a non-fashion item. There is no off selling, it sells much more easily. The push required is much less and of course our MP margins will always be in the range of 5% to 10% for our brand. But mixed margin, I am talking of MP margin.

Paras Edenwalla:

Is someone like Page Industries comparable to your business?

Sanjay Jain:

Yes, but Page is again in the premium segment. Their total MP margin I have seen are 10% to 12%, ours will be in the range of 5% to 10%. Page is in a much premium...Jockey is a very premium brand and definitely they enjoy better margins than us because we cater more to the mass segment...that's the middle class segment where 90% of India's population is there. We cater to that market. We have introduced a premium brand called Coco Tree, but that's just recently introduced and has a very small share of the total market.

Paras Edenwalla:

Okay. You said you have a long-term debt of about 110 crores.

Sanjay Jain:

Yeah we will have by March end.

Paras Edenwalla:

Okay what would your total debt be including working capital?

Sanjay Jain:

Total including working capital will be 250 crores. Working capital debt will keep going up because of the price escalation.

Paras Edenwalla:

Okay so I am just wondering...you will have a turnover of about 500 crores and maybe 16 to 17 crores of bottomline in the current year?

Sanjay Jain:

I have done 15; I hope I do better than that.

Paras Edenwalla:

You already have a capital expenditure plan of 150 crores?

Sanjay Jain:

Correct.

Paras Edenwalla:

So with a debt equity which is significantly higher in excess of 3 to 3-1/2 times, and cash accruals which are significantly lower in terms of...usually about 30, 35 crores maximum?

Sanjay Jain:

Yeah about 30 crores.

Paras Edenwalla:

Then how are you going to be funding this? Because you will have to dilute your equity because you cannot increase the....

Sanjay Jain:

There will be two ways. We are looking at dilution one of our assets which will give us about 20 to 25 crores. I can't disclose more details now because it is under process. That's going to improve our debt equity ratio apart from giving us some funds. Secondly, we are doing 30 crores...we will be either 30 crores for debt equity ratio for textiles because of TUF. TUF is supposed to expire, finish off in 2012. No spinning company, no project will be viable because spinning is a very capital intensive thing. So we have to do it by 2012. The sanction has to be in place. So we will be looking at...out of 150 crores, 100, 105 crores will be the debt. The balance 30 to 45 crores will be a mix of...our selling off or disposal of assets and our cash accruals and if required as I said, six months down the line we may go for some equity dilution. But nothing has been crystallized now and I would not like to comment in any definite.

Paras Edenwalla:

Okay thank you so much.

Moderator:

A follow up question comes from Mr. Manas Majumdar from SPA Securities.

Manas Majumdar:

Hello...a follow up question from my side. Like, other retailers who have announced their results, they are contemplating a price increase of 10% to 15% for the next quarter going ahead, due to increase in raw material prices. But you are saying that you are insulated again well as raw material prices as strategic cotton so do you see your price increasing in the next quarter or just a volume increase?

Sanjay Jain:

No, price increase definitely.

Manas Majumdar:

And that will be by how much?

Sanjay Jain:

It would depend, it will be difficult to put a figure but yes, 10% to 15% will be the minimum can't avoid it.

Manas Majumdar:

Okay sir. Next question, you said that you have launched the Coco Tree a premium brand; can you just let me know the share that it is contributing now to the income?

Sanjay Jain:

Yes it is very little; it is close to just a crore of rupees. I have sort of disregarded, that's why I never mentioned it. It is just that futuristically...but we will be still focusing on the mass plan as a marketing strategy. We have picked

up Coco Tree to be independently be looked by a separate team, keeping in mind the sort of profile changing in demographics and income profile changing in India, but because in the premium segment there are too many competitors who are coming; all the international brands are entering the premium segment; all the local garment exporters are entering the premium segment which is still about 10% just the top of the pyramid and in the balance, middle and lower segment there are no new players who have come in and we don't see any new players coming. The old players are going to be fighting it out and increasing their volume and that's where we are going to be focusing. Our main thrust is going to be that area, where there is advertisement also or marketing and distribution.

Manas Majumdar:

And sir what is your current debt equity ratio, sorry I missed out?

Sanjay Jain:

Our long-term debt equity ratio at the end of the year will be about 2 to 2.25.

Manas Majumdar:

Okay thank you that will be all from my side.

Sanjay Jain:

Thank you.

Moderator:

A follow up question comes from Mr. Divyesh Shah from Pragma Equities.

Divyesh Shah:

Sir, I want to know our region of management for the next three years...where you will see the company after three years, not in the short term. Whether TT will be a yarn company or a garment company or in what proportion you see after three years?

Sanjay Jain:

We have actually made out a three-year plan and we see our turnover being about 1000 crores and we see our garment becoming about 400 crores. Yarn will still be there, it will be a significant push in, but our thrust today is on garment and that mainly in domestic market.

Divyesh Shah:

Okay and sir regarding garment business, who are our main competitor just like it is Lux, Amul....

Sanjay Jain:

Yes, you named them, Lux, Amul, Rupa...we are head on in competition with them. Jockey does not cater to our segment of market.

Divyesh Shah:

I think TT will be a poor man's Jockey.

Sanjay Jain:

Yes that's true.

- Divyesh Shah:** Thank you sir.
- Moderator:** There are no further questions. Now I hand over the floor to Mr. Suresh Rathod for closing comments.
- Suresh Rathod:** Thank you ladies and gentlemen for participating in the TT Limited conference call.
- Sanjay Jain:** It is okay, I think if there are no more questions we can conclude. We are always available on email or telephone if anyone has any queries.
- Suresh Rathod:** Okay we can conclude.
- Moderator:** Thank you sir. Ladies and gentlemen, this concludes your conference for today. Thank you for your participation and for using Door Sabha's conference call service. You may disconnect your lines now. Thank you and have a pleasant evening.

Note:

- 1.This document has been edited to improve readability.
2. Blanks in this transcript represent inaudible or incomprehensible words.