

August 16, 2024

BSE Limited

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Mumbai- 400 001
Scrip Code: 531637

Dear Sirs,

Sub. : Transcript of Earnings Conference Call – Q1FY 2024-25

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Transcript of Earnings Conference Call held on Tuesday, August 13, 2024.

This is for your information and dissemination on your website.

Thanking You,

Yours Faithfully,

For Praveg Limited

(Formerly known as Praveg Communications (India) Limited)

Mukesh Chaudhary

*Company Secretary &
Compliance Officer*

Encl. : As Above

PRAVEG LIMITED

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“Praveg Limited
Q1 FY '25 Earnings Conference Call”
August 13, 2024



MANAGEMENT: **MR. VISHNU PATEL – CHAIRMAN – PRAVEG LIMITED**
MRS. BIJAL PARIKH – FINANCE DIRECTOR – PRAVEG LIMITED

MODERATOR: **Ms. PREETI BHARADWAJ – KIRIN ADVISORS**

Moderator:

Ladies and gentlemen, good day and welcome to Praveg Limited Q1 FY '25 Results Conference Call hosted by Kirin Advisors. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Preeti Bharadwaj from Kirin Advisors. Over to you, ma'am.

Preeti Bharadwaj:

Good afternoon. Thank you. On behalf of Kirin Advisors, I welcome you all to the conference call of Praveg Limited. From the management team, we have Mr. Vishnu Patel, Chairman, and Mrs. Bijal Parikh, Finance Director. Now, I hand over the call to Mrs. Bijal Parikh, Finance Director. Over to you, ma'am.

Bijal Parikh:

Thank you. Good evening, everyone, and thank you for joining us today. I am Bijal Parikh, Director of Praveg Limited, and I am pleased to walk you through our performance for the first quarter of financial year '25. To begin with, Praveg Limited has positioned itself as a leader in eco-responsible luxury hospitality in India. Our vision is to provide guests with unique high-end experiences that also prioritize the preservation of environment we operate in. Our resorts are strategically located in areas of cultural and nature significance, ensuring that we offer something truly special, a combination of luxury and sustainability that few others can match.

Our approach to hospitality is both innovative and mindful. By utilizing luxury tents in ecologically sensitive areas, we are able to create unique accommodations that blend seamlessly with their surroundings. This approach not only enhances the guest experience, but also supports our commitment to environmental stewardship.

The results speak for themselves, consistently high occupancy rates, strong pre-sales, and excellent returns on investment. In addition to our success in the hospitality sector, Praveg has a well-established presence in the event industries also. Recently, we have expanded into weddings and banquets segment, further diversifying our offerings and strengthening our position in the market.

Now, let's take a moment to discuss the industry landscape. The tourism and hospitality sector in India is on a strong growth trajectory, supported by favourable government policies and a growing demand for unique and sustainable travel experiences. The government research allocation of INR2479 crores towards the development and maintenance of tourist infrastructure is a clear indication of the sector's importance and potential. This 46.54% increase from the previous year highlights the opportunities that lie ahead, particularly for the companies like Praveg, which are at the forefront of eco-conscious luxury hospitality.

Moving on to our performance for this quarter Q1 financial year '25 has been a period of significant expansion and strategic progress for Praveg Limited. We have successfully grown our hospitality portfolio from four units in Q1 financial year '24 to 13 properties as on Q1

financial year '25. This includes the launch of our recently launch of new resorted Nagoa Beach, Diu. These developments are a testament to our commitment to growth and innovation. We have also strengthened our financial position through the issuance of equity shares and convertible warrants, raising substantial capital that will support our future expansion plans.

Let's dive into the financials of Q1. In Q1 financial year 25, Praveg Limited has reported a consolidated total income of INR24.68 crores, reflecting a remarkable year-on-year growth of 98.34%. Our EBITDA for the quarter stood at INR7.62 crores, with an EBITDA margin of 30.88%. Despite the increased finance cost, primarily due to compliance with the Ind-AS 116 on leases, we achieved a PAT of INR0.76 ps, representing a PAT margin of 3.09%.

The growth in our hospitality segment, which contributed INR21.42 crores to over revenue, has been the primary driver of this financial success. However, it's important to note that our expansion has also led to higher depreciation, manpower and operating costs, which have impacted our bottom line.

Looking ahead, we are confident in Praveg Limited's ability to continue delivering strong results. With 13 operated properties currently operational and 14 more in development, our focus remains on expanding our portfolio and enhancing the quality of our offerings. The increased support from the government for the tourism sector, combined with our strategic investment and innovative approach, provides the solid foundation for sustained growth. We believe that our commitment to eco-responsible luxury and our dedication to delivering exceptional guest experiences will continue to drive our success in the coming quarters.

In conclusion, I would like to thank you all for your continued support and trust in Praveg Limited. We are proud of the progress we have made this quarter and are excited about the opportunities that lie ahead. We look forward to your questions and are here to provide any further details you may require.

With this, I will now open the floor for questions. Thank you.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Gautam Gosar from Monarch AIF. Please go ahead.

Gautam Gosar: Hi sir. Thank you for the opportunity. My first question is on the Lakshadweep project. Sir, I basically I wanted to understand how we are progressing to Lakshadweep project and if you could help us understand when are you expecting it to get operational? If you can split also for Thinnakara and Bangaram, that would be helpful?

Vishnu Patel: Thank you for your question. Good evening, everybody, all investors and representatives of all investors. Regarding the Lakshadweep project, we have a four plus one project. In Lakshadweep, there are three islands. One is Thinnakara, one is Bangaram, and third is Bijelben. The name is, I think...

Bijal Parikh: Agatti.

Vishnu Patel: Out of that, Bangaram, we have started development of that Tent city. 50 tents, we are developing there. Same way, two Tent Cities in Thinnakara, each 100 rooms, total 200 rooms in

Thinnakara. So, all these three Tent Cities and Resorts are under development right now. Due to weather issue in June, July, we are not able to reach to that, particularly for development side. We are expecting in November month, we will inaugurate one or two resorts, and one maybe plus minus one month. So, before December, we have already planned to make it possible to inaugurate it. So, December, third quarter, that three resorts will be started.

Gautam Gosar: Okay, understood sir. That's helpful. And sir, any update on the Varanasi project?

Vishnu Patel: Varanasi project is same condition regarding NGT, we earlier also told. So, still, NGT decision is not clear. So, we have status quo position in Varanasi. Our alternative arrangement is going on with the government. Hopefully, the negotiation is going on, and we will announce it once confirmation from government side given to us.

Gautam Gosar: Okay, understood. And sir, third question on the rentals. So, rentals, what percentage it will be of our absolute revenue, or if you could also help with the absolute amount, how much rentals do we pay for our lease properties?

Vishnu Patel: So it varies from property to property. It also depends upon competitive bidding. And the position of rent is not on our percentage revenue sharing. Not a single site, not a single resort is on our revenue sharing. Except the understanding that we have under Jawai. Apart from that absolute rent need to pay from our side So in percentage terms, we don't have any resource connected to sales.

Gautam Gosar: Okay but any absolute number what you are paying as rentals right now? How much is our rent now?

Vishnu Patel: Bijalben, kindly provide this detail.

Bijal Parikh: Yeah, it varies project-to-project and side-to-side. So, it ranges from a yearly INR60 lakh per annum to around INR9 crore, I think.

Vishnu Patel: Yes, INR9 crores for Thinnakara, Bangaram. Yes.

Gautam Gosar: Okay. And lastly on capex. So, what is the capex they're going to do for FY '25 and FY '26? If you could help with that?

Vishnu Patel: Bijelben?

Bijal Parikh: Yes. See, for the capex, the major ongoing sites are at the Lakshadweep site. Three sites are undergoing at the Lakshadweep site. And another two, three sites are also under construction. So, capex will be around INR150 crores for the Lakshadweep. And for the other sites, this will be ranging from INR20 crores to INR25 crores.

Gautam Gosar: Okay. So, cumulatively INR175 crores in 2 years.

Bijal Parikh: Yes, INR175 crores to INR200 crores. And it will vary depending upon site-to-site. There will be some variation to that.

Vishnu Patel:

Also, it depends upon new opportunity available to us. So, that also may add the cost in reality at the end of March '25. So if there is any avenue or proposal in that also chance of increase capex it also depends.

Moderator:

Thank you. The next question is from the line of Akshat Agarwal, an Individual Investor. Please go ahead.

Akshat Agarwal:

Sir, I wanted to ask that we are doing such a heavy expansion in Lakshadweep, making 350 rooms. Is there any reason that we are going so aggressively in Lakshadweep? Because the capex is very high, so you are seeing a lot of demand in Lakshadweep, because it is not developed yet?

Vishnu Patel:

Yes, I will explain you a little geopolitical situation. First of all, the Government of India is heavily investing in Lakshadweep in two segments. One is a defense segment, which is not right now to discuss. Secondly, is the infrastructure development of Lakshadweep. Lakshadweep has one airport right now in Agatti. Just I forgot before telling you, third one is Agatti Resorts, which we are already under process to start the development. So Agatti already has an airport in which the 156th airline other than Boeing can land flights.

So its infrastructure is there now which is continuous. From April, the Government of India has increased the frequency of flights. Number two, one more tender has come for new airport development in one more island at the cost of INR7000 crores. So all international flights will be landed to the luxe so as to tourism. The major chunk that goes out of India, instead of that, they need to provide facilities, infrastructure and they take maximum benefit of Lakshadweep. In the same way, the local population of Lakshadweep also takes benefit of it.

The government also benefits from revenue tax collection. So, the government is working with a long-term vision. So, they are investing in Lakshadweep. Secondly, the Three Islands is a very flexible island. Agatti is a population having 10,000 people, I think so. The same way, Bangaram is a historical resort which the government has built in 1960s. So today it is running on 100% occupancy.

Even if you want to go to Lakshadweep, you have to book 3-5 months before. There is such a situation because there is no alternative available there. So Praveg got opportunity to get this in Bangaram, when it touches the coastal line at night, then it becomes a blue light. This is one of the wonders, India's only property, whether it is a beach or where you can see it. Secondly, Bangaram has already developed an island property. We are also getting its benefits in infrastructure development. Because of this, we are speeding up.

Secondly, Bangaram, Thinnakara and Agatti. The three islands are only given to Praveg for up to seven years. So, seven years plus the extension period. Not only ARR but also from wedding. Beach wedding is famous in India right now. People go out of country for wedding. So I will get a lot of benefit from Praveg will get a lot of benefits and we too.

Same way, water sports. Praveg is planning to start a water sport there also. So, the 350 rooms that are going to be built, the guest will also get one of the big revenues from the water sport and water adventure. So, by supporting the particular government's vision, we will get a major benefit. There is no revenue sharing there as well. Only we are paying rent to that resource.

Akshat Agarwal: Yes, this is very helpful. My second question was that we have opened subsidiaries in Kenya and Tanzania. Do you have any plan to start there?

Vishnu Patel: Which place?

Akshat Agarwal: There are subsidiaries in Kenya and Tanzania.

Vishnu Patel: Some development is going on. Once we get specific leave or government or forest people from that authority, we will announce in due course.

Akshat Agarwal: Okay and the last question, I also saw that there are already 5 good resources in our Daman and Diu and we are developing 3 more, so is there a demand for tourism in Daman and Diu?

Vishnu Patel: Daman has two resorts, right now. One is Lighthouse, where you know there are 35 rooms, 36-38 rooms. Bijal will tell you the exact figure. And same way, next to it is Jampur, there are also 35-38 rooms. There, our occupancy last year, it was a one-year experience. We have crossed more than 70%. I think we will be able to catch enough occupancy by developing Kachigam Resorts in Daman, which is in the lake, and which is some different property than right now we have. It is a property made according to wedding. You know, people from Surat, Tapi, Valsad come to Daman for wedding.

We do not have any such property there. So, the third property we are going to develop is according to wedding, plus tourism. Daman has already developed tourism there. So, to cater for that. Because from October to March, many times, many days, even many months, we do not have rooms available. So, if we have an alternative, I think we will achieve the objective by developing this third one in Kachigam.

Same way, we have three properties in Diu. You know that it is a monsoon period. In the second quarter and first quarter, normally in the first quarter, after April-May, when the rain starts, then from then to September, there is a little occupancy hit.

But in the rest of the time, we reach up to 100% occupancy. So because of that, the third big famous beach was Nagoa, which many tourists come there, so there was a third famous beach. There were a lot of tourists there. So, there was a lot of demand for it. So, we were not able to take it. So, Nagoa opportunity was available. So, we did it. Same way, we have acquired Jalandhar property, which is a flexed property of Praveg. There, according to the wedding, we have thought that three resorting for experiential beach experience.

And Jalandhar is also exactly on the beach. It is a beautiful place. If your investor has seen it. So in that place, there is a big opportunity for a wedding. So, we want to start a wedding in Diu. And the third thing I want to tell you. Diu authority has already started flights. There were one or two flights earlier, now many flights are going. You know from Surat, Bombay, Ahmedabad, we have started going from all the places, due to which our occupancy ratio has also increased.

So, while talking about certain periods, we get good opportunities and good business from the world that's why we have taken decision to take one more good property available to us though.

Moderator: Thank you. The next question is from the line of Vignesh from Kem Wealth Management. Please go ahead.

Vignesh: You are. Yeah. Thank you for the opportunity, sir. And thank you for a good set of numbers. First question is regarding the capex. We have indicated that it will be around INR200 crores for the next two years. How are we planning to fund it, sir?

Vishnu Patel: Sir, already we have funded it. We have done a preferential allotment to our reputed investor as well as group relationship. So, that is already, we have already raised.

Vignesh: Okay. So, that should be sufficient for the next couple of years Capex funding. Am I correct, sir?

Vishnu Patel: I couldn't get you.

Vignesh: So, that numbers are sufficient for the next two years of capex. So it's already funded.

Vishnu Patel: Not next year. It depends upon the opportunity available to us. The private strategy is different strategy. We don't take up a fund in advance for next year. We take based upon opportunity. And we dilute equity based upon opportunity, which already I have described in previous my con-call also.

Vignesh: Okay, sir. And next question was regarding the average daily room. Will it be different for the Lakshadweep islands, sir, or it will be in similar range with the current resorts?

Vishnu Patel: It will be very different in Lakshadweep. There is two things. One is the opex cost of Lakshadweep is different than normal resource available in Indian soil. In Lakshadweep, its logistics, transportation, manpower, cost has increased. So, obviously, that cost will be more than double than normal ARR we are presently taking. Number one.

Number two, the property is not just a tent city. It's a resort. It's a very wonderful design resort only in India. After announcement of this resort, you may find good creativity from private team in terms of aesthetic, in terms of overall layout, in terms of wedding concept. Keeping that in mind as per the wedding people instruction, same way business people for business conference, travel leisure unique design will be disclosed in due course with the wow factor. I am confident that my investor and my all visitors, tourists will appreciate after visit of that project, that results.

Vignesh: It seems to be exciting. And just on the last question, will the Lakshadweep resorts be operated 12 months a year or it is a seasonal one?

Vishnu Patel: No, it will be 12 months a year, 360 by 5 days. But in June, July, and some part of August also, it depends upon how adventurous people of India came out from home and visit Lakshadweep. It depends upon actually on that because some people are very scared of the river, some people enjoy it. So how many people enjoy it? The number of tourists depends on the excitement. I think there are many adventurous people in India as well. They will come there in June-July. The scene and the view is very different. Even all of these are there. Despite that, I say that in June, July, August, the occupancy will be lower.

Moderator: The next question is from the line of Gopal from Micro Capital. Please go ahead.

Gopal: So my questions are following. One is the Promoter Holding. Promoter Holding has come down from 62% in '23 to 46%. And when I see the details, one Mr. Paras Patel has reduced the holding from 17% to 2.7%. And Sunita Patel, she has reduced the holding from 9.5% to zero. Is there any specific reason for this?

Vishnu Patel: Names, please. I couldn't get you.

Gopal: The Promoter Holding.

Vishnu Patel: Then I understood. You have given two names.

Gopal: Yeah, Paras Patel and Sunita Patel.

Vishnu Patel: Paras Patel and?

Gopal: Sunita Patel.

Vishnu Patel: Yeah. You know the composition of the Promoter. One is from my side and second is from Paras bhai's side. Paras bhai has sold all equity to me and I have taken over that equity from Paras bhai and family. So they are reduced to zero and my equity is increased.

And the first question was the promoter's tax reduced from 62% to 46%. If you go into detail, you find that maximum dilution is due to investor given a preferential allotment so as to -- is able to and can accelerate their portfolio in the direction from two property to 25, 27 properties. So to increase that, we need funds. So the company took the funds, so because of that, indirectly my stake was reduced.

Gopal: And then regarding this return on capital employed and the margin, there has been a drastic drop from FY '23 to FY '24. Any specific reason?

Vishnu Patel: Which margin?

Gopal: Drastic drop. ROCE has gone down from 34.56 to 6.2 and EBITDA has gone down from 53 to 24 as per your investor presentation itself. So I just want to understand, is it because of an investment or is it because of something? Can you just elaborate?

Vishnu Patel: Gopal, very good. Good question. Already, I have also elaborated very in detail in earlier con-call also. May I tell you that in March 23, there were only two properties. And both properties were operating by Praveg since last five years. Over 14 properties, 12 properties operating since last three months to 10 months.

So you can understand if any new resort is opened, then immediately it does not increase occupancy. Slowly it takes time, six months, nine months, 12 months, depends upon the tourist scenario as well as the location, as well as mouth publicity which is very important in India. So by mixing all these factors, the occupancy increases. And as soon as its composition from new property to old property will be converted, it will be one year, it will be one and a half year.

You will feel that the operating margin has increased in two ways. One is the duty occupancy and second is the settlement of the entire project. The manpower experience we have there will be plus or minus. The experience of one or two years will be there. We will be able to understand the local situation there. So according to that, we will also adjust our operating cost. By combining all this, you will get the composition.

Like our old resources will keep on being made. According to six months, nine months, 12 months, our occupancy will increase. You will get operating margin. So it depends, it depends on how many properties are new. If I have 14 properties, now eight properties are being added, six-seven properties by December. And after adding six properties by December, we have example till March '22-'23 so after March '25, if I develop new 50 properties then its effect will come on overall operating cost so this is the effect, this matter is there in the hospital industry

Gopal: Okay, understood sir, thank you.

Moderator: Thank you. The next question is from the line of Gautam Gosar from Monarch AIF. Please go ahead.

Gautam Gosar: Hi, sir. Thank you for the follow-up. Sir, my question is, you were talking about occupancy. So, sir, our property in Kevadia has become very old. So, how much occupancy on an average is there?

Vishnu Patel: Yearly 50%. 45% to 59% is the occupancy ratio of Kevadia property. I will tell you another thing about Kevadia. Our property, leaving apart Daman and Diu property, the property of Ahmedabad hotels or Kevadia, its revenue does not come from the room only. Our revenue of INR15 crores-INR20 crores comes the banqueting and conference. So you have to decide both these matters.

Gautam Gosar: Yes, correct. But I will tell you the specific number of that Kavadiya. Because it is a very big range.

Vishnu Patel: 45% to 50%. Yeah.

Gautam Gosar: Okay. And sir, there is one more question. Sir, we recently started property in Ayodhya. But as we are reading that demand in Ayodhya has decreased a lot. People are going less compared to earlier at the beginning. So, would you like to give some view on how your property is progressing there?

Vishnu Patel: I will tell you. Our property is performing very well there. I would like to explain the importance of Ayodhya or any other religious site. People do not go to any religious site in the sunny weather or in the summer. May, June, July, August, you will get less occupancy in traditional hospitality places. Second, in Ayodhya, we have a total of 75 rooms belonging to two properties. One is very near to Ram Mandir and the second property is in Sarayu.

So, the adjoining property of Ayodhya, in this season also, it performed almost 80%-90% because when we have two properties, we will call the first one, our nearest property, We will try to run a property of 100% occupancy. The second property is that of our total 35 rooms out

of 75 rooms, that property is a little less. Because first we took occupancy there, in the second we took it in Sarayu.

So it was 40%-50% occupancy. But my confidence is that from October to March, we will reach 80%-90% again. We can reach 100% also.

Gautam Gosar: Okay sir, understood. Thank you so much.

Vishnu Patel: And our portfolio is also balanced. There we have many opportunities. If we wanted we could have made 400 rooms. But Praveg has his own idea of how many rooms are needed and how much will be used. We have an internal confidence -- analysis by the whole team. So in this, in Ayodhya, the government was also eager to give us more property. There was also tender. Government means tender-by-tender.

So even we did not participate in the tender in many places. We took the property we needed. Investors made Praveg famous in the name of Ayodhya. Still, we had a restraint that we do not want to develop more than 75 rooms. And we have developed only 75 rooms. And that's why, if we combine two resources and take it out, then you will get 70% even in the summer. 60% occupancy overall.

I am talking about the average of two resources. So we achieved it. If there were more rooms, then we would not have been able to do it. So based upon our own analysis and internal assessment decisions, we got the benefit of it. Otherwise, if we had made 200-300 rooms instead of 75, because the investors were in such a mood that the Avodhya will work out, but we work by our internal assessment.

Maybe in places we might be wrong and in this particular case of Ayodhya after doing 75 rooms. We thought this is enough. And we didn't do any. Our both properties one near the banks of Sarayu and the other one adjoining the temple. The only property of Praveg in other area. The hotels in this area cannot be built according to the heritage area. So that is an additional benefit. So we are getting its benefit.

Gautam Gosar: Okay. Thank you. Thank you so much.

Moderator: Thank you. The next question is from the line of Nikhil from Kizuna Capital Advisers Pvt. Ltd. Please go ahead.

Nikhil: Sir, thank you for giving me the opportunity. Sir, my question is on your advertising business, the two companies that we acquired last time, how are we approaching that business now? And sir, we were going to set up digital marketing under Abhik. How is that proceeding further?

Vishnu Patel: Good question Nikhil. Thank you for the questions. Praveg is providing – servicing three area. One is advertising, event management, exhibition and hospitality, experiential hospitality. In advertising the two companies which we have acquired with effect from 1st July 2024 now onward from next quarter you will get review after this acquisition because we have taken control on 1st July 51% stake of the company.

So its particular turnover previous I think INR35 crores and the profit margin was INR5 crores-INR6 crores. So how to take it forward? For that, I have a personal interaction with the people who handle the advertising segment. What are the reasons and what are the developments so I would like to tell you more about this the Abhik and the Vedan company has a forced IP, I am saying IP it means tender eligibility.

Abhik and Vedan companies provide service to the government, number one. Number two, they have their own hoardings. Number three, the specialty of Abhik which we have considered while taking over is smart toilet integrated infrastructure which is only in India who has got experience. Tata company has invented it's smart toilet. That toilet, whose landscape, whose location is particularly metro, highly metro city, where people do not get toilet and its facility is not given by the government. So, on good roads, for example, if there is Ahmedabad, there is Sindh Bhavan Road, there is SG road, there are big roads inside, where there is a lot of traffic. At such a place, they bring a government tender to develop a smart toilet.

So, the tender that they bring, its infrastructure and the specialty of the Tata company, that company, our company provides infrastructure, which is smart and the government provides water and electricity there. On its back side, which means the front side of the road, there is a very big hoarding. So the right is with Abhik. Abhik has it.

And you know that if there is a good property on the road, then it depends upon the season and location. You can assume that from INR75,000 to INR1.5 lakhs in Ahmedabad, in cities like Bombay and Delhi, you can take INR3, INR4 lakhs per month from there. And its opex operation is handled by third party Abhik has its specialty. In future, other cities are also coming with this system. So whenever there is an opportunity, Abhik will get a big share of market from there. So we are developing that segment. We are developing private hoarding.

Third, to develop digital marketing division, we are taking forward our internal discussion on how to develop it. So these are the three segments. Other than government segment. In government segment, there is a tender in metro city, you subscribe to it, fill the royalty and put the hoarding there. That is a traditional system. Second is a railway system. Third is the state transport stands. So, wherever the opportunity arises, Abhik and Brident company, who have taken this vision forward, you can take it in the near future in Rajasthan, Delhi, Uttar Pradesh and Maharashtra. They are making a lot of team efforts to take it forward. For that, we have given an internal target.

So we want that they should also 6 to 12 months to take this vision forward and give them a good value addition in Praveg's turnover and profitability. And Praveg's market, if its profit increases like a company's, then the market cap benefit of the company's investment will also be given. You will get to see that in due course.

Nikhil: Yes, sir. Thank you, sir. And all the best.

Moderator: Thank you. The next question is from the line of Vaidik from Monarch Network Capital Ltd. Please go ahead.

Vaidik: Congratulations, sir, on a good set of numbers. Sir, I have 2-3 questions. Firstly, I want to understand that currently we have 13 resorts operational and our plan is to expand more 14 resorts so I want to know the operational dates for most of them. Firstly, in Lakshadweep... Hello? Sir, can you hear me?

Moderator: Yes, sir.

Vaidik: Yes, sir. Sir, I wanted to know that in Lakshadweep, there are a total of 100-200 resorts. In Bangaram, there are 150 and in Agatti, there are 50. So, these 400 rooms that you proposed are on track, right, sir? Those 400 will come, right?

Vishnu Patel: I will describe it to you one-to-one. Thinnakaraa 1, 100 rooms under development. Right now, the team is there. Work is in progress. Thinnakaraa 2, work is in progress. Bangaram 1, that is the 50 rooms. Work in progress. Bangaram 2, which is 100 rooms, still possession is awaited. Unless and until possession comes, development does not start there. But I would like to tell my investors who are on the call right now that where there is no possession, we have not spent a single rupee.

So, don't worry. We will not waste a single rupee there. We acquired it. Once we get possession, we start to develop it. We try to minimize that development period from 180 days. We always try to reduce it. So, the three months of Lakshadweep will be operational in the third quarter.

Vaidik: And sir, what about Agatti?

Vishnu Patel: Agatti is also awaited for possession.

Vaidik: So sir, currently only 250 rooms as of now on track. Rest 150 is still on hold.

Vishnu Patel: Yes, 250 and then 150 is under possession status.

Vaidik: So sir, you told us that our total capex is around INR150 crores for Lakshadweep Island. So this is only for our 250 rooms, the capex of INR150 crores, right?

Vishnu Patel: We have allocated INR150 for INR350.

Vaidik: Okay, so INR150 crores is allocated only for 250 rooms.

Vishnu Patel: 350.

Vaidik: Okay. And sir, what is the status of our properties in Rajasthan, Udaipur, Rantambur and Jawai? Sir, what is the status of those properties?

Vishnu Patel: I would also like to tell you a little about the strategy of operation. We always have a strategy that whatever the resource is, it should either start before May or after September.

Vaidik: Okay.

Vishnu Patel: If you are an investor, you will feel that Praveg's announcement has not come for the last two or three months. That is the reason. There is no point in starting in Monsoon. So wherever there is

a benefit of Monsoon, we will initiate there. Otherwise, we don't. So let me clear the status for you now. I have already cleared the status of Lakshadweep for you. Jawai will be started maybe in September and will start at the beginning of the third quarter. Adalaj will be started in the third quarter of August, of this month, October. First, some days in October.

Jalandhar, Silvasa, Kachigam will be started before October. Except Kachigam, it will take one month plus or minus. So in total, we have planned to integrate maximum in October, before October or October. And three is on November. So my team is constantly working 24 hours to deliver Lakshadweep resorts before November. So there is a lot of effort going on for that. You know that it is monsoon right now. But our team is still there in August. And we are working in such a situation. So August, September, October, we will need three months for development. You are an investor. And we also think anyone who wants such a business plan that if it becomes October instead of November, it is very good. So for that, we have put pressure on our team.

Vaidik: And sir, what will be the status of Udaipur and Ranthambore?

Vishnu Patel: In Ranthambore, we have already acquired land. We have not started development on it. In Udaipur, we have already taken all the clearance. But the company is thinking for alternative arrangement. In Udaipur, our room was 25 to 30 rooms. We want in Udaipur, our internal assessment says that if there are 100 to 150 rooms in Udaipur, then we are developing the IP of Praveg for the destination wedding area-wise.

For example, there is a wedding in Lakshadweep. There is a wedding in Kevadia. There is a wedding in Kachigam. There is a wedding property in Ahmedabad. There is a wedding property in Adalaj. If we develop a wedding property in Udaipur, it will create a lot of synergy for Praveg. So why we focus on 25 rooms? We focus on 100 rooms. So alternative discussion is going on. That's why we keep it on hold. And we got more opportunity than this 25 rooms. In last 6 months, you know, so we redefine our strategy sometimes.

Vaidik: Okay, got it, sir. And sir, what's our status for the Kihim and Kashid properties in Maharashtra?

Vishnu Patel: In Kihim and Kashid, position is awaited from the government. Position is awaited from the government.

Vaidik: Position is awaited from the government. So technically, if we see, in FY '25, we will get only 6 or 7 properties. For example, in Lakshadweep, we will get 250 rooms. 2 on Thinnakara Island and 1 on Bangaram Island. Then 1 on Jawai and 2 on Daman and Diu View. So we know the status of approximately 6. But we don't know the status of the remaining 8.

Vishnu Patel: No, it's not like that. The remaining 2, sorry, Ranthambore and Udaipur's 2, instead of 4 properties, the total room is 120-130 rooms. In return, Praveg has acquired a lot of rooms. So you run it according to the total number, instead of according to the property. Sometimes 2 properties are delayed in the possession. Not development. We took the development possession once. So we want that within 180 days, the complete inauguration. You know that too. We complete what we started. So particularly, in return of those 4 properties, a lot of new property has been acquired at a good location. And the number of rooms, if you look at it according to the previous vision, you will get more at the end of in reality.

Vaidik: Okay, sir.

Moderator: Does that answer your question, Mr. Vaidik?

Vaidik: Yes, yes, that. Yes. Okay. Thank you, sir.

Moderator: Thank you. The next question is from the line of Aditya Mehta from GK Capital Management Limited. Please go ahead.

Aditya Mehta: Hi, sir. Thank you for the opportunity. So, sir, how many rooms will we operate by the end of March FY '25?

Vishnu Patel: It will be around 1500 plus.

Aditya Mehta: By March 2025, we will be operating 1500 plus rooms?

Vishnu Patel: Plus. Not less than that.

Aditya Mehta: Okay. And, sir, how much revenue are we expecting from the wedding this year?

Vishnu Patel: From the wedding, this time we are expecting INR50 to inr75 crores.

Aditya Mehta: INR50 to INR75 crores. And, sir, that will come from Grand Eulogia. We are not expecting anything else?

Vishnu Patel: No. It's from Grand Eulogia. It's from Adalaj. It's from Kevadia. It's from Kachigam. It's from Lakshadweep.

Aditya Mehta: Okay.

Vishnu Patel: And let me tell you, the size of Lakshadweep's size of revenue is game-changing according to Praveg's internal assessment. In Grand Eulogia, a wedding can be paid up to INR25 lakhs, INR30 lakhs, INR 40 lakhs maximum. In our Kevadia, it can be paid up to INR1 crore. In Adalaj, INR50 lakhs per wedding. What does per wedding mean? I am not talking about just room service. Where there is a wedding, reception, wedding, I am talking about everything. You understand how weddings are done in India.

So, segment wise, what I am telling you, from Grand Eulogia, you have a budget of INR25 to INR30 lakhs. In Adalaj, the extraordinary property in Ahmedabad, from there we can get a revenue of 50 lakhs to 1 crore. Same way, the Kachi village, there you will get a revenue of 25 to 50 lakhs revenue. But if I talk about luxury, it is minimum INR1 crore and it may reach to INR10 crore from one wedding. Okay. So these are the changes.

Aditya Mehta: In luxury, total infrastructure and volumes pick up, what is the internal assessment? Till when our occupancy will be able to cross 50? Till the time the government's infrastructure does not come, I hope it will be difficult for us to raise the occupancy.

Vishnu Patel: Aditya, I would like to tell you that the government's infrastructure and the property of the Bangaram andinakara is not there because of the fact that the current island where the flight

lands, Bangaram is 4-5 km away from there and Thinakara is 1 km away from there. Already it is connected well to flights and government has already started around 6-8 flights and government has made a plan and assurance plan that as soon as our property starts so before that you will not have logistic issue in terms of tourists So, they have planned to launch 9 flights. So, according to that, its infrastructure is enough to run our 250-400 rooms.

Aditya Mehta: Okay. So, sir, any revenue or margin guidance for FY24?

Vishnu Patel: Sir, already I had said in the TV interview that our efforts are going on for 300 crore plus. It comes from all consolidated segment reporting.

Aditya Mehta: Okay, a minimum 40% margins?

Vishnu Patel: It depends on the property and the actual... You can expect everything, you have the right of expecting. But we are trying to give the best.

Aditya Mehta: Sure. Okay, got it, sir. And all the best to you. Thank you.

Moderator: Thank you. The next question is from the line of Krupal Soni and Indusia Investor. Please go ahead.

Krupal Soni: Sir, first of all, congratulations on a wonderful set of numbers. Sir, my question is that a scheme of formal commission was announced. The Eulogia Inn hotel in Gota. So, what is its present status, sir?

Vishnu Patel: Sir, it's under process. From SEBI to BSE, BSE then the final report will go to SEBI. Then our merger will be approved by MCLT. It's under process.

Krupal Soni: Right, okay. Thank you, sir. And second question is that, sir, in the previous investor presentation June 23 three properties were mentioned. Shivrajpur, SasanGir and Kumbhalgarh. So, these three properties, I think were going to be developed on their own land. So, what is their present status?

Vishnu Patel: Let me tell you. Initially, we had kept it in a vision. But later we felt that the opportunities that we got in return were better than that. So, those three locations, particularly, whenever there will be a good opportunity, we will do it. It's under projection.

Moderator: Thank you so much. Due to time constraints, we'll take this as a last question. I now hand the conference over to Ms. Preeti Bharadwaj from Kirin Advisors for closing comments.

Preeti Bharadwaj: Kirinadvisor.com. Once again, thank you, everyone for joining the conference call. Thank you.

Moderator: Thank you. On behalf of Kirin Advisors that concludes this conference.

Vishnu Patel: Thank you so much all investors and advisors. Kirin, thank you.

Moderator: Thank you, sir. On behalf of Kirin Advisors, that concludes this conference. Thank you for joining us. You may now disconnect your lines.