



“Aptech Limited Q4FY14 Earnings Conference Call”

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APTECH LIMITED REPRESENTATIVES

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Moderator: Ladies and gentlemen, good day and welcome to the Aptech Limited Q4 FY 2014 Results Conference Call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “*” and then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Saurabh Gala. Thank you and over to you Sir!

Saurabh Gala: Thank you very much Karuna. Welcome everybody to Aptech’s Q4 FY 2014 conference call. I have with me today, Mr. Ninad Karpe, M.D. and CEO of Aptech Limited, Mr. Anuj Kacker, Executive Director and COO of Aptech Limited and Mr. T. K. Ravishankar, CFO of Aptech Limited. I would now like to hand over the floor to Mr. Ninad Karpe for his opening remarks.

Ninad Karpe: Thank you Saurabh. This is Ninad. Good afternoon everyone. Thank you for joining in this call. In the next couple of minutes, I will try and give some broad perspective of Aptech business, what has happened last year, what has happened in Q4, and how do we see moving ahead in terms of what are our reflections, thoughts, and probably what we are planning to do.

Q4 has been a good quarter for us and overall FY 2014 also has been good a good year. It is the seventh straight quarter when we have seen increase in topline, EBITDA as well as increase in the % margins. So, it is the seventh straight quarter. This track record is continuing in terms of increase in topline and EBITDA compared to the same quarter of last year. So that is the comparison we have.

All our businesses last year and last quarter did well except for a little bit of slide in our Corporate Training business which is sometimes connected to seasonal variations as well as demand supply situation. Except Corporate Training, which is not a very significant portion, all other businesses have performed well on a quarterly as well as annual basis. We got some international government orders and that has also given us a boost particularly in Q4. We continue to ensure that

cost structure is controlled reasonably to an extent where it does not impact productivity, but at the same time, it ensures that we remain cost competitive in this world and that trend still continues in the last quarter as well.

We have had a buyback last year and I'll allude to that, how much we did, how much we spent I will reflect on that. On the operating revenue, although the topline growth is 1.3%, actually since we have had a change in accounting of MAAC, if we try to neutralize that and exclude that, our last quarter Q4 growth compared to the same quarter of earlier year, we have a growth of around 6.7% in topline. This is again a seventh consecutive quarter of year-on-year growth of topline.

Our EBITDA margin has grown last quarter by 13.5% compared to same quarter of previous year, again this is a seventh straight quarter of increase in EBITDA amount as well as margins. Our EBITDA margin has increased to 25.8% from 23% of same quarter of last year. On PBT before exceptional items, last year we had a sale of property which was reflected in the profit and loss account. So if you remove that item, our PBT was 116 million or 11 Crores, roughly an increase of 4.5%. If you remove the exceptional item, our EPS growth in FY 2014 was 24%. Of course some part of this growth is also because of the fact that our capital got reduced, but even if you neutralize that there is still a growth in EPS.

So that is broadly on summary numbers of last quarter. In terms of PBT or so, there is slight growth in our overall PBT numbers. All our cost parameters, whether it is employee cost, marketing, administration, depreciation, all of them are by and large either flattish or slightly lesser than earlier years. So, we have by and large maintained the flat to slight decline structure in our costs as we continue to ensure that our costs remain by and large under control.

In terms of some of the highlights, in the last quarter, we signed around 28 new centers in the quarter. 11 of these 28 were international, which is a good sign and it further encourages us in terms of our overall strategy of ensuring that we have an equal split between international and domestic business. Our interest income was lower at 11 million as compared to 23 million in last quarter. Fundamentally, because we utilized a lot of cash towards our buyback program.

Our tax rate has been slightly higher because of greater share of profits in subsidiaries, which have a higher tax rate. We have purchased 8,897,000 shares and we have used a total cash of ~600 million or 60 Crores. This buyback process is now complete and all formalities with SEBI and authorities have been done. So this share buyback is now over.

Let me touch a little bit on the overall FY 2014 for the year. There has been some bit of increase in the topline and of course the bottomline has increased much more. In terms of our network and number of centers we have in the domestic retail, we are now doing a rigorous exercise to ensure that centers which are inactive or which do not generate stable income or very negligible income we are trying to rationalize all those centers particularly in the IT training business where we had roughly 450 centers at the end of previous year and they are now down to 386 in March 2014. So in IT training particularly, we are doing a rigorous exercise to ensure that all inactive centers essentially do not remain in our books and we focus our energies, management time, bandwidth as well as marketing money on centers which are active.

In International retail, the numbers of centers are increasing particularly in the IT training now we have 126 centers. In terms of regional distribution in international our major number of centers remain in APAC region largely because of our strong presence in Vietnam, but we are increasingly confident that we will expand far more rapidly in terms of number of centers particularly in initial stage in Africa. We now have close to 43 centers in Africa up from 35 last year and as we lay more and more focus on that continent we will start seeing more centers there. The income does take some lag before it starts generating income, but in the initial stages at least we will start pushing the number of centers in Africa.

On employee, we are continuously rationalizing. So, even now close to 500 employees, which is permanent as well as non-regular staff? So total staff strength is close to 500 in March 2014 and which is a drop of around 85 plus people from the same number in 2013. So our efforts to continuously rationalize employee number as well as staff and some of it also pertains to franchising out own centers because own center staff is on our payroll once we

franchise out, of course that staff goes on franchise payroll. Last quarter in fact we have franchised two own centers and in that sense the number of own centers have reduced from last year.

Overall on a year basis FY 2014 has been a good year for international retail with topline growth of roughly 29% and non-retail growth topline has also been good with roughly 13% increase in non-retail. A large part of it is fundamentally because of our increase in Aptech testing business, where we grew close to 22% with some couple of very high-stake exams in Aptech testing and that led to this increase in topline. So, overall businesses in both these buckets have been pretty good.

We are entering into Myanmar. We have signed up a partner and I think this center will be ready in the next one or two months and as we continue to improve, we'll sign new centers as well. We are launching distance education program as well outside India with a leading UK University, so that will help us also to particularly cater to some regions where the girl child is interested in getting a degree, but she is unable to travel to university to get the degree, so the distance learning will help us expand the market and potential of girls and boys who come to us.

We did conduct CMAT last year and there were more 100,000 registrations over these exams and Aptech testing is a business where we continue to focus and as more and more organizations and agencies in India embrace online exam, I think this business will see a growth overall.

I think let me kind of quickly sum up on what I feel about last year and what we see happening in future point of time. I think we have had a reasonably good year with some increase in topline and good increase in bottomline as well. Our portfolio is getting balanced out with more growth in the international business. We are also seeing growth in our testing business, so in that sense between domestic business, international and testing and enterprise business we are seeing balancing out of portfolio.

We continue our effort to ensure that cost remains under control, so we have maintained that path. We are continuing to expand to new geographies. We are continuing to chase new businesses on the testing side, in the domestic market we still continue to have dominant position in multiple media animation and we will start seeing results.

Moving ahead I think with mandate given on the election, we are now seeing a fairly robust confidence in people, it will get reflected hopefully and we are chasing every bit of it in India in terms of the students enrolling with us, it does have an impact in terms of confidence with which the students pay up fees. We are confident fairly new policies will get rolled out soon which hopefully will have some impact on our business. But irrespective of what we expect from the new government, we still have engines of growth - international business. In fact we have reached a landmark where last year excluding MAAC, we have crossed 50% of our retail business from outside India. We had committed that by FY 2015, we will have 50% of retail from outside India. We have in fact done it one year in advance, so we have engines of growth which is retail international; testing business, which continues to see a strong tailwind and we have been in this business for a long time and in the domestic market, we are still seeing good dominant position in the multimedia animation space, particularly the visual effect space.

So, we have engines of growth which we have been working on and diversifying our business based on which we have seen the results last year. Any good salutary government measures will only further fan our optimism for next year.

I think I have made my opening comments. Should you have any questions, I will be delighted to respond to that.

Moderator: Thank you very much Sir. Ladies and gentlemen we will now begin the question and answer session. The first question is from the line of Deepinder Bhatia from Bayard Asset Management. Please go ahead.

Deepinder Bhatia: Congratulations to you and your team for another steady topline and strong bottomline result for shareholders. So congratulations and best wishes for rest

of 2015 year. So, just a couple of questions, few financial and then few big picture. What is currently after all of the changes that have been made to the asset intensity of the business? I know making asset light was a key strategy a few years ago that was implemented. There was a release of liquidity some of which was used for enhancing dividend, share buyback and so on. I want to understand what is currently looking forward, the maintenance CAPEX requirement of the business, based on your current plans in the recent past and then for the year forward and also in the new set of asset light model that you have currently at now you might still have some need for expansionary CAPEX, what is your current expectation for the next year or two, the requirement for expansionary CAPEX for your business, so we have the first couple of financial questions?

Ninad Karpe: Thanks Deepinder. Yes, we have had good year last year and a good quarter. For expansion CAPEX, we normally have, this year also we are planning around 11.5 Crores for the entire year that is what we have budgeted and allocated. I think moving ahead it will be in that same range, I think between Rs.10 to Rs.12 odd Crores would be the range in which we would require CAPEX to ensure that we have content which is revised, contemporary and relevant and relevant investments and technology as well. I think for next one or two years that is what I would forecast. Moving ahead we will have to see. In terms of maintenance CAPEX, your first point I think working capital maintenance CAPEX is around Rs.8 to Rs.9 Crores is what we require at any point of time.

Deepinder Bhatia: This quarter we saw a general pickup in the receivable side that was quite a bit faster than topline growth even adjusted for the MAAC denominator affect and everything else, so what might have been reasons for that on the one hand I noticed that provisions had come down, on the other hand I notice that receivables had gone up, so can you just tell us what is going on there and is anything to be watchful on in terms of quality of receivables that we have built up in the most current quarter?

Ninad Karpe: No, I think there is nothing to worry. It is about our enterprise business, we had obviously that CMAT exam which was conducted, so roughly Rs.7 Crores was receivable, so that increase is there and another Rs.3 Crores is increased again

enterprise business. So, overall Rs.10 Crores is increase, because of businesses which we have done in February and March. The money has started flowing in against that in April itself.

Deepinder Bhatia: Okay and big picture, I think you have touched on previously also and in this call you have touched on a little bit more on potential changes that the policy level and saw that may have effect on your business then sometimes I kind of find a little hard to think that somebody is sitting in New Delhi can make a change that will make a kid in Mumbai or Chennai sort of decide now it is the time for me to take a course, I mean what are you thinking of over here that can have this effect and what are these policy changes, what is an outline that you can give us in terms of policy changes that may have this sort of effect on your business?

Ninad Karpe: The BJP manifesto we have studied it, quite a lot of lines are dedicated to educational and skilling. I will touch upon one or two points which are there. One is on a very, very broad level they have said they will invest 6% of GDP for public spending on education. That is a phenomenal amount. Today, we are spending anywhere from 2.8% to 3.2%, so when you will spend that kind of money essentially the number of kids who will get into primary schools and that is where they are going to start, will certainly increase and then obviously their desire to have our kind of education as they come into class XII will increase. So if you suddenly spend more than 70%, 80% on education, it has a massive impact across the board. So that is one very large impact. Second of course they have been talking a lot about vocational education and framework and financing, so all of these will have impact. They have not mentioned in the manifesto about school vouchers or any vouchers of those kind. It has not been mentioned in the manifesto, but a lot of these measures when they start coming it will have an impact. I think on a broad scale that they will spend double the money and public spending on education it certainly helps, on a broad scale if vocational education gets attention it deserves, it will certainly impact us as well and thirdly it is ultimately virtuous circle for our Indian business, the more the jobs, the number of people taking our kind of education, because it is directly linked to education. So, as focus goes on jobs and job creation and growth of the economy and simultaneously public spend becomes

more, the number of people, girls and boys who come for our kind of education always goes up.

Deepinder Bhatia: Thank you very much. Good luck. I have a few more question, I am going to wait till I give some the other people a chance also. Thank you very much. I may be back with more.

Moderator: Thank you. We have next question from the line of Jainiel Jhaveri from J&J Holdings. Please go ahead.

Jainiel Jhaveri: Congratulations on a good set of numbers. Actually I had just one question, could you kind of quantify what kind of growth we would have in the next year in terms of topline and EBITDA also?

Ninad Karpe: Let us take it without any policy changes. EBITDA margin, we feel will continue to grow compared to last year. On a topline basis, if you neutralize MAAC effect, we should be in the region of 10% to 12% topline growth rate. What you ultimately see is also because there is still one more year to go because of MAAC accounting impact on the topline. We have impact right up to June 2015 after that it will become almost nil, but net of that impact we should see that growth, but in the books growth might be in higher single digits or thereabouts.

Jainiel Jhaveri: In terms of the results, we are seeing higher single digits, but actually it will be about 10% to 12%. EBITDA level you said what kind of growth can we expect, right now how much can we expect, if you could put a value to it?

Ninad Karpe: Value is tough, but I would say that we have reached a fairly good margin of EBITDA and we have been steadily improving the margins, because of various strategies. We may not see significant improvement in margins, because of course after a point margins do not increase at that level, but I can only say that we will hold these margins for sure and probably we will try and slightly increase this margin, but the improvement may not be significant over the year, in terms of margin percentage, value wise of course you can calculate.

Jainiel Jhaveri: Also one more thing, the investment that we made in China, if I remember in last few conference calls that I have been attending, it seems that Chinese

company, we do not have too much control over their workings, but they do send us or they do pay out a dividend every other year, so seems like this year would be the year that they would send out a dividend?

Ninad Karpe: It is a private company we hold 22% and from our books perspective it is an investment. It is managed by the Chinese. We just have board seat, balance it is run and managed by them. Being a private company, it does not have a stated dividend policy that it will do this amount or that amount, so it is a private company, so one has to wait and see how it pans out.

Jainiel Jhaveri: We do not necessarily have a say. Is there something that we are going to do with it? Is it adding any value to us?

Ninad Karpe: What has happened is from our business perspective, we have invested not more than Rs.1 Crores or Rs.2 Crores in terms of cash, Rs.1 Crores to Rs.3 Crores, but actually it has given dividend of Rs.100 Crores over the last 10 years, so in a sense it has been a fantastic return purely from a business perspective, so presently yes our only return is dividend from that company.

Jainiel Jhaveri: What kind of business is that company doing, because is there something that we could borrow from them and start over in India or if they are doing such good work then is there a kind of knowledge transfer that can be done?

Ninad Karpe: So they are also in IT training, by and large, and actually they have borrowed and we have provided them the knowhow from India in terms of initially. Now of course initial content had gone from here, but subsequently they have developed themselves, because being in Mandarin and local content, but the entire knowhow of running the business 10 years back was provided by us.

Jainiel Jhaveri: But there is nothing else that in terms of something new that we can start from there, how have they done so well, are they doing something more that we are not doing anymore?

Ninad Karpe: They are focused only on IT training. In India of course we have got multimedia & animation, it is the size of the company, we are the early movers, first move advantage, lot of growth things have gone in our favor over there.

- Jainiel Jhaveri:** The remaining cash that you have in the balance sheet, since the stock prices not really moved, are we looking at another buyback or deploying whatever money that we are going to have free cash flow this year back into buying stake?
- Ninad Karpe:** There are two options. Firstly as per regulations, we cannot even think of buyback for one year from January 2014 when the buyback was closed as per regulations. That is what I am told are SEBI regulations, so that is out till the next year. In terms of cash we have, yes, now we have got steady cash flows, we have got rising EBITDA we are always looking out for new opportunities and in the last couple of quarters we have not got totally new opportunity outside our domain, but we certainly will look for newer opportunities.
- Jainiel Jhaveri:** Any kind of acquisitions or even investments that you are looking to make within India into this training space?
- Ninad Karpe:** Our focus is emerging markets and our focus is what you call career education. It is a slight variant from vocational education. So these are the two filters which we are applying and if we get anything product, company, anything which kind of meets both these filters, which is not India specific, which is not a country specific, but which has a global flavor because we now have reach in more than 40 countries, we will certainly do it. We are introducing our own products. We have introduced English. We have introduced Aviation. So every year or thereabouts we are introducing on our own, but inorganic we will look and we are already on the look, if we find something which fits our strategy, which is exactly what I mentioned.
- Jainiel Jhaveri:** I am actually not even sure if you already have it, but are we looking to do any kind of courses with the person does not even need to come to the centers and just does it from home which are actually run by technology?
- Ninad Karpe:** Presently, we have a blended model, the kind of audience which we cater to they prefer to have some touch and feel. We will move to that, because we actually have courses which can be done that way, but presently there is not a large demand for in that segment of pure online courses. Our content is moving slowly to online and so are our lectures, but presently it is a blended model

where kids come to the center and part of it is supplemented with online in terms of content as well as delivery.

Jainiel Jhaveri: I do not know if this is even a thought since the promoters are not in this space per se like are we even looking at being part of some other company or like being bought over by somebody or something that since this is not the focus of the promoter I guess I am asking this question, so what is the thought process behind Aptech. Where is it going to go further on?

Ninad Karpe: Aptech is a professionally managed company. There are set of professionals who run this company. Our thought process is to become eventually the biggest career education company for the emerging markets. So India is a part of our story, not the entire story and we have implemented on that strategy this year and we have been implementing last four years, so the thought process is certainly to be the number one career education company straddling everything from IT, multimedia, English, all kinds of Aviation, hardware networking, all of these courses in India and also emerging countries.

Jainiel Jhaveri: Is there any company even in the world may be not India, but even in the world that we aspire to be like something comparable that may be us as investors, could be this is the path that Aptech is going to follow, some company that is much bigger than us right now, is there anyone that we aspire to be?

Ninad Karpe: The largest companies in the world are based in US and UK. They are global companies. They are fundamentally they come more from the publishing side and then they have education services also as part of their offering.

Jainiel Jhaveri: Some name?

Ninad Karpe: For example, Pearson Vue or McGraw Hill. There is a company called New Horizon also which is more in IT training, so New Horizon is little bit comparable to us directly, but other than that I think there is no one directly.

Jainiel Jhaveri: I think there is one more I think online only company called Tree House or something like that. I think they do Apps and stuff like if you want to make apps

you can just get lectures or something service or software as a service kind of model where they are training, you would make apps and everything?

Ninad Karpe: We have plenty of such boutique companies, not such a large company, but yes we also have that thing. So that is where we are.

Jainiel Jhaveri: Thank you so much.

Moderator: Thank you. The next question is from the line of Ishpreet Kaur from Karma Capital. Please go ahead.

Ishpreet Kaur: Wanted to know, dealing into the segmental revenue, animation is around Rs.80 Crores verses Rs.85 Crores last year, so I just wanted to understand is it because of the change in accounting of MAAC the lower revenue?

Ninad Karpe: So, Rs.6 Crores is the difference between last year and current year. From accounting method actually the decrease is Rs.8 Crores totally. If it will be neutralized, we would have an increase of Rs.2 Crores.

Ishpreet Kaur: Major revenue contributor in terms of segment, as to understand going ahead also would we growing in the 10% range in the animation business?

Ninad Karpe: I think overall as a company we would be in that range and animation market particularly visual effects is growing. Animation what number you see is Rs.80 Crores is combined domestic and international, but outside India, yes the growth is the much more. It is in the 19%, 20% range. In India it is in the 8% range to 10% range.

Ishpreet Kaur: In the Assessment & Testing segment also we have seen good growth of close to 20%, so I am just trying to understand that is the company more optimistic on this segment in terms of could you see higher growth in the segment or is it likely to be in the 15%, 20% range?

Ninad Karpe: We are indeed optimistic. We are forecasting 15%, 20%, but the market context is changing rapidly, a lot more agencies and organizations are embracing online testing, so the potential upside is there, certainly in this business. There is a good potential of an upside.

Ishpreet Kaur: Thank you so much Sir.

Moderator: Thank you. We have next question from the line of Deepinder Bhatia from Bayard Asset Management. Please go ahead.

Deepinder Bhatia: Ninad, just on the international business, I wanted to understand while you had a first mover advantage in some countries fairly frontier kind of countries, this is a business that attracts new capital quite easily I just had a sense now that you have been in some of these markets for few years, are you seeing that you are being able to hold pricing and margins or is there now as you would expect in India in some of these markets also a rush of new players coming in providing discount in services and discounted prices?

Ninad Karpe: It is difficult to generalize, but let me try and give a general perspective. Mature markets like Vietnam for example where we have been there for some time, they are fairly mature. IT training might see maturity cycle kicking in, but then the other businesses that is how we supplement it with Multimedia & Animation. We are going to put in Hardware & Networking, Aviation and then English. So these other lines of businesses will support any plateau which happens, especially in large countries. In smaller countries, what happens is if we are there planted our flag first, it is almost impossible for the second player or third player to come in, because the market is only of that size, reputation is built. In Animation & Multimedia and visual effects, we really actually do not see competition, because there are not any players who have skills to deliver 24 month or 18 month program in this space. Most of them have certification courses of one month or two months. So, the competition we face in that is limited. In Airport Management of course, it is niche course, but we started in a place like Ghana as well, Airport Management, and again that is a very niche program where we see little competition. So, it is a combination of yes, in IT training, there are players particularly in the certification space, multimedia animation we do not see as much competition and the other areas we keep growing. So, as we see countries which may kind of plateau particularly larger ones we will certainly inject more courses in those countries and also look at newer countries.

Deepinder Bhatia: Then you have talked about in the previous call as well as in the presentation this time about the possibility of some non-linear growth coming from multilateral agencies that may look to involve you in some of their projects. Can you give some color in terms of which countries, what size we are talking about perhaps the repeatability of that kind of business? I am happy to take the business even if it is not repeatable, that is not the issue, but is it also the kind of business that you see that has long legs to it in terms of number of years of contract, so you can give us some color on the geography size and sustainability?

Ninad Karpe: I think the business is ideally repeatable, but even if it is not we will certainly take it. In this investor presentation Saurabh has sent, we have shown a picture of project in Afghanistan. We are doing there, so that is an example of a multilateral funded program for skilling in countries where kids do not have access to good quality education. These kinds of program typically last minimum 18 to 24 months or thereabouts. That is when I say minimum period, so typically one to three year duration is kind of there for one contract and then of course hopefully they get further enhanced or renewed. These kind of contract are yes, we have to chase them, we have to find out where they are available, but increasingly we are finding these agencies wanting to assist countries in skilling particularly skilling kids who are in the age group of 18 to 22 or 19 to 24 years old, which is actually the sweet spot where we specialize in. So, I would imagine if we keep chasing this business, which we have started doing aggressively last 12 months we should see more and more of such contracts coming up in many of these countries where two things happen one is we are willing to go as organized company to provide the courses with our partners and number two is, funding is available from multilateral institution.

Deepinder Bhatia: I am just trying to imagine that some of these kind of frontier markets they needs their skilling need that you call it may be quite, it is possible they are quite different from menu that you have already developed for India certainly and then for the other EMs that you participate in and also I am just trying to imagine how you localize or likely to localize and use the opportunity over there or is it really mostly that you have been invited to bring in existing menu of

expertise or are you having this also opportunity to develop new ideas that can cross proliferate. I do not want to sound too grand here, but I am thinking one of the ABB model of managing of global company which is ideas come from anywhere to go anywhere and managers from anywhere can become experts in some certain area which can be transferred elsewhere. Are you seeing that possibility also in these projects or they really saying look we want these items to be a menu please show up and deliver them.

Ninad Karpe: If we engage early on and it is an iterative process, because all the stakeholders from the governments to agencies they are wanting an end purpose, but sometimes it is iterative process of how to get there. So for example in Afghanistan what we have done is not a content which we picked up on a canned basis. It was modular content over two, three courses which was strung together specifically for that market. So we have lot of content and that is of course our main asset and it is easily possible for us to string together various nuggets and put it for a particular country. Fortunately we have content across technology from English to hospitality to IT, so we are able to put it together, so it depends on each country. To respond your questions, it is an iterative process in most situations and we need to localize it, but that does not mean significant time, investment and generating new content, it does mean little bit, but by and large it means kind of stringing a content which is adaptable to that country.

Deepinder Bhatia: Thank you Ninad.

Moderator: Thank you. As there are no further questions from the participants, I would now like to hand over the call to Ninad Karpe for the closing comments. Over to you Sir!

Ninad Karpe: Thank you everyone for joining this call. We are delighted. We had another good year of a strong performance. Our overall strategy which we articulated couple of years back in terms of going global is panning out well. Our strategy of asset light is also panning out well and I think our strategy of trying to diversify into some bit of enterprise business and keeping our main focus on consumer is also panning out well, so all these things have panned out well and

we have seen strong growth last year. We will continue on this part and try and chase newer opportunities now as all the strategy which we have implemented has come to fruition in FY 2014 and we can only get better, but certainly we will now be looking at newer opportunities to fill further growth beyond what we have already achieved. Obviously with the change of government, the mood is fairly positive and we do hope that also has salutary impact on our enrollment season in India which is going to start sometime in June onwards. So, thank you for joining the call. Thank you for the support.

Moderator: Thank you Sir. On behalf of Aptech Limited that concludes this conference. Thank you for joining us. You may now disconnect your lines.