



“Fidel Softech Limited
Q4 FY24 Earnings Conference Call”
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**MANAGEMENT: MR. SUNIL KULKARNI –CHIEF EXECUTIVE OFFICER –
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Moderator: Ladies and gentlemen, good day and welcome to the Q4 FY24 earnings conference call of Fidel Softech Limited. 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 touchtone phone.

Please note that this conference is being recorded. I now hand the conference over to Mr. Sunil Kulkarni, CEO, Fidel Softech Limited. Thank you and over to you, sir.

Sunil Kulkarni: Thanks. Welcome to the investor call for Fidel Softech Limited for fiscal year 23-24. My name is Sunil Kulkarni and I am the CEO of Fidel Softech Limited. Welcome everyone. I am pleased to present the annual report for Fidel Softech. For those who are new to our firm, Fidel is a LangTech consulting company.

We assist clients in going global by delivering technology-driven solutions and services with the last-mile delivery in local languages. To give a better idea, if you are developing a payroll application, today you can go to any IT services firm. But if you want to develop a payroll application which would print salary slips in Telugu, Marathi or Japanese, German, then such clients would come to us, where there is a play of languages and technology.

Our offerings include IT and consulting services and language localization and engineering services. We have also started offering Japan-India consulting services, reflecting the growing interest between these two countries and leveraging our experience. This year, our top-line revenues were INR40.09 crores with a pivot of INR8.02 crores, marking a 20% growth in year-on-year revenues.

From a quarter-and-quarter perspective, we did 9.62% growth, whereas on a year-on-year basis, we have got a growth of 16.75%. We have shown continual growth for 8 consecutive quarters, barring a marginal dip in one quarter. In the last 8 quarters, we have grown from a range of INR6.5 crores per quarter to INR8.5 crores range and now to a INR11 to INR12 crores range this year. This growth is sustainable, allowing us to stabilize processes, focus on key hiring, and refine our operations.

Our active strategic clients are 25-plus clients. Top 10-plus clients add to 80% of our revenues. Around 33% of our revenues come from Japan, in which 90% of revenues come out of 4 to 5 robust enterprise clients.

From a sales-division-wise performance, language localization contributed to 52% of growth, and IT and consulting services contributed to 48% of revenues. From a geographical contribution, our clients come from APAC contributed to 43%, EMEA contributed 39%, and US contributed 18%.

The strategies that we worked out on past few quarters came to fruition this quarter, where we got to set up a base or office in Hyderabad for a global client. This was a key highlight for us

this year. This new office has started contributing approximately INR70 lakhs to INR80 lakhs per month from this fiscal year.

This was because of our bilingual capabilities, LangTech engineering, our R&D in NLP, natural language processing and AI, which were appreciated by the customers. Likewise, we are now tapping similar opportunities.

From a cash flow perspective, at the outset when we went for IPO, we had around INR2.5 crores of cash, and post-IPO we had around INR13.5 crores with us. In last 8 quarters, that is 2 years, with positive cash flow generation, we have moved to now INR19.5 plus crores of cash. With dividend payout last year and spending IPO proceeds to the tune of INR6 crores, we have still seen a steady positive cash flow generation of INR8 to INR9 crores. Hence, this year, the board has recommended to give a dividend of INR1.10 paisa per share, as against INR0.70 paisa last year. This means our dividend payout, which was 18% previous year, has improved to 25% this year, which is a growth of almost 38%.

Going forward, we want to reward our shareholders consistently and keep improving our dividend payout ratio. From a growth strategy, initially first 2 years we had aimed for 20-30% growth to establish process, adapt to compliances and developing key competencies. This year onwards, we now aim for 30-40% growth, leveraging our technical and linguistic capabilities. The Hyderabad Centre is a result of such efforts.

While we don't want to provide formal guidance, but based on our current outlook, we would like to chase a 30-40% growth resulting in a target revenue range of INR52-56 crores, with a PBIT range of INR11.5-12.5 crores. With our current run rate of INR11.5 crores approx, which we did last quarter, we are now already looking at crossing INR44-45 crores. So we see a visibility of 60% for this year and hence these numbers look reasonable to us.

Thank you for continued support and belief on us. We will continue to focus on strategies outlined by us for driving accelerated growth of the company. We will keep balancing the investment required to drive the growth versus profitability with a clear focus on positive cash flow. Thanks a lot for joining us today and any questions are welcome.

Moderator:

The first question is from the line of Rajiv from Hensex Securities. Please go ahead.

Rajiv:

Yes, hello. Yes, greetings to the management. Yes, namaste sir. My question is regarding this Hyderabad division that has been set up. It has been written that for a one-year perspective, can you elaborate on why it has been written for a one-year perspective? We are thinking that we will be able to generate INR70-80 lakh per month. Means this is a short contract or is this a long contract?

Sunil Kulkarni:

Thanks, okay. Rajivji, thanks a lot for asking. Basically, the project, the work has started and we have assembled a team of 30 plus people in Hyderabad and we have started delivering. Now, today we have a visibility of around one year where we will be doing testing, developing some certain language-related patches for the customer. The customer is also asking for additional languages.

So, there is a possibility for increase as well as once a basic work is done, then maybe there will be a slight reduction. Instead of 30, there could be 20-22 people required. And then today we have a kind of visibility of -- it's not too short to say, work will be completed in three months. But there is a one-year visibility as of today. It could grow or it could reduce a little bit as well. Meanwhile, by leveraging this platform, we also want to tap other customers as well. Now, showcasing that we have a presence in Hyderabad.

Rajiv: Yes, my second question is an extension of this only. The sector to whom we are categorizing to this -- the customer, from which sector this customer belongs to for whom we are doing all this? Is it from IT sector? Is it from pharma sector? Or is it from -- what type of customer it is, basically?

Sunil Kulkarni: Mostly, our typical customers are software companies or IT or handset makers or product companies who want to localize their products for global markets. So, if somebody wants to take their product from India to Japan, they will have to localize their product in Japanese language. Likewise, this particular company is coming to India and trying to sell their software products and hence want to localize in Marathi, Telugu, Tamil, Hindi, and so on.

Rajiv: Yes, Yes, Yes. Okay. Thank you, sir.

Sunil Kulkarni: Thanks a lot.

Moderator: The next question is from the line of Devansh Goenka from Fusion Clothing. Please go ahead.

Devansh Goenka: Yes, I just had a question on the Japanese segment revenue. So, currently, we are facing issues with the yen fluctuation. So, do you all have any plans to reduce the segment revenue from Japan or to start hedging the yen? These are these two questions.

Anil Patwardhan: So, Devansh, good question, actually. This is Anil Patwardhan. See, we have recently got connected with our bankers and we have actually started hedging our exposure in Japanese yen. So, we would like to get into forward contracts which has already started. So, in my view, what we are aiming at is a little more certainty and the clarity about at what rate we are going to realize. Objective is not to book any profits coming out of these forward contracts. It's basically security and certainty.

Devansh Goenka: Right, understood. And we plan to keep the Japanese revenue at around 30-35%. What is our plan in terms of this marketing and sales in the Japanese market?

Anil Patwardhan: Of course, I will give you my perspective, but then Sunil and Mandar, they will add on to it. See, we are looking at, we want to broad base our markets. So, our dependence on any particular market has to go down in the years to come. And we would like to make it more broad based. So, our focus on US and EMEA will be more visible and more investments are happening in those markets. And Japan, of course, what customer base we have built, we will continue to sort of cater to their needs.

- Sunil Kulkarni:** Adding to it, currently what's happening is, as most of you know, Japan faces a demographics issue and a skills issue. And there, at least in coming years, we want to tap as much as possible the shortage of skilled engineers and leveraging our language capability.
- Devansh Goenka:** Understood. Thank you so much. Thank you.
- Moderator:** Thank you. The next question is from the line of Brijesh Parekh, an individual investor. Please go ahead.
- Brijesh Parekh:** Yes, hi. Good afternoon, sir. Can you hear me?
- Management:** Yes, sir. Yes, yes.
- Brijesh Parekh:** Okay. So, you have guided that going forward, you will have a growth of around 25-30% in revenue. How about the EBITDA? Because what I see is your EBITDA margin has dropped in the recent year, maybe because you have hired new people, which you had mentioned in your previous call. So, on a go-forward basis, as an investor community, how should we take it up? Should we take it at this at the same 20% level or is there chances of more improvement and efficiency coming in?
- Anil Patwardhan:** So, this is Anil Patwardhan. See, what we have given is an outlook. It is not a guidance. We as a management team would certainly like to chase these numbers, which is top line of say INR52 crores to INR56 crores and with EBITDA or the bottom line before tax and interest, of course, is in the range of INR11.5 crores to INR12.5 crores. Which is an improvement over last year. Last year, the EBITDA level was a little lower.
- Again, as explained by Sunil San in the initial remarks, we have made certain investments during the year and these investments are necessary if we need to change the gear of our growth. Our growth earlier has been in the range of 20-25%, whereas we would like to move to 30-40% range and from that perspective, these investments have been made. So, I would just suggest Mr. Mandar and Sunil San to add, but this has been the approach which we have taken and we will continue to focus on that.
- Management:** To add to it, Vijayji, basically, we have, on the operations perspective, of course, we are continuously trying to optimize and so today also, if we have, let's say, 5-8% of additional revenue with even current team, we would be able to leverage the skillsets and so on. But that cushion we are trying to build in terms of competencies, we are also trying to add to new partnerships or new roles where we are currently investing. So, at least in next 4-6 quarters, we will continue our investments.
- There could be some pressure on PAT. But that said, from an operational perspective, we are trying to best our rates for premium customers looking at the quality of our revenues. So, I hope this answers your question.
- Brijesh Parekh:** Yes. Okay. Thank you, sir. I have just one more question. In the previous concalls, you have mentioned that you were trying to pursue some Ministry of Technology contracts. There was

something related to the gaming and sports related matter, some US online. Is there anything which has fructified on those ends?

Sunil Kulkarni:

So, we have an existing gaming customer from overseas where we were able to deepen further relationship and add some business there. From a gaming perspective, we could horizontally grow into gaming localization space where we got some gaming translation kind of client. From a government perspective, last year, we got us engaged with one government agency where we started some translations.

But that said, it's not yet to the place where we want to go. We see a lot of more opportunities. We have hired -- stationed a person in Delhi so that we can tap these opportunities on a regular basis. We have started applying, going for tenders, significant tenders. That said, we are being a bit choosy in terms of rates or understanding how this government process works. So we are bullish on that. We still want to pursue PSU as well as government agency work.

Brijesh Parikh:

Can I squeeze one more question, if you don't mind?

Sunil Kulkarni:

Yes, of course.

Brijesh Parikh:

Okay. Sir, just one question would be on terms of how you look at the market size and is there any AI impact on the business which we are doing? So, overall, I would just want to understand, do you have any idea in terms of the market size potential and what would be our percentage? Because we are still a very small entity. Is there any major competitors that you have? Something on that line and the AI impact on our business.

Sunil Kulkarni:

So, basically, from a business perspective, this is a \$40 billion or \$50 billion plus industry, localization or language engineering industry. The top global companies regularly do revenues between say \$500 million to \$1.5 billion. These are top, say, five to eight companies in this space. And then there are \$100-plus million companies. So, from our perspective, when we started, we thought that building a say \$50 million to \$100 million company from India should be possible. And hence, we kind of took a leap and went public and so on.

With AI, of course, now there is an impact as in -- so here what we want to highlight is there are pure play translation agencies, let's say. And then there are pure play IT companies, the TCS kind of company. And there are pure play translators. We are neither of those. We are bringing this both technology and linguistics capabilities together. And hence, at least in India, we are not seeing both together offering as a service. So there are some companies who might be developing, say, keyboards, Marathi keyboard or device drivers. Again, those are not our competitors. And some are pure play translation agencies.

Now, in the last few years, already this industry, let's say, after Google came with machine translation, this industry has seen pure play translation move to MTPE, what we call as machine translation post edit. So when we also do some linguistic-related work, customers also ask us to leverage some AI engine or something. And so we use that. So from our perspective, we have not seen any impact because of this machine translation that has come in.

Rather, most of our enterprise customers typically ask for us to do a human review necessarily. And hence, rather, our work has not impacted from a rate perspective and so on. With AI, rather, we see new different types of work that is coming in. That is, most of these AI engines need large language models, multilingual language models. So we get regularly now new work related to, can you help us with say collecting data, modeling data, cleaning data to train our engine in, say, Hindi, for example, or Telugu? So this is one part.

Two is, we are also looking at, say, wetting of AI contents, AI delivered contents. So how to add, say, empathy into an AI response? And so this kind of work we are seeing steadily grow from AI companies. So from our perspective, these recent developments in AI are welcome and adding to the new type of work, which means, for us also, it means re-skilling of our people, developing new competencies, or developing new processes and tools, internal tools. So, yes, there is an impact. But from our perspective, we are seeing it as from a more positive perspective. Thanks.

Brijesh Parikh: Thank you, sir. I'll get back in the queue.

Moderator: Thank you. The next question is from the line of Manan Madlani from KamayaKya Wealth Management. Please go ahead.

Manan Madlani: Yes. Hi, sir. Thanks for the opportunity, sir. So if I look at the guidance number of INR52 crores to INR56 crores, so our run rate currently is INR11 crores to INR12 crores, which will give us INR46 crores to INR48 crores on an annual basis. And then 17x to 18x from the Hyderabad office, which leads to total number of this range. So is this calculation right?

Sunil Kulkarni: Hello? Can you just -- what calculation was right?

Manan Madlani: So our current run rate is somewhere around INR11 crores to INR12 crores, right, which will give us approximately INR46 crores to INR48 crores on an annual basis. And then, additionally, we are getting 17x to 18x from this Hyderabad office. So if I sum up both numbers, it will give us this INR52 crores to INR56 crores range, which you had given. So is this calculation correct?

Anil Patwardhan: No. I think we would like to look at slightly differently. See, our Q4 revenues is INR11.34 crores which includes part of the revenues coming from Hyderabad office, part of them, not complete. And then, we are looking at that as a run rate. So if I consider that run rate, then we go to INR44 crores, INR45 crores. Naturally, some business will come to an end, some new business will come in from the same customer. So all that would happen to reach INR44 crores, INR45 crores. And then we have to build -- Hyderabad center will give us certainly additional revenues in the next financial year. Okay. So to that extent, your calculation is right. But then, based on that, we are looking at the range of INR52 crores to INR56 crores. So our visibility beginning of the year is better compared with the earlier financial years. That is what is the message.

Manan Madlani: Correct. Okay. And this Hyderabad office, is it on a rental or we own it?

Sunil Kulkarni: No, rental.

Manan Madlani: And how much that would be on a yearly basis?

Sunil Kulkarni: So rent is around INR65,000 to INR75,000 per month, meaning utilities, this, that.

Anil Patwardhan: So here just to add, not all the team members work from the office location...

Sunil Kulkarni: So in this office, it's a rental office, INR65,000 to INR75,000 per month is the rent. And the office is such that some work in the office, some work at client space, and some are working remotely. In that sense, it's more of a shared space or office in a shared office space.

Manan Madlani: Okay. Yes, fair enough. And what is the number for fresh hiring this year?

Sunil Kulkarni: So, currently, at least we are looking at around 30, 35 members to be added in next two quarters.

Manan Madlani: Okay. So they will be on top of 191, which we are having right now, correct?

Sunil Kulkarni: Yes, of course.

Manan Madlani: Okay. And you mentioned earlier, if next year, if the Hyderabad contract gets over and we don't need any employee from that department, we might reduce that number as well, right? Correct?

Sunil Kulkarni: Two aspects. Yes, just to answer. Yes, we can. At the same time, some of these skills can be leveraged at our other customers as well, where we are doing a bit of similar work and so on. And hence, we can, of course, leverage that.

Manan Madlani: Okay. Fair enough. And the last question will be, from our top 10 clients, is there any PSU in them?

Sunil Kulkarni: No.

Manan Madlani: No, okay. And can you quantify how much percentage of the revenue comes from PSU?

Sunil Kulkarni: Today it's not significant at all. It could be around, like, say, INR10 lakhs or INR50 lakhs, less than INR50 lakhs, kind of. These are some demos, some initial work that we did and so on. But it's not significant yet.

Manan Madlani: Okay. So, basic reason is we are not competing on a private level. We want to maintain our margins, right?

Sunil Kulkarni: Yes, correct.

Manan Madlani: Fair enough. Yes, thanks. That's it from my side and I wish you all the best.

Sunil Kulkarni: Thanks.

Moderator: Thank you. The next question is from the line of Brijesh Parekh, an individual investor. Please go ahead.

Brijesh Parekh: Yes. Hi, sir. Thank you again. One question is related to your backlog. Can you specify what is the backlog of orders which you have on hand?

Sunil Kulkarni: Backlog of orders. We, as in, so there are, like, current engagements are continuing. But unlike manufacturing or this thing with, like, we don't have any backlog of orders. I didn't get the question.

Anil Patwardhan: So, Brijesh that is why we talked about the run rate, which is based on our Q4 revenues. In most of the situations, we will continue to work with all those customers who are enterprise accounts and who are strategically important to us. So, that will give us visibility. Naturally, order flow will come in as soon as your existing PO comes to, gets exhausted, the new renewal PO has to come forward.

That is what is our normal experience is. And that's why order book per se is not -- there is no one single figure coming out of the current system.

Brijesh Parikh: Okay. Understood. And can you tell me what was your attrition rate for '23, '24?

Management: It's in the range of 15% to 20%.

Brijesh Parikh: Okay. Now, just one last question from my side. As we, as you mentioned previously, that companies in the world are -- your nature can go to the size of \$50 million to \$100 million dollars in years to come. Just to build something of that nature for Fidel, what, because we need to maintain even the middle, strong middle level management. So, what does the management plan and overview for that?

Like, how do you go about, because as we keep growing, as the target is to grow at around 25% to 30% over the years, we will need some middle level strong management. So, how do you plan about going about building the organization? Any thought on that?

Sunil Kulkarni: Thanks a lot. So, currently today, so today we have, besides the senior management where Mandar and Sushrut are managing the delivery or account management, we have a team of around 15 to 18 members today who have been with us from, let's say, a range of five to 15 years, who have seen this business closely, who have built with us the process together. That said, in last eight quarters, we have added or created new positions and added members who were on the, let's say, the customer side, as in the product company side.

Or who were from, say, product, from vendors or tools development side, whereas we are trying to create a good robust structure of pre-sales, good solutioning or good consulting, where we can hold, handhold some customers from their product journey to globalization journey. So, earlier we would be people like, what do you want to do? We will do it for you. Do you want a translation? Okay. Do you want testing?

Okay. But today, now we are in last year, slowly we are going towards where, you have developed this product -- why don't, have you considered taking it to Asia or have you considered taking it to LATAM? Can we help you with? And then that journey starts. So, we are trying to build these kind of capabilities and we kind of know, because we know our customers who would be the buyers, based on that, we are trying to build a team.

So, I think here, of course, sometimes we are also seeing that some of the skill sets are not available here. There, we are also trying to get some trainers from US or Europe, people who have kind of done that and then they are kind of offering training to our existing team members. So, through these kind of steps, we plan to grow existing management through hiring as well as re-skill our existing members. Yes.

Brijesh Parikh: Okay. That's it from my side. Thank you.

Sunil Kulkarni: Basically, what it is, if there's a technology guy, but who knows, say Assamese or Marathi for us, then it becomes a good combination, language and technology together.

Brijesh Parikh: Is there any plans to collaborate? Because you mentioned that the companies in US are of higher magnitude. So, is there plans to collaborate with them or even in Japan, as you mentioned, that there is a lot of aging population and we already have a good presence out there? How do you plan to expand yourself in those territories?

Sunil Kulkarni: Of course. So, we are also trying, we have signed up some -- in last eight quarters, we have signed some MOUs with some certain clients in Japan or prospects in Japan, where we have said that jointly we can say, develop a team of say, security or cloud expertise or enterprise solution. So, secondly, with US, of course, we have positioned ourselves for certain clients.

Can we be your partners for South Asian languages or not just Indian languages, but South Asian languages or Asian languages because of our time zone of our presence here. So, we are looking continuously to develop partnerships where we can leverage our strength, our geographical presence and our experience so far.

Brijesh Parikh: Okay. And can you throw some light on the E2E network? You signed some MOU recently, right, with them, with the hyperscaler?

Sunil Kulkarni: No, not MOU. We have kind of registered assets as their vendor or partner. So, because we see that going forward with the current rules, data localizing or maintaining data within India would be key. And so, there are also -- such companies when they are working with PSUs or banks or insurance firms, because of this data storage requirement. If we partner with or we become their partners, then we might be able to enter these kind of insurance or banking firms, where again, they might have some requirements for technology plus languages.

Moderator: Thank you. The next question is from the line of Rajiv from Hensex Securities. Please go ahead.

Rajiv: Hello. Yes, my question is from an investor -- Yes, the coming question of mine is from an investor point of view. As we can see, being an investor, as we can see, is it our plan to dilute the equity near future so that there is enough liquidity in the market? Because now, what we can see is many of the investors raise this question. Suppose if we are giving coverage to our company for a research report, then many of our investors are telling, okay, sir, we are having volume issues, or why there is liquidity as 73% is with the management.

And if I'm not wrong, 10% to 15%, 10 to 12% is with some HNI investors. So, liquidity is an issue for a retail investor.

Sunil Kulkarni: Correct.

Rajiv: So, thanks a lot.

Sunil Kulkarni: So, thanks a lot for the question. I can understand the issue. Basically, by next June, we have this, as per the guidelines, we are able to go to the main board. So, that would be a good trigger for us as well, where we'll be able to, meaning this, one is, of course, dilution part, as well as more liquidity part when we go on the main board. So, today, because we are in the SME, there's this lot size, minimum lot size, and such issues. So, hopefully by, and we definitely plan to go on the main board, at least gearing towards that.

Rajiv: Yes, because if we are initiating a coverage, and if we are doing extensive research on our company, and if we are of the opinion that the company is having a great future, and if we are recommending it to our clients, suppose, after all due diligence and all, then the first question that came in investor's mind is that there is a liquidity issue. So, hence, I would ask this question to you.

Sunil Kulkarni: Definitely is valid. And we understand. Yes.

Rajiv: Okay. Yes. Thank you, sir.

Moderator: We'll take the next question from the line of Brijesh Parekh, an Individual Investor. Please go ahead.

Brijesh Parekh: Yes. In your presentation for the inventor, you have mentioned that you are looking at some acquisition as well. How serious are you on that front?

Sunil Kulkarni: Yes. So, we are definitely very much serious. Because now, with going public, we also can leverage our stock as an option to invest. And at the same time, what's happening is, because of various, how the markets have changed in last 10 years, that even the small companies have crazy valuation ideas. So, there, we'll be a bit kind of cautious in terms of diligence and so on. But that said, we are definitely very much serious.

Our idea is how we can go to, let's say, INR100 crores to INR200 crores as quickly as possible in the next two to three years or whatever. So, one is, of course, organic growth, tapping our current customers, developing partnerships, geographical partnerships, as well as technical partnerships. And third is, of course, this inorganic growth, where we are also, because we regularly participate in events in our industry, we get to talk to people, but then there are crazy valuation.

And ideally, we also want those promoters to stay so that we can leverage their bandwidth as well and so on. So, we are a bit cautious on that. But that said, we are definitely very much serious.

Brijesh Parekh: So, do you have anything which you are currently evaluating? Is it at an advanced stage or something of that sort or you're just trying to test the water at this moment? So, do you have anything on your desk which you are seriously evaluating?

Anil Patwardhan: No, no, Brijesh, I think we will have to do some internal exercise to identify such opportunities. And we will have to create our -- should I say, a mandate evaluation template, which will be based on whether we want to add a certain market to our portfolio, whether we want to add certain skill sets to our portfolio, whether we want to look for acquisition of certain customers coming out of that acquisition and then drive the growth within those accounts.

So, I think we are forming up those ideas and we will have to then evaluate what opportunities are available to us. Maybe we'll have to engage some consultant for that purpose and then we'll get into it. Naturally, it's a organic growth, which focus continues. That is what we want to drive at the moment. And while doing that, if we come across something like this, then we don't want to shy away. We would like to evaluate those as well.

Moderator: Thank you. Ladies and gentlemen, as there are no further questions, I would now like to hand the conference over to Mr. Sunil Kulkarni for closing comments. Over to you, sir.

Sunil Kulkarni: Thanks a lot all for your valuable questions and time to participate. We will continue to communicate our activities going forward, share our progress. Please continue to share good word about us, reach out to us with any suggestions, ideas. We'll try to definitely work upon them. Thanks a lot again for participating today. I appreciate it.

Moderator: Thank you, sir. Thank you, members of the management. Ladies and gentlemen, on behalf of Fidel Softech Limited, that concludes this conference. We thank you for joining us and you may now disconnect your lines. Thank you.