

**i-flex solutions**  
**Q208 Quarterly Conference Call**  
**October 26, 2007**

**Moderator:** Good afternoon ladies and gentlemen. I am Prathibha, the moderator, for this conference. Welcome to i-flex Solutions conference call. For the duration of the presentation, all participants' lines will be in the listen-only mode. After the presentation, the question and answer session will be conducted for the participants at the international bridge followed by Q&A session for participants at India. I would now like to hand over to Mr. Vinay. Thank you and over to you sir.

**Vinay:** Thank you, good afternoon. On behalf of i-flex management I welcome you to this quarterly conference call and thank you for joining us. We have with us Mr. N.R.K. Raman, Managing Director and Chief Executive of the company; Mr. Makarand Padalkar, Chief Financial Officer; and Mr. V Shankar, Executive Vice President –Prime Sourcing. Before we commence the presentation, let me draw your attention to the fact that in this call we might make certain forward looking statements within the meaning of the private securities, legislation reforms act 1995. These statements are based on the management's current expectations and are associated with the uncertainty and risk, which could cause the actual results to defer materially from those expected. These uncertainties and risk factors have been explained in detail in our various filings with authorities and i-flex would not undertake any obligation to update this. The forward-looking statements reflect events or circumstances after the date of various filings that we have done. With this I hand over to Raman to commence the management presentation.

**N.R.K. Raman:** Thank you Vinay, friends a very warm welcome to all of you. We closed the quarter with revenue of Rs. 576 Crores under Indian GAAP consolidated showing a very healthy 12% quarter-on-quarter growth and operating income grew by 43% quarter-on-quarter and the net income showed a steadily 138% increase. We have seen several customer projects during the quarter resulting in higher license and implementation revenue. We have new order bookings of \$22 million, a strong demonstration of the positive momentum in the business. This is also reflected in the increased tank size of approximately \$80 million.

Our leadership was acknowledged by an independent leading market research firm in the US. i-flex was recognized as the "Deal Leader" and undisputed heavy weight in the global banking arena. The firm estimated that i-flex signs 20% of the global banking deals by far the highest for a solution provider in this category.

On the product business front, we have won 8 new customers in the quarter across number of key markets with 3 of them for regional and multi-country deployments. We have discussed with you in the past about our initiatives in the Islamic banking area, our sustained investments in this area are delivering strong results. We are segmenting the market and targeting specific regions market, for example our Investor Services solution recently enhanced using web services, process framework and J2EE architecture has served marquee customers such as Old Mutual Investor Group, HSBC, Allen Gray etc. across Asia, Africa, and Europe. We have also seen good traction for our lending solutions with leading auto and consumer finance companies.

FLEXCUBE have completes the decade of market leadership from small but successful beginning that it had in 1997, FLEXCUBE today is the back bone of several leading financial institutions across the globe for their transaction processing requirements. The product has been enriched substantially and continually over these years both functionally, technically, as well as from the usability viewpoint. In the recently concluded SIBOS event in Boston, we have announced the launch of FLEXCUBE universal banking solution release 10.0. This new release enables banks to standardize, transform, and optimize their business processes. FLEXCUBE release 10.0, in addition to significant

functional enhancements, has the J2EE architecture and a new user interface leveraging industry standard BPEL and business activity monitoring technologies. FLEXCUBE also brings strong business process management capability. A diverse set of web services covering all transaction operation and process orchestration requirements have been provided for participation in a Service Oriented Architecture. The tank size, which as you know, we announce at the end of every quarter, which is contracted but get unrecognized license fee revenue stands at \$80 million, an increase of over \$5 million over last quarter.

Our services business overall showed good growth in the revenue on quarter-on-quarter basis. The business signed 5 new customers in the quarter creating a platform to growth from at \$60.4 million our services business showed a growth of 7% quarter-on-quarter and 19% year-on-year basis in dollar terms. In the Technology Deployment and Management line of business, we had announced the launch of i-RIMS offering for remote infrastructure management services to our banking customers. This new business is taking concrete shape as we see more customers going live on that solutions and realizing value from their investment.

The joint engagement with Oracle continues on multiple fronts, our joint sales in marketing activity to promote the banking and risk solutions is seeing market success with one large deal signed in Japan this quarter. We are continuing to make progress in creating comprehensive footprint pre-integrated solution using Service Oriented Architecture and Fusion middleware. Our joint promotion during the recently concluded SIBOS event and the plans to participate in the Oracle Open World will certainly help strengthen the prospect pipeline.

To summarize, we provide an end-to-end coverage of products and services for the complex needs for the financial services industry. With several enhanced offerings and greater market reach, the times ahead are going to be even more exciting and rewarding. We are progressing well on our goal of being a leading provider of solutions to the financial services industry worldwide. Let me now hand over to Makarand Padalkar for a detailed update on the numbers, thank you.

**Makarand Padalkar:** Thanks Raman. As Raman said, we closed the quarter with a revenue of Rs 576 Crores under consolidated Indian GAAP posting a 12% quarter-on-quarter increase. The revenue growth, as you know, was driven by the strong deal flow and the execution of the project and all this has a very positive impact on the margins of this quarter. While the gross margin, gross income increased 24% quarter-on-quarter. The operating and net income increased 43% and 138% respectively and the net profitability between last quarter to this quarter improved by 8%. Under US GAAP, the revenue increased 10% sequentially to Rs. 584 Crores.

The gross margin improved from 38% to 41% and the net margins improved 8% to 11% on a quarter-on-quarter basis. At the EBITDA level, the EBITDA margins are around 14% and as regards the operating income we had additional depreciation and amortization cost in this quarter with which the operating income grew 8% on the quarter-on-quarter basis. On the non-GAAP basis, which is under US GAAP the operating income, however, has posted an increase of 21% on a sequential basis. And this overall situation is a very positive situation from a margin and the profitability point of view.

In terms of the exchange situation, as you know, the situation is volatile and we have followed a prudent hedging strategy. This strategy along with the diversified nature of our revenues has ensured that we posted a benefit this quarter to the tune of 6.4 Crores as against the loss recorded in the last quarter to the tune of 1.2 Crores. We have as of September 30, 2007 approximately \$116 million of coverage at an average rate of about 43.79.

Let me talk a little bit about the segmental performance. The product business grew 18% quarter-on-quarter and 46% on a year-on-year basis in consolidated Indian GAAP. Overall, the margins in the product business improved from 23% to 31% on a quarter-on-quarter basis. The services business posted a 5% quarter-on-quarter increase and again the good news here is the share of the revenues from non-Citi account has further increased in the quarter and it stood at 65% as against 54% in the

previous quarter. The utilization has improved from 70% to a healthy 77%. The margins in the services business, however, are lower in this quarter as we have added a large full of freshers and lateral staff, which are still under training and therefore as they get into the billings the margins would improve further.

In the quarter, we added a net of 1245 employees taking the group staff strength to 10,778 at the end of September. With the wage increase in various other measures that we have taken, the attrition rate this quarter has actually come down by almost 1.5% in the quarter and that is something we have seen in the positive trend. On the collection front, you know we have continued to make progress as you would see the DSO has shown a slight increase, but the quality of the receivable has shown a good progress. The receivable pending for greater than 90 days reduced almost by 12% to 13% in the quarter as compared to the figure, which was there in the last quarter.

Let me now cover some other heads of expenses; first there is a significant increase in the sales and marketing line and you know this is partly a seasonal trend that we see in the sales and marketing line. One of thing that we have done this quarter is the provision for the doubtful debts which used to appear under G&A line, now is getting reported under the sales and marketing line where as we believe it is more appropriate. The general and administration expenses increased on a quarter-on-quarter basis by approximately 5 Crores and this increase is largely due to some of the higher rental expenses. We have commissioned our own office in Goregaon, but the rentals for the earlier facilities are probably continuing in this quarter as well, so there is a double impact of that which essentially is causing that increase.

In terms of taxation, the effective tax rate this quarter is at 10.9% as against 12.3% in the last quarter. The reduction we see is on two counts; one is because of the MAT credit and there is some reduction in the taxation in our European subsidiary, both of which are combining to give the positive benefit.

Before I conclude, it has been decided do away with the publishing of the audited US GAAP numbers every quarter, this we have found the redundant, looking at the needs of the investors as we understand and the current shareholding pattern. As our numbers now get consolidated with Oracle numbers, in any case we would be preparing the US GAAP numbers as a general-purpose accounting statement. With this I would conclude the overall summary of the financial analysis and I would hand over the proceedings to the moderator for the question and answer session, thank you.

**Moderator:** Thank you very much sir. At this moment, I would like to hand over the proceedings to Salbia to conduct the Q&A session for the participants at the international bridge, this will be followed by Q&A session at India. Thank you and over to you Salbia.

**Salbia:** Thank you Prathibha. We will now begin the Q&A session for participants connected to the international bridge. Please press 01 to ask a question. Our first question is from Mythilee Balakrishnan of JP Morgan.

**Mythilee Balakrishnan:** Hi this is Mythilee Balakrishnan from JP Morgan. I just had a couple of questions; the first was on demand environment. Could you just give some commentary on what you are seeing in terms of demand especially from the US region and secondly could you also give us some detail on what exactly do you expect in services margin going ahead?

**N.R.K. Raman:** Yeah the demand we see is continuing in the US market except in the mortgage of the subprime area obviously there is an impact due to the crisis that is happening in the US, but in general the IT spend on financial services is not showing any significant slow down, so we continued to participate in many of the RSP process and we do see significant demand for our products and services from the US market. Now in terms of margins as Mak said we have taken about 800 freshers who all have come in this quarter, they are under training, so not been deployed so the cost would come on are numbers and as they get deployed in future that should help us improve our margins, so that is basically the answer to both parts of your question.

**Mythilee Balakrishnan:** Thank you I also had one more question, which is on the average deal size, are you seeing any trend in terms of increasing your deal size in the product side business?

**N.R.K. Raman:** Yes clearly we are seeing larger deals happening. This quarter itself we have signed 3 fairly large deals in Japan, in Europe, and we do see that the need for replacement of core banking solutions or large outsourcing is continuing and definitely the average deal size therefore is also going up as this is so much larger projects and we are seeing happening.

**Mythilee Balakrishnan:** Thank you that is all from me.

**Salbia:** Thank you sir, actually Mythilee Balakrishnan is from JP Morgan. Participants who wish to ask questions please press 01 now. Once again please press 01 to ask a question. At this moment, there are no questions from participants at international bridge, I would now like to hand over the proceedings back to Prathibha.

**Moderator:** Thank you very much Salbia. We will now begin the Q&A interactive session for participants connected to India bridge. Participants who wish to ask questions please press \*1 on your touchtone enabled telephone keypad. On pressing \*1 participants will get a chance to present their questions on a first-in-line basis. Participants are requested to kindly restrict to only one question in the initial round of Q&A session. Please use only handsets while asking a question. To ask a question please press \*1 now. First in line we have Mr. Kunal from Edelweiss Securities.

**Kunal:** Hi sir if you could highlight some of the wins in the services business, you have seen a strong head count addition actually it is across all the segments, but specifically in the services and if you could give some number as to you know how should we see the services margins improving going forward?

**N.R.K. Raman:** Yeah, basically on the services side of the business, there are two things; one is that renewal of contracts of the existing customers we have done with one of our customers in US which is multiyear kind of contract with about 4% to 5% better rates in concluding that contract and besides that we have opened up other new account this quarter and these customers will become the base foundation for subsequent growth in the coming quarter. Shankar from PrimeSourcing may want to add some more things on the services front.

**Shankar:** Specifically some of these customers were may be we have won \_\_\_\_ from this quarter they provide opportunities for integrated services so there are opportunities opening up for the sub-lines of services business and so the recruitment that we are doing and the training that we are doing, they are in line with the projections we have made against that so that should help us in placing them also in a better way and that should help them much. One of the things that I would like to add here is that we have created competency centers in PrimeSourcing around specific solution domain areas, for example payment enterprise GL and financial applications. We are having at least 3 such projects currently under way which are large projects for our international clients where we are using global delivery model onsite-offshore to deliver cross border global payments solutions as well as automating the enterprise GL financials and this is happening in APAC and Europe primarily so I think these are some of the initiatives that are going to help us to push up the services business and improve the margins over a period of time.

**Kunal:** So even those are coming at about 4% to 5% higher rates?

**Shankar:** Not all of them, but definitely wherever there is specific skill which is hard to get and which takes investment etc. specific domain areas we are able to charge better.

**Kunal:** Okay Sir and the second question is relating to the Equinox we have seen that still it is going and undergoing investment mode when should we see that contributing to the EBITDA?

**N.R.K. Raman:** I cannot give you the quarter or when exactly it is going to come to that, basically it will end cash positive this year and we are expecting that as we are doing more and more investments, we are building the foundation for the future, so if you know we had acquired Equinox which is primarily in the Mortgage lending area, but today we have invested and we have created new capabilities which will enable us to provide KPO and business process outsourcing around asset reconciliation, credit card, foreign exchange, credit finance and those areas and these are all platform based, our own platforms like FLEXCUBE which we want to leverage and therefore extend the scope of services that we offer under our KPO.

**Kunal:** So Sir are any proportion of revenues is exposed to Mortgage related or which would be impacted?

**Makarand Padalkar:** Very small, there is some small portion of the revenue for Equinox, which is exposed to the Mortgage origination area, which primarily we believe has been affected, but that in the overall scheme of i-flex would be probably less than 0.5% the total revenues, so overall basis this is I do not think has got any significant impact.

**N.R.K. Raman:** In fact the last quarter and this quarter if you see the KPO revenues, it is primarily in the Mortgage areas through Equinox unit and a sort of that is trade up the expansion plans in that area is probably something that we are reviewing depending on how the customers want to handle the future transactions so that is something which we will take action after talking to our prospects and customers.

**Kunal:** Okay, thanks a lot, helpful.

**Moderator:** Thank you very much sir. Participants are requested kindly restrict to one question in the initial round. Next in line we have Mr. Sujit from Iredna Research.

**Sujit:** Good evening gentlemen, just one question that is on FOREX gain that you would have had in this quarter compared to the last quarter, can you give the numbers on US GAAP basis?

**Makarand Padalkar:** Last quarter we actually had a loss of 1.2 Crores in the quarter as against that we had seen a gain of 6.4.

**Sujit:** This is on US GAAP consolidated basis.

**Vinay:** Hello I am Vinay here, on exchange loss point of view in the last quarter in US GAAP we have made an exchange loss of about Rs. 11 Crores as against that the exchange gain in this particular quarter is about Rs. 6 Crores.

**Sujit:** Okay, thanks a lot.

**Moderator:** Thank you very much sir. Next question comes from the line of Mr. Anthony Millar of Arete Research.

**Anthony:** Good afternoon gentlemen, I am curious about your infrastructure management business, I was not there you really begin that area, is it something you are solely offering to your existing clients or is it being going to be abroad open market offering, can you just say a little bit about which sort of clients you are approaching and how will you differentiate your service from the infrastructure management offerings of so many other Indians who have strongly in this market?

**N.R.K. Raman:** Yeah good question, basically we have been offering it as value added services to our customers whom we are engaging in products as well as our PrimeSourcing area and what we have seen is that many of our customers do require services which a sort of help them in migration in

technology, deployment, in system administration, information security, network security, continuity of business, data center, and stuff like that and once we have a relationship with the customer then we are able to sort of leverage that and then able to offer some of these additional services to those customers. So really you know we are basically complementing and helping our major lines of business with the technology deployment services and that is how we have grown this business and we are seeing good source of value from the customer's perspective as they deal with one supplier for end-to-end services.

**Anthony:** How many customers do you have with this service currently and which geographies?

**N.R.K. Raman:** Sorry can you repeat the question?

**Anthony:** Yes of course, how many customers do you have using these services at the moment and which geographies are they?

**N.R.K. Raman:** Yeah basically we have around 20 customers now for this line of business and they are in Asia Pacific region primarily and some in North America.

**Anthony:** And in these customers you are now running whole infrastructure, not just the banking, banking specific in FLEXCUBE you are running whole infrastructure for them?

**N.R.K. Raman:** It is different for different customers for some of them we are just providing very specific services like setting up and testing their continuity of business requirement during the entire planning, testing, setting up, and handing over. Some of them we are doing remote infrastructure management which includes managing service, debt stock, network, so it varies, you know we have different types of arrangements we are having with the customers for some of them we are actually managing the deployment of say database, FLEXCUBE, and then sort of managing the house keeping and system administration activities on an ongoing basis.

**Anthony:** That is fine. I have another one on the different subject though. Just a quick update on the competitive landscape if you please whether there is any change in who you are meeting, who you are winning against who you are losing too?

**N.R.K. Raman:** Well there is no dramatic change it is pretty much similar competitors that we come across in different parts of the world so the landscape has not changed dramatically, there are obviously some newer players and local players who come across in different points in time so we do come across some of the local players as well as the international competition is concerned, it is pretty much the same.

**Anthony:** Thank you very much.

**N.R.K. Raman:** Yes, ok

**Moderator:** Thank you very much sir. Our next question comes from the line of Mr. Sunil with Credit Suisse.

**Sunil:** Hello sir good afternoon, I just have a couple of questions I will come back for the rest later. So firstly in the product side, it has been really good performance this quarter, I just wanted to know what went right this time and how can we see that going forward?

**N.R.K. Raman:** Well the product business is seen very good performance based on the kind of license bookings we have done, we have done about \$22 million in terms of license booking and actually accruing of license about \$17.5 million and also some of the large deployment projects have got concluded and successfully executed, which helped us to recognize the revenue so that is really sort of what has happened and based on all the new signings the tank size which is the license fee

contracted, but yet to be delivered and recognized that has also gone up by \$80 million and the effect of all of this will flow through in the subsequent quarters as we deliver the projects and interesting thing is that we continued to sign at least 2 or 3 multi-country deployment deals in the past few quarters and this quarter also we have done that so these are all potentially good future growth prospects for the product business.

**Sunil:** And in particular if you could go into your implementation fees, AMC, and license fees?

**Makarand Padalkar:** Yeah license fee is about 21% of the products revenue, in terms of AMC it is about 18% and the rest is really the professional fees for implementation and some amount of product customization fees.

**Sunil:** Okay sir and on your services side what was the volume growth and growth from the building rate or pricing improvement that you have got?

**N.R.K. Raman:** In terms of pricing improvement we have seen about I would say 2 to 2.5% rising improvement and partly what you have also seen is as the revenue mix shift more towards non Citi accounts the pricing mix becomes better so that is really the main factor which has helped.

**Sunil:** Okay and so would volume growth that be around 2% to 2.5% as well, in that case?

**Shankar:** We need to check on the volume growth, I can come back to you on that.

**Sunil:** Okay I will come back later with my questions.

**Moderator:** Thank you very much sir. Participants who wish to ask questions please press \*1 now. Next question comes from the line of Mr. Ashish Agarwal with IL&FS Investmart.

**Ashish Agarwal:** Sir I have just some clarification, the utilization which you have given is it without trainees or with trainees?

**Makarand Padalkar:** Without trainees.

**Ashish Agarwal:** And what would be with trainees?

**Makarand Padalkar:** I do not think I have that number, I can compute that and give the numbers to you.

**Ashish Agarwal:** Okay thank you sir.

**Moderator:** Thank you very much sir. Next question comes from the line of Kripal Maniyar of ICICI securities.

**Kripal:** Hello sir.

**Makarand Padalkar:** Yeah.

**Kripal:** Sir I would like to know more about product FLEXCUBE lending, in the sense who are the other players and what is this product exactly and what are the target customers and geographies you are looking for?

**N.R.K. Raman:** See if you recollect some years back we have acquired Super Solutions Company in US which is primarily focusing on non-banking financial institutions and the product was a break so we successfully sold that to NDFC in North America and few in Europe and Japan. Now we have find a further enhancing it, we have come out with a new release which has complete service oriented

architecture with process framework and J2EE component and we believe this FLEXCUBE lending fees can be integrated with our larger core banking and sold to our banking customers and we are seeing a sort of very good reception to this launch of the new version of our lending suite. In terms of competition we do come across lots of players in different part of the world some of them are very point solutions and in different markets like \_\_\_\_\_ for example and there are other solutions which are locals in different regions that we operate so we have a number of players that we come across the competition but our USP is that we can not only address the lending requirement, but we can actually provide an end-to-end platform which combine lending servicing collection plus the ability to handle extend to normal deposit account, check-in accounts and various other banking operations, so that is the kind of USP we are able to provide to our customers.

**Kripal:** And sir any idea about what size of the market for this product?

**N.R.K. Raman:** There is separate estimate specifically for the lending solution, but the estimated size as you know for the package software itself is about \$7 billion globally and lending is part of that particular opportunity size that we are addressing.

**Kripal:** Okay sir thanks a lot.

**Moderator:** Thank you very much sir. Next question comes from the line of Md. Jindal with Dolat Capital market.

**Ms. Jindal:** Hello.

**Moderator:** Yes madam, please go ahead with your question.

**Ms. Jindal:** Can you tell me the margins on your product business and the service business which you draw?

**N.R.K. Raman:** Yes. The margins on the product business the operating level is 24% and in the services business what we have seen this quarter is 9%.

**Ms. Jindal:** Okay and any specific strategy adopted to further push up product business margin because normally companies in such business, they go ahead achieving higher margins any specific strategy you adopted?

**N.R.K. Raman:** See the first thing that you have to see these numbers in the margin in the light of also the kind of things that we are doing the investments that we are continuing to make some of the things that affect the margins is the kind of cost that we are taking on acquisitions, for example we had acquired Mantas last year and that impact has started coming in and we have also formed the subsidiary in Greece you know to provide local capability to our customers and we have acquired other products during the past couple of years, so there is clearly ongoing investments if we are making and we see the cost of acquisitions, the amortizations on the intangible assets and plus stock compensation related costs coming on to us, but we believe that these investments are important to sustain the leadership of our product business and if you start paying off over the longer term and we believe that some of these are prudent investment, we also do investments in the R&D where we are continuously enhancing the functionality and technology of our solution and we did launched a new release of our universal banking system FLEXCUBE release 10.0 in the recently concluded SIBOS event, so these investments we will continue to make as you believe that they are needed for the future growth of our business.

**Ms. Jindal:** Right and one more thing about your pricing in the product business and the service business, is it something like that especially in your product business that you price it differently depending upon the geographies or depending on the brand, which you have created of your product or how do you go about it?

**N.R.K. Raman:** Yeah we have basically fairly sort of well structured pricing methodology for our product depending on the business area that we are addressing and also on industry standard kind of models where for example if you are addressing the retail banking business requirement then number of customer accounts and parameters that you would base your pricing on so we do have basically very robust methodology and we also tend to have sensitive factors built in for regional pricing so that takes care of.

**Ms. Jindal:** Okay and last thing about your service business, any specific driving strategy or how does it like work in the service business?

**N.R.K. Raman:** Well you know services business basically we have multiple models in which we engage with our customers and predominantly we are moving towards a model where we are able to offer on a turnkey basis solutions to our customers you know than merely on a timing material basis, so our strategy is first of all move more and more work offshore, which then gives us better profitability and also move from just TNM basis to fixed price turnkey basis which allows us to bring in components, productivity improvement and then gain better sort of margins at the end of the day.

**Ms. Jindal:** Right I think that answers my question, thank you so much and congratulations for the numbers.

**N.R.K. Raman:** Thank you.

**Moderator:** Thank you very much madam. Next in line we have a follow-up question from Mr. Sunil with Credit Suisse.

**Sunil:** Hi sir, thank you for taking a follow-up. I just want to clarify; you have mentioned that you would not be realizing the US GAAP numbers going forward?

**Makarand Padalkar:** That is correct.

**Sunil:** Okay and sir I just had one more question, sir if I compare this quarter's numbers on a year-on-year basis what could be the would that be an impact on the acquisitions or Mantas or?

**Makarand Padalkar:** Yeah I mean clearly the impact of Mantas amortization cost would be based on this quarter, in September 2006, just one second.

**Sunil:** I am also looking at the top line?

**Makarand Padalkar:** Yeah while top line impact is there in terms of cost, clearly the amortization costs are there, we also had another entity in Greece, which we \_\_\_\_\_ 90% in the last quarter and that has also contributed to the additional amortization cost coming in this quarter.

**Sunil:** Can I know the contribution to the top line from these?

**Makarand Padalkar:** In terms of SA the contribution is not there in terms of revenue this quarter. In terms of contribution from Mantas it is about 6 million for the quarter.

**Sunil:** \$6 million?

**Makarand Padalkar:** \$6 million in this quarter.

**Sunil:** Okay and this would be the one which would have not been present last year, okay thank you very much.

**Moderator:** Thank you very much sir. Participants who wish to ask questions may please press \* 1 now. At this moment, there are no further questions from participants. I would like to hand over the floor back to Mr. Vinay for final remarks.

**N.R.K. Raman:** Yeah this is Raman here, thanks very much to everyone who has joined the call and I hope we have been able to answer all your questions, but if there are further clarifications or queries that you may want to send to us, please contact Vinay Ketker or Makarand Padalkar, we would be more than happy to respond your questions and our numbers and other details are already be on the website as well. So until next quarter thank you very much and have a good day.

**Moderator:** Ladies and gentlemen thank you for choosing Webex conferencing service. That concludes this conference call, thank you for your participation. You may now disconnect your lines thank you and have a nice day.

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