

Transcript

Conference Call of PTC India Financial Services Limited

Event Date / Time : 10th June 2021, 04:00 PM IST

Event Duration : 1 hour 38 mins

Presentation Session

Moderator: Good evening ladies and gentlemen, I am Bharathi moderator for the conference call. On behalf of S-Ancial Technologies, we welcome you to the Q4FY21 earnings conference call of PTC India Financial Services Limited. As a reminder all participants will be in 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 touchstone telephone. Please note this conference is recorded. I would now like to handover the floor to Mr. Nikunj Seth of S-Ancial Technologies. Thank you and over to you sir.

Nikunj Seth: Good evening everyone. On behalf of S-Ancial Technologies, I welcome you all to the Q4 & FY21 earnings conference call of PTC India Financial Services Limited. We have with us Dr. Pawan Singh, MD and CEO, PTC India Financial Services. I now request Dr. Pawan Singh to start with the opening remarks.

Dr. Pawan Singh: Good evening everybody and thank you so much for joining our call today. I hope each one of you who have joined, your families have been safe and you have been in good health. Wherever somebody has been affected I hope they are in a good condition now. In my own company, in the first wave of COVID, we hardly very solitary case of people were affected. But in the phase two of the pandemic, a large number of my officers were infected by the pandemic. Though, very few of them had to be hospitalized and fortunately everybody has almost come out of the situation. Of course, the trauma is there in some cases. That way what situation was prevailing in Delhi, touchwood as compared to what it was, people have been able to handle it efficiently. Things have been good by for PFS from health angle. And I expect that things would be much better, because Bombay I believe was much better managed the way Delhi, this crisis went beyond proportion. As far as PFS is concerned, in the backdrop we are presenting, in that scenario we are presenting our Q4 results. And let me first of all tell you for the entire year we were able to do a sanction of about Rs. 4,100 Crores, against the actual sanction of about Rs. 3,000 crores in the corresponding year. So, despite COVID our sanctions have substantially, almost 30% increase in the sanction took place. Disbursement we were able to do as much as, a little better than what we did last year. It was close to Rs. 2,590 Crore and this time we did close to about Rs. 2,700 crores of disbursement. So, there was some improvement in disbursement. This was not withstanding the fact that the first quarter we hardly did any disbursement and second quarter also we were very, very cautious on making the disbursements. Despite that we have been able to do a very large quantity of sanction and disbursement.

So, on the business side we are continuing to be optimistic and bullish and the first quarter which is going on now, the growth in business, from that angle also is flowing into the next quarter. Also, when I talk about business what is very important for each one of us to know that we are trying to present ourselves as a green sustainable infrastructure finance company. Another part of this green sustainable infrastructure finance company what we call our motto is conditionality in sustainability. Not only are we doing green sustainable projects, but we are bringing additionality. So that may quiz you a little bit as to what I am talking about in the additionality factor. What we are now focusing substantially is things like waste management, urban sanitation, sewage treatment plants, water infrastructure, electrical mobility, decentralized power generation renewable and that is an area and of course the third party PPA or what we call group captive renewable energy, where many of the conventional lenders are not very bullish. That is the space which we are trying to capture. Of course, this is business going forward.

Fortunately, what has happened is that in this space a lot of regulatory clarity is now available than what it was before and very robust PPP models are being thrown open in areas of urban sanitation, clean water management, e-mobility, e-vehicle manufacturing. So that has given a good opportunity and we have started in a very substantial way that we have started. Of course, renewable still continues to be a very significant portion of our loan book and additional business also renewable finds its own importance, the way it has found in the past. Also, the new areas which I have mentioned fall into our priority. The road HAM projects, again we put it in the same category, almost similar category, the size, of course it is growing. Today it does not constitute a large portion but whatever in fact sanction or distribution we did, road constituted almost 10% of our peak sanction and distribution and even the e-mobility constituted almost 10% of the sanction, which we did in the going by financial year.

So, business has been, despite COVID and hiccups in the first two quarters we have been able to make up on the business and as I said, we are bullish, the sanction and disbursements, we continue to do and this year we will get the advantage of what we missed in the first two quarters; other than the third and fourth quarter what we did, an improvement over that in the first and second quarter, we would try to also do it the way which we had done the first and second quarter. So far in this quarter itself we have already done sanctions close to about Rs. 1,400 crores and one more board meeting we are planning by third week of this month and then we will try to do more sanctions. So, we are fairly upbeat about the business growth.

Of course, coming to the performance of the company, in fact the details will be given by our colleagues Mr. Naveen Kumar, who would also give you a business overview, risk and challenges, constraints and so on. And of course, followed by Mr. Sanjay Rustagi, who would give you an in-depth financial numbers.

But just to give you an overall bird's eye view of the financial numbers, the very important thing here is that NII, which I would say is the heart of any banking or financial institution. So NII improved substantially. In the corresponding quarter last year when it was Rs. 91.87 crores, improved to Rs. 96.48 crores in Q4FY21. So, if I compare it with the previous quarter, then it has gone up from Rs. 77 crores to Rs. 96.48 crores. On the yield, it was 11.13 and the cost of fund was, for the year was 8.42 and spread has been for the quarter close to 3% and quarterly net interest margin has been close to 4.24%. Gross NPA stands at 7.64 compared to 8.44 in previous quarters and net NPA comes

down from 4.46 to 3.04. This is our performance from a bird's eye view. And what is very important is that our provision coverage ratio has gone up to 62%.

Also, very important to know is that the net NPAs which we have today, today we have a net NPA of Rs. 313 crores and out of this Rs. 313 crores in three large accounts which we have in the net NPA, which is NRSS, which is roughly about Rs. 207 crores gross NPA and roughly about Rs. 158 net NPA and another one is Meenakshi where gross NPA is Rs. 150 and net NPA is close to about Rs. 70 crores. So, 158 plus.... 248 crores, which is out of this Rs. 313 crores, We have already reached the resolution process and hopefully in case of analysis we have also the bidding route and we have got three bids and hopefully within a week the company would finalize the bid and we would put up the bid proposal in the next board meeting for the approval. As far as the other project which I said, Meenakshi there also, through NCLT route, the resolution offer has come and as soon as we, because NCLT wants to close them in this month, this month only the NCLT has to start its working, so this resolution plan will be filed before the NCLT for the resolution. So, this is of course of gross NPA and net NPA that is Rs. 248 crores.

The other items which of course in detail will be taken by my colleague in his detailed presentation against what was the net NPA and what is the current outstanding. Now we are almost towards the end of the provisioning cycle. Normally because NII close to about Rs. 100 crores, this year we would have made a very good profit, except that in one case we did the provisioning of close to roughly about Rs. 87-88 crores and this is NSL Nagapatnam. But we have a resolution offer of 90 crores which is under consideration of board and till board takes a final decision on that, as a matter of prudent good corporate governance and reporting we have done it as, we have showed it, we have made the provision in this quarter and because of that what had to come as a profit, we have net Rs. 53 crores loss. If we had not provided for this amount, to that extent we would have made profit in our books.

Also, there was this whole issue of land in which PTC as a Group had invested. And we as a part of PTC Group also had decided we will set up a separate office and that land, a part of recovery has happened. And part of recovery is with the State government where it will be time taking. So, both we have decided to make provision for that additional Rs. 10 crores. So, this would also under normal situation would have added to our profitability. So as far as all our operating parameters are concerned, the NIMs, the spreads, gross and net NPA, the NII figure, cost of funds everywhere we have been able to show distinct improvement. Not only have we shown improvement, but the trend will be continued. So, two takeaways from my initial remarks should be, that we are going to grow substantially and the growth as I said two quarters last year had not happened and that will be compensated also in the current year. We would continue to focus on new areas, in additionality and sustainability where opportunities are there apart from our traditional renewable and road HAM projects and other infrastructure projects.

Of course, on the liquidity front which continued to be a challenge last year; at least liquidity now is very comfortable and we always had over bought position except last about 18 months which went by where post IL&FS crisis generally NBFC's were facing problem and we also had to go through that challenge. But today we have ample liquidity close to Rs. 1,800 crores, undrawn limit is available with us. So that gives us liquidity in two aspects. One is of course liquidity itself which gives us the comfort and our long term to short term ratio is also very good. It is over 91% long-term. So that gives us an opportunity too also because when you are over bought, it gives you an opportunity to

reduce your cost of capital. So going forward we should be able to further reduce our cost of capital substantially.

Also, it is very important that as I said the net NPA has come to Rs. 313 crores and most of it, in fact as I said most of it is the resolution plan is at a very advanced stage. I would say a very, very significant portion of this amount is at a very, very advanced stage. And all these cases we are going to get our value close to the book value of the asset. So, that is why I said probably we have reached the end of the provisioning cycle, because all these cases of our stressed assets were legacy assets, primarily rising of thermal assets and solitary one or two hydro assets. So, from that angle probably that pain which had been hurting us for so many years, the last pain of it is also reflected in this quarter's result, but then there is silver lining there, because as I have already said that Rs. 90 crore offer is available with us. So that offer is subject to certain conditions it will be taken to the board for approval. So that means that not only the provisions would be substantially reduced or I would even take the liberty of saying very, very insignificant kind of provisions should happen in future. But, if we are able to sail it through with one or two riders which are there and which we are able to sail it through our board, in the next few months, then probably this Rs.90 crore also will be seeing the light of day and would see some kind of write back possibility also happening.

So, with a lot of optimism at this time because, I've been always saying that we are reaching towards the end of the tunnel. But now I can safely say that we have come out of the tunnel. So that would be my punch line. Once you have come out of the tunnel and you are on the Highway, then your speed, acceleration and nature of business is totally different from what you have done in the past. Thank you so much and I leave it to my colleagues, at first to Mr. Naveen-ji and then of course the detailed numbers by Sanjay and of course Sanjay will also give you an analysis of the numbers, some qualitative analysis to back that numbers, how these numbers not only look in figures but also qualitatively reflect. And then of course we will be very happy to take any question of yours. Thank you so much. Over to Naveen-ji.

Naveen Kumar: Thank you Pawan Singh-ji. Good evening friends. It is always a privilege to interact with you all. Just to explain a few things from my side, despite a turbulent year being faced by the economy as is known to everyone, PFS could still sanction debt aggregating to about Rs. 4,098 crores in the financial year 2020-2021. If we see initially, the sanction was low in the first half of the financial year 2021 due to the impact of the COVID-19, because of which PFS could sanction around Rs. 350 crores during this period. As we shared in the past also there were different kinds of problems being faced such as not many projects were coming up, there was delay in getting clearances, linkages etc. So, the sum total of all these things, it resulted in getting very few projects and the process of sanction of loan getting slowed down with all the financial institution, NBFCs etc. However, PFS picked up its operation in the second half of the financial year 2021 and could sanction additional amount of about more than Rs. 4,000 crores in the second half of the financial year 2021. And this included a sanction of around Rs. 2,300 crores alone in the quarter four of the financial year.

Friends, during the year PFS forayed into new sectors like e-mobility space wherein PFS sanctioned around Rs. 400 crores to three projects. Additionally, PFS also sanctioned around Rs. 86 crores to one of the sewage treatment plants in Patna under Namami Gange programme for which loan agreement has already been signed. As you may kindly recollect, a similar project was earlier sanctioned in the Prayagraj area under Namami Gange Programme. We are continuing with our endeavor in this area also.

PFS is also endeavoring to foray into newer segments like railway wagons, de-salination plants, charging infrastructure for e-vehicles, for which various opportunities are being explored. And during the last year also we had worked very hard to locate the opportunities. During the financial year 21, PFS disbursed about Rs. 2,650 crores which includes disbursement of Rs. 1,331 crores alone in the quarter four. Due to slow economic activity during the first half of the financial year 2021, where we could disburse about Rs. 435 crores in the first half and which picked up later on and during the second half the disbursement achieved was more than Rs. 2,200 crores and this indicates that as soon as the situation started improving, and some improvement was noticed, immediately we focused our energies in this area. We came into action and we grabbed available opportunities and enhanced our sanction and disbursement in a significant manner.

Now, just to share with you or to summarize the portfolio summary as on 31st March 2021, the total sanctions, are of the order of Rs. 15,380 crores and disbursement are of the order of Rs. 12,470 crores. Total outstanding is about Rs. 10,752 crores. This outstanding constitutes generation domain as about 52%, transmission segment about 6%, roads around 8% and port is around 1.4%, then water infra is around 0.3%, electrical mobility is 2.2% and then corporate debt is of the order of about 32%, which includes the State sector discoms, then private sector power projects and some non-energy value projects also.

Friends, PFS does not foresee any significant concerns in case of borrowers, where projects have been commissioned and completed. Projects which are under construction like road and transmission projects, concerned government authorities have given extension for completion of projects in many cases. Many projects got completed even during COVID-19 period and though there are challenges with respect to the payment cycle with a few discoms like Telangana and AP discom to our borrowers, but in almost all the cases the promoters are bringing sufficient cash to address cash flow mismatch. AP discom has released certain payments during the fourth quarter of the financial year 2020-2021. And what I understand the next hearing in AP High Court is scheduled on 28th June, 2021 and all the developers are expecting favorable decision in this regard.

Regarding our monitoring endeavors, we keep a close eye on the project with respect to PLF, billing, payment cycle, monitoring of TRA accounts, financial analysis. We undertake site visits. Our lender independent engineers, also undertake the site visits. We review their performance, they submit the reports, we analyze such reports critically. The same is true for our lender financial advisor also, which helps to ensure timely servicing of debt and identifying the stress at an early stage. Our monitoring team is all set to look into such kind of issues. In case of any abnormality observed, we take all the necessary steps with borrowers to keep the things in shape. Our early warning signal framework has been well established over the years, which is linked with internal credit grading mechanism. This helps the company in identifying the stress in the loan accounts at early stage itself and because of that we are able to identify loan accounts having problem in the initial stage and many projects have been prevented from slippage into NPA accounts by taking early steps, corrective measures such as reduction in O&M cost even up to 40% to 50%, improvement in plant load factors, closure of some loan accounts by ensuring early repayments. With rigorous monitoring, EWS loan accounts have significantly been reduced to only about six to seven accounts and we see further drop of another one or two accounts in this first quarter of financial year 2022 itself.

Risk grading model is all there in SAP. On reset date, nodal officers from monitoring initiates the workflow which is approved by the monitoring head. And this is reviewed by our risk team, nodal officers and post all the checks and satisfaction, it is approved by the risk unit head. So, double checking is there in this regard. Risk grading is an annual process and each account is assessed once in a year, but for EWS accounts where grading is OR 7 or above, this process is run by the monitoring team every quarter.

Just to share with you our next year's plan, I mean for the year 2021-2022, we propose to fund renewable energy projects as the M D and CEO also have explained to you, like transmission, road, and other areas and of course discoms, then corporate loans , corporate in the infra and others. We have budgeted the total sanction and disbursement in this area, just to share with you regarding the approximate percentages. Of course, it is a dynamic situation and we have to readjust our operation during the course of the year. Renewables maybe around about 30%-35% part of the total disbursement, transmission could be around 7%-10% and road also around 9%-10% and discoms would be in the corporate loans, in the discoms segment it could be around 20%, in the power segment could be 5% to 6% and corporate loan in infra and other structure may be around 15-16%. So, the total corporate loan may add up to around 40%-42%. The sanction budget maybe around Rs. 7,000 crores or so and disbursement could be more than Rs. 5,000 crores. So, with these words I would like to stop here and thank you so much for giving me your patient hearing.

Dr. Pawan Singh: Thank you Naveenji, very, very crisp and very objectively presented. Now, I request Sanjay to take you through the detailed numbers and then we will have the Q&A.

Sanjay Rustagi: Welcome to all participants, I am just giving you the financial numbers. First, I am giving the comparison of the quarter 2021, the last quarter of the financial year 2021 vis-à-vis the last quarter of the financial year 2020. The net interest income for the Q4 2021 has increased to Rs. 96.48 crores as compared to Rs. 91.87 crores. Profit before tax and the profit after tax for Q4, which stood at loss of Rs. 30.54 crores and net loss of Rs. 53.66 crores. During the Q4, PFS has completely provided off one of the loan account that is NSL Nagapatnam and in Q4 we made a provision of Rs. 87.5 crores. The loan sanction during the quarter stood at Rs. 23.29 crores, an increase of 164% and the loan disbursement increased by 160% to Rs. 1,331 crore as compared to the previous corresponding quarter. The yield on earning assets has stood at 10.98% as compared to 11.66%. Debt equity ratio has improved to 4.37% as compared to 4.43%. The adjusted net interest income margins improved to 4.24% as compared to 3.38% and the adjusted spread for Q4 2021 stood at 2.98% as against 2.68% in the corresponding quarter last year.

With respect to the Q4 versus Q3 of the current financial year, the net interest income has improved again to Rs. 96.48 crores as compared to Rs. 77.25 crores. The net interest income as a percentage of the total income for Q4 2021 improved to 35.51% as compared to 28.7%. Yield on the earning assets stood at 10.98% as compared to 11.25%. This is because of there is a change in PFS benchmark by 25 bps during this quarter. The net interest margin on earning portfolio increased to 4.24% as compared to 3.53%. Adjusted spread for Q4 stood at 2.98% against 2.86%.

Some of the financial highlights as on 31st March, 2021. The total loan book as at 31st March 2021 comprises of Rs. 11,094 crores, Fund based loan outstanding of Rs. 10,751 crores and the non-fund based commitment aggregating to 343 odd crores. The gross

non-performing assets stood at 7.64% and net non-performing asset, net NPA at 3.04%. The capital adequacy ratio as on 31st March, 2021 stood at 23.95% which comprises of tier one capital of 23.55 and tier two capital of 0.4. And the debt equity ratio which is very comfortable at this point of time is 4.37. During this quarter we had made two exceptional expenses. One, is the additional provision on one of the loan accounts. The promoter is offering the OTS settlement of Rs. 90 crores and another is the land advance which we had provided for around Rs. 10.40 crore. And this is all about from our side.

Dr. Pawan Singh: Thank you Sanjay. Now we can invite questions and clarify any doubts which are there.

Question and Answer Session

Moderator: Thank you sir. Ladies and gentlemen, we will now begin the question and answer session. If you have a question, please press * and 1 on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request, you may do so by pressing * and 1 again. Ladies and gentlemen, if you have a question, please press * and 1 on your telephone keypad.

First question comes from Sameer Dalal from Natverlal & Sons Stock Brokers Limited. Please go ahead.

Sameer Dalal: Coming to the two questions that I have, first question is with regards to the NPA. You said that you are all in the advanced stages of NCLT in a lot of these cases. What kind of recovery, if any, are we recovering on an actual basis versus the provision that has been made or it will be just that now no more provisions will be required, but we will not have any recovery from any of these assets? Second, the total stage three is quite large at about Rs. 1,300 crores. If you can just throw some more light on what exactly is happening to the stationary assets?

Dr. Pawan Singh: Yeah, thank you very much. As far as the NPA accounts are concerned, as we said that net NPA has come down to 3.04% and which is amount wise will be Rs. 313 crores. Out of this Rs. 313 crores, what we have, the largest chunk is the NRSS transmission, which is roughly about Rs. 158 crores. So, this is more than 50% of my Net NPA. Now here as I said that we have received three bids, which are substantially closer to the amount which has been given. So, we are trying to improve upon that and we are hopeful of getting 80% plus of the value of the net NPA.

Sameer Dalal: How much provision have been provided?

Dr. Pawan Singh: Provision, we have made close to about Rs. 48.14 crores.

Sameer Dalal: So actually see a net recovery, that's what my question was.

Dr. Pawan Singh: 313 is my net NPA which is lying in my book. And I said that almost, because we are still at the stage of negotiation, final stage with the bidders, which we should complete in the next three, four days. But, I feel that closer to 80% is practically possible.

Sameer Dalal: 80% of the net NPA, not of the gross value?

Dr. Pawan Singh: No, of the net NPA.

Sameer Dalal: So, you still have to wait for the provision.

Dr. Pawan Singh: Yeah, 80% will be there or it could be better, we are trying to work on that. So, this is the only large amount which is left with us and where between anything from 80% plus recovery, 80% is almost certain and 80% plus kind of recovery would happen. Then there is this case of Meenakshi, Rs.66.25 crore, which is the net NPA. The loan amount was Rs. 150 crores, Rs. 69 crores have been provided and Rs. 15 crores we have transferred to impairment reserve and out of this net NPA, the resolution plan what we have got is matching the value of the net NPA. So, there we don't expect any provision to make. These two constitute almost close to 70% of my net NPA figures. Balance would be small amounts – KSK Mineral, Rs. 24 crores and then we have Athena Chhattisgarh, where net amount against Rs. 189 crores loan, we have provided Rs. 170 crores and only roughly Rs. 15 crores is left. So, this plus Athena, that is roughly Rs. 40 crores is what is left. Since the amount is of negligible value of what is the net NPA amount, so and since these six are there, already at various stages of resolution, we are hopeful of getting whatever is there. Apart from that this was one amount of NPA which was there, NSL Nagapatnam, Rs. 125 crores where we have made close to about Rs. 88 crores provision and since we have already made the provision 100% now, against Rs. 125, I have told already we have got an offer of Rs. 90 crores subject to one or two conditions being met, this will be put to our Board for approval. So here we are expecting some write back to happen.

Sameer Dalal: What kind of credit cost should we expect in the financial year 2022?

Dr. Pawan Singh: We have told you the numbers which we have. As I said that in case of NRSS, we are getting close to, probably we can say safely that on my total expense what I have, you can say that credit cost will be close to 0.3%.

Sameer Dalal: And this does not account for the recovery of the 90 crores you are talking about?

Dr. Pawan Singh: Yeah.

Sameer Dalal: Okay. I will come back in queue for more I guess. Thank you.

Moderator: The next question comes from Mr. Nujella Kumar, an individual investor. Please go ahead.

Nujella Kumar: Hi sir. My question is regarding the net profit. Can we expect the profits will grow in the coming financial year? That is one of my questions. Second question is, what is the net interest margin right now our company is reporting and what is the future net interest margin we can expect?

Dr. Pawan Singh: Our CFO very clearly said that on the running loan book we have a net interest margin of 3.47% for the year and for the quarter net interest margin is 4.24%. So, this net interest margin we are hopeful of maintaining for two reasons. One is that the loan book which we are going to grow, number one. Number two, the type of loan book which we are growing we are entering into new areas and also, we are trying

to do the loans which are high yielding and also as I said that the cost of borrowing has come down substantially and it is on a downward movement. Since we are over bought on the liquidity front, so we hope to reduce our interest rate further. So, it will be in quarter four of 2020, my interest rate was close to 9% which has come down to around 8% in quarter four of 2021. So almost close to 100 bps reduction which has happened, which is a very big reduction. So, we expect further reduction also in the spread as we are overbought. And we are trying to, we have been re-financing our higher cost of borrowing with lower cost of borrowing. And as I said our long term to short term ratio is 92%-8%. So, it is a question of shifting to short-term mode as the liquidity improves and when we move to short term the cost of borrowing comes down. So we are confident of maintaining our NIMs and spreads. Since NIM is also a factor of, because when you grow your loan book, you dip in to your equity. So, the best comparison is spread rather than NIM, because that is my actual presentation of my efficiency. So, spreads definitely which has improved from 2.61 to 2.71, this is an area where you will find a distinct improvement going forward.

Nujella Kumar: Okay. Can we expect how we used to report in the year 2016 or 2017? So, those financial years, that kind of financial performance can we expect in the coming year sir? ~320-400 crores of net profit used to be reported and that is what I remember in the case 2016 or 2017. Can we expect previous kind of performance from the company in the coming years to come?

Dr. Pawan Singh: In those years, some of the years we had equity, as we sold our equity investment. So, the profitability jumped up to what it was. Now whatever profitability is coming, it is primarily out of our business operation. As I said our NII is close to about Rs. 100 crores. What has been a dampener for us the last two years is the very high provisioning cost. As I said that my credit cost has been ranging to almost 1.5%-2%, which we cut down to anything close to 0.30 range, around that. So, if I note my borrowing cost with the credit cost, and if I maintain the NII of close to Rs. 100 crores, so we can expect a very good gross margin. I will not say that it will be the numbers which you have but then I have already given you the numbers that what you are likely to get in the future years, which has to be with the credit cost coming down and the spreads going up. The profitability must be less than what it has looked last two years.

Nujella Kumar: Okay. Thank you sir. Thank you for giving the opportunity.

Moderator: Thank you sir. Ladies and gentlemen, if you have a question, please press * and 1 on your telephone keypad and participants are kindly requested to restrict with two questions in the initial round and may join back the queue for further questions.

Next question comes from Mr. Rajendra Shah, an individual investor. Please go ahead.

Rajendra Shah: Thanks for the opportunity. Good evening. Any development on the divestment of the PTC India stake? Any due diligence has been taken? We have not heard since long, what is the status sir? Any update on this sir?

Dr. Pawan Singh: I can only say that some due diligence have been carried out, because some due diligence have been carried out at our end also.

Rajendra Shah: Due diligence has been carried out?

Dr. Pawan Singh: Some due diligence has been carried out. But, what is the final outcome, that will be better if you ask PTC.

Rajendra Shah: Due diligence is over from our end sir.

Dr. Pawan Singh: See whatever is asked in due diligence from us, there are some due diligence we have some role to play, what has been asked from us, we have provided.

Rajendra Shah: That has been provided. So, our book has become clean now?

Dr. Pawan Singh: Yes, as I said that our book has definitely become much cleaner.

Rajendra Shah: Much cleaner, it seems that as you said that your net interest margin and otherwise will remain growing in the next year, it seemed to me that our books are already clean now.

Dr. Pawan Singh: Yes, books are clean, definitely very clean. And I have told that the credit cost is going to come down substantially. I have also given you an indicative pack of envelope number also, as to what my credit cost will look in the future.

Rajendra Shah: Sir, if you can give the update when the due diligence is completed?

Dr. Pawan Singh: It is like this Rajendra-ji, that due diligence is completed by PTC. Certain portion of due diligence happens at our end and to that extent we have co-operated and have given whatever was required by PTC. Now it is for the PTC to complete the entire exercise, because it will not stop at our level. There are other things which they have to do or maybe they require something more, we don't know. So ultimately the final decision they have to take, so my telling at this stage will be conjectural.

Rajendra Shah: It is right sir, I understand. But, when due diligence from the PTC side was completed sir, PTC India.

Dr. Pawan Singh: That again, PTC will answer. We will not be able to answer.

Rajendra Shah: As you know that they have done the due diligence, when was it completed sir, that is the only thing I am asking you. Have they completed before three months, six months?

Dr. Pawan Singh: Sanjay would you like to answer?

Sanjay Rustagi: It was around nine months back. It was completed more than six months back.

Rajendra Shah: What sir? Your voice is breaking sir.

Sanjay Rustagi: Due diligence completion is not so clear, but we have provided our information long back. Final status is not known to us.

Dr. Pawan Singh: Rajendra-ji, you can wait, now the earning call is there for PTC. Very soon you will get.

Rajendra Shah: Yeah, I will ask over there but in our particularly they have taken a due diligence nearly six months back or nine months back sir? That is the only thing I am asking you.

Dr. Pawan Singh: My CFO has given you that indication that from our side certain due diligence has been taken. As far as we are concerned, our portion, what has been given to us that has been completed long time back.

Rajendra Shah: Okay sir. Thanks sir.

Moderator: Thank you sir. The next question comes from Mr. Pranesh Parekh from SSPL. Please go ahead.

Pranesh Parekh: Hello everyone. Thanks for the opportunity. I had one simple query which was more or less related to the overall COVID situation. I just wanted to understand, if I wanted to quantify, then can we quantify the overall provisions or the additional losses that we had to book on account of COVID during this current financial year?

Dr. Pawan Singh: Yeah, Sanjay will answer that.

Sanjay Rustagi: There is no additional provision because there were no new slippage of accounts because of the COVID. So, there is no new provision we have to make on account of the COVID, because most of our projects are the project loans and even for renewable energy the government gave them the must run status and as per the must run status, they are injecting the power on to the grid and they are getting the payments, except for few discoms where there is a delay, but these are temporary issues and most of the borrowers are making the payments on time. A few borrowers availed moratorium have not paid during moratorium period and after the moratorium they are making the payments on time.

Pranesh Parekh: Okay, that is great. Thank you. In that case there is one single thing which we can derive is overall profits or whatever things, margins and everything were impacted this year, were not because of any COVID related additional provision but it was because the business has slowed down overall because of the COVID situation.

Dr. Pawan Singh: Let me answer this. Overall, we have said that, if you look at our sanction numbers, against last year's around Rs. 3,000 crores we have done around around Rs. 4,100 crores. So, there is almost a huge more than 30%, 34%-35% increase in the sanctions. So, we really can't say that business has hampered for us. Yes, of course, Director Operations did mention that we were slowed down in the first and second quarter and because of this, this number could have been even more impressive than what it is looking like. We lost first and second quarter because of that, but there has been no dampening of the business. Our PAT for the quarter has come down only because we did that Rs. 80 crores additional provisioning for the particular loan account,

NSL. And for that we already told that we have one offer of Rs. 90 crores already lying with us, so which is subject to meeting one or two conditions we will put up to the board for approval. So that was the reason why it happened. In fact, it is only, in fact if you look at it, it is only a technical provision. Not really a provision, because when you have an offer against that effectively the cash is going to come. That is the only reason that hypothetically the balance sheet is looking, the quarter's profit is looking a little dampened. But then I said we continue to maintain, in fact the Director Operations very clearly mentioned the kind of business growth we are likely to have and he also said what are the kind of operating parameters; all those business talks we are going to maintain, the kind of spreads, the kind of NIMs we are going to maintain. We also mentioned that as far as over a large part of provisioning has been absorbed in our system in the last three years. So, provisioning cycle has also come to an end. So, with this we should see the impact happening from the current year.

Pranesh Parekh: That's perfect. Thank you so much for the opportunity.

Moderator: Thank you sir. Next question comes from Mr. Aditya Mundra from My Temple Capital Advisors. Please go ahead.

Aditya Mundra: Hello sir. Sir what is our stage two amount as on 31st March?

Dr. Pawan Singh: Sanjay will give you the stage two amount and also give you the status of stage two and what stage of resolution it is in.

Aditya Mundra: Yes sir and then I will come back with the other questions after that.

Sanjay Rustagi: Stage two account is close to Rs. 900 odd crores and in this Rs. 900 odd crores, there are three big accounts which I will try to tell you.

Dr. Pawan Singh: And give the value also.

Sanjay Rustagi: One account is NER II transmission line which has an outstanding amount of Rs. 242 odd crores. This account is relating to Sterlite group and it has been prepaid by the borrower in the month of April. Out of these Rs. 912 crores, 242 is already clear. One more account is the Kundli Manesar with an outstanding of Rs. 194 odd crores.

Aditya Mudra: What is the name?

Sanjay Rustagi: Kundli Manesar Expressway Limited. There is a toll road Kundli to Manesar which is operational from the last two years and because it pertains to the Essel Group it has been classified as a stage two. The annuity has already started coming in and as on 31st March 2021, there is no overdue in this account. Considering our internal risk grading, it is relatively difficult group. We keep on monitoring this account and that is the reason it is put under stage two. Another account is the Madhya Bharat Power Corporation, it is a hydro account, and the exposure is Rs. 160 odd crores and this account is expected to be commissioned by June 2021. Once the project commissioned, then this account will go out of the stage two, that is our initial assessment. On signing of the PPA this account is expected to be out from the stage two account. So total of these three accounts close to Rs. 600 crores out of Rs. 900

crores. And a few accounts like Sadbhav, Sunil Hitech all those mostly are running projects and GMR with an outstanding of Rs. 24 odd crores have been paid by them by this time as of today and there are few accounts, because of the promoter has been classified as stage two, like, Sunil Hitech because of its promoter company, it has been placed in NCLT / IBC. So now the post NCLT order promoter is getting changed from equity share transfer to a new promoter, this account is expected to be out of the stage two.

Aditya Mudra: Understood. And sir is there any account which is under restructuring as on 31st March?

Sanjay Rustagi: There is no account under restructuring except which is under stage two or three, means in stage 1, there is no restructuring account.

Aditya Mudra: Okay and sir in this quarter you have sanctioned Rs. 2,329 crores. Could you give a broad breakup of how much would be renewables, how much would be structured finance, how much would be the new infrastructure, urban infra, e-mobility?

Dr. Pawan Singh: I will tell you. 20% solar, 10% wind, I am giving you a round up figure, transmission another 9%, road another 9%, electrical mobility another 9%, water infrastructure 2%, port another 2%, renewable and corporate debt another 6%, road and other infra including ports again we have given 13%, and the corporate debt.

Aditya Mudra: This would be about 85%-90% overall.

Dr. Pawan Singh: Balance we have given to state transmission and state power utilities having A category rating.

Aditya Mudra: And sir out of our total portfolio of Rs. 11,000 odd crores, how much would be government sector and how much will be private sector?

Dr. Pawan Singh: Government will be only your state power transmission and distribution capacity....2400 would be government.

Aditya Mudra: And one final question, we have seen some bit of increase in the admin expenses in this year also and this quarter also compared to last quarter as well as the same quarter last year.

Sanjay Rustagi: Yeah, actually as I told earlier, we had paid around Rs. 10 crores as fees to YEIDA for transfer of the land, so a provision of that amount has been made and that is booked under other expenses and that is the reason Rs. 10 crores is coming under the other expenses.

Aditya Mudra: Okay.

Sanjay Rustagi: Apart from this there is a CSR obligation on the company around Rs. 2 odd crores based on the profit of 2% of the last year profit. So Rs. 2 crores has been spent by the company during the last quarter and that is also becoming a part of the other expenses.

Aditya Mudra: 10 crores what is it for I missed it actually...?

Sanjay Rustagi: There is a capital advance in the form of stamp duty paid to YEIDA , the provision has been made for that amount.

Dr. Pawan Singh: I told you we were contemplating an office in Noida , so we had acquired the land so we paid the stamp duty. Now we are not going ahead with the office; but till the amount being recovered we have made provision for that and if amount comes back to us, we will write it back.

Aditya Mudra: And this was made in FY21 or quarter four FY21?

Sanjay Rustagi: This provision has been made in Q4 only.

Aditya Mudra: Got it understood sir. That's it from my side sir, thank you so much.

Moderator: Thank you sir. The next question comes from Vijay Sarda from Crescita Investment. Please go ahead.

Vijay Sarda: Congratulations on good set of numbers. I wanted to understand how is the new book, basically the kind of transformation journey we are taking from the usual power transmission to generation business to the new businesses, how the overall profile or basically credit cost and all that how it is evolving because however the exposure is small to all the sector because if I contribute to 4%, 5%, 6% each but how are those sectors behaving in terms of the receivables as well as how the cycle is moving, what is your experience in that?

Dr. Pawan Singh: As far as we are concerned, we have learnt, and we have de-learnt actually. All these years by burning our fingers also in some places, having some good experiences also in many places, some learning, de-learning has happened. We have also learnt what not to do and what to do. We have also learnt keeping our strength and capability what we should do, and we also learnt that we cannot be everywhere, and we have to be focused. We also learnt that when we are focused, the focus has to be not so much that we lose our business opportunities specially in the new areas which are emerging areas and some sunshine areas which are likely to become. So there are additional new areas...but they are all related areas. So we are not going into unrelated areas. So e-mobility; is part of our...since we have been part of renewable it is something natural to us because it is electricity related only. Green infrastructure is what we have done. We have already shifted. We have almost de-carbonized balance sheet. As I said, we are now with this NSL also being knocked off from the book, I think my number should be thermal which used to be 50% five years back. Three years back 30% which is now around 8%. By the end of this quarter my thermal assets should come down to 5%-6% of my total book. So we have de-carbonized ourselves.

Vijay Sarda: And sir, I wanted the average size of disbursement or what is happening on this new...can I get the average ticket size?

Dr. Pawan Singh: Average ticket size again it ranges from Rs. 50 crores, and it could go upto Rs. 200 crores.

Vijay Sarda: Okay. Just last question in terms of this, there was one income tax refund that was to be awarded to us and the order has already come. Have we received that, or we are yet in the process of receiving that?

Sanjay Rustogi: The fund has been received, that is along with some interest; Rs. 5 crore interest we have received.

Vijay Sarda: Okay, but the major refund that was more than Rs. 100 plus crore kind of...is that recovered, or it is still in process?

Sanjay Rustogi: That is on advanced tax because the borrowers used to make deduction of 10% as a TDS on our account and we got that refund. During this financial year, we have taken one step forward, now instead of that 10%, borrowers need to deduct the TDS at the rate of 1.5%; so that scenario will not occur again in the coming years and that will be an added advantage to us as well.

Dr. Pawan Singh: That will improve our... to that extent our cash flows.

Vijay Sarda: Sure sir. If there is no major tax refund pending or some big amount is pending.

Sanjay Rustogi: Yeah there is some big amount also pending for the financial year'20 which we are expecting in this quarter or maximum by August or September.

Vijay Sarda: That is upward of Rs. 100 crores right?

Sanjay Rustogi: Close to 100 crores.

Vijay Sarda: Okay. Just the last thing in terms of going forward the scenario the way things are shaping around as Mr. Naveenji has said, the overall disbursement target that we have for the next year is upward of Rs. 7,000 crores is what he said. Do we need to then borrow money from the market or do some bit of...or this will suffice? Do we need to raise money or our internal all this tax refund or maybe some basically the NPA recovery and all that will take care of our growth? Because currently we are sitting on Rs. 1,000 crores plus cash plus some lines have been open as you said. But now we are talking about Rs. 5,000, Rs. 7,000 crores of disbursement target; if we achieve Rs. 5,000 also then we are talking of 50% growth. And if you look at our balance sheet we have good leverage to be there for us to play out because we are currently at 4.4% debt equity. So do we need to raise money or that would suffice even if we grow at 40%, 50% capital?

Dr. Pawan Singh: At an average we will get about Rs. 2,000 crores of prepayments. Overall additional capital which will be required will be anything from Rs. 4,500-Rs. 5,000 crores when we do that disbursements. Now, we still have our debt equity ratio what I am talking about is...., capital adequacy is also 24%...actually a little bit of disconnect here....Sorry I was wondering as to why this number was coming. Just to confirm it, around Rs. 7,000 is sanctioned and around Rs. 5,000 crore is the disbursement.

Vijay Sarda: So 5000 minus 2000 will be additional 3000. Okay.

Dr. Pawan Singh: With this kind of capital adequacy this should not be a challenge at all.

Vijay Sarda: Yeah that will take care of it. Got it. Thank you very much sir and all the best.

Moderator: Thank you sir. The next question comes from Saurabh Bhave an individual investor. Please go ahead.

Saurabh Bhave: Hello? Good evening sir. I actually joined five minutes later so if there is anything which you have mentioned, apologies for that. First thing is, can we have a quarter wise guidance of the resolutions of stressed accounts?

Dr. Pawan Singh: As I have told you, my NPA numbers have come down substantially and today the net NPA amount is close to roughly about Rs. 315 crores. Out of which, half of it is only one account, that is NRSS close to Rs. 158 crores. I said we have already got a bid there and that bid in the next two, three days will be put up for approval to the board at the next board meeting which will happen by the end of this month. This will require the regulatory approval of the CRC because it has to give its stamp on it because it is a transmission line project and we have got three bidders there: TATA Power, IndiGrid and as well as Adani Power. All three have given very good rate as I said, and we are hopeful of getting 80% plus of the book value which is available now. So as I said the resolution from our side should be complete this month and then regulatory filing and approvals, that of course it is for the regulator to decide but our own expectation is that it will take roughly about 30 to 45 days from after our filing of the regulation for the approval with the regulator. So that takes care of my 50%. Meenakshi as I said that is roughly about another about Rs. 68 crores. That also, as I said that already the resolution plan is complete and there also maybe by end of this month we will file it with the NCLT and NCLT will not take as much time. But of course there is bunching of cases because of COVID, some hearings have not happened. Once it is accepted the resolution by the committee of creditors, it should get stamp off NCLT. There also we think that from the time...as I said by the end of this month we will be filing, so by the time we file to NCLT, 30 to 45 days is what would be a reasonable time to expect. So that takes care of Rs. 248 crores. Other accounts are tiny accounts, Rs. 10-20 crores here and there Athena Chhattisgarh and KSK Mineral. So the Athena Chhattisgarh amount is only Rs. 15 crores, that also is in resolution plan. It has gone for liquidation, so we hope to get against Rs. 190 crores, Rs. 15 crores is outstanding, that much amount at least we...that we should get a little more, hopefully we should get, and that liquidation plan is also under approval. This should take two quarters more to get resolved, but this is a small amount. What matters are these two main accounts Rs. 68 crores and that constitutes also some 160 plus 70, roughly about 250, so out of that only Rs. 60 crore is left, which is distributed in various accounts, like, Athena Chhattisgarh and KSK Mineral again it is with green tribunal so that also as I said should go the way Athena Chhattisgarh is going. That takes care of everything. And as I said NSL Nagapatnam we have fully provided for but there is an offer of Rs. 90 crores subject to meeting one or two conditions compliance we will put up to the board though it is not in the stressed assets any longer because it has been fully provided for. But the recovery we are expecting close to whatever the bid price has been. One time settlement offer has been given by the borrower.

Saurabh Bhave: Okay, thank you sir for the very detailed explanation. This was very helpful. One last question from my side is; are there adequate infra projects

available for our business growth and how many projects from the upcoming areas like Waste Management and e-mobility are there under consideration?

Dr. Pawan Singh: So we have Naveenji and his colleague Satish. I would like to give them opportunity to address this point, jointly or individually as they feel like.

Naveen Kumar: We are connected from the homes...so....

Saurabh Bhawe: Not a problem.

Naveen Kumar: We are consistently endeavoring to get more and more projects in different areas as you know the main thrust is on renewable area and apart from that as I mentioned, road, port, electric mobility, water and mining. So we are sourcing the proposal in these areas and some projects are in the pipeline. So that pipeline it is taken forward. Some of the projects get converted into loans, some of the projects, rather a very few of them we are not able to consider because of certain gaps in that. So about Rs. 2000-2,500 crores worth of projects they are existing in that pipeline and that pipeline we are consistently increasing also steadily. Our business development team is sourcing more and more projects in this regard

Saurabh Bhawe: Okay sure sir, thank you, this was very helpful. That's all from my side.

Moderator: Thank you sir. The next question comes from Abhishek Kundu an individual investor. Please go ahead.

Abhishek Kundu: Good afternoon sir. First of all my best wishes for your future endeavors. After listening to all your presentation, I find that you are in the right track. My only concern is that there is a black spot in our history of PFS. It has been regularly paying dividend and this time you have skipped the dividend. Usually black spot for years to come. We cannot say it is a regular dividend paying company now; at least this is one black spot that has come to the PFS, otherwise it was going smooth. Do you agree with me sir?

Dr. Pawan Singh: See Mr. Abhishekji, you can get the reply for this in Hindi not in English.

Abhishek Kundu: Yes, I understand Hindi you may speak in Hindi.

Dr. Pawan Singh: It is a perception, if you look at it from one side, you will see a black spot. If you look at it from the other side, you will see light. It depends on how you see it. One year when we did not give you dividend and you are saying that the forward guidance that we have given and the rest of the operating performance that we have done...see a boy runs in a race...

Abhishek Kundu: But isn't it also true that the boy had failed one year.

Dr. Pawan Singh: No, he has not failed. How can you say he failed?

Abhishek Kundu: He has failed, he did not give dividend.

Please listen fully, let me finish talking fully.

Abhishek Kundu: Okay, please go ahead.

Dr. Pawan Singh: In English if one gets 90/100, in Hindi he gets 90/100, in Maths 90/100 and that year the teacher tells you son, I will not add total marks, or I will not announce the result or I will not let you do the total, or in general I will less 200 marks from your total arbitrarily, then in that year the boy's result will not look like it should have looked. The main important factor is that the boy should have got 90/100 in Maths, he got 90/100, he should have got 90/100 in English, he got 90/100, and he is showing that at first he used to get 80/100, now he got 90/100, he used to get 70/100 earlier, now he got 90/100, before that he used to get 60/100, now he got 90/100. So, now you will have to see...let me give the assurance that this will be compensated.

Abhishek Kundu: Okay so let us hope that it will be compensated. So there is a plan for interim dividend?

Dr. Pawan Singh: No, see Abhishekji, we have done provision because of which there are losses in the book. There was a onetime provision. There are some times when we have to take some pain for the long-term benefit. So, this pain we have taken for the long term benefit. The dividend that you should have got this year, you will get better dividend in future.

Abhishek Kundu: Okay, this is one thing. So let us hope for the best.

Moderator: The next question comes from Suyash Maheswari from Samco Securities. Please go ahead.

Suyash Maheswari: Hello? Am I audible?

Dr. Pawan Singh: Yeah you are audible.

Suyash Maheswari: Good evening sir, thank you for the opportunity. I just had a few questions. One is with respect to what is the collection efficiency that we are looking at and the growth burden in this regard and the other one is regarding if we are looking at any additional provision apart from the one-time provision that we made?

Dr. Pawan Singh: Provisioning we already told you project wise also we have said the kind of provisioning, which is likely to happen, and we told that we are expecting a credit cost around 0.30 for the next year and we are also expecting a write-back which should offset whatever we are talking about. What was your second question?

Suyash Maheswari: It was regarding collection efficiency like what we have faced in April-May and any growth guidance for the company in FY22?

Dr. Pawan Singh: Growth like my director operations, has already said that we will do sanction of 7,000 and disbursement of 5000, so that should give you a very clear picture. On collection efficiencies Sanjay will give you guidance.

Sanjay Rustagi: With respect to the collection in this month April and May, my collection efficiency is almost 90%-95%. Only a few borrowers, which have been little delay, so balance there are no slippages we are expecting in this quarter.

Suyaesh Maheswari: Alright sir, thank you so much.

Moderator: Thank you sir. The next we have a follow-up question comes from Mr. Saurabh Bhave an individual investor. Please go ahead.

Saurabh Bhave: Hello? Thank you for the follow up question. Sir as per my understanding Mr. Naveen Kumarji is retiring this month, so would that be only one director or is there any succession plan from your side?

Dr. Pawan Singh: Definitely he is not retired. Retiring will happen. As on date he is in position. So to comment on that is not correct. But certainly the position will be filled, and this position will remain occupied. I cannot talk about incumbent at this stage, so that is what I can say at this stage.

Saurabh Bhave: Okay sir, thank you.

Moderator: Thank you sir. Next we have a follow up question from Mr. Abhishek Kundu, please go ahead.

Abhishek Kundu: Sir, Pawanji, I have a question for you. Hello?

Dr. Pawan Singh: Yes Mr. Abhishekji, I am listening.

Abhishek Kundu: We have spoken about loan assets, and also heard about the strategy for it. What about our equity assets, what is the status of the equities that we had invested in, and do you have any plans on disposing them, the equities, like RS Wind Energy and Ind-Barath that you have invested in. Please throw some light on that.

Dr. Pawan Singh: Sanjay would you like to cover that?

Sanjay Rustogi: Ind-Barath, we don't have any investments and on other investments we have made adequate provisions, so we are not expecting something equity value out of those investment like there are two companies. So, Varam is under liquidation as their equity holders we are not expecting anything and that is the reason we made provisions.

Abhishek Kundu: Okay, Pawanji this is my last question for you, if you could answer then I will be very happy. Last November you said in CNBC Awaz that by the end of November there will be something concrete happening for PFS's divestment. So, is there any hint from your side as to by when it will happen?

Sanjay Rustagi : As Pawan sir already told, it is best to ask this from our holding company PTC. They have insight.

Abhishek Kundu: Sir, I am your company investor, I am talking to my director, why should I ask this question to somebody else of whom I am not an investor?

Sanjay Rustagi: The reason is that suppose you are the investor, but I cannot force you, that when you will sell the share or when you will not. I cannot ask you no sir? It is upto your wish how you want to retain money...

Abhishek Kundu: At least....

Sanjay Rustagi: I can't force you to retain my shares, or I cannot force you to buy my shares.

Abhishek Kundu: No, that's true but specifically, from your perspective also when you are an employee of some company you should also know what is the status of my company? It is going to which hand.

Sanjay Rustagi : Once the company confirms it will be updated to all the stakeholders sir.

Abhishek Kundu: Just now Pawan sir was telling, your NPAs for whose resolution bidders are bidding, their status is like nearly 80% of the bid amount is coming from the bidders.... Means, you are disclosing about one side and your own bid you are not aware of it.

Sanjay Rustagi : Sir, it's my polite request because that is the process being run by the holding company. So, we are not aware about the inside of all those things.

Abhishek Kundu: Okay.

Moderator: Thank you sir. That was the last question for the day. Now I hand over the floor to Mr. Karan for closing comments.

Karan: On behalf of S-Ancial Technologies, I thank every participant for joining this call. I thank each and every management for such detailed answers. I would now like to handover the call to Dr. Pawan Singh for his closing remarks.

Dr. Pawan Singh: Thank you very much. It was very nice to interact with you. We always look forward to the feedback on the basis of which we can take mid-course whatever action we have to take. I am so glad that very honest and clear feedback we got from the market, and we also got an opportunity to present our thought process and clarify our points. We appreciate that everybody gave us a very patient listening and hearing. We also appreciate the fact that almost everybody....in fact by and large everybody was very, very appreciative of the effort which we are making. It is always very good to.. .because all this requires, it looks....all this looks very easy but in difficult times of economy and preceding NBFC crisis, we make lot of efforts and when we hear good words from the market it is always encouraging so that we are able to take further action and do even still better than what we are doing. So thank you very much and as I have said in the beginning; I reiterate my opening remarks with the closing remarks that all this while we are saying that we are reaching the end of the tunnel, but I think we are now out of the tunnel which the impact we will see in the coming quarters as we see. To all investors and to people who represent investor community, we really appreciate that you have stood with us at difficult times, and I am sure that different flowers bloom at different time; it was a quotation of a Chinese revolutionary MaoTse Tung. He had said that different flowers bloom at different points of time. Probably our time has come to bloom now and the benefit of that you should get. So thank you very much, thank you so much. Please remain safe and I hope your families are safe and taken care of. Thank you so much.

Moderator: Thank you sir. Thank you everyone. Ladies and gentlemen this concludes your conference for today. Thank you for your participation and for using

Door Sabha's conference call service. You may disconnect your lines now. Thank you and have a pleasant evening.

Note:

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