

NIIT Technologies Q4 FY09 Conference Call

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MODERATORS:

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Moderator

Ladies and gentlemen good evening and welcome to the NIIT Technologies conference call for the year-ending 31st March, 2009. This is Rochelle, the chorus call conference operator. As a reminder all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions at the end of today's presentation. Should anyone need assistance during this conference call, please signal an operator by pressing * and then 0 on your touch-tone telephone. Please note that this conference is being recorded. I would now like to hand the conference over to Mr. Arvind Thakur, CEO – NIIT Technologies, thank you and over to you Mr. Thakur.

Arvind Thakur

Thank you and good evening everybody. I would like to welcome you all on this earnings call, we will be discussing the annual results for the financial year 2008-2009, as well as the Quarter 4 results of the same year. I am here with KTS Anand, who is our CFO and Mr. Pawar who is the Chairman.

I just wanted to touch upon the environment before we get into the financial results. As you are all aware the year 2008-2009 was a challenge environment and it was an economic environment which has challenged in unprecedented proportions basically characterized by uncertain headwinds and very high volatility. All major indices, whether it is inflation which hit a 13 year high in the year and it is now near to zero, the oil prices which swung dramatically, and our currencies, which also swung violently. For us most significant thing was the global economy also went into a deep recession. While the stability of the government here in India has brought cheer to the domestic market, the IT industry is depending on global markets where recession is likely to be deep and long.

For the industry, this has been an eventful year where basically the second half of the year had seen greater impact of the worldwide economic downturn. In addition, there have been challenges in the form of cross-currency fluctuations, the terrorist attacks in Mumbai, issues around corporate governance, and more recently protectionists' sentiments emanating post the US general election. Major organizations in each one of the major industry segments, whether it is financial services, or travel, retail, or manufacturing have suffered dramatically in the aftermath of the slowdown. Without exceptions every organization is looking to cut cost and clearly the expectation of every customer is to deliver "More for Less".

So with this background I share with you the highlights of the results for the financial years 2008-2009. Revenues for the year were up 4% as compared to the previous year to Rs.9,799 million. During the year the rupee depreciated significantly against the dollar resulting in reduction of revenues to the tune of Rs.542 million with a crystallization of effective hedges. If you look at growth excluding the impact of the hedging losses would be 10% for year. Operating profits for the year got reserved at Rs.1,764 million. Operating margins declined 72 basis points as compare to the previous year remained more or less steady at 18% across the year.

The geography mix for the year remains more or less same as a last year, with the US share declining marginally by a percentage point to 31% mainly on account of lower revenues due to hedging losses and although there is a slight increase in the mix in India on stronger domestic demand by percentage points to 10%. The rest of the geographies which is Europe,

Middle East, Africa and APAC remained at the same level, with EMEA being at 50% of the mix and APAC at 10% of the mix.

Revenues from the industry segments are as follows:

The banking finance and insurance segment was the segment, which was most challenged during the year and it grew only 1% during the year. In terms of revenue mix, it contributes to 43% of total revenues. Travel and transport, which contributes to 28%, grew 16% during the year and retail and distribution, which contributes to 13% of revenues, grew 15% during the year. Offshore revenues increased to 40% during the year as compared to 38% in the last year.

Prudent cost containment measures helped reduce the impact of hedging losses resulting in only 52 basis points dip in operating margins. If you look at the margins excluding the hedging loss it is up 358 basis points to 22.3%. Exchange rate loss on account payable and receivables eroded other income and increased incidence of taxation brought down net profit to Rs.1148 million, which is down 15% over the previous year.

If you look at the second half of the year that is where the economic environment deteriorated dramatically, which impacted business in Q4. Top organizations in each industry segments have been severely impacted by the slowdown forcing them to reduce spend. As a result, what we see in our Quarter 4 revenues its impact more severely felt in the BFSI segment, where there have been short-closing of some statement of works. In the travel segment, we have seen contracts getting extended, while the program is on and the intake remains intact, execution has been extended whereby reducing the cost in the near terms. In the retail and distribution segments, we have

seen pricing pressures whereby contract extension has been secured at lower prices. In addition to the hedging losses during the quarter, which has been to the tune of Rs.221 million, there has been a slowdown in business resulting in revenues declining by 8.7% year-on-year as well as quarter-on-quarter to Rs.2270 million. In spite hedging loss of Rs.221 million operating margins has held steady at 18% as a result of measures around cost containment. Operating profits stand at Rs.404 million, if I look at our margins excluding the hedging loss our operating margins can be computed at 25%. Net profits go down 15% year-on-year to Rs.263 million are up 57% quarter-on-quarter, which is on account of a lesser impact of exchange loss in other income as compared to the previous quarter.

Our hedge positions with respect to effective forward contract is \$188 million US at an average contracted rate of Rs.41.57 to a dollar. Order intake has been \$46 million US leading to and executed in order book of \$97 million over the next 12 months. We added five new customers during the quarter. There has been a reduction 200 people during the quarter, taking the headcount to 4238, 22% of the direct people are on site and 78% are offshore. Annualized voluntary attritions stood at 14.9%.

Cash on bank balance at the end of the quarter stood at Rs.1585 million. Bills receivables stood at 72 days and the company invested Rs.744 million as CAPEX in new facilities and assets to support ongoing business. Further, Rs.604 million were spent in our new campus under construction, which is the capital work in progress.

Going forward, our approach has been and is centered around four growth drivers, first is to consolidate our business in our existing accounts, which has been done well in the last year, where our total order intake for the year has been \$312 million US, which if you compare with the previous year is an increase of 36%. The growth in consolidation has been to provide more for less and leverage our off-shoring capability with our clients to deliver that value. The second driver is to exploit the discontinuities arising from the crisis. Every crisis presents an opportunity and if you look at each one of the industry segment each have been clearly identified, for example if you look at the BFSI segment clearly the crisis is going to demand more regulation, more regulation needs more reporting, more reporting needs more IT assistance and hence we are engaged in exploiting this opportunity and investing in platforms to support governance risk and compliance.

The travel space industry body, IATA has a time bound program by which airlines needs to simplify their interlined settlements and this is a great opportunity for us to position our platform to take advantage of the changes that would be required by players in the industry. In the retail and distribution segment there is a need to connect with end customers as well as improve and support the supply chain and once again we have solutions in this place that we are going to aggressively pursue in the marketplace.

One industry segment, which is perhaps going to be spending aggressively during the difficult times is the government, I will not call an industry segment, the government would be spending a lot, so this would be a new focus in the year, where we would be leveraging our presence in the government, which we are

doing very successfully with a GIS solutions. We offer greater service in this segment, so that is the second growth driver.

Third would be to continuously improve cost structures and this is something we have been doing quite effectively over the last few quarters and that effort would continue.

And last but not the least, we have been talking about transforming our business to make it more nonlinear and the company had seen this transformational journey to see as planned. The elements of new business lines that make up are nonlinear businesses includes, businesses around managed services and businesses around IT assets that we are creating. Our managed services business grew 34% during the year. We announced a major new insurance platform called IPF3 and we have secured good customers around this new platform in the insurance space. In the travel space, our Mona Lisa platform has been refurbished and in fact we acquired 7 new airlines as customers in this space during the year. As I mentioned earlier, the Simplified Interline Settlement would be a great opportunity to further enhance business in this space.

Our e procurement platform is innovative and revolutionary. Second a new direction in providing software as a service. We have half a dozen clients who have actively engaged and used this service we see this as an important cornerstone in what most analyst are terming as next new wave in computing, which is Cloud computing. In fact NIIT Technologies' nonlinear business model has been recognized by NASSCOM as amongst the top 50 IT innovations for the Year. So, with these opening remarks, let me open the floor for your questions, I would be happy to address the query that you may have.

- Moderator** Thank you very much sir. Ladies and gentlemen we will now begin the question and answer session. At this time, if you would like to ask a question, please press * and then 1 on your touch-tone telephone. If your questions have been answered and you wish to withdraw a question from the queue, please press * followed by 2. Participants are requested to use handsets while asking questions Our first question is from the line of Sujit Joshi of CRISIL, please go ahead.
- Sujit Joshi** First question is what would be your average, US Dollar-Rupee rate for the 4th Quarter?
- Arvind Thakur** Well that is not a question that is not a data point that we disclose purely for competitive reasons.
- Sujit Joshi** Okay, no I just want to know like how was it in terms for dollar revenue sir if you could please give me the dollar revenue in the sense it would, is that possible?
- Arvind Thakur** Are you looking at the rate or are you looking at dollar revenues?
- Sujit Joshi** Either one would do, I mean I just wanted a conversion from which I could get the dollar revenue.
- Arvind Thakur** It is difficult to convert the dollar revenue because only 31% of our revenues come in dollars and the balance comes through the other currencies mainly GBP and Euros.
- Sujit Joshi** Okay fine sir. Could you give us some number on ROOM Solutions net earnings for the quarter and their margin?
- Arvind Thakur** Okay, so you are looking at one for the quarter or one for the year?

- Sujit Joshi** For the quarter-
- Arvind Thakur** For the quarter, the revenues are Rs.254 million and the consolidated margins are 23%.
- Sujit Joshi** And the operating margin.
- Arvind Thakur** Yes operating margins. This is consolidated. This is both onsite and offshore put together, if you are looking at just standalone then the operating margin is 15%.
- Sujit Joshi** Okay, and this revenue number I believe was Rs.301 Mn last quarter.
- Arvind Thakur** That is right.
- Sujit Joshi** Okay and let me get a clarification on your hedge position could you tell me how much of forward cover that you had on the effective hedges and the duration of these hedges?
- Arvind Thakur** We have a forward position of \$188 million US, at an average price of Rs.41.57 to a dollar.
- Sujit Joshi** And how many of these are effective hedges on percentage?
- Arvind Thakur** The full amounts are effective hedges.
- Sujit Joshi** Okay and what would be the unrealized losses on these positions right now at the end of the 4th Quarter?
- Arvind Thakur** Let me ask KTS Anand to answer that.
- KTS Anand** Yes we have taken out in our balance sheet net of our deferred tax assets expense is Rs.1540 million as a negative reserve, loss in our reserve.

- Sujit Joshi** Okay and how much was this amount last quarter?
- KTS Anand** Rs.1539.
- Sujit Joshi** Okay, for this year it is the same.
- KTS Anand** More or less the same.
- Sujit Joshi** Okay great, yes that is all from my side thank you very much.
- Moderator** Thank you Mr. Joshi. Our next question is from the line of Deepain Shah of Kotak Securities, please go ahead.
- Deepain Shah** Yes I just had a couple of questions first of all can you just breakup the current quarter revenue into a volume growth and how much has been the billing impact?
- Arvind Thakur** Okay, you want Q-on-Q or you want Y-on-Y?
- Deepain Shah** No, Q-on-Q volume growth and the billing rate impact.
- Arvind Thakur** Okay. The impact of currency is (-3%), the impact of hedging is a (-1.5%) and the impact of volume is (-4%), Q-on-Q.
- Deepain Shah** Okay, billing rate has had any impact of that because I understand billing rates are under pressure.
- Arvind Thakur** Yes, I think going forward billing rates would get impacted. Just to give you a sense, new business that we have acquired is at an average 1% less in the offshore rates and 3% less on the onsite rates.
- Deepain Shah** Okay but among the existing accounts have there been any renegotiations downward?

Arvind Thakur Yes, in the retail and distribution space, there has been renegotiation downwards.

Deepain Shah Okay and apart from this the other part which I wanted to know was the order intake has been lower at \$46 million, previous quarter I believe was an extraordinary quarter with more than \$150 million but any indications that this will throw up for future business or future order intake, does this indicate that business inflows are slowing down and may be they will remain tepid for the foreseeable future?

Arvind Thakur No, I do not think that would be a correct assumption. I think what we have been able to do because of the very strong focus in securing the future. We have been able to advance orders from the 4th Quarter into the 3rd Quarter. So, I think that is the way you will have to see it. So what you really need to look at is in case for the full year and we will see that we have secured more business, in this year as compare to the last year.

Deepain Shah Okay, just one thing on the previous question, on the revenue front what have been the average realized exchange rate for the quarter as compare to the previous quarter?

Arvind Thakur Okay, average for Quarter 3 is 49.64 and for Quarter 4 it is 50.08.

Deepain Shah Okay fine and yes if I have more questions, I will come back later, thank you very much.

Moderator Thank you. Our next question is from the line of Ganesh Shetty an individual investor, please go ahead.

Ganesh Shetty Good evening sir congratulations for good set of numbers in this tough business environment. I have two questions sir, one is as

a situation in Europe is becoming increasingly challenging with one of our top clients like British Airways incurring very huge financial losses, can we expect further renegotiation on billing and which will further put pressure on our margins sir. Can you please explain this particular phenomenon?

Arvind Thakur

In Europe that is possible Ganesh, because some of these clients are going through very, very difficult times and you mentioned British Airways, you would have seen the results and also the airline industry per se is getting impacted quite seriously because of slowdown and in addition there is the scare of swine flu. So, it is possible that new contract that we negotiate with British Airways we may experience more pricing pressure.

Ganesh Shetty

Yes sir, my second question is regarding our nonlinear initiative, a few months back we have launched software as a service as a part of nonlinear initiative, please explain how this was received by market especially in our domestic market where we can find further growth in spite of global economic downturn sir, can you please explain sir?

Arvind Thakur

So, like I said we had six clients who have engaged with us in using these services and I think that is a very healthy sign because the whole area of software as a service is a new concept and it is part of a bigger concept, which is gaining momentum, which is a concept of Cloud computing. If you interact with leading analysts they foresee the current economic downturn to be a trigger for much more wide spread use of the Cloud computing concept. Basically Cloud computing means they don't have to make investment in their own infrastructure for IT or software that you can go to a Cloud and take that service on demand. So, we anticipate this to be the next big

change that is likely to happen for the IT industry and so our initial steps in this area are very significant and we hope to scale this up as this whole concept matures.

Ganesh Shetty Thank you very much sir that is all for me sir, have a nice time sir.

Moderator Thank you Mr. Shetty. Our next question is from the line of Madhu Babu of Systematix Shares & Stocks, please go ahead.

Madhu Babu Yes sir, there is a lot of news that when the consolidation is happening within the IT industry and larger IT vendors are gaining from that. So, as a Tier II vendor what are the risks we are facing in the current environment?

Arvind Thakur Yes indeed, I think that is also a reality. I think in accounts where we have a dominant position we have been able to get these organizations to consolidate with us, but in accounts where we do not have a dominant position is certainly a risk. However, our whole approach to the market and to our customers has been on the strengths of our specialization and we hope to mitigate those risks by presenting value propositions based on that specialization.

Madhu Babu Okay sir, is there a chance that by operating the share 15-20% lower rate than Tier I vendors, we can get headroom into new accounts, is that a possibility?

Arvind Thakur Actually, it is not the rates, which is as important as the value proposition. Most of our conversations with the customers we have not been discussing rates but we have been discussing how we can offer them the same service so that their cost is less and the way to do that is to see whether we can get that

business to be executed from offshore or get the business executed on a platform on which we have already made those investments. So, that is the approach that one needs to take with potential customers and in such situations.

Madhu Babu Okay and sir, post the downturn our employee strength has been gradually coming down, say post the downturn, how do we look at scalability within our company in terms of next wave of growth, where we are looking at that?

Arvind Thakur As I have been explaining our approach going forward is to make our business nonlinear, which basically means growth in revenues should not imply proportionate growth in headcounts, so that is something that I think we have been very successful in our plans. I think secondly, if you look at the industry per se at this point in time as the market you talk there is unlimited manpower, which is available and so if one use to see the support and the comeback in growth, it should not really be a problem.

Madhu Babu Okay sir and some small bookkeeping questions, what is the CAPEX guidance for this year, for 2010?

Arvind Thakur Are you talking about the next year?

Madhu Babu Yes next year.

Arvind Thakur Okay, so we have 88 Crores as our CAPEX for next year.

Madhu Babu Okay and sir, I mean if the rupee scales back to 45 do we expect any reversal of this other income mark-to-mark losses, which we incurred earlier?

- Arvind Thakur** The extent on loss is reduced. So at Rs.50 last quarter we had a loss of 22 Crores at 49 in the previous quarter we had a loss of 18 Crores. As rupee becomes stronger, the extent of loss reduces in subsequent quarters.
- Madhu Babu** Okay, okay sir thank you.
- Moderator** Thank you. Our next question is from the line of Manik Taneja of MK Global, please go ahead.
- Manik Taneja** Hi sir, I just wanted to understand, we have been doing extremely well on cost containment. First of all for how long would we continue to see a reduction in our employee count that is one thing and if you could also give out your gross OCI losses, thank you?
- Arvind Thakur** A gross OCI, what is OCI?
- Manik Taneja** Sir, the losses sitting in balance sheet on account of your FOREX losses.
- Arvind Thakur** Okay, KTS can you answer that?
- KTS Anand** Yes, we have a loss sitting in balance sheet to the tune of Rs.1514 million.
- Manik Taneja** Sir, slightly perplexed with that number, last quarter if I remembered correctly it was closer to 155 odd OCI and from Q3 to Q4, currency depreciated further, so would there not have been an increase in that number actually?
- KTS Anand** No, there are some of the hedges contracts, which have been capitalized, which came out of the balance sheet and come to

the profit & loss affecting our revenues, so it will keep decreasing going forward.

Manik Taneja Okay and sir what is the figure exactly, under current liability is up due to increase derivative liability now stand at 199 million, which you mentioned in a part of your investor release, what is that figure, what is the current difference between at 155 and 199?

KTS Anand These are the losses which are on the effective hedges and there are some non-effective hedges to the extent of 9 million or so. So, the loss on account of non-effective hedges and on options is the total of the current liability.

Manik Taneja So, if I understand correctly, net-net your losses on hedges as of now still stands at 199 Crores.

KTS Anand It should be in the range of 199 yes that is right.

Manik Taneja Okay sir, the other question which I have put to you was regarding your cost containment. First of all breakup your operating expenses into cost of revenues and SG&A expenses because this quarter they have not been given separately and then if you could dwell deeper into what are the cost containment measures that you are taking.

Arvind Thakur Okay, so as far as SG&A is concerned, we now stand at 19%.

Manik Taneja Sir, if you could give the figure for the quarter that would be really helpful?

Arvind Thakur Which is 19%, SG&A is 19% alright and in terms of cost containment. I think if you look at the main elements of cost they are basically three, one is obviously salaries and wages, which

is people related; second is rental, and third is travels. Actually, all three are headcounts related, so if your headcount is less, you know your costs are less because less people means less space and less people means less travel. So, one approach is that we have been reducing a headcount over the quarters, so that has improved our cost structure, while we have been improving our utilization. We have also consolidated a lot of properties, and so we have let go of some rental premises, that help to improve our rental cost. There are a lot of situation we have renegotiated rents given that the realty market is soft, we would bring about further improvements in cost over there and of course there has been very, very strict and intense control on travels. The travel, particularly travel overseas is basically limited to either billable activity or business development activity. These are some of the measures.

Manik Taneja

Okay, so also if you could explain what is your outlook on your financial services side of the business, as well as their transporting segment once more?

Arvind Thakur

See, as far as outlook is concerned, as I mentioned earlier the environment is extremely uncertain and volatile, so it is difficult to comment on any one of these. We know that the financial services continued to be extremely challenged. We also know that major corporations are undergoing major restructuring to deal with the challenges, so if we see slowdown in decision-making in these organizations. I think financial services is continued to be challenged. Travels is also a challenged segment, but we are in some mixed position, where we see some discontinuity, which we are going to be exploiting and so we see better opportunities. More significantly as the acquisition of new customers should broad base our clientele is going to be

critical and this is something that we are going to be very aggressively perusing particularly with our IT product with all the major airlines.

Manik Taneja Thank you sir that is it from my side.

Moderator Thank you Mr. Taneja. Our next question is from the line of Shradha Agrawal of B&K Securities, please go ahead.

Shradha Agrawal Could you give me the breakup of your other income in terms of interest income and FOREX loss?

KTS Anand Okay, you want for the year or you are looking at the quarter?

Shradha Agrawal For the quarter.

KTS Anand Yes other income for the quarter we are very different in exchange (-30) and there is an interest income of 24 million and there is an interest expense of 5 million, so there is a net other income of 5 million.

Shradha Agrawal Okay sir and where would majority of your cash be parked in as in liquid mutual funds or how are?

KTS Anand As on 31st March it was most of in the schedule bank, fixed deposits.

Shradha Agrawal And the average yield on cash would be?

KTS Anand Till March it was plus 9%.

Shradha Agrawal Okay and what was the impact of pricing in the quarter, as in by how much did your blended pricing declined by?

Arvind Thakur That is not a number that we have, what we have been talking to you about is intake going forward, where the average price is 1% less or offshore and 3% less onsite.

Shradha Agrawal Okay sir, I mean we have seen four consistent quarters of decline in our manpower, so what is your outlook going forwards as in, do you see some stabilization there or do you foresee a situation wherein you would have again a decline in manpower?

Arvind Thakur Well, there is an absolute freeze on hiring at this point in time, if you see our utilization for the quarter is 81%, which was 84% last quarter, so there is still scope of productivity improvement by going forward, so our manpower intake is going to be need based on specific fields, that don't exist in the organizations. And as I explained to you our major thrust is in our non-linear business lines we not typically depending on manpower.

Shradha Agrawal Okay sir and how much of, I mean what should be the tax rate we can build in for a models in FY10 and 11, if you could give us some light?

Arvind Thakur This year for FY08-09, our tax rate was 16% of PBT

Shradha Agrawal And for 10, do you foresee in the same range?

Arvind Thakur You could probably see a little improvement.

Shradha Agrawal And for FY11 when the STPI benefits would not be there, I mean do you see that jumping to 20%, 25% level?

Arvind Thakur Who knows what will happen in 2011, okay besides I think we will start exploiting business out of our SEZ, so hopefully it should not do at that level.

Shradha Agrawal Okay sir on a broader perspective how do you see Mr. Obama's statement on Visas or I mean basically growing in terms of protectionism affecting your business?

Arvind Thakur Yes there is definitely a concern because you know if some of his ideas becomes regulation it would create an issue for most companies in the industries, but I think economic factors are bigger concern to the administrator and I think the industry is lobbying hard for the administration issue at perspective.

Shradha Agrawal Okay, but as of date I mean you have not seen any project cancellations or prospect from clients?

Arvind Thakur On account of?

Shradha Agrawal On account of the same, I mean the-

Arvind Thakur No not for us, not on this account-

Shradha Agrawal Sure sir thanks.

Moderator Thank you Ms. Agarwal. Our next question is from the line of Sujit Joshi of CRISIL, please go ahead.

Sujit Joshi Hi just one follow up on your headcount reduction, you mentioned that profit is going to non linear down marginally, because of the headcount reduction and decrease your utilization also results of certain project cancellation and if you could just share some thought how much is that quantum of the decline as in or how many projects were cancelled there, how many people were backbenched or laid off for any such instance?

Arvind Thakur I am afraid I cannot give those details to you, but I think the basic thing that I want you to understand is decision making has become slow and sure that I believe to start some SOWs have been scaled down and I think you can see that in the volume de-growth that we have shown in this quarter. And to that extent you would also see that utilization also reduced in this quarter.

Sujit Joshi Okay sir thanks-

Moderator Thank you Mr. Joshi. Our next question is from the line of Madhu Babu of Systematix Shares & Stocks, please go ahead.

Madhu Babu Sir, one thing regarding the environment over the last two months, I mean April and May, the general environment I mean the economic indicators are turning to be a bit positive. So, has that translated to any discussions in terms of new projects, etc.?

Arvind Thakur Which economic indicators?

Madhu Babu At least over the last 1 month, in terms of the stock market or...?

Arvind Thakur I think it is just too early, it is just too early and it is good that everybody is getting into a good mood and they are looking forward to any positive signals. But, I do not think anybody has been able to share any definitive statement that there is an improvement.

Madhu Babu Okay fine thank you.

Moderator Thank you. Our next question is from the line of Ruchit Mehta of HSBC, please go ahead.

Ruchit Mehta Hi good evening, well I joined a little late, so I maybe repeating any questions sir. Do you think that the top line de-growth of

almost 9% of the quarter, could you elaborate us to what led to that during the quarter?

Arvind Thakur I think I did a lot of explanation on that which is so maybe you can handle this question offline with me.

Ruchit Mehta Okay fine sir. And just in terms of the revenue contribution, could you give me specifically what was coming for ROOM solutions?

Arvind Thakur Okay that also I have explained so let us just take these questions offline.

Ruchit Mehta Okay, no problem great thanks.

Moderator Thank you Mr. Mehta.

Moderator Yes sir, we have no further questions. Would you like to add any closing comments?

Arvind Thakur Okay, I think then we are done. Thank you very much for participating and being on the call. So, just to let everybody know we are there in Mumbai day after. There we will be having us Investors Meet this is at 4 o'clock at the Indian Merchants' Chambers, New Churchgate. So all of you are welcome to join us and if you need to have any discussion, we can do that in that conference as well. And thank you very much for participating and for your questions.

Moderator Thank you Mr. Thakur, thank you gentlemen of the NIIT Technologies management. Ladies and gentlemen on behalf of NIIT Technologies that concludes this evening's conference call. Thank you for joining us on the Chorus Call Conferencing Services and you may now disconnect your lines. Thank you.