



“Shaily Engineering Plastics Limited Q4 FY 2017  
Earnings Conference Call”

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**MANAGEMENT: MR. MAHENDRA SANGHVI -- EXECUTIVE CHAIRMAN,  
SHAILY ENGINEERING PLASTICS LIMITED**

**MR. AMIT SANGHVI -- SHAILY ENGINEERING PLASTICS  
LIMITED**

**MR. SANJAY SHAH -- CHIEF FINANCIAL OFFICER AND  
VICE PRESIDENT (FINANCE), SHAILY ENGINEERING  
PLASTICS LIMITED**

**Moderator:** Ladies and Gentlemen Good Day and Welcome to the Shaily Engineering Plastics Limited Q4 and FY 2017 Earning Conference Call.

This conference call may contain forward-looking statements about the Company which are based on the beliefs, opinions, and expectations of the Company as on the date of this call. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing ‘\*’ then ‘0’ on your Touchtone Telephone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Mahendra Sanghvi -- Chairman, Shaily Engineering Plastics Limited. Thank you and over to you, sir!

**Mahendra Sanghvi:** Good Morning and Warm Welcome to all the participants to the Post Results Earnings call of Shaily Engineering Plastics Limited. I am joined by Mr. Sanjay Shah -- our CFO; and SGA -- our Investor Relations Advisors. I believe Amit is also on the call. I hope you have had a look at our Results and Updated Presentation that is uploaded on our Website and Stock Exchange.

Let me begin with giving you certain updates on our business for the quarter gone by. As we had mentioned during our previous earnings call, the tepid performance of Q3 FY 2017 was one-off event and Q4 would be better. We are glad to inform that our performance is as per our expectation; in fact, it is better than our expectations. We expect witnessing tailwinds across our business segments which gives us a positive view for the coming year.

During Q4 FY 2017 we received some good orders which include order from manufacture of Dry-Powder Inhalers for large domestic Pharma company. We were also awarded an order for designing and manufacturing of Pen Injectors for a large domestic Pharma company. Post a big order of Rs. 60 crores we received from global home furnishing major in Q3, we further received business confirmations for two additional products in Q4 from the same major.

Throughout FY 2017 we have been able to procure good business on a consistent basis and this is testimonial to our excellence and shows the trust our clients have in us, giving us confidence in meeting our long-term goals. Going forward we look at FY 2018 with lot of optimism.

During FY 2018, we are undertaking expansion of our plants and expect to complete major expansion by Q2 FY 2018. Further we are also consolidating businesses within our plants.

We expect to fully commercialize the Rs. 60 crores order received from the global home furnishing major by end of Q2 of FY 2018. Also on CRC business we expect to increase utilization in CRC Plant with the existing orders on hand and some which are in the pipeline.

Lastly, we are investing in tooling for couple of large clients and expect to recover the investment over the period of two years to three years by supplying parts to clients.

There is a change in the business model which require us to take some debt on our books. However, we are comfortable with the same as it allows us to recover our investment in a short period of time.

Further the board has recommended that dividend at the rate of 50% at FV of shares in the Board Meeting which resulted in dividend per share of Rs. 5 per share. We have been consistently paying out dividends to the shareholders and the company has been paying out dividend on an incremental basis and will continue to do so.

This is from my side. Now, I will handover to Mr. Sanjay Shah -- our CFO, he will take you through the financial performance of the Company. Sanjay, over to you.

**Sanjay Shah:**

Thank you Mahendra Bhai and Good Morning to all the participants. I will share the highlights of our operational financial performance following which we will be happy to respond to your queries.

As you know, we track Polymers processed, during the year we processed 10,054 tonnes of Polymers as against 7831 tonnes in the past year, an increase of 28% year-on-year.

Machine utilization rate stood at 66.8% during FY 2017 with the increase in the utilization of the CRC plant, commercialization of the order of the global home furnishing major and the order pipeline which Mahendra Bhai talked about, we expect utilization rates to improve in FY 2018.

Export for the year stood at 76% of total revenue. For Q4 FY 2017 we achieved the revenue of Rs. 68 crores showing a year-on-year growth of 25% from Rs. 54.2 crores in the same quarter last year.

Revenue for FY 2017 stood at Rs. 252.6 crores as against Rs. 227.3 crores in FY 2016 signifying a growth of 11% year-on-year.

EBITDA for Q4 FY 2017 is at Rs. 15.3 crores versus Rs. 10.9 crores in Q4 FY 2016 growing by 40% year-on-year. EBITDA margins stood at 22.4% in Q4 FY 2017 versus 20% in Q4 FY 2016.

EBITDA for FY 2017 stands at Rs. 44.4 crores as against Rs. 43.6 crores in the last year depicting a growth of 1.9%. EBITDA margins for FY 2017 came at 17.6% as against 19.2% in FY 2016.

Net profit for Q4 FY 2017 is at Rs. 7.2 crores and net profit margins are 10.6%. For FY 2017 we achieved the net profit of Rs. 15.9 crores and net profit margin of 6.3%. Cash

PAT for Q4 FY 2017 is at Rs. 10.9 crores as against Rs. 7.7 crores in Q4 FY 2016, growing by 42% on year-on-year basis. Cash PAT for FY 2017 is at Rs. 29.2 crores as against Rs. 27.5 crores in FY 2016, growing by 6.5% year-on-year basis.

Our total debt stood at Rs. 66.31 crores at the end of FY 2017. We had cash and cash equivalents of Rs. 3.65 crores. Our net debt therefore was at Rs. 62.66 crores implying a net debt-to-equity of 0.59:1.

Our CAPEX spent for FY 2017 was at Rs. 10.25 crores whereas for FY 2018 we will be spending Rs. 30 crores on CAPEX that is broadly in expanding our facilities and consolidation of our plants. This does not include the CAPEX which we would be doing for customer specific tooling which Mahendra Bhai talked about.

That is all from our side. Now, we can open the floor for Q&A.

**Moderator:** Thank you very much, sir. Ladies and gentlemen, we will now begin with the question and answer session. First question is from the line of Ritesh Shah from Investec Capital. Please go ahead.

**Ritesh Shah:** Sir, our working capital has increased on a year-on-year basis, could you please provide some color on that?

**Sanjay Shah:** Ritesh, the working capital has increased because when you look at March 2016 and March 2017, the cash which was lying on the books was used for reduction of working capital and some of the cash has basically been deployed for CAPEX. The Rs. 10 crores CAPEX which we have done in the current year has been done from cash on the books, so that is the reason for the increase in working capital.

**Ritesh Shah:** Okay. And receivables days have increased by nearly 11 days, so is it the new normal or how should one look at it?

**Sanjay Shah:** No, the reason for increase in receivable days is because if you were to look at February and March we have had higher revenues which would get recovered in April and May. So, if you were to annualize February and March, the receivable days are more or less the same.

**Ritesh Shah:** Okay, that helps. So, second question is, would it be possible for you to give a broad split of segment wise sales as well as EBITDA, broadly I am not looking for exact numbers but say Home Furnishing versus Medical

**Sanjay Shah:** Ritesh, as we have said on the call earlier, giving margin from a segment perspective would not be possible for us to do that. At the same time also giving broad segment wise results would distort the numbers. We will review this and let you guys know if we can do that in Q1. We have

given a broad sense of exports and domestics where we have said exports is about 76% and domestic revenue is 24%.

**Ritesh Shah:** Okay. But at the revenue level would you be able to provide some color Furnishing versus Medical and how do you see it going forward or are you looking at a similar mix?

**Sanjay Shah:** See, we expect revenues to go up on the Pharma side as well as on the Home Furnishing side. We have talked about new businesses which we have taken-on on the Pharma side. There has been lot of small-small businesses which we have talked about and also on the Home Furnishing side. So we are seeing revenue ramp up on both these places. In terms of giving individual segment wise revenues we will review this and get back to you how we can do it.

**Ritesh Shah:** Okay, that helps. Sir, my third question is on the CRC plant, what is the current utilization level and what is the full blown out revenue that one can look at?

**Sanjay Shah:** See, the utilization levels are still quite negligible. We have talked about the full capacity, the revenues which we can generate which is somewhere between Rs. 50 crores to Rs. 60 crores and both numbers are still there.

**Ritesh Shah:** And by when do we expect this?

**Sanjay Shah:** Internally we feel that by end of FY 2018 we would have orders for close to full capacity. We are working with some customers on various projects. As Amit had said last time on the call also, we have received approvals from three customers. The fourth approval we expect.

**Amit Sanghvi:** Ritesh, Amit here. I am on travel at the moment, that is why I could not answer your question earlier. On the CRC at the moment we are somewhere between 5% and 7% utilization on those specific capacities although the equipment that has been installed is common for some other products as well. So, overall utilization is still quite high. Now, to your specific point on when we expect utilization to increase or to get through a near close to full levels, is that, the balance of this financial year will be spent on developing and in completing or insuring that the pipeline is full. So, we expect full capacities sometimes in the next financial year and the target this year will be to get through a level of about 20% - 25% in capacity utilization.

**Moderator:** Thank you. Next question is from the line of Umang Shah from JM Financial. Please go ahead.

**Umang Shah:** I have two questions. So, firstly, can you just say how much new orders have been on the Medical side or the Pharma side in FY 2017? And secondly, going forward in FY 2018 FY 2019, FY 2018 - FY 2019 what percentage of exports versus domestic are we looking at?

**Sanjay Shah:** Umang I lost your first question, can you repeat your first question?

- Umang Shah:** So, the first question was, what was the new business confirmations we have received in Pharma side. If I am not wrong then there were two or three new businesses and this quarter we received another two businesses. So, if you could just collaborate all those businesses in FY 2017 which are there in pipeline as of now?
- Sanjay Shah:** Amit, just before you start. Umang, if you look at slide #5, major businesses which we have received confirmation in FY 2017 are mentioned. Amit, you can take it from here.
- Amit Sanghvi:** I know that this has been mentioned on the two calls prior but just to consolidate, we have received confirmation for Dry-Powder Inhalers, we have received confirmations for new tie-up from Eye Dropper, right so we have done the packaging. We received business award for Anti-Fungal Application. We received award for a Derma Applicator. So, these are some of the projects we are working and the Pen Injector that Sanjay Bhai already mentioned or my father mentioned earlier on the earnings call. So, these are the four new products that we are developing.
- Sanjay Shah:** Amit also the DPI.
- Amit Sanghvi:** I mentioned the DPI So, apart from the primary packaging with the CRC that we are already promoting, this is the additional business award that we have received.
- Umang Shah:** Okay. So, Eye Dropper and Anti-Fungal might be in production as of now?
- Amit Sanghvi:** The Eye dropper, we have commercialized the product, we have given the exhibit batches, with the new Pharma product you first have an exhibit batch which then takes another six months to eight months before it actually comes into the market properly. So, we have done the commercialization, we have given the exhibit batches. With the Anti-Fungal we are just near in completion of the development.
- Umang Shah:** All right. So, going forward these four might be at least commercialized in FY 2018 the four new projects for CRC especially?
- Amit Sanghvi:** I mean each of these molecules would range in drug value, somewhere from \$ 350 million to \$2.5 million. So, if we look at an overall generic market share and the company that we would be doing this for it seems to be good potential.
- Umang Shah:** All right, okay. And sir, the second question, going forward domestic versus exports, what are we looking at?
- Amit Sanghvi:** We are looking at 70% to 75%, 30% - 25% kind of this thing. Our business model has traditionally also been more or less the same.

- Umang Shah:** Right. Because in Pharma we are seeing more of domestic Pharma companies giving us orders. So, I thought that, may be going forward this might continue
- Amit Sanghvi:** However, all those businesses are export. So, they are not for domestic market they are for regular end market.
- Moderator:** Thank you. Next question is from the line of Ayush Mittal from Mittal & Company. Please go ahead.
- Ayush Mittal:** My question is more in relation to your biggest Home Furnishing customer, it is more about the like the competitive land scape like when we say that we have two - three players from India which also do the similar thing for a customer, I want to know a bit how do they decide on the pricing and procurement? Is it that they tell you that this has to be manufactured at this price or the price is different for different vendors, how the sales take place?
- Sanjay Shah:** Amit, you want to take that question?
- Amit Sanghvi:** Yeah, sure. Typically, with Home Furnishings major there is a RFQ process. The RFQ process basically means that proposals would be received from several suppliers including Shaily as being one of them or other Indian suppliers, Chinese suppliers, European suppliers, possibly and what they do is they evaluate proposal on may be four to five parameters. One is what is the existing performance looks like. Second is there any innovation and the technical solution being provided, is there any innovation in the solution and is that innovation leading to a better cost or better efficiency, less wastage, better quality. So, these are the criteria on which they rate or award new business. I think still the highest weightage would probably be given to existing performance. So, if your existing performance is good on key parameters like delivery quality, etc then you are already slightly ahead of the game.
- Ayush Mittal:** So, if there are four - five players doing the similar thing may be two - three from India, two - three from China. And if you want to scale up your operations and then how do you get additional orders like you have to be more price competitive? What is the key differentiator because all of them might be having the similar performance parameters in past, they must have done good work, they must be doing at a good scale and all those things must be equal.
- Amit Sanghvi:** So, that is the difference between good and excellent or good and better that you need to make sure that you are better, you are able to consistently provide better solution, technical solutions in order to reduce the cost without affecting your margins. There would be products where others are better than us and we are the first to admit that, but we have done better on several product ranges.
- Ayush Mittal:** And that is in terms of designing or is it in terms of your own efficiency and lower cost of operations?

- Amit Sanghvi:** A bit of both, we also design the manufacturing solution, the manufacturing process is all up to a supplier, it is not up to the customers. So, whoever is able to design that optimal solution that will basically result in the least total cost of ownership of the product.
- Ayush Mittal:** Okay. And as we are seeing that this account has ramped up wonderfully for us and now it is at a significant concentration, I just wonder that as we have these capabilities and such a proven track record, have we tried acquiring more such customers in the same field or is it there some contract which stops us from approaching us some similar such customers or something on that line?
- Amit Sanghvi:** No, there is no contract in place which stops us from approaching similar customers but the truth is that there are no similar customers. There are three brands, other retailers basically follow a model where they buy off-the-shelf and then they don't design of their own products and that space would be extremely unique about one of our customers.
- Ayush Mittal:** And as this account has been scaling any thoughts on the customer concentration risk and how do we plan to handle that going forward?
- Amit Sanghvi:** From a market perception or even internally speaking yes, there is a customer concentration risk and the best way to mitigate that is to grow your other businesses as well. But the truth remains that this particular one is an extremely important customer for us and as obvious we continue to perform I do not see much of risk. And that holds true for anyone. The day you stop performing, the day your performance actually goes down then you are at a risk of losing the customers.
- Ayush Mittal:** True, it is not easy to get such customers who are doing so well and they can scale up with you along.
- Moderator:** Thank you. Next question is from the line of Jatin K. from GS Investments. Please go ahead.
- Jatin K.:** I had a question on this as in the opening remark you said, Q4 will grow 25% and that is much better than our expectation but our vision statement of 2020 we need this kind of annual growth. So, anything I am missing in these two statements?
- Sanjay Shah:** No, I believe Jatin what Mahendra Bhai said is when we did the Q3 call, we had said Q4 would be better and that is what we said our performance in Q4 is as per our expectation.
- Jatin K.:** Okay. So, our vision statement still holds true?
- Sanjay Shah:** Yes.
- Jatin K.:** Okay, that is great to know, sir. And on this major order from this Home Furnishing major, our margins are similar to the other business or is it anything lower?



- Sanjay Shah:** Jatin, we would not want to get into individual margin, I hope you would understand that.
- Jatin K.:** Sure, sir. And any guidance for in the next year FY 2018?
- Sanjay Shah:** We do not give a guidance again, Jatin I am sorry but as a company we do not give a guidance.
- Moderator:** Thank you. Next question is from the line of Ankit Gor from Systematix Shares. Please go ahead.
- Ankit Gor:** Sir, my question with regards to orders which got delayed in Q3 and I believe part of which was received in Q4. So, if you can quantify how much order got delayed in Q3 and how much we got in Q4 and expect to get in the next couple of quarters, that is one question, sir. If you can then I can ask other questions as well.
- Sanjay Shah:** Ankit on the order which were delayed, part of the orders have started in Q4, so with a couple of customers the orders have started flowing in. One customer, the order will probably start flowing in from Q2.
- Ankit Gor:** Okay. So, Q1 will not have any delayed orders which got delayed in Q3, fair to assume that?
- Sanjay Shah:** Some knock off, some will show into Q2 as well.
- Ankit Gor:** Okay. And my next question with regards to this debt which actually we have closed year at Rs. 66.31 crores and you said that debt will increase hereon because of some expansion plans going on. So, what number would be sir, because FY 2018 we have Rs. 30 crores kind of CAPEX plan and it is not including any Tooling as Mahendra Bhai said so probably...
- Sanjay Shah:** So, on the CAPEX of Rs. 30 crores what we had mentioned in the last call, we would be looking at funding this through internal accruals and the cash which is lying on the books. The CAPEX for Tooling would be funded by debt but that is a one-off but that is a customer specific thing where we would have an understanding with the customer in terms of the payout for the same.
- Ankit Gor:** Okay. So, you mean to say this Rs. 30 crores will be mixture of internal accruals and debt?
- Sanjay Shah:** Yeah. In the last quarter, it would be internal accruals.
- Ankit Gor:** Okay. Sir, we said we did roughly around CAPEX of Rs. 10 crores in FY 2017 and where we spend this if you can elaborate?
- Sanjay Shah:** This has been gone into basically consolidation and expansion. One is consolidation of Pharma business and second is expansion on the Home Furnishing side. So broadly, these are two areas where it has gone.

- Moderator:** Thank you. Next question is from the line of Rakesh Bansal from Axis. Please go ahead. Rakesh Bansal, go ahead with your question please.
- Rakesh Bansal:** Sir, I just wanted to know this debt only, you have Rs. 30 crores CAPEX plan in Q2 FY 2018, right?
- Sanjay Shah:** Yeah, it is a Rs. 30 crores plan which we have said that we will complete a large part of that CAPEX by Q2 of FY 2018.
- Rakesh Bansal:** Large part of it, okay. Rs. 30 crores is including Tooling or it is excluding Tooling?
- Sanjay Shah:** It is excluding Tooling.
- Rakesh Bansal:** Excluding Tooling, so what kind of investment will go in Tooling?
- Sanjay Shah:** That will depend on customer confirmation, we will give that number probably by Q2 once we receive confirmations from the customer.
- Rakesh Bansal:** And out of this Rs. 30 crores since we have a cash in hand of Rs. 3 crores, so this will be mostly by debt itself.
- Sanjay Shah:** No, a large part of it will be from internal accruals.
- Rakesh Bansal:** I cannot get that, how come internal accruals, we have somewhere around Rs. 4 crores in cash in hand.
- Sanjay Shah:** Then I have limits which I can draw on, our working capital limits which I can draw on. So, basically the current cash on books which was lying has been deployed in working capital, so working capital limits have been underutilized.
- Rakesh Bansal:** Okay. And can you throw some light what this Tooling investment is?
- Sanjay Shah:** Tooling investment is basically we are investing in Tooling for a customer because the customer wants us to invest and he is giving us a commitment to basically buy X number of products from us over the next two years to three years.
- Rakesh Bansal:** And with a same kind of margins which are we doing for our business?
- Sanjay Shah:** I do not want to get into margins and everything.
- Amit Sanghvi:** We cannot divulge any further information on this.

- Moderator:** Thank you. We have a follow-up question from the line of Ritesh Shah from Investec Capital. Please go ahead.
- Ritesh Shah:** Amit, preference for you, you did indicate that from a EBITDA mix we will look to grow other businesses and I think Mahendra Bhai said that we are on track for \$100 million target by 2020. So, which are the other segments would be possible to give some color if not numbers over here, how do we see the ramp-up and what is the incremental pipeline like?
- Amit Sanghvi:** Without giving numbers because we also do not know 100% clarity on all the numbers but without giving numbers the businesses that we are focused on apart from our Home Furnishing business is FMCG and Healthcare. So, a major chunk of growth which will lead to our 2020 vision will come from FMCG and Healthcare.
- Ritesh Shah:** Okay. And will this be domestic or is it again will be more of exports?
- Amit Sanghvi:** The FMCG portfolio will be more or less domestic and the Healthcare portfolio will be a mix. However, predominantly exports.
- Ritesh Shah:** Okay. And what is the impact it will have on the EBITDA mix, so you did say that there is some customer concentration which is there, so by 2020 how do you see this given Healthcare would be a more profitable operation. Do you see de-risking if not from a top-line point of view but from a EBITDA point of view.
- Amit Sanghvi:** As we utilize more and more capacity both for the CRC plant as well as our new Healthcare business, the margin profile of that business is certainly higher. But when we look at 2020 in terms of the mix it is not going to be a significant change because you also need to factor in that our Home Furnishing business will also grow equally or faster than our other businesses. So, therefore, when we look at 2020, the mix or a ratio will be somewhere in the same range as it is today may be +/-5% at the most.
- Ritesh Shah:** Okay. Last question for Sanjay Bhai. Sir, do we have any balance sheet ratios that we would not exceed 0.7x gearing, do we have any stated balance sheet targets so that will be able to fairly grow incrementally?
- Sanjay Shah:** You are talking about debt-equity?
- Ritesh Shah:** Yes, sir.
- Sanjay Shah:** We do not have internal target as such Ritesh but we would not want to become over leverage that is what I would say.
- Ritesh Shah:** Okay. But from a capital structure point of view sir, how do we look at it so what is your comfort level are we okay till 1x?

- Sanjay Shah:** We should be okay till 1x because what you need to look at is the large part of this is basically working capital debt which is very-very short term. And some of the debt which we are taking in is for the Tooling which is being underwritten by the customer.
- Ritesh Shah:** Okay. Basically, this debt obviously it will be on our book, so does it have the same interest cost that the normal debt has or is the economics different over here?
- Sanjay Shah:** It will be at similar cost.
- Moderator:** Thank you. We have follow-up question from the line of Umang Shah from JM Financial. Please go ahead.
- Umang Shah:** Yeah, so, in LED case fittings, last quarter we started supply to one of clients. So, are we still looking in that direction, the sales getting continued or there is a design change again in that or something like that?
- Sanjay Shah:** No, we are continuing to see sales there.
- Umang Shah:** Okay. And with other automotives there was a delay due to some design change.
- Sanjay Shah:** As I said earlier that with some of these customers we have started sales in Q4. So, on the automotive thing we have started some sales in Q4 and the balance sales will probably start by end of Q2.
- Moderator:** Thank you. Next question is from the line of Srikant PVS from Spark Fund. Please go ahead.
- Srikant PVS:** Can you give us a broad outlook on what is the revenue mix and directionally how will it be like say in next say a couple of years?
- Sanjay Shah:** Srikant, I believe one of the participants had asked this question and we said we would probably not be able to give the same.
- Amit Sanghvi:** I think it will be more or less the same as it is there, I just answered that question. Srikant, you know each segments could be (+/-5%) – (+/-10%) more or less the mix will be the same.
- Srikant PVS:** Okay. And going ahead?
- Amit Sanghvi:** I think up to 2020 this will be the case at least there will be some fluctuation but somewhere within the margin of error the mix will be the same.
- Srikant PVS:** Okay. And sir, in terms of margins which is better say like between Healthcare, FMCG?

**Amit Sanghvi:** There are many different ways to look at it – one is a Healthcare business typically has very high gestation period. FMCG is something that you can start within six months to nine months or 12 months at the most. So, depending on how you look at but yeah, in long-term definitely Healthcare is better. So, there are also higher barriers to entry in to the Healthcare business.

**Moderator:** Thank you. Next question is from the line of Ashish Kacholia from Lucky Investments. Please go ahead.

**Ashish Kacholia:** My question pertains basically to the overall absolute EBITDA on a fairly substantially volume growth for the year. Our EBITDA seems to have remained more or less flat for the current year. So, how do you see this overall playing out in the next year? This was fairly disappointing as far as I was concerned.

**Sanjay Shah:** Okay, we expect EBITDA to be more or less same going forward for the next year. What needs to be kept in mind is that if you were to look at the EBITDA margins in the current year on Q3 I think everybody is aware of we had also talked about the performance not being up to the mark in terms of what we were expecting and that is reason you have seen a dip on an overall EBITDA margin.

**Ashish Kacholia:** No, my point is that the EBITDA on the FY 2017 versus FY 2016 is flat all the quarters put together is flat Y-o-Y. On a fairly substantial jump in our volume, so I can understand that the prices of the Polymers have come off because of the oil price crash and so on and so forth. But the absolute EBITDA I mean suppose we grow our volumes this year, we kind of hope to move the EBITDA in line with our volumes?

**Sanjay Shah:** On the absolute number yes, we expect the numbers to go up.

**Moderator:** Thank you. As there are no further questions from the participants, I would now like to hand over the floor to the management for their closing comments. Over to you sir.

**Sanjay Shah:** I would like to thank everyone for joining on the call. I hope we have been able to respond to your questions adequately. For any further information, I request you to get in touch with SGA, our Investor Relations Advisors. Thank you very much for being on the call.

**Moderator:** Thank you very much, sir. Ladies and gentlemen, on behalf of Shaily Engineering Plastics Limited, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.