



“Mastek Limited”
Q2 FY 14 Earnings Call
October 25, 2013



**MANAGEMENT: MR. SUDHAKAR RAM
MR. FARID KAZANI**



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Moderator: Ladies and gentlemen, good day and welcome to the Mastek Limited Q2 FY'14 earnings conference call. 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 this conference call, please signal an operator by pressing "*" then "0" on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Diwakar Pingle from Christensen. Thank you and over to you Sir.

Diwakar Pingle: Thank you. Good morning, good afternoon, good evening to all of you join on this call. Welcome to the Q2 FY'14 earnings call of Mastek. On the call today we have Mr. Sudhakar Ram – Managing Director & Group CEO and Mr. Farid Kazani, Group CFO and Finance Director who would be discussing the quarter highlights and possibly share a brief outlook of the next half going forward. I hope all of you have got the results that were mailed out this morning to all of you. In case you have not got it you please do write into me and would be happy to kind of put you on the mailing list. With this said, I will hand over the call to Mr. Sudhakar Ram. Over to you Sir.

Sudhakar Ram: Thanks Diwakar and good morning and good evening to most of you. This is our Q2 earnings call for the quarter ended July to September. Overall the performance of the company has been in line with strategic direction that a year before we did want to move to a path where we go into more high end solutions and vertical products, in this verticals that we are really focused on which is insurance and government.

Quarter-on-quarter we have seen a steady improvement in turns of our traction in the market place, actual deals that we have won as well as revenue both in products and in solutions particularly in the insurance business in the US. We have also seen our services business which is the commodity part of our business go down, which is in line with the margin expansion, I think that we wanted to do; however, the services business has been growing down faster than we anticipated to that extent all the positive things and the momentum that we have had in products and solution is not fully reflected in terms of growth; however, it is reflected in terms of bottomline.

This quarter I think on the P&C end we have made progress not just on the billing, which is our flagship where we are the number one in US and number one in the world in terms of number of installations in billing. We have also made progress in terms of the policy administration system, which is the much larger system from the property causality, general insurance business perspective, so that momentum continues. We continue to deliver and make further releases, and our Elixir North American product for the life and annuity segment.

In the UK we did have a focus on government and in the past almost all our business would come through partners like BT, Capita and so on. Given the UK government's desire to start bidding



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through small - medium companies they did set up a different platform for procurement for smaller vendors like us directly rather than going through other larger size and we are happy that we had first win announced in this quarter. It is a significant win in the health area with the new avatar of connecting for help which used to run all IT for the NHS, so this is an organization called HSCIC. It does represent a significant breakthrough for us from a strategic perspective in the direct business from government.

In India-Asia, we continued to do well, though it is much smaller part of our market. We have turned around from a profitability perspective. The order book looks robust, so overall we are pretty positive about the achievement of the company as well as movement along the strategic direction.

So I will hand it over to Farid who can take us through the details from numbers perspective.

Farid Kazani:

Thank you Sudhakar and good evening and good morning to all of you. I will just take you all through the financial and in summary it has been a good quarter from a directional perspective and a very strong quarter from a profitability perspective.

So sharing the topline numbers with you; on the revenue in rupee terms we ended up 236.7 crore as compared to 222.3 crore. That is an increase of 6.5%, but this revenue has mark-to-market hedge on the covers as per AS30 that gets reflected in the revenue line item, if I actually look at it before the hedge, we have actually done 242 crore as compared to 222 crore. That is an increase of 9.1%. At an H1 level the revenue came in at 459 crore as compared to 439 crore. That is an increase of 4.5%.

On total income basis, we have declared 238.5 crore as compared to 227.3 crore that is an increase of roughly 5%. At an EBITDA level, including other income, we have reflected an increase from 18.6 crore going up to 28.9 crore that is actually an absolute increase of 55.4%.

In terms of EBITDA margin it has increased from 8.2% to 12.1% - that is an increase of 390 basis points. If I look at the operating EBITDA, which is before the other income and FX translation, it has actually increased from 13.5 crore to 31.7 crore. That is an increase of 134%. In percentage terms to operating revenue, it is increased from 6.1% to 13.4% that is an increase of 7.3% quarter-on-quarter.

At the PAT level we have doubled the profits from 7.1 crore that we declared in the previous quarter to 15.1 crore, a 113% increase. At an H1 level we have done 22.7 crore as compared to 28.7 crore.

I will spend some time on giving you the EBITDA analysis because there have been some pluses and some minuses in the EBITDA. In this quarter, Q2, we have had benefit of employee incentive reversal. The year end for the incentive pay out is June end. So depending upon the



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performance of the company and individual performance as against the incentive that was provided, we paid out a final amount and the excess of that amount was actually reflected as gain in the P&L this quarter - that was roughly 5.6 crore in Q2. So that is the gain to the P&L. In this quarter, we have also had a low gratuity provision by 3.3 crore and a good performance on collections of overdue receivables in our India Asia Pacific accounts. Overall collections reflected positive 1.7 crore in this quarter.

There was some negative on account of project cost increases. We have provided an amount almost 3.92 crore. Therefore, net-net we have had a 6 crore positive impact in Q2, so the actual operating EBITDA is 10.8%

There are a couple of other impacts that have got reflected in P&L account, the salary increases that was effective July has impacted 3.5 crore, so that is roughly 1.5% and in this quarter we have also ended spending higher product development expenditure by 2.9 crore primarily in North America, both in the P&C and L&A strategically required for building the growth in North America insurance business. These two impacts are absorbed but even after that we had an operating EBITDA of 10.8%.

In terms of balance sheet items, we have seen a healthy balance sheet. We have seen the cash and cash equivalent, which was 280 crore in the previous quarter, is now at 250 crore, but this is after paying out 7.5 crore of dividends, paying out the employee incentive of roughly 31 crore and paying the statutory dues of around 10.8 crore. Even after paying out these items we have been able to increase the cash balance because we have had good operating cash flow in this quarter plus an improvement in the overall working capital.

In terms of the other balance sheet items, if you look at the current liabilities it is due to reduction of the unearned revenue. If you remember we had said that the cash balance last quarter included roughly 79 crore of the advance monies we had received from customers; that advance money now stands at 60 crore, the corresponding effect of that reduction is also reflected as reduction in the current liabilities in the unearned revenues.

I will move on to the other specific items. In this quarter we have given the revenue quadrant analysis similar to what we shared in the analyst meet. The revenue numbers are reflected in the four quadrants, the services, the solutions and the vertical products and the horizontal product. So if you look at the nos as compared to the last year, we had the IT services at 28.4% and in this quarter it has moved down to 19% and Sudhakar did comment upon that, that it is an area that we are not investing and that will see some downturn.

On the solution side we are seen it going from 34% to 34.5% and the vertical products which is our mainline insurance business has increased from 37.5% to 46.4% in this quarter. It is a healthy



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growth linked to the insurance business that we have seen in North America and we also see good traction on the pipeline at this point of time.

On geo specific level we see North America revenue coming in at around 47% as compared to 48%, UK is higher at 48% as compared to 45% and others geo is at the same level at around 7% odd.

In terms of verticals the insurance was at 49% as compared to 48%, government is shade lower at 25% as compared to 26% and other financial service and IT services at 26% is similar in the last quarter.

In terms of client wins, we had four client wins in this quarter and it included two client wins from the UK, one from the US and one from India - Asia-Pacific.

Our 12 month backlog number in terms of rupees has remained more or less constant at 558 crore compared to 560 crore in the previous quarter, but in dollar term it has seen marginal reduction at 87.5 million dollars as compared to 94.5 million dollars from the previous quarter.

We have also seen improvement in the utilization ratio at 81.5% as compared to 80% in the previous quarter with improvement in the bench utilization. The overall headcount is lower at 3185 as compared to 3271.

In terms of our FX hedges, we have 25 million of dollar exposures booked at an average of around 59.2 and we have 12.1 million pounds, which has been booked at an average of 95.4. We have booked roughly 60 plus percent for the next 12 months and an additional 20% booked beyond the 12 months also.

One point that I would also want to share with you is the total impact of higher FX rates in this quarter as compared to the previous quarter. Now there are two specific impacts - one is the higher rate that gets reflected in the revenue and profits, so we have seen a gain that has given us close to 3.5% in our EBIDTA margins, but that has been offset by the FX hedge impact which is reflected in the reduction of revenue by 2.3% so there is a net positive impact on EBIDTA is 1.4%

These are the key points that I wanted to share. I am open to any questions that you would have and if there is any specific query you can also send me an E-mail. Thank you, I will hand it back over to the moderator for the questions.

Moderator:

Thank you. Participants we will now begin the question and answer session. We have the first question from Pranav Tendulkar from Canara Robeco. Please go ahead.



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Pranav Tendulkar: Thanks team for a good set of numbers. I had some questions; first of all on other income that has actually become I think 1.8 crore vis-à-vis nearly 5 crore last quarter, so can you just give me a split of that 1.8, because cash available on the book seems really good, so I am a bit confused about the yield that I require to project it forward, so can I get the split?

Farid Kazani: The previous quarter amount of 5 crore included 3.5 crore of the exchange gain so if you look at our declared result there is a note which mentions that if there is an FX gain or translation gain, it gets reflected in other income and we have FX loss that gets reflected in the other expenses, if you have to compare the previous quarter there is a gain of 3.5 crore which sits in the other income, if you knock off from that 5 crore the actual other income is 1.5 crore and therefore the other income has increased to 1.8 crore. In this quarter the FX translation loss is 4.5 crore and it is reflected in the other expenses.

Pranav Tendulkar: In terms of constant currency revenue worth, how much it is, I missed that number?

Farid Kazani: I probably did not give that. Let me share that, if you look at last quarter the dollar revenue was 39.1 million and this quarter it is 37.6 million, but if you actually look at it before the hedge, which is the right way to look at it, it is 38.5 million so it is a drop of around 0.8%.

Pranav Tendulkar: Any guidance that you can give on because Sudhakar is now sitting in UK, so any idea, how UK panning out that is one thing and second is how is the outlook in terms of revenue growth? Thanks a lot.

Sudhakar Ram: Essentially in the UK there is a level of turnaround we need to do that we are moving a bit away from just depending on partners to do a government business to getting business on our own, so it is not a short lead, that is a long lead time process, but we are very pleased that we have had the right wins in that area, so there will be incremental growth in the UK, but I do not expect anything dramatic in the next few quarters, but there will be a positive trend in terms of revenues and UK remains more profitable business. As far as the US goes I think given the nature of the product business we did have some orders right shift this quarter we expect that to close in Q3, which is October to December and the translation of that into revenue while the product business will continue to grow where we do see a problem as the IT services in the US where we have not focused it will continue to drop so how these two balance each other and finally how much net growth we get is still not completely visible, but there is a positive direction over the next two to three quarters we do expect to keep growing - not as robustly as we could if the IT services drop was not there, but once that is evened out I think we can see very positive growth in the product business and in the solutions business.

Pranav Tendulkar: So what timeframe are you looking forward to it this balancing happening and in consolidated level revenue growing Q-o-Q?



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Sudhakar Ram: It is difficult to say. I would assume given that the services you see now has dropped to a fairly low levels, about 18%, so as that stabilizes I think within the next quarter to quarter and half we should have that effect canceled out and all the growth in products and solutions should get translated into real growth in the company topline.

Pranav Tendulkar: Any outlook on the IT services business as it in the sense how much percent is UK and how much is US and how both geographical behaving any color on how... will it bottom out, will it continue to decline?

Farid Kazani: Pranav, I do not have the breakup right away. I will share that with you separately.

Pranav Tendulkar: Thanks a lot.

Moderator: Thank you. The next question is from the line of Amar Maurya from India Nivesh Securities. Please go ahead.

Amar Maurya: Thanks a lot for the opportunity and congratulation for good margin expansion. Farid, my question is primarily related to if see your employee expenditure had dropped significantly as percentage of revenue during the quarter, whereas the consultant charges had also declined so I just wanted to understand whether this is the trend which we should continue like probably this is the one time kind of thing, anything there in this?

Farid Kazani: Amar, I did share the same in my opening comments that there were two positive impacts that have impacted the P&L. One was at the end of every annual year, we have the employee incentive reversal that takes place, so there is a 5.5 crore positive impact in this quarter and secondly we had a lower gratuity provision of around 3.3 crore, so if you gross the manpower cost with these two impacts you will get the right percentage to the revenue. The consulting charges is lower primarily because it is the related to subcontractor charges for the projects that we do in the UK and that project has seen gradual ramp down, so this quarter again there is a lower headcount in that project and that is why it has come down.

Amar Maurya: What is the outlook then there in the UK and like is it likely to continue the order wins over there and the consulting charges from here should come down further or how it is going to be?

Sudhakar Ram: See overall UK business has fairly higher margins. Some of these commodity services are at lower margin deals, so that will continue to decline but it will be made up by solution dip and the execution account wins that we have had. So the net effect will be positive. How much positive? I think with that really shaping up in the next quarter, quarter and half.

Amar Maurya: Thank you. That is all from my side.

Moderator: Thank you. The next question is from Abhishek Shindadkar from ICICI Direct. Please go ahead.



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Abhishek Shindadkar: Thanks for taking my question. First could you give us the color on the new NHS deal and if any of the size and how the ramp up we should look at the ramp up from the year perspective?

Sudhakar Ram: See the entire strategy of the NHS you remember we started on it in 2003 and this is first time in central database, so it is a messaging system, which collects all electronic patient data from every hospital and GPN and puts into a central database where all UK citizens data is available in a summarized form and then there are secondary usage services where data is analyzed, bills for making payments to hospital to GP's and for other purposes, now what the HSCIC is doing in the next version because this is half end over the last 10 years and we need to upgrade it, then fit this up and they are trying to procure through instead of giving it to one large integrator they are trying to break it into much smaller pieces and procure through different vendors and given that we have a very solid experience in building the system and NHS we have got the first deal out of it and we expect to get more out of this. So this is a specific thing in identity and access management, because we are dealing with healthcare data which is very confidential and it is privacy of individuals is at stake, the entire process of how you secure, authorize, validate who can access what data is the critical piece of the whole thing. So that is one piece that has been awarded to us. It is a multimillion dollar. It is not huge, but it is decent size. So that is the first start, but this is the process which is going to happen over the next 12 to 18 months as different parts of the system come out for tender and it will be competitively bid out and over the best filtered will actually win the deals. What is interesting in the way they are doing it is, it's typically based on shortlist and a then breakoff between vendors where the entire systems are now being developed using a methodology where you do a couple of prints of actual production to vendor do that actually production quality code and then they decide who is better and therefore who will award it and the first deal we got was after a 10-week breakup, so we are pretty pleased that our teams are done extremely well and continuing to dominate the health system and proved that we have the best capabilities there.

Abhishek Shindadkar: Sir, the question is, the order backlog declining has been after the addition of this contract, or the contract is yet to be added in the order backlog?

Sudhakar Ram: Contracts have already been added in the order backlog that order backlog, it is actually more to do with some insurance based right shifting rather than on the UK front.

Abhishek Shindadkar: Last question is book keeping question. Farid, if I look at the current liabilities, the number has jumped up from around 43 crore to around 91 crore and the short term provisions have gone up from 21 to 37 would it be possible to quantify and add a color to what happened on those line items?

Farid Kazani: Are you looking at the consolidated?

Abhishek Shindadkar: I am looking at the Mastek Limited. I apologize if you may have already stated this?



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Farid Kazani: I think it will be relevant to look at the consolidated numbers and I can share that breakup of the specific line items on an E-mail, but I had already mentioned in my opening comment that there has been drop in the current liabilities in the consolidated nos from 244 crore to 196, which was clearly due to reduction in the unearned revenue, which was the advance moniesthat we have got from the customers and that has come down based on this quarters execution. The short term provision was down because of the payout of the proposed dividend of 7.5 crore but offset with increase in the provision for M2M for FX hedges by 9.3 crore.

Abhishek Shindadkar: Thanks for taking my question and best of luck for the rest of the year.

Moderator: Thank you. The next question is from Aishwarya K from Spark Capital. Please go ahead.

Aishwarya K: Thanks for the opportunity. I just have a couple of questions; one how is the large deal, which is one in US like two quarters back shaping up like is it on schedule and #2 do you have any other large deals in the pipeline like that in the US and your unbilled revenue if I look at a consolidated has been at like at high levels for quite sometime so if I say that is it because more of your product composition is it because of that your unbilled revenues are high or is there any other meaning for it?

Sudhakar Ram: Let me take the first two then Farid can take the third one on unbilled revenue. The large deal that we have announced last year, one or two quarters back, it is actually going along pretty well. I think the client is very happy with the way the product is shaping up. It is a huge program and it is not that they can just take a product and implement it directly. There is a fair amount of integration, interfacing and configuration to be done to make it work and our teams are working on it. So it is a three year program and we expect to have a very, very significant install of our billing system at the end of three years. There are other large deals, this one is the real mega deal, but other Tier I carriers have been looking at our P&C billing platform and slowly it will translate into pipeline, but there are other deals. Earlier we used to sell only into tier 3, tier 4 segments, but after we did the technology refresh we have started moving up in terms of the tier of insurance company who have expressed interest and even from a market perspective earlier these kind of insurance companies would never buy a standard product, they would always want to build something on their own, but they see such a compelling set of functions, and features, and a very scalable technology, architecture, configurability our P&C product there is more interest around it, so we continue to speak to the larger company tier II, tier I and I think we have continue to win some deals there.

Farid Kazani: Aishwarya, on the unbilled revenue it is typical to the work that we do on project basis and this revenue gets recognized based on percentage completion of the project, but the billing to the client is based on milestone achievement and certain agreed basis, so this level is a very acceptable level. In fact in this quarter we have seen a reduction from 80 crore to 76 crore.



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Sudhakar Ram: We have to remember that our part in solutions and products is the fixed price business and quarter-on-quarter we have seen fixed price component of total business go back up. I think we used to be a 55 to 60 then it started dropping to almost 30 and in the last three to four quarters we have seen it go back from 30s to, I think this quarter it is close to 50%.

Aishwarya K: Thank you. That is it from my side. Have a great day.

Moderator: Thank you. The next question is from Pooja Swamy from Span Capital. Please go ahead.

Pooja Swamy: Thanks for the opportunity. I just had one question on your margins. As we have seen margins expanding in this quarter and your vertical product business, which I understand is higher margin business is also improving. What is your outlook on the margin going forward?

Farid Kazani: As Sudhakar did mention that directionally we are seen the business improve in the solutions and the vertical space and the margins there are much higher than in the normal IT services that we have. Just to give you some data points, our gross margins in the verticals business would be approximately 55%, solutions it would be close to around 45%, and services it would be between 35% and 40%, so as the percentage of revenue improves in the solutions and the vertical space we will see a margin expansion. We are right now at close to 10% EBITDA level and hopefully when we see revenues building up to over 40 to 45 million dollars per quarter we should see a low teens EBITDA level.

Pooja Swamy: If you could give some outlook on your revenue growth as well as and overall across all what kind of growth do you expect in this year in terms of percentage or something?

Sudhakar Ram: I think like I mentioned, the tricky part is because we are not focused on services and that is coming down, that is pulling down our overall growth, so it will be good to just to look at the strategic segments and growth within that and there we see 10% to 15% growth happening in the strategic segment going forward, so really as the thing is if you look at the long term the focus is the solutions and product business and we should look at the growth rate in those which will be the mid teens as we go forward and it could even improve.

Pooja Swamy: Strategic segments you mean these solutions and vertical products you see growing them at a 15% kind of rate?

Sudhakar Ram: That is right.

Pooja Swamy: That is all from my side. Thank you and all the best.

Moderator: Thank you. We have a followup question from Pranav Tendulkar from Canara Robeco. Please go ahead.



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Pranav Tendulkar: I just wanted to ask about the manpower increase in marketing, it has increased from 78 to 102, so any focus or any geography that you are hiring these people are is it support function sitting India that is one? Second thing is in this annual investor meeting we revealed a map, so this is probably two quarters back, so I just wanted to ask about our leadership or how insurance in US is panning out and where we stand there and where are we on that map? So how are we tracking ourselves? Thanks a lot.

Sudhakar Ram: Pranav like I said I think the strongest part of the business is insurance in the US. Gartner, which is all of you know is a very key analyst has put Mastek among the top three vendors in insurance IP in the US and essentially the competition we have there is Guidewire and we have Accenture Duck Creek, and they rate Mastek as #3 and our own aspiration is to continue that and even see if we can move up in terms of our positioning within that marketplace. So the thing seems to be going in a positive manner from a technology perspective we are rated very high, from solutions perspective we are rated high and our sales teams are working towards converting this opportunity to results. Now you have to recognize that while we are very strong in building and the product is built out there in and we have size there and policy management system which is the larger piece we are in the process of building it out and it will be built line by line, it is a longer process but the real market opportunities will kick in as part of the arrangement which would step up the growth rate even further over the next 18 to 24 months. So insurance remains as strong part and we remain confident. In the life and annuity business we have very significant deals - Forester has gone live, we have had Wawanesa, we have had Gerber and we need to implement and bring these sites live, which is what will happen in the financial year and it is only after that we will be able to really build good pipeline there because customers want your beta size to be successful and give you very good reference. So life insurance is about 12 to 18 months behind the P&C business in terms of the growth curve but the market opportunities are equally large in life as they are in P&C, so but segments which are different cycles and both of them seem to be growing, the analysts are saying that the number of deals will increase in this especially if optimism of the economic revival happens.

Pranav Tendulkar: Just a question related to that. How is the market opportunity, because what I understand is this has a slow burning business, so once the client accepts the product platform they will take their own 7 to 8 years, so what incrementally is important for us is that the implementation stage of the project should keep coming rather than maintenance which is revenue and our billing also drops, so how is that incremental opportunity in terms of project implementations or technology upgrades, how is that market size and where do you stand in terms of incremental deal wins that if any color could be given on that will be really helpful?

Sudhakar Ram: The basic strategy is once you enter up mid-sized account or large account through a product one is what you take to build and implement the product and that happens line-by-line and depending on the size of the carrier it is anywhere between 18 months and the largest deal could be 4 years or something, so you have a robust business. The other part is our specialized solutions, because



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we have such a lot of expertise in insurance and we understand what it takes, what is the strategic challenges for areas like business intelligence, analytics, portals, digitization all those are other opportunities, which are coming up within the insurance business, so we did make some breakthrough last year in terms of service deals on existing IP accounts and I am happy that almost six of the old or recent customers who actually bought only our IP, have also started looking at us for delivery solutions and beyond the IP solutions beyond the IP to them. So that is something which we will grow. We have a customer base in the US about 60 odd customers, 65 customers in P&C and another 15 to 20 in the L&A including the old vector customers, out of that we assume that about 30 would be large enough to need substantial services and we have broken into five to six of them.

Pranav Tendulkar: About our trajectory how we stand, how is our assessment of our performance?

Sudhakar Ram: We know that any services products solution business there is a level of lumpiness, but it is easy for you since we have started now giving the breakup between solutions and products, you can look at the growth trajectory across each of those segments and you will get a feel of how things are. Now what is unpredictable there is quarter on quarter what will happen, but in a long term we see that in the product business we can match Guidewire growth rates, and they are growing at 20 odd percent per year on a base of about 300 million dollars.

Pranav Tendulkar: Just a question about accounting, this again there is an item of almost I think 2.1 crore regarding the prior period tax benefit, if I am correct that the tax cover which was due to losses sitting that was overwrite, so this is related to R&D tax write back or something different?

Farid Kazani: You are right this is the R&D tax benefit that we have been able to claim now in the US and a specific deduction that we are getting under section 199 in the US

Pranav Tendulkar: So will it continue or will it be a lumpy item?

Farid Kazani: This amount is something that we will be able get every year, depending upon the level of R&D business that we have in the US, so I am hoping that this amount should continue every year. The lumpiness typically was happening in the past related to the large R&D credit we used to get in the UK and the R&D level of business in the UK has now come down, but there may be some minor amount that we will get in the UK in the future.

Pranav Tendulkar: So going forward the income tax which is current income that should be around whatever rate it is now

Farid Kazani: 30% is the rate.

Pranav Tendulkar: Thanks a lot.



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Moderator: Thank you. As there are no further questions, I would now like to hand the floor over the Mr. Sudhakar Ram for closing comments.

Sudhakar Ram: Thanks everyone for attending this call. I think the business is turning around and we do see positive momentum, we have growing strategic in our strategic lines of business, the profitability and margins are improving quarter-on-quarter and our own aspiration is to build a very high end solutions company out of India where we have recognized for the quality of work we do for the nature of business outcomes and impact that we create. We are pretty pleased that we are moving along in that direction. There will be ups and downs in this nature of business but in the long run we will be a significant player in this market and we will continue to grow and expand. So thanks everyone once again. I look forward to seeing you in the next quarter.

Moderator: Thank you. On behalf of Mastek Limited that concludes this conference. Thank you for joining us and you may now disconnect your lines.