"SREI Infrastructure Finance Limited Investor Conference Call"

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Moderator: Ladies and gentlemen, good day and welcome to the SREI Infrastructure Finance Limited Investor 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 the conference call, please signal an operator by pressing '*' then '0' on your touchtone telephone. Please note that this conference is being recorded. I would now like to hand the conference over to Mr. Asitav Sahoo from Maybank Kim Eng Securities. Thank you and over to you, sir.

Asitav Sahoo: Thank you. Good afternoon, everyone and welcome to this conference call to discuss SREI's shareholders value unlocking plan through listing of Equipment Finance Business that gives an opportunity to directly participate in high growth equipment finance sector. From the management team we have Mr. Hemant Kanoria – CMD, SREI Infrastructure Finance, Mr. Devendra Kumar Vyas – CEO, SREI Equipment Finance, Mr. Sanjeev Sancheti – the Chief Strategy Officer, Mr. Rakesh Bhutoria – the CEO, SREI Infra, Mr. Sandeep Sultania – CFO, SREI Infra and Mr. Amit Agarwal – Vice President (IR). So, we will begin with a brief management commentary and then we can open it for Q&A. I would hand over the proceedings to Mr. Kanoria to begin the call. Over to you, sir.

Hemant Kanoria: Thank you. Good morning and good afternoon, ladies and gentlemen. So, basically just to very quickly run you through that what we have declared yesterday the board meeting has taken place of SREI Infra and SREI Equipment and it was decided that the SREI Equipment also will get listed through a structure which we have already sent a presentation of. So, therefore that will make it very clear that how the entire structuring will be happening where the shareholders of SREI Infra that will also get the shares of SREI Equipment Finance and the economic interest will remain the same. The percentage will be direct percentage which the promoters are holding today in SREI Infra is approximately about 60% so that will come down to about 47% and indirectly through SREI Infra which will continue to hold about 22% will be 13.43%. So, it is stack up to a 60.8% and with the public shareholding where it is 39.2% in SREI Infra that also remains, 30.55% will be directly into the SREI Equipment Finance Company and 8.65% will be through SREI Infra. So, therefore the structure which has been created the objective for creating this structure was that SREI Equipment can get listed.

As you are aware about it that last year, we had proposed to get SREI Equipment listed through an IPO. We had got the approval from SEBI in September last year. That was sometimes in the mid-September but unfortunately due to the ILFS debacle we had to stall the issue and since then the IPO market has also not being doing well for the last 2-3 months in India. So, therefore we decided that it would not be appropriate to go in for an IPO for SREI Equipment and especially also because now in the next couple of months we will be getting into the election mode in India. So, till about June-July we do not see that the IPO market would be healthy for us to launch an issue for SREI Equipment. So, that is the reason why we thought that what could be the other way where the shareholders of SREI can get immediately benefited and there could be a value unlocking that we could do. And after lot of deliberation, discussing with the consultant who are basically world renowned consultants here in India operating and they have a lot of experience so with legal consultants, with accounting firms, with consultants who specialize in these kind of restructuring and also on merger and amalgamations, etc. So, we came out with a model where we are in a position to offer to the shareholders of SREI Infra, the Srei Equipment shares directly. And through that structure the SREI Equipment also get listed because it is being given the shareholders of SREI Infra is getting the shares, so therefore because the public shareholders will also come in and by virtue of that SREI Equipment will get listed.

The process will take us anywhere between 6 to 9 months to get the whole process completed. So, we hope that within June to September we should be able to complete the process. It also, so the advantage is which we saw in this scheme was that if a shareholder of SREI Infra who is holding 5 shares, which is today let us suppose if we take today’s market value it is about Rs. 165 approximately will be for 5 shares. So, they will get the shares of SREI Equipment, one share of SREI Equipment which today’s book value is about Rs. 215. But if we hope that it will go up because SREI Equipment is the high growth business and the profitability has also been good. But immediately against a Rs. 165 of share investment which they have they get another Rs. 216 in the hand. So, we thought that this was value accretive and that is why the board also deliberated in details and after the presentations which was made by the consultant and we thought that this would be the most appropriate way to go ahead. The other advantage would be that today what happens is that whenever SREI Equipment needs money or capital infusion then SREI Infra has to raise the money and put into the SREI Equipment Finance which is the 100% subsidiary.

So, while we are doing that from the perspective of the regulator and RBI whatever investments which are being made from SREI Infra into SREI Equipment, so that is also deducted out of the net worth and therefore reduces the available capital for SREI Infra. And now because the child is become an adult that is SREI Equipment and it is fully grown up. So, we thought that it would be more appropriate that we will unlock the value for the shareholders at the same time the investment which is being made from SREI Infra into Equipment can stop and it will actually release capital because today we have 100% shareholding. When that shareholding reduces to 22% then we will be in a position to release that much of capital in SREI Infra and therefore in SREI Infra also our capital adequacy as per RBIs requirement will improve. Furthermore, SREI Infra will have 22% of liquid stocks of SREI Equipment because that will be basically because SREI Equipment will be a listed entity. So, they will be holding 22% of SREI Equipment also which will basically be the liquid stocks. So, that will be against an unlisted company it will have stock of 22% of a listed entity. So, these are the advantages that we saw which was very clear.

On the operation side of it there will be no change because SREI Infra the strategy of doing Infra financing, structured finance, etc. will continue and fee based income. SREI Equipment has been doing equipment financing business, so that will also continue and as the matter of fact that it will grow further because as and when it required capital because it will be listed it can access capital without at any particular time compromising on the return on equity. Because otherwise in an IPO what happens that you cannot come out with an IPO continuously. So, you do an IPO at one time you raise money which is utilized over a period of couple of years. So, therefore the ROE also takes a setback. So, through this structure the ROE also of SREI Equipment will be kept intact, so these are the internal advantages both the companies are going to get. From the external perspective, from the perspective of RBI because now SREI Infra will not be holding 100% of SREI Equipment, so therefore it will have a capital release. The shareholders perspective what we saw was that very clearly that against 165 against **5** shares you are getting one share of SREI Equipment. So, basically this is an additional amount Rs. 216 minimum which comes into the hand and it can subsequently increase. So, it will also bring them the advantages for the shareholders of SREI Infra immediately through unlocking of value.

The other advantage would be that both the companies will be in a position to raise equity on a standalone basis for their businesses because some investors are keen to invest in Infra some investors are keen to invest in the Equipment Finance business. So, they will have the option to invest in either or they can invest in both. So, they will have the options to invest in both the companies. And from the perspective of both the companies growing simultaneously they can keep on growing that have to be interlinked with each other to the extent where the growth is concerned. So, each one will have their own businesses and also because SREI Infra will continue to hold 22% in SREI Equipment, so it will also bring in the synergies where they are doing businesses for the same client and working along in the same space because SREI Equipment is also financing all the equipment’s in the construction mining sector which is primarily related to infrastructure either directly or indirectly. So, these are the clear cut advantages that we saw before this decision was taken and we are sanguine that in the next 6 to 9 months’ time we should be in a position to complete this entire transactions and get all the regulatory approvals. So, this is where we stand and we clearly see that this is an advantage from our perspective and that is why the board is cleared it.

So, any other point? So, basically I would now request that as it is a very simple structure which has been created, it is not complicated, it is a very simple structure. There may be steps which have to be taken which seems to be because it has been also presented to the stock exchange. So, we have given them what are the steps which are there. So, if anyone would like to know and go into the details of each of the steps, we will be very happy that if you can just send or let us know your name then Sanjeev Sancheti and Amit Agarwal will contact them one-to-one to explain them all the steps which will be taken to achieve this objective. But as I mentioned, that the objective is very simple, it is clear and it will basically benefit both these 2 companies greatly and it will be value accretive to the shareholders in a large way. Thank you.

Asitav Sahoo: We now open the floor for question and answers.

Moderator: Thank you very much. Ladies and gentlemen, we will now begin the question-answer session. We take the first question from the line of Giriraj Daga from KM Visaria. Please go ahead.

Giriraj Daga: Just one question. Good part is that you have gone for the value unlocking but why this structure? Why not the complete mirror image demerger and why this 22% stake is still owned by SREI Infra? What is the rationale behind it? Can you just walk us through for that?

Hemant Kanoria: Earlier in the IPO also we were proposing that SREI would be holding the shares and SREI would get diluted. The reason being because it is as i mentioned that it is a related business, so therefore both the businesses when BNP was also there about few years back, that time also SREI Infra was holding 50% of the shares because BNP also felt that it was related businesses. So, maintaining the same client being in a position to offer them a lot of product and services which could across the board will help. And that is one of the major reasons why we have kept it is not a substantial stake which we will kept. There is only about 22% which we are proposing to keep in SREI Infra, so that the linkages will be there with both these 2 companies. It is not fully, there is no divorce fully which is there.

Giriraj Daga: No, sir you could have started on a clean slate like the idea was that when you are doing a demerger 22% or 100% then does not like either do complete or don't do it that part. So, we could have started with clean slate that was the only idea of asking this question.

Moderator: Thank you. We take the next question from the line of Ayushi Somani from Dimensional Securities. Please go ahead.

Ayushi Somani: I just wanted to ask this slide number 11. In this equity share capital is increasing by 69 crores but your net worth is increasing only by 36 crores. Why so?

Sanjeev Sancheti: So, the answer is that the equity, so ultimately the net worth is what is important because the equity share capital the new, the 129 crores is basically the new shares we have issued. So, it is to keep the capital base at a certain level so many shares have been issued and the rest has come to become securities premium. So, what is important is to look at the net worth and net worth is not expected to increase significantly by this exercise. It is just a demerger, right.

Moderator: Thank you. We take the next question from the line of Kashyap Jhaveri from Emkay Global. Please go ahead.

Kashyap Jhaveri: Sir, one question on your investments beside this subsidiary which we are sort of demerging. What is the value of those investments in some of the assets in road and others? And where would they lie in which balance sheet would the lie post this demerger process?

Hemant Kanoria: So, basically it will be all in SREI Infra. Because as we mentioned that SREI Equipment is only focused on the Equipment Financing business and now also it is the similar fashion that it is focused on the Equipment Financing. So, therefore when we are doing this particular demerger it is Equipment Financing will remain to be doing only Equipment Financing business and all the other investments in businesses which are there which have been held by SREI Infra, so that will continue. So, there is no change in the business philosophy, there is no change in the business structure. The only change is that the shareholders of SREI Infra will get a listed entity of SREI Equipment.

Kashyap Jhaveri: And what is the value of investments besides the Equipment Finance in the parent balance sheet?

Hemant Kanoria: We will just send it to you and we will give you the exact investments that what are the other investments that …

Moderator: Thank you. Next question is from the line of Sameer Dalal from Natwarlal & Sons. Please go ahead.

Sameer Dalal: So, understood the structure and what is the benefits and how its planned in value unlocking. My question has to do with the exact understanding of the value unlocking, see as of today also everyone knows the book value of the combined entity is about Rs. 80 plus. But the stock is trading at about Rs. 32 - Rs. 33. It is not a question of people not doing that it is trading under book value and want to do this demerger also there is additional book value that is there which is already known. The problem I think comes with the fact that there is questionability or people are questioning whether some of the provisioning is going to have to increase after you book the entire ECL modeling. We saw a huge jump in that number and we actually saw the book value coming off. So, I think it has to do more with confidence in the company and management and perception of that. So, the question comes with how much you are going to address those factors because book value is just shifting from A to B. I mean it is remaining the same but the confidence with the investor how we are going to address something like that.

Hemant Kanoria: Yes, so that is a good point. So, if you can also give us certain suggestion that what would you suggest because from our perspective, we have been thinking about and communicating in a manner which will have the confidence of the investors. But nevertheless, if you have certain suggestion, we will be very happy to note your suggestions and also act accordingly.

Sameer Dalal: Sure, I can give you then some of them offline but just at the prima facie the first thing I like to say why do not you have, if you think there is so much value in the stock why are the promoters not increasing the stake from 60%? You have cap of 16% you can go up. The best kind of confidence the market gets is when the promoters see value in their own stock, so I think that could be the easiest and the best way you can do 5% creeping every single year.

Hemant Kanoria: Yes, that is a good idea. We will keep that in mind.

Moderator: Thank you. We take the next question from the line of Jigar. Please go ahead.

Jigar Shah: Firstly, this is a good decision on the part of SREI to demerge and my question to you is I know this is about the discussion of the demerger but if you can also give a little bit of light on the ongoing business scenario for SREI in the equipment business. That will give good idea right now we have seen some slow down overall in the third quarter sales for autos also and the heavy trucks. Can you give some idea as to how the equipment business is right now panning out?

Hemant Kanoria: Yes, so basically if you want the equipment side also last quarter there was a slowdown in the growth because the NBFCs they have been a huge supporter of all the sales which has been happening whether it be equipment or it be in the CVs or auto. And that last quarter after the debacle of ILFS there has been a slowdown on the disbursement it has not that because many of the companies they do not have any liquidity issues like we had no liquidity issue at any time in meeting our liabilities or commitments. Because we had no short-term money which we are borrowing to lend long and that has been a discipline which we have maintained for the last 30 years in the company. But at the same time what has happened that the fresh access to larger funds had slowed down last quarter which is started picking up again this quarter onwards. What we have also done is that RBI in the meantime have introduced a co-lending structure where there can be a co-lending which can be done where the banks do not have to fully lend to the NBFC. They can directly lend to the client in conjunction with the NBFC. So, what also earlier used to happen was when the banks who are lending, so 25% was the margin which was already been provided by the NBFCs. Now, what will happen to the customer directly that 20%-30% whatever is the co-lending ratio, so the bank will directly lend to the proportion that they want to lend and the company will lend only to the extent that they have to lend. So, therefore co-lending will not in any manner, we will not affect the business growth but will also open up another line for accessing funds from these structure which is already existing in the country and grow the business. So, therefore this is and there is no compromise also because on the co-lending side whatever is the 70%-80% which is the bank will be lending directly. The management will be done by the NBFC, they will earn fees for that which used to be happening earlier also with the margin. So, therefore all those will be kept intact at the same time. So, therefore the profitability we hope that the profitability will not get affected and we are sure that it will not. But the same time we do not, we also reduce the risk that we are taking on the balance sheet. So, I think that this is a very good model which has been introduced by RBI which is just happen in November-December. And we have signed our first agreement on the co-lending with United Bank of India. We are in the process we have signed with a couple of private sector banks also. Now, large number of other banks are also approaching us to sign the similar kind of an agreement with co-lending where the risks are shared the profits basically for us because we will get the management fees coming in. So, therefore we do not comprise on our profitability and ROE is also is going to sure up with that and our capital adequacy also does not get effected. And also we do not we will be able to sweat out the capital much better.

Jigar Shah: Just one more question I want to squeeze in if possible. If we can have your comments on the asset quality in case of both the companies that is equipment business and the parent company which is the current parent company, SREI Infra and also what is your capital adequacy situation in each of the companies' pre and post-transaction?

Hemant Kanoria: So, basically one about the asset quality. Asset quality in the SREI Equipment has been improving in the last 4-5 years on a quarter-to-quarter basis. In SREI Infra and because basically in the last 4-5 years whatever new businesses which we have done, the portfolio, the NPAs are very low. It is hardly about 40-50 basis points only. And it was the past baggages which we have almost over a period of time it has got provided as it is a norm. Similarly, in SREI Infra also the book has been cleaned up and there we do not see any new surprises coming up. So, therefore basically all the old surprises which where there has been provided for and there is money which we are expecting because to NCLT many of the accounts the money recovery has also started off. So, going forward we see there is a situation improving and at least in the last 4-5 years the new business which we have been doing since 2014 onwards and after the learning from the mistakes which had happened between 2009-2010 to 2012-2013. So, after that the new quality of the portfolio has been very good. So, we have nothing which is going to be, we do not have any surprises which we see will be coming up. And on the capital adequacy as you mentioned the capital adequacy will also improves because at present, there is a dent on the capital adequacy by virtue of the fact that SREI Infra is invested in SREI Equipment. As soon it gets demerged and it gets listed directly and the equity stake of SREI Infra reduces in SREI Equipment my capital adequacy in SREI Infra also goes up. So, therefore in both the cases, so that is the reason why while we evaluated it, we did a 360 degree evaluation and we saw that everything and everyone gets rewarded through these particular assets.

Moderator: Thank you. Next question is from the line of Deepak Poddar from Sapphire Capital. Please go ahead.

Deepak Poddar: Sir, now that these 2 businesses are getting separated, Infra and Equipment. So, what sort of ROA is basically this business is what we are envisaging or can see basically?

Hemant Kanoria: So, basically whatever the ROA, so ROA we do not see any changes which will be there. It will only be better because going forward quarter-to-quarter there has been an improvement and that was the guidance which was given earlier also. So, we are sure to maintain that guidance and the ROA improvement will continuously keep on taking place and that you will be able to see it quarter-to-quarter. So, we have our results which will be announced on the 1st of February and for SREI Infra it is on the 4th of February and SREI Equipment on the 1st of February.

Deepak Poddar: So, what is the guidance, I am not aware of that?

Sanjeev Sancheti: The guidance basically is that as in Equipment Finance we have seen over the last many quarters our ROEs have improved steadily and we believe that it will continue to do so in the near future.

Deepak Poddar: And currently we are at what 1.5% kind of a level?

Sanjeev Sancheti: We are 15% ROE.

Deepak Poddar: ROA, I am talking about ROA?

Sanjeev Sancheti: ROA is 1.5 now. We have gone up from 0.7 to 1.5 in 2.5 years.

Deepak Poddar: And continuous improvement is what we are envisaging, right?

Moderator: Thank you. Next question is from the line of Subrata Sarkar from Mount Inter Finance. Please go ahead.

Subrata Sarkar: Just a small query like please help me to understand that little bit about your slide 11 where you have given like pre-scheme and post scheme of SREI Equipment, like just to understand like why equity capital will raise from 60 crores to 129 crores and then there is some difference in lease asset and loan book figures also, pre and post. So, please if you can help me to understand that.

Sanjeev Sancheti: See, when we are doing this scheme and demerger we want to have both the companies to be doing their respective line of business. Certain lease and loan assets which were similar to Equipment Finance business very small amounts they have been move to Equipment Finance. And that is why these have been increase very slightly. That is number one. Number two, as far the equity is concerned equity it is fresh equity issued and that is the amount of equity capital base which you wanted to keep or decided to be close to 130 and that is why 129 crores have been the equity capital will be issued but the net worth is remaining more on the same and which is what is important.

Subrata Sarkar: Just to understand like this fresh equity will be issued to whom, sir? This almost 69 crores of fresh equity will be issued to whom, sir?

Sanjeev Sancheti: It will be 22% will be issued to SREI and the balance 78% will be issued to the existing shareholder of SREI Infra in the respective proportion.

Subrata Sarkar: In that case like they have to subscribe to new, I mean existing shareholder we will have to subscribe to new issue, sir of SREI Equipment?

Sanjeev Sancheti: It will be coming, it will just the issued.

Hemant Kanoria: It is almost like a bonus.

Sanjeev Sancheti: It will just like a bonus, it will just be issued.

Subrata Sarkar: So, this will be without any cost, sir?

Sanjeev Sancheti: Yes, without any cost to the investors.

Subrata Sarkar: And sir, just similar way if you can just help us to understand like Slide #12 also sir, like 2 figures, that investment in equipment finance business which is SREI Asset which is getting change from 2,130 to 825 and net worth net of investment inequipment finance business SREI Asset which is changing from 977 to 1,316.

Hemant Kanoria: This is primarily due to the demerger of the SREI equipment and the shareholders will be holding directly as we mention that this will also help in improving the capital adequacy of SREI Infra. Because the equipment investment from SREI Infra will reduce so that will release capital.

Moderator: Thank you. Next question is from the line of Kashyap Jhaveri from Emkay Global. Please go ahead.

Kashyap Jhaveri: Sir, my question is on Slide #12. If you could explain this table particularly the net worth's item number, how this numbers of pre and post net worth as well as investment in equipment finance business have been arrived at?

Sanjeev Sancheti: So because equipment finance as an investment gets reduced from the net worth for arriving at the capital adequacy and that is why this gets reduced. So, that net amount has increased from 977 to 1,316, which helps us in improving our capital adequacy.

Kashyap Jhaveri: No, I understand that. I am not asking that 977 to 1,316 that part. I am just asking these 3,107 crores of net worth which is reduced to 2,141 crores. How is this 2,141 crores number arrived at and similarly from 2,130 to 825?

Sanjeev Sancheti: So, when we are demerging the shares of equipment finance and 100% is becoming 22% the investment value is coming down from 2,130 to 825. In the demerger when one of the assets is getting demerged there is a reduction in net worth that is reflected in 3,107 to 2,141. If you want what I will do is I can call you and explain because this require the detail explanation of the steps then you will understand it better.

Moderator: Thank you. Next question is from the line of Ravi Mehta from Deep Financial. Please go ahead.

Ravi Mehta: Sir, can you comment on the targeted infusion of 500 crores in equipment finance business mentioned on one of the slides?

Hemant Kanoria: Yes, so basically, we have been discussing with the investors as we are planning the IPOs. So, they are some investors who would be interested in the equipment finance business and that is the reason why we have kept this debt. This is the amount which we would be in a position to raise because they are investors who have shown interest and whom we had kept on hold because we did not come out as an IPO. So, we can bring them into the equipment finance directly and now the advantage would be that once it get listed then we will keep on raising equity as and when it is required or not raised equity in one shot and keep it idle.

Ravi Mehta: So any color of what kind of dilution can that lead to?

Hemant Kanoria: No, that will not much, see but at present it will be very difficult because this is just been announced, just it is hardly about 24-30 hours. So now with this will have to go and speak to the investors and tell them that because this is the structures, we could not have discussed with them earlier for reasons of confidentiality.

Ravi Mehta: And how long you will take to close this investment?

Hemant Kanoria: We will able to give you the guidance within the next fortnight or so. Because I just said that this is structure is very new structure. So, we had not given any indication to the investors that what is the structure which will be there. So, now with this structure will have our discussions with them and then come back.

Ravi Mehta: And in case if this fund raise happens to delay for some reason, can we still grow at the current traction or you see the growth …

Hemant Kanoria: Yes, our growth is not getting effected because see basically as we said that these capital infusions that we keep on we do preempt and plan ahead of times. So, therefore it does not stop our growth. Our growth is going on as per the market.

Ravi Mehta: Which would be like if you can indicate I think it was mid-20s some time back. So, how is it now?

Sanjeev Sancheti: The last quarter the market was slow but as the market improves we will grow with the market.

Moderator: Thank you. Next question is from the line of Darshan Deora from Investment Group. Please go ahead.

Darshan Deora: Question regarding post demerger, what would be the strategy and vision for SREI Infra? What would be the target IRR, in the past the management has mentioned that they have planning to go slow on infra lending now you are planning with demerger. So, how are things change what would be the target ROI that you would be aiming for SREI Infra?

Hemant Kanoria: See basically as we had indicated earlier the strategy there is no change. So, therefore we are maintaining the same strategy. This is only a change in the capital structure and that equipment finance is getting listed, otherwise everything remains intact. The business model, the business strategies, the return on equity that we had planned will be remaining intact. So, there is no change anywhere else on the business operation side of it.

Darshan Deora: Just get an idea what is the current ROA that we are enjoying in SREI Infra in this standalone business?

Sanjeev Sancheti: The standalone ROA should be about little less than 1% now but we expect that will go up to 1%.

Darshan Deora: And ROE?

Sanjeev Sancheti: The consol ROE is 13%.

Darshan Deora: So 15% for the equipment finance. So this should be around about 10%, approximate?

Sanjeev Sancheti: Yes, should be around that, yes.

Darshan Deora: And what would be the target ROA, like how much do you think it will take this to for this standalone business?

Sanjeev Sancheti: I think we are moving towards very specific guidelines. As I told you the guidance, I think we are looking at in equipment finance our quarter-on-quarter almost, a steady increase in ROE and ROA the last 8 quarters, I think that journey will continue. For infra I think it will improve also but obviously the larger growth is going to happen in equipment finance business.

Moderator: Thank you. We take the next question from the line of Ravi Mehta from Deep financial. Please go ahead.

Ravi Mehta: Just one small clarification in this new entity which you will house the equipment finance business that will also have the equipment rental operations in it?

Hemant Kanoria: Basically we have 2 businesses depending upon what the client wants. So, we provide them both financing against equipment and we do leasing against equipment's. So, whatever the client wants the structure which is convenient to the client, so that will again remain. So, anything and everything to do with equipment at present is this existing in SREI equipment's. So, the similar model will continue henceforth also after this particular demerger.

So, thank you. If there are any other questions, so we will be very happy Sanjeev and Amit they will be available. So, you can please just contact them, you have the contact details, etc., and once again I would thank all of you for joining on the call and asking very interesting questions and as I said that our model is very simple. It is basically SREI value unlocking that we have done and SREI Equipment share also will get listed and the SREI shareholders will have beside the SREI Infra shares they will also have the SREI equipment shares which will be a monetizable asset. So, thank you very much every one.

Moderator: Thank you. Ladies and gentlemen, on behalf of SREI Infrastructure Finance Limited, we conclude today's conference. Thank you all for joining us, you may disconnect your lines now.