Majesco

Fiscal 2019 Second Quarter Conference Call

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PRESENTATION

Operator:

Good day, and welcome to the Majesco Fiscal 2019 Second Quarter Conference Call. Today's conference is being recorded. At this time, I would like to turn the conference over to Mr. Andrew Berger, Investor Relations. Please go ahead, sir.

Andrew Berger:

Thank you, Brian. Good afternoon to you all. A complete disclosure of our results can be found in our press release that was issued this afternoon. As a reminder, today's call is being recorded, and a replay will be available on our website shortly after the conclusion of the call.

During today's call, we will make statements related to our business that may be considered forward-looking under Federal Securities laws. These statements reflect our views only as of today and should not be reflected upon as representing our views as of any subsequent date. We disclaim any obligation to update any forward-looking statements. These statements are subject to a variety of risks and uncertainties that could cause actual results to differ materially from expectations.

At times, in our prepared comments or responses to your questions, we may offer incremental metrics to provide greater insight into the dynamics of our business or quarterly results. Please be advised that this additional detail may be one-time in nature, and we may or may not provide an update in the future. Also, during the course of today's call, we will refer to certain non-GAAP financial measures. A reconciliation schedule showing GAAP versus non-GAAP results has been provided in our press release that was issued today after the market close.

Hosting the call today are Ketan Mehta, Majesco's Chairman, Adam Elster, Majesco's CEO, Farid Kazani, CFO and Treasurer, and Ann Massey, Senior Vice President of Finance.

At this time, I will turn the call over to Ketan. Ketan, please go ahead.

Ketan Mehta:

Thank you, Andrew. Good afternoon, everyone and welcome to Majesco's fiscal 2019 Second Quarter Conference Call. This is an exciting opportunity for us as it's an opportunity to welcome our new CEO, Adam Elster. For the past several quarters, I've been contemplating retirement from my operations duties after a career expanding over 38 years, and along with the Board, I've been actively looking for my successor. I'm greatly excited to get Adam on board as our CEO, who joined us on 1 October, and I've taken up a role as the Chairman of the Board for Majesco.

Adam has an impressive career at CA Technologies, a $4.5 billion revenue Fortune 500 organization. Most recently, Adam served as President, Global Field Operations. At CA, Adam led high performing teams in all aspects of sales, services, support and operation, and he supported many of the world's largest companies through their digital transformation journey. Adam has a proven track record of scaling businesses and specifically growing cloud business, and I feel confident that he is the right person to take Majesco to the next level. On behalf of everyone at Majesco and the Board of Directors, I welcome Adam to Majesco and look forward to working with him as we execute our Company's compelling growth-oriented business plans.

So, with this introduction, let me turn this call over to Adam Elster, Majesco's CEO.

Adam Elster:

Thanks, Ketan, and good afternoon to everyone on today's call. I'm very excited to be part of the Majesco team. But before we get started, I wanted to take this opportunity to recognize Ketan and thank him for his leadership of almost 40 years. There are not that many technology companies that can really talk about that kind of tenure, and he and the other founders have done an excellent job of growing Majesco. I deeply respect that and wanted to publicly thank you, Ketan, for giving me the responsibility and the opportunity to drive the next phases of our evolution.

Over the last four weeks, I've spent time with employees, partners, analysts and customers across all of our global operation. Every meeting, every interaction, and conversation really reinforced my excitement about joining Majesco, the opportunity ahead of us, and our ability to execute. I'm extremely encouraged about the future and the financial results we achieved during the Fiscal 2019 second quarter reinforced this view.

While I plan on continuing to listen and to learn, I thought you would like to hear my initial thoughts on why I joined Majesco. The first thing I would tell you is the market opportunity. Majesco has a compelling market opportunity and is one of the main reasons I came to the Company. Over the past several years, the Company has been an early thought leader about the change and disruption in the insurance market. These disruptive trends are real, and they are ushering in a new era of insurance, what we call Insurance 2.0, that is focused on new and innovative business models, products, services, and channels as well as new approaches to customer engagement.

This era demands agility, speed and innovation, which is dramatically different from legacy insurance practices. Unfortunately, many insurers have built and implemented their core system around traditional Insurance 1.0 business models and a pre-digital age technology architecture. The painful and often expensive IT modernization projects over the last decade, coupled with layers of portals and complex integration to improve agent and customer experience, do not align with new market dynamics of Insurance 2.0.

We believe that for insurers to ship to a new digital era of insurance, a new generation of architecture is required. We call this next-gen technology that transforms modern core systems into platforms to leverage broad ecosystems and technology innovation, including micro services, APIs, cloud commuting, machine learning and new dataset sources.

New core insurance solutions built with a technology architect meet the reality and requirements of today's business environment that is characterized by constant disruption, heavy competition, and growing market demand. This is why we have invested early in our core cloud and digital platforms around this new technology architecture. These solutions will enable insurers to improve their competitiveness, cost structure and operating models.

In addition, next GEN technology will allow insurers to create customer-focused product and services in a matter of months and weeks instead of years, and we are now beginning to see this happen. This industry shift and rapid embrace of the next generation technology was front and center in the recent 2018 InsurTech Connect Conference in Las Vegas, where thousands of industry leaders from around the world heard stories of success. We had our clients there participating in numerous panel discussions, discussing their journey and how rapid implementation of new business models occurred in weeks and days.

We are very pleased to announce that Gartner has positioned Majesco as a leader in the October 2018 Magic Quadrant for P&C Core Platforms. Majesco is recognized as a leader for its completeness of vision and ability to execute. As we shared last quarter in May, we launched the Majesco Digital1st Insurance platform. An innovative next-generation digital and micro service-based platform, Digital1st is exciting. As with our thought leadership, Majesco had developed this solution based on market and customer feedback. As a result, there is a very strong interest among carriers and a growing pipeline of new customers.

During the second quarter, Majesco launched its Majesco test automation framework to rapidly and cost effectively integrate their automation test suite with DevOps tools and framework while expanding automating testing technique capability to include user interface, mobile, web services, batch processing, test data and PDF verification. I'm very encouraged by the growing acceptance of Majesco's products which are resonating with current and potential customers.

Now the heart of any company is its employees, and I would tell you the greatest asset of any technology company is its people, and I'm very proud to lead such a talented team. I've met Majesco employees across the organization, and I'm extremely impressed with the passion and customer-focused culture throughout organization. When you combine that with industry domain and technology knowledge, it is a real winning combination, and in every customer conversation, I continue to get tremendous feedback on the team before we ever talk about the products, the projects or the business, and to me, that is the ultimate compliment of our employees.

Majesco has always built on a customer first culture that's built on trust, and Majesco's customers have trusted the Company to provide them with core insurance platform software to run their businesses. We are absolutely dedicated to providing our customers not only with leading products and solutions but also exceeding their expectations in implementation and by delivering superior service with deep industry domain and technical skills. That combination of providing customers with leading products and services differentiates Majesco from our competition and creates strong and lasting bonds with our customers.
During the second quarter, we had a number of key wins in North America as well as around the globe. In North America, a Tier 1 insurer that is active in the InsurTech space was working with several innovative

startups, developing cutting-edge new products. They selected Majesco's P&C Core Suite, our CloudInsurer, as well as our Data & Analytics Platform and Digital1st as their go-forward platform (phon).

A second Tier 1 selected P&C Claims to support their third-party business administration, and these are just a couple of examples of the types of wins that we are seeing. Now even more important in some of the wins is our successful go-lives with our solution. We had a number of customers go-live, a mid-marker insurer that went live with our Policy, our P&C and our Majesco Enterprise Data Warehouse, we had an InsurTech start-up that in 10 weeks implemented an expanding Majesco billing for P&C and claims.

We had a Tier 1 greenfield that expanded lines of business on Majesco billing for P&C. All of these were great examples of not just promises but actually going live and getting our solutions to these customers to go-to-market. For us, each successful implementation really does enhance our credibility in the market with our customers, our new customers, while really demonstrating an important value proposition as speed to value.

Now Majesco's partnerships play an important role in our drive, our growth, and strategy around our platform solution. One of the strategic partnerships is IBM, the MetLife Program, representing the Life, Annuity and Group segment, though IBM represents one of the largest cloud deal and our joint IBM Majesco teams are focused on successful implementation of this solution.

I'm pleased to report that we recently expanded to the Property and Casualty segment with IBM, and during September, we commenced initial work with IBM at a Tier 1 insurer. Overall, our IBM partnership continues to gain momentum with growing pipeline, and we are actively pursuing several opportunities in Tier 1 and Tier 2 insurance carriers in both the Life Annuity and Group and P&C markets globally.

In addition, Majesco has built a growing ecosystem of partners that support our cloud platform solution by integrating innovative capabilities and emerging technology, most notably through Majesco Digital1st EcoExchange.

So, Q2 financial overview, as you can see, Majesco's cloud-based operating model has become a critical component of our value proposition, and I'm encouraged by our recent success. Majesco's Fiscal 2019 second quarter results reflect growing acceptance of our solution as second quarter revenue increased 12% over the same period a year ago. Cloud revenues increased by 41% compared to the fiscal 2018 second quarter, and they now represent over 39% of our business, and that's compared to 31% from the same period last year.

Last week I had the opportunity to meet with a Fortune 500 company. The meeting included their CEO, their CFO, their COO, their CIO, and their Head of Operations. I was completely outnumbered. It was a fantastic meeting. As we talked about the business and the market, the customer talked a lot about where they are today and where they want to be in the future. What they told me is their strategy was focused on optimizing their technology investment and establishing a new platform for their overall digital experience that will enable them to adapt to new market demand and capture new business opportunity through an agile, speed to value business model. When the customer finished, and he asked me what our strategy was, I told him, you just said it. So, for me, this was the ultimate validation of our strategy.

When we look at the business, we realize in the insurance industry some things will take time and will be plenty of hard work, but the alignment to our vision and what we stand for is very, very real. Majesco has a compelling opportunity, and I'm excited to be part of the Leadership team. Our second quarter results reflect the growing momentum across Majesco and alignment to market trend in the insurance industry. I'm pleased with the progress we are making and believe that Fiscal 2019 is shaping up to be a strong year for the Company.

Moving forward, I look forward to engaging with Investors and Shareholders in the coming month and updating you on the Company's future.

With that, let me turn the call over Farid to discuss the financial drivers for the quarter.

Farid Kazani:

Thank you, Adam, and good afternoon to everyone.

First of all, I would sincerely like to thank Ketan Mehta, the Co-Founder of Majesco, for his contribution in building Majesco's business and brand, and the support and guidance he has given me in performing my role during this journey. On behalf of all the employees of Majesco, a big thank you, for you, Ketan.

Secondly, I would like to welcome Adam to the Majesco family, and I must say that during this short period, the transaction has been extremely smooth, look forward to working with Adam to build a stronger Majesco.

Now over to the Q2 performance, I'm pleased to summarize the second quarter financials of fiscal 2019. This is the fifth consecutive quarter of consistent improvement in the revenue and profitability performance, and we are pleased with the way the business is shaping up. Let me enumerate the key highlights of the overall performance of second quarter. Revenue for Q2 Fiscal 2019 was $34 million, up 12.2% year-on-year and 1.5% sequentially, primarily from the ramp-up of key programs, increasing business momentum from existing customers and new logos.

The year-to-date revenue for the six months period was $67.7 million as compared to $58.3 million for the same period last year. This was 16% higher as compared to the corresponding period last year.

The Adjusted EBITDA for the second quarter ended September 30, 2018, was $4.4 million or 13.1% of revenue as compared to an Adjusted EBITDA of $1 million or 3.4% during the quarter ended September 30, 2017. The same was also higher by 278 basis points as compared to the sequential quarter ended June 30, 2018. The higher Adjusted EBITDA margin is a result of the growing contribution of increased revenue, better revenue profile in favor of cloud business, and an improved operating efficiency. The Adjusted EBITDA for the six month period ended 30 September 2018 was $7.9 million or 11.7% of revenue as compared to $0.6 million or 1.1% of revenue during the six month period ended 30 September, 2017.

Moving to the details on the cloud and recurring revenue, the total cloud revenue for Q2 Fiscal 2019 stood at 39.1% of revenue as compared to 31.1% during the same quarter last year, reflecting a growth of 41%. Cloud subscription revenue grew 47.8% from $2.9 million in Q2 FY18 to $4.2 million in Q2 of FY 2019. As a percentage of revenue, the cloud subscription stood at 12.5% in Q2 fiscal 2019 compared to 9.5% in Q2 last year. The total number of cloud customers now stand at 41 as of 30 September, 2018; and for the half year ended 30 September, 2018, the total cloud revenue stood at $25.5 million which is 37.7% of the revenue reflecting a growth of 51.9% over the H1 of the last fiscal. The growth has significantly offset the drop in the on-premise implementation revenue, which declined 9.6% from $17.8 million in H1 of last fiscal to $16.1 million of the first half of the current fiscal 2019.

The total recurring revenue increased by 39% to $11.3 million for the Q2 FY 2019, representing 33.3% of the total revenue, as compared to $8.2 million, representing 26.9% for the Q2 Fiscal FY 2018. For the half year ended September 30, 2018, the total recurring revenue stood at $21.6 million, representing 31.4% of the total revenue and reflecting growth of 36.5%.

Now on to the margin profile. During the quarter ended 30 September, 2018, the gross margins were at 50.1% as compared to 42.8% in the quarter ended 30 September, 2017. The year-on-year increase in margins was primarily due to the higher revenue, better revenue profile in favor of cloud, customers and recurring business. For the six months period ended 30 September, 2018, the gross margin was 49% as compared to 43.8% in the previous year.

For the fiscal 2019 second quarter, the SG&A was $9.5 million. As a percentage it stood at 27.8% as compared to 34.4% during the second quarter of the last fiscal 2019. The decline in the SG&A is driven by better control on the G&A expenses. For the six months period ended 30 September, 2018, SG&A declined 8.7% to $19 million or 28% of sales as compared to $20.7 million or 35.6% for the same period last fiscal.

On the product development expenditure, the expenses were at $4.7 million for the second quarter ended FY 2019. As a percentage it stood at 13.7% as compared to 13.9% during the same period of the last fiscal. The increase in R&D expenses was focused on enhancing our cloud and digital offerings. For the six months period ended 30 September, 2018, the product R&D expenditure was higher by 16.6% as compared to the last fiscal year.

Our overall revenue growth combined with more profitable mix of revenue and operating leverage drove the increase in profitability. The Company also recorded a gain of $0.84 million during the quarter ended 30 September, 2018 on account of the reversal of the contingent earn-out consideration no longer required. The net income for the quarter, second quarter fiscal 2019 stood at $2.8 million or $0.07 per diluted share as compared to a loss of $0.7 million or a loss of $0.02 per share in the second quarter of last fiscal.

Net income for the six months period ended 30 September, 2018 was $3.9 million or $0.10 per diluted share as compared to a net loss of $2.4 million or a loss of $0.06 per share for the six months period ended 30 September, 2017.

From a geographic standpoint, the North America, UK and APAC regions represented 89.3%, 4.9%, and 5.8% respectively for the second quarter's total revenue. In terms of business split, the P&C represented 71.3%, L&A represented 28.1%, and non-insurance represented a meager 0.6% for the second quarter of fiscal 2019. In terms of client concentration, the top customer in this quarter represented 13.9% of revenue while the top five constituted 31.6% and top 10 constituted 45.1% for the second quarter of this fiscal 2019.

Turning on to the balance sheet, the total debt as at 30 September, 2018 was lower at $11.5 million compared to $13.3 million, as of June 30, 2018, whereas the cash and cash equivalent was higher at $15.1 million at the end of September 2018 as compared to $11.7 million at the end of June 30, 2018. Overall a positive quarter with an improved cash flow of over $5 million.

DSO remained constant at 76 days at the end of 30 September, 2018. The 12-month executable backlog stood at $73.3 million at the end of September 2018, as compared to $81.6 million at the end of June 30, 2018. Headcount was marginally higher at 2,491 at the end of September 2018 as compared to 2,395 at the end of 30 June, 2018.

This concludes our prepared remarks. I will now pass it on to the Operator to open it for questions. Thank you very much and appreciate your continued interest in Majesco.

Operator:

Thank you. If you would like to ask a question, please signal by pressing star, one on your telephone keypad. If you're using a speaker phone, please make sure your mute function is turned off to allow your signal to reach our equipment. Again, press star, one to ask a question. We will pause for a moment to allow everyone an opportunity to signal for questions.

We will now take your first question from Brian Kinstlinger from Alliance Global Partners. Please go ahead. Your line is open.

Brian Kinstlinger:

Hi, good evening. First, I wanted to say congratulations on retirement to Ketan.

Ketan Mehta:

Thank you.

Brian Kinstlinger:

My first question is for Adam. I think after covering the stock for couple of years, I think if we take a look at the last few quarters, we've started to finally see the ramp that Management was expecting in revenues. With that said and the change happening now, what are your top priorities or goals that you think are necessary to target to get the Company to the next level?

Adam Elster:

Hey, Brian, nice to meet you.

Brian Kinstlinger:

Yes, over the phone.

Adam Elster:

Yes, over the phone. I'm sure we will meet in person. As I look at the business, I'm very encouraged by the pipeline and the activity with the customers. As you look to moving a business from a legacy business model, on-premise technology to a cloud base, there's obviously a different ramp in how that business operates, right, where you're moving from large upfront deals to cloud based deals that are smaller in nature, smaller in term and then have a ramp over time. I would tell you that's, I believe, the momentum that the Company has seen, where the customers are moving.

With that said, I think when you look at the revenue build up that that creates, it's not a big bang initial revenue at the beginning of these cycles, it's a slower burn. What I would tell you is the leading indicators that we see, as you see the revenue increasing from cloud implementation, that's where we believe over time, as you drive adoption of those customers, you will see both the new bookings and the revenue develop overtime. But I wouldn't expect to see big bang revenue increases due to the nature of that type of business.

Brian Kinstlinger:

With that said, if we take a look at the last three quarters we've seen the backlog, of course this predates you, steadily decline by 19%. With the on-prem work falling off some and the growth coming from cloud, should we view these bookings as an indicator that we're going to see revenue decline from this last quarter before it increases? Is that how we should think about those indicators?

Adam Elster:

The way I would think about those indicators is similar to what I said a minute ago. I mean, so to begin with, we did have several large deals that shifted into this quarter that had some impact on the backlog, but again, the pipeline of the cloud deals is very good. What we're seeing is a larger volume of smaller deals with shorter duration, which by nature creates a different effect onto your backlog.

The cloud deals in general have a ramp up, for what their initial revenue is over time, and you see that as correlated to the backlog in general.

Brian Kinstlinger:

Great, and with a fresh set of eyes on the business, how do you view your leadership role in cloud compared to, say, a Guidewire? It was my understanding before that your cloud may have been first to market, but they also are starting to build their cloud business. How do you see the competitive landscape?

Adam Elster:

Look, I think if you think about our strategy as a company, we were definitely early to market. It does not surprise me that other legacy firms are involved in understanding how to transform their on-premise business to a cloud model. Certainly doesn't surprise me, is something all of us in the industry expect. I would say the opportunity is how we leverage that into new accounts, and how do we balance what we do today with what we are going to do in the future. I'm excited about the opportunity, but I'm not naive to the fact that other people are now speaking about the cloud and how they transform their business.

Brian Kinstlinger:

Great, last question I have—sorry.

Ketan Mehta:

For us the clear stand-up differentiator is the speed to value, and our ability to kind of do an agile kind of implementation for customers, which is what is a significant advantage that drives their business there.

Brian Kinstlinger:

Great, yes. My last question was—yes, go on, sorry.

Adam Elster:

Sorry, no go ahead, Brian.

Brian Kinstlinger:

My last question was going to be in terms of balance sheet. You have $12 million in cash not including the debt of course, but of the 12 million in cash, how much of that in the U.S. versus overseas?

Farid Kazani:

Brian, most of the cash is actually in the U.S., okay. There is very little in the UK and in Malaysia, but most of this $15 million, it's actually $15 million, is sitting in the U.S.

Brian Kinstlinger:

Great, thanks so much. Look forward to meeting you guys. Thanks.

Adam Elster:

Thanks Brian. Appreciate it.

Operator:

Once again, if you would like to ask a question please press star, one on your telephone keypad. We will now take our next question from Howard Brous from Wellington Shields. Please go ahead. Your line is open.

Howard Brous:

Hi, thank you. First of all, Ketan, a job well done. Thank you for everything you have done, and Adam, I wish you the very best of luck on behalf of myself and my clients. You got a lot of work to do. We appreciate that.

Adam Elster:

Thanks, Howard. I think thank you.

Howard Brous:

It is a thank you, believe me

Adam Elster:

Thanks, Howard.

Howard Brous:

You have just begun. Getting to the decline in the backlog over the last four quarters, following up the question that was just asked, is that necessarily a negative because your bookings are quicker than you used to book orders? Is that a fair comment? The cycle's a lot quicker?

Adam Elster:

Yes, I mean if you look at the overall sales cycle of deals, right, and if you talk about the large transformational deal of a core system, those deals certainly take a longer time, the life cycle of those deals are certainly longer, but the deal size is certainly very large. If you look at the timeframe for a smaller cloud deal or greenfield opportunities within companies, those deals are much shorter lifecycle and the initial purchase tends to be a shorter duration, a smaller capacity. But again, if we go back to the speed to value that these companies are getting up and running in 60, 90, 180 days, which is very exciting because at that point then our focus is less on initial deals and more on adoption and success which grows overtime.

Howard Brous:

So then coming back to the backlog, would you say that there are more orders, more smaller orders, as opposed to larger ones in that backlog?

Farid Kazani:

We had more small orders which came in but from large customers, okay, and there has been some of the orders that have in terms of contact negotiation moved into this month and the following month. We do see the December quarter as a significantly higher order booking and because we are seeing transactions that are likely to get closed out. You would see an improvement in the overall backlog at the end of the December.

Howard Brous:

All right. I've got a whole bunch of other questions for you. When will the Q be out, so I can give you a call and go over the Q with yourself and Adam?

Farid Kazani:

Yes, sure, we can always touch base offline, Howard.

Howard Brous:

When will the 10-Q to be out, roughly?

Farid Kazani:

10-Q should be out by 15 November.

Howard Brous:

Okay, I will get back to you both. Looking forward to meeting you, Adam. Thank you very much, and congratulations and best of luck.

Adam Elster:

Thanks, Howard, appreciate it.

Howard Brous:

You are welcome. Thank you.

Operator:

We will now take the next question from Shyamal Dhruve from Phillip Capital. Please go ahead. Your line is open.

Shyamal Dhruve:

Yes, thanks for taking my question. Just for clarification on your opening remarks, you had mentioned about one Life and Annuity partnership on the IBM side. Is it like we have one another deal apart from the

MetLife on which we are working from last few quarters? Or it is a smaller type of deal to that IBM partnership?

Adam Elster:

Yes, so outside of MetLife, we have another customer where we are in the proof of concept initial phases with another customer around the P&C.

Shyamal Dhruve:

How much time, generally, it takes from proof of concept to signing of a deal? Just rough time line like whether it is one quarter, two quarters time line or it requires much more time in submitting your proof of concept and then work on the deal contours and finally announcing the deal?

Adam Elster:

I would tell you it's similar to my last answer. Big deals in the large Tier 1 customers tend to have a longer life cycle. The good news is we've already been in the PoC stage for a little while here. What is my hope? My hope, we would have signed it last quarter to finalize it. The PoC is going very well. We will hope for this quarter, but it wouldn’t surprise me if it falls into the fourth quarter as well, but it's a very strategic opportunity that we believe that will benefit the customer, IBM and ourselves for a while. The PoC is going well. I am feeling good about it, but the timeline in general, these deals do take a longer period of time.

Shyamal Dhruve:

Perfect, sounds good. My last question is on that reversal of contingent liability. Can you just please explain like what was the earlier deal contours, why there was a reversal of roughly $1 million in this quarter?

Farid Kazani:

Yes, first pertaining to the agile business earnout consideration, which was the total consideration over the three-year period was booked as contingent consideration. Whatever got paid up, based on performance, there was a balance amount of $835,000, which was outstanding, which is no longer required to be maintained as provision, and that has got reversed in this quarter.

Shyamal Dhruve:

Thanks, and best of luck for coming quarter.

Adam Elster:

Thank you, Shyamal.

Operator:

We will now take our next question from George Melas from MKH Management. Please go ahead. Your line is open.

George Melas:

Hello, good afternoon. I'm sorry. My questions have been answered. I was really asking about the IBM deal, but I also want to thank Ketan for all his work and always his kindness. That's all. I have no questions actually. Thank you.

Ketan Mehta:

Thank you, George. So nice to speak with you.

Operator:

It appears there are no further questions at this time. I would like to turn the conference back to you for any additional or closing remarks.

Adam Elster:

Great, thank you very much everyone. This is Adam Elster. I appreciate you taking the time to discuss our earnings with us. Any other questions, I'm sure a number of you will be setting up some meetings as follow ups, so I can get to know a number of you as well as we move on, and thank you for all your support. Look forward to meeting you all soon. Have a good evening, everyone. Thank you.

Ketan Mehta:

Thank you very much.

Operator:

This concludes today's call. Thank you for your participation. You may now disconnect.