



DB Corp Ltd

DB Corp Limited

Q4FY19 Earnings Conference Call Transcript

May 16, 2019

Moderator: Ladies and gentlemen, good day. And welcome to the DB Corp Limited Q4 FY19 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 the conference, please signal the operator by pressing '*' then '0' on your touchtone telephone. I now hand the conference over to Ms. Hina Agarwal. Thank you, and over to you, ma'am.

Hina Agarwal: Thank you. Good evening everyone. Welcome to Q4 and FY19 Conference Call of DB Corp Limited. We will be sharing the key operating and financial highlights for the quarter and year ended 31 March 2019. We have with us today the Senior Management Team of DB Corp Limited, Mr. Pawan Agarwal – Deputy Managing Director, Mr. Girish Agarwal – Non-Executive Director, Mr. Lalit Jain – GM (Finance and Accounts), Mr. Prasoon Kumar Pandey – Head Investor & Media Relations will represent DB Corp Limited on the call.

Before we begin, I would like to state that some of the statements made in today's discussion may be forward-looking in nature and may involve risks and uncertainties. Documents relating to the company's financial performance have already been emailed to you.

I invite Mr. Agarwal to share his outlook on DB Corp's performance for this quarter.

Pawan Agarwal: Thank you, Hina. Good evening everyone. Let me begin the call by highlighting key financial performance for the quarter ended March 2019, followed by recent significant developments and strategy undertaken by the company.

Beginning with our quarterly performance, our advertising revenues at Rs. 4,130 million grew by 7% YoY. Consolidated total revenues grew by 4% YoY to Rs. 5,911 million. Circulation revenues grew by 2% YoY to Rs. 1,273 million. EBITDA for the quarter stood at Rs. 1,067 million with an EBITDA margin of 18%. For the quarter we reported PAT of Rs. 545 million.

Moving towards our operating performance, a well implemented editorial and circulation expansion strategy has enabled us to expand our readership base. As per latest IRS survey, we maintain the leadership position as the largest newspaper group of urban India, which has

always been our focus area. We also hold number #1 position in terms of largest read newspaper of NCCS-A, NCCS-B and NCCS-AB both. As per survey, all Hindi newspapers added 93.3 lakh new readers. Dainik Bhaskar alone adds 63.5 lakh new readers. We registered a growth of 13.71%, majorly in legacy markets of Madhya Pradesh, Chhattisgarh, Rajasthan, Haryana, Punjab and Gujarat, and newer market of Bihar. Our group total readership has touched an all time high of 65.5 million. We wish to make a special mention about Rajasthan market wherein we have grown our circulation to 16.25 lakh copies as per the Audit Bureau of Circulation of July-December 2018. Report thus adding 76,212 number of copies in last one year, which has reflected in the readership survey also, wherein we have registered 18% growth.

As per the Audit Bureau of Circulation, July-December 2018 results, Dainik Bhaskar Hindi continues to be the largest circulated newspaper of India with 43.2 lakh copies.

DBCL radio business continues to maintain a leadership position in all significant markets. Radio advertising revenue for this quarter stood at Rs. 390 million, a growth of 8% YoY. EBITDA grew by 13% YoY to Rs. 132 million, PAT grew by 14% YoY to Rs. 63 million.

In digital business, dainikbhaskar.com continues to maintain number #1 spot for Hindi news website and divyabhaskar.com retaining number #1 position as Gujarati news website. We have also launched a new version of Divya Bhaskar app during the quarter to offer knowledge and research-based content to provide unique and rich user experience.

Our flagship newspaper, Dainik Bhaskar, is celebrating diamond jubilee of its business that is completion of 60 years. Board has decided to celebrate the occasion by announcing second term dividend of 80% that is Rs. 8 per share, consisting of Rs. 4 per share on the occasion of Diamond Jubilee as a special dividend, and Rs. 4 per share as second interim dividend. We continue to look forward with cautious optimism and we are hopeful that we will move towards political certainty, the semi-urban and rural consumption and demand cycle is expected to stabilize. Let me reiterate, our strategic initiatives undertaken in recent times across our business verticals have positioned us well to capitalize on emerging industries opportunities.

My colleagues and I will now be happy to respond to your questions. Thank you.

Moderator: Thank you very much, sir. Ladies & gentlemen, we will now begin the question-and-answer session. Our first question is from the line of Prateek Barsad of Edelweiss. Please go ahead.

Prateek Barsad: Sir, my first question is regarding the ad revenue growth, the ad revenue growth for this quarter is around 8% for the print segment, so is this largely on the back of political advertisement which you saw in the last quarter? And also the circulation growth has been tapering off in the recent quarters, so could you throw some more light on it?

Girish Agarwal: So, let me take up your question from the advertising revenue. So, in Q4 the growth which has come in is not only because of government, in the Q4 we had seen a growth of almost 26% on

the government vertical, so yes, that was a good growth. But at the same time, education also grew pretty well, and category of real-estate also was at around 10%. So, there are other categories also contributed in the growth. But just to let you know, in Q4 it was no political advertising, it was more of the government advertising.

Coming to your second question on the circulation side, as you noticed that our revenue has grown by just 1.7% in the Q4, we have not undertaken any circulation cover price increase in this Q4 compared to last Q4, and even other quarters also, so I think this circulation has been maintained, so that's the reason the growth what you see on the revenue is almost flattish.

Prateek Barsad: Okay. And sir, my second question is, in balance sheet if you look at the receivables part, so our account receivables has grown by around 15% whereas the full year sales growth is around 6.7%, so just can you elaborate on it?

Girish Agarwal: If you see, our total debtors have increased by Rs. 71 crores in the print, correct. And in that Rs. 28 crores have increased because of the billing, because last year base and this Q4 base, there has been a growth of around Rs. 28 crores because of that. And also, in the debtors we have seen that in the government recovery, outstanding has gone up because of the code of conduct and other activities happening over there, so large portion of this money also went in the government outstanding over there.

Moderator: Thank you. Our next question is from the line of Yogesh Kirve of B&K Securities. Please go ahead.

Yogesh Kirve: Again, on the print advertising, so for the full year we have seen a growth of about 7% in FY19. So, any reasons to believe that such growth can be sustained or it could be improved in FY20, any qualitative comments that you can add?

Girish Agarwal: So, frankly speaking, the month of April which went by was just a normal month, nothing great. May, I think most of the companies are waiting for the election results to come out and then restart the marketing and the sales activities and all that. We are very confident that as monsoon has been predicted to be the normal, and also after the results of this election, I am sure the overall country growth will come back to normal. So, we also expect that going forward we should also be able to continue this kind of growth.

Yogesh Kirve: I missed, did you share what is the number of copies we have in circulation as of now, as of March end?

Girish Agarwal: Yes. So, let me give you all the details on the circulation quickly. In Q4 2019 my circulation is at 56.20 lakh copies.

Yogesh Kirve: And what was the blended cover price for the quarter?

Girish Agarwal: Rs. 4.16 is the cover price. And the realized price is Rs. 2.69.

Yogesh Kirve: Sir, in terms of the newsprint cost, I mean, there is a certain inventory on balance sheet and we also have sort of rate agreements, so what is the current spot price in the newsprint and what is likely to be the effective prices and when would be the spot prices would reflect in our effective cost?

Girish Agarwal: Okay. So, if you look at the pricing, in the Q4 our average price stands at around Rs. 44.5 per kg, blended of imported and Indian. And in Q3, which was a quarter back was Rs. 45.40. We saw a rupee softening happening in that quarter. And as we speak today, we are sitting in Q1, I think in Q1 we should be able to bring this price down to around Rs. 40. And going forward in the Q2, Q3 and Q4, we believe every quarter there will be further softening coming our way.

Yogesh Kirve: So, this quarter looks more like Rs. 40?

Girish Agarwal: Yes, we are sitting at Rs. 40.

Yogesh Kirve: And that figure should moderate, right, based on the current prices?

Pawan Agarwal: Exactly.

Yogesh Kirve: Sir, finally, anything on the digital business, I mean, we are not seeing any sort of traction in the revenue, so any update on the strategy and how is it working?

Pawan Agarwal: So, basically now as we mentioned, in the last call also, we are working on building a direct traffic to our site and for that to happen we are focusing on improving our user experience. One of the ways to improve the user experience was to actually take away all the low-paying inventory, advertising from your site which has created a de-growth in revenues. But this is helping us improve the experience and build people loyalty and the repeat user behavior. And we believe that in these times, especially when people are looking for credible and trusted source of news consumption, this will help us build an audience which will visit us more frequently and directly, of course. So, as we speak, we are also rolling out new user interface for our apps and the website along with promotion plans for our absolute numbers to go up, which is direct traffic.

Yogesh Kirve: Sir, any metrics if you can share in terms of the engagement level increasing because of all the improvements you are talking about in terms of time spent per session on number of pages, so any metrics or any improvement that you have seen so far?

Pawan Agarwal: Its too early to share numbers right now, but we will be happy to share that data in the next quarter, because we would have covered about three to four months. So, as I said, we are still in the process of cleaning up everything, in the July call we will be able to give you a comparison.

Moderator: Thank you. Our next question is from the line of Himanshu Shah of HDFC Securities. Please go ahead.

Himanshu Shah: Sir, just first want to check with you the 26% growth which we mentioned on the government vertical, which was largely excluding, nothing significant from political side. So, is it just due to DAVP rate? And this is fully into numbers, like there was full quarter benefit of increasing DAVP rate?

Girish Agarwaal: Yes, very much. Largely it happened because of that only, because there was not much of volume increase, but because of DAVP rate which was increased the full impact came on the government vertical and we got the benefit of the rate increase.

Himanshu Shah: Okay. Secondly sir, there has been some disruption in the TV side in terms of reach, etc, due to TRAI tariff order which is still not getting stabilized. Plus, some of the free channels being removed from DD Free Dish. Plus, we also have an IRS survey which is now more like looking could be on a more regular basis. Do we foresee all this should help to some extent the print business? And how confident we are on that particular front?

Girish Agarwaal: In fact, all these aspects are actually helping us to continue showing whatever growth we are showing. Coming to your second point of IRS, so Indian Reader Survey has further explained to the industry and the market that the print is further growing in India. Even in this survey it indicates that 1.8 crores readers have been added on the total readership for everybody. If we look at the only Hindi newspaper, there has been some 90-odd lakhs new reader have come in, and Dainik Bhaskar spirited the whole growth and 63 lakh readers added by us. Now these are the things which really sends a positive signal in the industry from the minds of advertiser. Having said that, the overall growth question which is coming on the India story in terms of the FMCG and the automobile and all, the growth slightly is slowing down. I think that is a concern for everybody.

Himanshu Shah: Okay. So, sir, you would like to put on some number for FY20, like if the things likely stabilize like with stable government, normal monsoons, etc, like what kind of a number we should be gunning for?

Girish Agarwaal: We are very hopeful and confident that we should be able to better these numbers up. But for me to give you a number specifically that this could be a number we will drive, I may have to ask you to give me a number from your side first that what the government number would be, what the monsoon number would be, what the GDP growth number would be.

Moderator: Thank you. Our next question is from the line of Pavneet Singh from Skylan Equity Managers. Please go ahead.

Pavneet Singh: Sir, will it be right to say that the growth in the radio segment could be attributed only towards yield improvement?

Pawan Agarwal: Still a mix of yield and volumes, so this quarter is largely volume not yield, because we still have a lot of inventory, especially in the new stations that we have brought in. We brought 13 stations, they still have lot of inventory available.

Pavneet Singh: Okay. And average blended realization for first 10 seconds slot?

Pawan Agarwal: Sir, across stations we would be about Rs. 3,000 – Rs. 3,500 to Rs. 4,000 for about 30 stations.

Pavneet Singh: Okay. And

Pavneet Singh: this time would it be right to say that the growth in the radio segment for the political ad section could be much, much higher than that in the print?

Girish Agarwal: It could be, yes, for a simple reason in our case because our new radio station got added on compared to in 2014. So, for us what you are saying holds true.

Pavneet Singh: Okay. And what is the share of government ads in the radio segment?

Girish Agarwal: Around 25%.

Moderator: Thank you. Our next question is from the line of Rohit Dokania of IDFC Securities. Please go ahead.

Rohit Dokania: I just had a few questions. One is, did you see any positive benefit of political advertising as far as the first 1.5 months of this quarter are concerned?

Girish Agarwal: I would say in the first quarter, because of the code of conduct whatever revenue went down of the government advertisement, political advertising should be able to make it up for that.

Rohit Dokania: Okay. So, no major positive benefit is expected in Q1, especially?

Girish Agarwal: I really can't comment much on that.

Rohit Dokania: And I see your inventory days obviously has gone up significantly, so at what cost have you built this inventory, is it at the lower sort of, currently the cost appears to be pretty low for the spot news print, is it at that price or is it a higher cost inventory that is sitting in the books?

Girish Agarwal: So, it is a mix of it, I will tell you, because of this inventory of Rs. 90 crores going up, out of that almost 30% is because of the cost of the inventory, compared to the last year inventory, this year there is a 30% cost difference. And also this time the stock in transit is higher, because there were chances of the rates not settling down, so we took that call because last year if you remember, the inventory was very limited because there was a crisis of getting the newsprint. While this time we have pre-booked that, so there is a stock in trade also.

Coming to your point, are we sitting at an expensive or a cheaper inventory? I would like to answer it from the cost. If you notice our price in Q4 averages at Rs. 44.50 and while in Q1 we are already sitting at Rs. 40 and we hope that in Q2 a rupee benefit should further come to us. So, I think based on that we believe that the overall pricing is getting softened.

- Rohit Dokania:** Sure, that's helpful. The other question was, we haven't taken up cover price increases for at least four, five quarters. When do you expect to sort of take price increase, if at all, in the near future?
- Girish Agarwal:** Frankly speaking, I am not too sure; we don't want to do it in a hurry. Because already the paper is priced at Rs. 4 plus in most of the markets and reader is paying for it, newsprint prices costs are coming down. So, I don't see really a great logic to go and increase the cover price. So, that's the reason we are not taking call on that.
- Rohit Dokania:** Fair enough. And last question from my side, so we obviously have gone on aggressive expansion drive as far as circulation is concerned over the past 1.5 years. So, I was just wondering when do we actually see the benefit of this percolating to ad revenue growth for us?
- Girish Agarwal:** I appreciate your point that we all are not actually very excited about this 7% growth which has come, but frankly speaking, if we would have not taken up the circulation drive of increasing those 10% - 12% copies, I have my doubts on this 8% growth which has come to us already.
- Rohit Dokania:** No sir, but then the issue is that, I mean, are you trying to say that to get a sort of high single-digit kind of an ad growth from a full year perspective, we will have to continue to increase circulation by whatever number every year?
- Girish Agarwal:** So, what has happened, let me give you a case in point of Rajasthan. So, in Rajasthan we have been able to increase 1.60 lakh copies over last 24 months, and today we are at 16.25 lakh copies in Rajasthan. And certainly, in Rajasthan we have seen the ad revenue going up, our market share of advertising in Rajasthan is going up. So, I think there is a clear indication there. Similarly, if we look at Gujarat, things are moving further positive in Gujarat also. So, I think the circulation growth is a part of the overall thing, it is not a one-stop thing that we say okay we have increased circulation in Rajasthan and now for next three years' time we should wait and see the revenue returns coming up then only we will increase further more copies. I think we will have to keep doing something or other in the market to see how we continue getting the growth.
- Rohit Dokania:** Fine. And just follow-on to this, so any significant circulation increases planned for this year, this fiscal?
- Girish Agarwal:** No, regular growth.
- Moderator:** Thank you. Our next question is from the line of Jay Doshi of Kotak Securities. Please go ahead.
- Jay Doshi:** Just want to understand what is the cost, at a household level if one were to think cover price of Rs. 4.60, are there any freebies or subscription schemes that you run? And secondly, the waste paper, raddi, that a household would be selling, so net of all these things how much does a household incur from your perspective on a per month basis?

Girish Agarwaal: I would say around Rs 100.

Jay Doshi: Rs.100 net of freebies and net of raddi, right?

Girish Agarwaal: Because freebies are not in every market, like example, Rajasthan there are hardly any freebie, Madhya Pradesh no freebie, Haryana no, Punjab no, only in the market of Gujarat there is some freebie, and part of Bihar it was launched. Otherwise in most of the markets there are no freebies. And the raddi value depends on market-to-market, so I would take out some money on that, I would say around Rs.100.

Jay Doshi: Understand. And now this FY19 we have seen peak increases in the newsprint cost, but still at industry level none of the larger players in the Hindi belt have increased cover prices. So, what was the thought process and do you discuss this with peers and why was the competitive intensity so high this time that none of the companies could deliver circulation increase?

Girish Agarwaal: I think we all need to also understand the markets, like you said what is the effective price, Rs. 100-odd, correct. When a consumer buys a newspaper, he doesn't calculate that, he simply says I am paying Rs. 4 a day which is almost Rs. 130 a month, he doesn't calculate raddi value exactly like that. In his mind it is Rs. 130 investment monthly expense he is doing, and we have been increasing the cover price once in two- three years' time. So, we also have to see that we don't want to bring it to a point where the guy starts feeling that it's too expensive, I don't want to buy it. We don't want to bring him to that point. So, for example, recently in Gujarat we decided that in one market we should increase cover price by Rs. 1 on a Sunday, so we did that. Similarly this year itself in Haryana, we did some tweaking of one particular day, we said okay we will increase the price in Haryana and we did that. So, we have been testing the market or seeing the market wherever we feel one can look at that, we have been doing it.

Jay Doshi: Right. And final one on newsprint, I think you may have answered that but I missed the answer, so what is the spot price? So, let's assume if today's prices were eventually, you will see that flow-through P&L in second quarter or third quarter of FY20, what will that number be, 36,000- 38,000 or 40,000? 40,000 anyway you have mentioned it will be there, but it will go lower right, where will it settle?

Girish Agarwaal: So, I would say the current spot prices, if I have to take a blended of Indian and imported and also the logistic cost delivered, so would be at around Rs. 37,000.- Rs. 38,000 per ton.

Jay Doshi: And we should see this cost sort of in second quarter or third quarter, right?

Girish Agarwaal: Yes.

Moderator: Thank you. Our next question is from the line of Saurabh Shroff of KYC Investment Advisors. Please go ahead.

Saurabh Shroff: Sir, last year I am seeing since we have seen this big newsprint price inflation, we have obviously taken some cost measures and margins pretty tight. So, just wanted to get a sense, for us on cost rationalization, especially in terms of the other expenses of the employee lines?

Girish Agarwal: If you see our overall cost, we are almost flat. So, there is hardly any cost increase in all accounts. So, we have been managing pretty strict cost control, whether it is a Q1, Q2, Q3 or Q4, in all quarters we have been able to control the cost. And even this year as we sit in the Q1 of next year, our cost is almost the same.

Saurabh Shroff: Okay. So, you think that there is still room as a percentage of sale for you to sort of maintain costs are current levels?

Girish Agarwal: Yes. We are doing it.

Saurabh Shroff: Okay, that's good to hear. And secondly on Bihar, I think last time when we spoke you had mentioned that our rate is around Rs. 300-400 whereas the leader is in 1,200- 1,300, how has that progressed?

Girish Agarwal: So, we have increased quite a lot, but unfortunately the leader also has come down because of the market intensity. So, we are still fighting on that and working around. But there has been a growth from the revenue perspective Bihar ad revenue has gone up by more than 50% in last one year.

Moderator: Thank you. Our next question is from the line of Sarvesh Gupta from Maximal Capital. Please go ahead.

Sarvesh Gupta: Sir, first question is, you indicated that the newsprint prices have come down to the levels of Rs. 38,000 blended for spot, so can you give some more color on that as to what is exactly happening and why are the prices coming off versus the earlier reason tied to price increase was China's environmental concerns which seemed to be a sustainable reason rather than temporary factor

Girish Agarwal: So, two- three things have happened. Let me start with the imported one first. So, China, who was actually importing waste paper and all that, now they have come to almost short-term nil, so they are good, because of that there has been kind of availability in the market. Second thing what has happened in the US, a couple of mills those who were not producing newsprint they started producing newsprint. So, that extra capacity coming in the market has also eased out the market. Also there has been a reduction of demand in China and in US also. That also has kind of helped the industry to bring down the prices. Coming to India now, Indian manufacturer was simply following the international pricing, there was no change in demand or the supply in the market, but because international prices were very strong most of the, all the Indian newsprint manufacturers simply changed their rates based on the imported parity and accordingly. Now even they are reducing it based on that only.

Sarvesh Gupta: Understand. And any reason why China imports came down to nil from higher number earlier?

Girish Agarwaal: See, because of the environment issue they have banned the import of wastepaper which was used for manufacturing the newsprint in China. Because of that there was an issue. But now, I think they have taken off that ban.

Sarvesh Gupta: And we see that the lower level of newsprint prices can sustain vis-à-vis what we saw in FY18?

Girish Agarwaal: Very much looks like that, yes.

Sarvesh Gupta: And secondly, so your government revenue would be around 20% of your overall revenues and there we got a 25% hike for last quarter

Girish Agarwaal: No, government was not 20%, government was at the range of around 15%-16%.

Sarvesh Gupta: Okay. So, 15%-16% would have grown by 25% because of DAVP hike, right?

Girish Agarwaal: On that one quarter, yes.

Sarvesh Gupta: So, the remaining business ex of government we have grown by 3%-4% only, is that the correct understanding?

Girish Agarwaal: Yes, you are right because category like automobile took a dip after a long time, this quarter automobile took a slight dip. And other categories are at a very low single-digit, you are right.

Sarvesh Gupta: And how much is your political advertising as a portion of your total advertisement revenue? Because I think there have been a lot of ads that we have been seeing in the newspaper, so what can be the contribution because of the election in this quarter or the last quarter?

Girish Agarwaal: So, in last quarter political advertising was zero.

Sarvesh Gupta: And this quarter?

Girish Agarwaal: This quarter will be some political advertising which will kind of take away the deficit of government because of code of conduct, so whatever we lost in the government this political advertising should be able to match it up.

Moderator: Thank you. Our next question is from the line of Dipesh Kashyap of Equirus Securities. Please go ahead.

Dipesh Kashyap: Sir, is there any one-off in your other expenses of Rs. 155 crores, is there any one-off of circulation related expenses which is expected to come down in the next quarter?

Girish Agarwaal: No, there is no one-off there.

Dipesh Kashyap: Okay. So, if I look at the breakup that you gave, the mature addition and emerging additions, the EBITDA loss in the emerging additions have been coming down but I also see that mature

additions the EBITDA margin has fallen from the last quarter. So, is there anything that you want to highlight in your mature markets?

Girish Agarwal: In mature markets I think the top-line numbers are already known to you, the biggest reason why it has come down because of newsprint prices.

Dipesh Kashyap: Yes, but last quarter newsprint prices have softened, right, so the margins in the last quarter was 26%, this quarter it is 23%.

Girish Agarwal: No, the prices what we are seeing have softened down, not in the last quarter, the prices softened down in this quarter from Rs. 44 we are coming down this quarter to Rs. 40.

Dipesh Kashyap: Correct, so I am saying in Q3 your EBITDA margin was 26%, in Q4 it is 23%. So, it should have gone up, right?

Girish Agarwal: Q3, if you notice, there was a much higher revenue because of festival season coming in that time, that's the reason why EBITDA margin was higher there.

Dipesh Kashyap: Okay. Otherwise there is no increased competition that you are seeing in the mature markets?

Girish Agarwal: No. We have grown in our mature market in terms of our circulation also and readership also in Rajasthan, Madhya Pradesh and Gujarat.

Dipesh Kashyap: And going forward you are guiding the circulation growth should be in 2% to 3% range, right? Mainly driven by realizations or volumes?

Girish Agarwal: Mainly driven by volume.

Dipesh Kashyap: And sir, in this quarter what was the breakup in the volume and realization of circulation?

Girish Agarwal: Out of this 2%, almost 70% came from the circulation growth and 30% came from value growth likely.

Dipesh Kashyap: Okay. Sir one of your biggest player in Bihar, pointed out that the realizations have dropped in Bihar due to increased competition and going forward also they are guiding that maybe it will be like this only. So, do you see any fall in your realizations going forward?

Girish Agarwal: I was anyway at the rock bottom, so I have to only go up. For example, my government rates of Bihar got approved last month, so that is a plus for me. So, I have got the rates approved from DAVP for Patna, Muzaffarpur, Bhagalpur and all that. So, for me only way is upwards.

Moderator: Thank you. Our next question is from the line of Krunal Shah, an individual investor. Please go ahead.

Krunal Shah: I just wanted to know the inventory which you have mentioned this year, has gone up. Can I know the share of import and domestic in that? Have we changed the mix last year?

Girish Agarwal: Largely no change. So, inventory if you look at last year for imported, slight change. In imported last year was 119 days, this year its 129 days. And Indian newsprint last year was 17 days, this year it's around 23 days, 24 actually.

Krunal Shah: And as a percentage if you see the stock in hand?

Girish Agarwal: Almost the same.

Krunal Shah: What would be the approx percentage?

Girish Agarwal: 10,000 is Indian and 21,000 is imported.

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

Pawan Agarwal: Thank you for your participation and time on this earnings call. I hope that we have responded to your query adequately today and we will be happy to be of assistance through our investor relations department, headed by Mr. Prasoon Pandey for any further enquiries. Thank you and have great day.

Moderator: Thank you, members of the Management. Ladies & gentlemen, on behalf of DB Corp Limited, that concludes this conference. Thank you for joining us. And you may now disconnect your lines.