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19th February, 2018

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Sub: Transcript of Institutional Investors and Analysts Conference Call

Dear Sirs,

We enclose transcript of Institutional Investors and Analysts conference call which was held on February 08, 2018.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For Borosil Glass Works Limited

Gitayadav

Gita Yadav
Company Secretary

Encl: as above

"Borosil Glass Works Limited Q3 FY '18 Earnings Conference Call"

February 8, 2018

MANAGEMENT:	**MR. SHREEVAR KHERUKA-MANAGING DIRECTOR AND CEO, BOROSIL GLASS WORKS LIMITED** **MR. SWADHIN PADIA – CFO, BOROSIL GLASS WORKS LIMITED**
MODERATOR:	**MR. PRAVEEN SAHAY-EDELWEISS BROKING LIMITED**

Moderator: Ladies and gentlemen good day and welcome to the Borosil Glass Works Limited Q3 FY18 Earnings Conference Call hosted by Edelweiss Broking Limited. As a remainder, 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 '*' and then '0' on your touchtone phone. I now hand the conference over to Mr. Praveen Sahay from Edelweiss Broking Limited. Thank you and over to you sir.

Praveen Sahay: Thank you operator, good afternoon everyone. Thank you for joining to the call of Borosil Glass Works Limited on behalf of Edelweiss Broking I would like to welcome the management team of Borosil Glass Works Limited to discuss the result and outlook post Q3 FY 18 earnings. We have with us Mr. Shreevar Kheruka – Managing Director and CEO, Mr. Swadhin Padia – CFO. I would now request Shreevar for his opening remarks post which we can start the Q&A session, over to you sir.

Shreevar Kheruka: Thanks Praveen. Good afternoon everyone, greetings and welcome to our Q3 conference call. As always, we will go through about 15 minutes of an overview of our different businesses. For the purpose of this call I am going to be discussing mainly year-to-date numbers rather than any quarterly numbers just because it will smooth out any seasonality in the business. For instance, this year Diwali was a bit earlier compared to the year before, so it is not exactly like to like in terms of quarter-on-quarter performance. That being said we have conducted our Board Meeting today and we have already uploaded the presentation on the company website and also on the stock exchange website, so you can have a look at it as I run through the numbers. After this of course we will open it up for questions.

So far, the year has resulted in about a 15.7% growth of sales turnover for the company compared to the same 9 months in the last year. The growth has been aided by revenue from Klasspack in which we acquired 60.3% in July 16, so it is not exactly like to like. If we adjust for a like to like period from Klasspack, then the overall growth stands at about 12%. Of course, this growth has been slightly muted owing to GST. June and July 2 months were quite disruptive from a market perspective, the trade had more or less shut down and so those 2 months have created a disruption. But in the period post July, meaning August to December, we see a very healthy growth in the organization across all the verticals of the company. So for example, the organic growth in the scientific products division was flat during the first half of FY18 and now we see a 5.2% growth YTD Q3 FY18. This is excluding Klasspack, this is just the core lab glassware division and we expect this division to have a strong January to March quarter too. In Klasspack we acquired 60% in July 2016, and this year we have grown by about 21% on a like to like basis. That has been on the back of new customer additions and we are seeing the thesis, or the reason why we invested into Klasspack, play out. We have got more than 10 new customers on board and many more in the pipeline. So, it is a very encouraging sign for us. We are encouraged to invest more CAPEX in Klasspack in the future and expect more growth as a result of that. If you combine the scientific products division as well as

Klasspack, the growth in labware was about 17%. But if you adjust it is only to organic growth (considering like to like sales in Klasspack) the growth in labware was about 8%.

Consumer products division has gathered momentum. It has achieved a revenue of about Rs. 194 crores which is a growth of 15% over the same period last year. If you look at just the Borosil branded products, we have grown by about 11.5% and in Opal ware, Larah has grown by 20%. It is important to note that the 20% growth of Larah has been in spite of the fact that we had a furnace repair in the business of Opal ware. We have to re-line the furnace every two or so years. So, in the months of November and December, the furnace was being repaired and as a result of that, there were many products which were actually out of stock. So, this growth of 20% has been registered in spite of the lack of full product portfolio available for sale.

The growth drivers, just to be more specific; in SIP our core strategy has always been to sell more products to the same customer. LabQuest by Borosil which is our brand for bench-top instruments has been gaining acceptance in the market and we are looking for organic as well as inorganic expansion in this area. Of course, it is still a small percentage of sales, but the response has been quite encouraging. Adding customers for Klasspack involves a longer lead time and like I already mentioned, we have been seeing the results of these efforts over the last few quarters. We have added more than 10 new customers and a larger number is in the pipeline. The only disappointment so far in this year has been exports. The performance has been quiet tepid. We had two clients whose orders have been delayed owing to issues in their home markets. However, we expect this to be a timing issue and will continue to work on building a strong vertical in exports for the lab glass division over the next few years.

Coming to the consumer products division:

The new segment of storage has been performing quite well. We see a large opportunity to convert customers from plastic to glass. I hope some of you have seen our advertisements on TV in this regard. Our high-quality materials and product design, which are both aesthetic as well as functional, are being quite well received. The TV campaign has been resulting in good feedback and the year-to-date revenue from storage has continually been growing. It has now become a double-digit contributor to the overall top line of the consumer division (excluding Larah) and we will see much more growth in this in the future. The acquired business of Larah has been meeting our expectations, though like I mentioned earlier we were out of production for 2 months YTD (in November and December) and for the month of January.

Our new furnace has just started a few days ago and the results are quite encouraging. The preliminary production has been very good, both in terms of output as well as in terms of improvement of yields that we have communicated about earlier. I think that that is a positive sign. However, obviously for the 3 months, namely November, December and January when our maintenance was on, we did not have the full product mix to supply. In spite of that we have recorded a growth of 20%. The product is now available at probably about 7000 to 8000 retail outlets nationwide.

Now coming to EBITDA margins:

The EBITDA from operations has grown by about 70% to about Rs. 49 crores which is a really good performance. We have seen the operating margin expand to 15.7% during the 9 months and it was led by a more profitable product mix and also with growth in revenues, the company has begun reaping the benefits of operating leverage. We expect more of the same in the coming years. Borosil has registered a PAT of about Rs. 38.5 crores in the 9 months. Last year, of course, the PAT was quite a bit higher because of the one-time gain on land acquired by Municipal Corporation of Greater Mumbai which was an exceptional item. If we remove that, the growth in the PAT was 45% over the same period last year.

Coming to the medium-term outlook:

GST is likely to benefit organized players like us. We have been talking about it and now it's actually visible. We have been getting more space on the shelf, we have seen new product categories emerge which were more unorganized dominated. For example, we have introduced steel bottles and steel flasks which have also done quite well. The company will be focusing on its new product development in the coming year for which we have instituted a task force. We expect to introduce tens of new SKUs - somewhere in the 50s to 60s range in the next year. Obviously, we will also eliminate the long tail of SKUs, which are not moving well in the market. EBITDA margins will expand further, as the company gets scale benefits and we absorb our overheads on a larger base.

The company is continuing to invest in marketing and brand building; sales are likely to grow faster than we expect marketing expenses to increase. So we mean to say that marketing expenses as a percentage of sales will reduce over the next 2 to 3 years. In consumer products specifically both the storage and Opalware categories have a strong tailwind, rising awareness of the advantages of glass over plastic in storage and rising aspirations of middle-class for a superior product that is Opalware gave us participation in growing categories.

The company completed the upgrade of its Jaipur factory, which manufactures Larah, the capacity has been expanded by over 50% and this is likely to help efficiency gains as well as improve the cost structure. I also mentioned that we are working on a new mother warehouse or a large central warehouse for our operations which will help in the reduction of overall inventory as well as reduce our warehousing and freight expenses. That project has started. It was a bit delayed due to certain permissions, but those have all come in now and we expect the warehouse to be operational by Q3 of the next financial year.

Coming to the balance sheet:

The Company has a cash surplus of about Rs.190 crores. We will be investing approximately Rs. 40 to Rs. 45 crores in the new warehouse that I just referred to. However, in line with the company's intent of lightening the balance sheet the Board at its meeting today approved the further sale of non-core real estate assets of approximately Rs. 67 crores. Earlier, the company had obtained a current valuation of the assets from Knight Frank and engaged a broking firm to solicit interest in the property. We received multiple bids and the transaction is being concluded at Rs. 68 crores in due course. The company expects to retain about Rs. 200 crores of cash surplus. These funds can be used to fund future growth, including acquisitions. We have changed the way the Treasury is managed to being invested entirely in debts. However, we had some real estate funds in the Treasury, which are historical investments which will take some time to pay out. Upon redemption, the entire amount would be reinvested in debt mutual funds or liquid funds. We have exited all equity mutual funds and directionally we are likely to move the entire surplus to fixed income.

On corporate initiatives:

The company subdivided its shares from Rs. 10 to Rs. 1 face value each and the trading commenced on September 14, 2017. The Board has proposed a scheme of amalgamation which I'm sure all of you are aware of. Unfortunately, the matter could not be heard on the specified date by NCLT and the new date has been given as 22nd of February. We are still hopeful to get the order on that date and have the earliest possible date for the actual merger to be concluded. We also strongly believe in human resources, alignment of management incentives with long-term shareholder value and that is why we have implemented an ESOP policy. It has been quite positively received by the people who are the benefactors of this policy. I hope that it will drive real long-term value for the organization. We have also applied for our shares to be listed on the NSE and approval from the NSE is awaited.

Lastly, coming to Gujarat Borosil. We currently hold 25.25% of the Gujarat Borosil equity and upon implementation of the amalgamation scheme we will go to - 58.38%. Gujarat Borosil has a Board Meeting to consider its results on the 10th of February. So, I cannot share any additional details with you today. The only point which I would like to mention is that India has already imposed an anti-dumping duty on Chinese solar glass and as of this week anti-dumping duty investigations have also begun on solar glass from Malaysia because we believe that there is substantial dumping happening from Malaysia as well. The government has prima facie seen that investigation is warranted. That has just happened and we expect the results of that to be out shortly.

The company has entered a new growth phase as you can probably see from the improvement in the results over the last few years. I look forward to the next few years with a lot more optimism and confidence.

I'm now happy to take any questions that you may have.

Moderator: Thank you. Ladies and gentlemen, we will now begin with the question and answer session. The first question is from the line of Kashyap Jhaveri from Emkay Global. Please go ahead.

Kashyap Jhaveri: Hi, congratulations for great set of numbers. I have three questions. One, on the scientific ware, the growth in 9 months has slowed down to about mid-single digit. We have been growing that segment at slightly high double-digit number. So, what has been different in these 9 months? Question number 2 is on Hopewell quite impressed with 12.5% EBITDA margins despite about 2 months shutdown in the 9 months. In our earlier conversations what I understand, was that margins should track the other players in the industry as the sales continues to ramp up. Does that thesis remain intact? And within the second question, if we have one shut down of about 3 months every two years, then how do you see the growth number over next about 2-3 years or so in this segment?

Shreevar Kheruka: So first, I will answer your question, on lab. It will help to look at the numbers broken down within the period. Up to July, we actually had a de-growth in lab ware and that was mainly because of the months of June and July. But if I look at the numbers from August to December, the growth has been about 12%. Thus, the combined growth is about 5.2% in lab ware. I would say that June and July were anomalies for us. That sale is lost and I don't see that coming back. That was one off. But our long-term or medium-term guidance of 10-12% growth for the lab division continues. I don't see any change on that. Klasspack of course has been doing quite well, because the base is still low. So Klasspack could deliver (+20%) growth. Coming to your question on consumer ware you asked about the EBITDA margins. Yes in Hopewell the thesis that we should have a margin which is tending towards the market leader remains. That will happen, probably from Q1 of this coming financial year. Even in Q4 we see that initial results in February after the shutdown are positive. However we be more certain in Q1FY19. I am personally quite bullish that we should be moving up that EBITDA percentage closer to where we see La Opala. The third question on the shutdown, yes, the shutdown does happen every two years. What we would do is build inventory prior to the shutdown. Unfortunately, because the capacities were not aligned we could not build the inventory for this last period of shutdown. That being said, I think the growth of about 20-25% would be a realistic target for us. We now have enough production capacity to buffer inventory in the 2 odd months that we plan a shut down. This time the shutdown was a little longer because we had to make many changes in the flow of the line. There were many structural issues which had to be resolved. In the next period, I believe the shutdown will not be 90 days. It would probably be closer to 50-55 days.

Moderator: Thank you. We take the next question from the line of Hitesh Kumar from AKSA Capital. Please go ahead.

Hitesh Kumar: We see quite a lot of product launches on your social media platforms. So just wanted to understand if you look at the Borosil standalone consumer ware business, excluding the storage ware and tableware, what would be the mix of revenues from other products?

Shreevar Kheruka: We don't share that on a product wise basis, but I can tell you that the storage and Larah tableware has been leading the charge. The other glassware products have been growing but their growth is more in the low single digits.

Hitesh Kumar: But are these products there across your sales network or is it only in selected geographies?

Shreevar Kheruka: They are across the sales network.

Hitesh Kumar: And what would be your advertisement expenditure in this first 9 months both in Hopewell and the Borosil standalone?

Shreevar Kheruka: About Rs. 13 odd crores.

Hitesh Kumar: Totally?

Shreevar Kheruka: Yes.

Hitesh Kumar: If you can just give a mix probably that will help us understand the EBITDA margins better.

Shreevar Kheruka: Sorry I will have to come back to you on that. I don't have that data right now.

Hitesh Kumar: Sure I will get back on that and just a final question this Rs. 190 crores of cash include the preference shares invested in Gujarat Borosil?

Shreevar Kheruka: No, it does not.

Hitesh Kumar: And we have some NCDs also in March 2017, so because all those…..

Shreevar Kheruka: That would include that. I think you are talking about the real estate NCDs?

Hitesh Kumar: Yes.

Shreevar Kheruka: Rs. 190 crores includes that.

Moderator: Thank you. The next question is from the line of Jasdeep Walia from Infina Finance. Please go ahead.

Jasdeep Walia: I calculated sales for the consumer ware business, which comes under the standalone entity for Q3. So Q3 FY 18 sales came at Rs. 41 crores versus Rs. 39 crores last year. The growth rate is quite subdued, what is the reason sir? Because this is almost like a virgin market, so I was expecting much high year growth rate.

Shreevar Kheruka: Yes on the issue of Q3 if you recall last year Diwali was on November 3rd so the entire sale of October was quite high whereas this year Diwali was in early-mid October, so most of the sale of Diwali happened in the month of September. So there is an element of seasonality between the quarters. In addition, we gave discounts and dropped prices this year to pass on the benefits of GST to our customers.. So, the value growth was a bit impacted because of the reduction in our selling prices. I can also share like I did for the labware division, in the consumer products division without Larah we had declined about 13% from April to July. In the period from August to December the growth over the same period last year was 30%. So because August to December would eliminate the seasonality of Diwali or the mismatch of time of Diwali, so this would give you a better sense of our growth rates. June-July were the troublesome months but after August we have had a good run.

Jasdeep Walia: What has been the volume growth in 9 months in this glassware division?

Shreevar Kheruka: In terms of consumer products:

Jasdeep Walia: Yes.

Shreevar Kheruka: It varies widely from product-to-product but I would say in the low double digit percentage.

Jasdeep Walia: And what is the price reduction that you have taken to pass on GST benefits to consumers?

Shreevar Kheruka: It again differs from product to product but somewhere between 3-4%. In any other company you may just be able to add those two and come up with a growth rate. But actually the sales mix also has been hugely different.

Jasdeep Walia: Any particular trend there?

Shreevar Kheruka: Yes, like I mentioned, storage containers have done very well. They have had very high growth rates but obviously off a low base. And Larah of course has done well so the sales mix is quite different. Our sales mix is changing and in a way that is favorable to us.

Jasdeep Walia: What has not done well in the consumer part of the glassware business?

Shreevar Kheruka: I would say actually we could do much better in e-commerce for example, as a channel versus a product. We have been working on our e-commerce strategy, but I still think there is a lot of room for improvement over there. We would like to expand our distribution foot print more in large format stores that is still a work in progress. So more than a product issue I think the distribution needs to be further enhanced through the large format store as well as e-commerce.

Moderator: Thank you. The next question is from the line of Jinesh Joshi from Prabhudas Lilladhar Private Limited. Please go ahead.

Jinesh Joshi: At the EBITDA level Hopewell made a loss this quarter if I am not mistaken I understand that there was a shut down for about 2 months. But if I look at Q1 of FY 18, on a Rs. 16 crores top line, we were EBITDA positive. So any specific reason why we were into losses in this particular quarter?

Shreevar Kheruka: In Q1 you may have only Rs. 16 crores topline but there was higher production that increased the value of the goods. In Q3 there was no production whereas almost all the fixed costs are the same. That is the reason for EBITDA loss for this quarter.

Jinesh Joshi: To be very honest I am not able to collate everything. We did a top line of Rs. 16 crores but we were EBITDA positive now why in this quarter we are up by about Rs. 5 to Rs. 6 crores as compared to what we were in Q1. But still we are negative although the cost of production should have come down because of shut down in the furnace but at the same time if we are drawing down from inventory if that is the case then ideally, we should have done better than Q1, right?

Shreevar Kheruka: No because you see when we had Rs. 16 crores sales the production would have been more like Rs. 26-Rs. 27 crores in Q1. I don't have the exact number with me at this moment. So, you are adding inventory by Rs. 10 crore or thereabouts at cost no doubt but you are adding to inventory. In the Q3 there was no production barring some production in the month of October. However fixed charges continue to be incurred like electricity for example we have a very large demand charge which we have to pay for anyway whether we draw electricity or not. So even though your furnace is shut down, you still pay for that. On the issue of man power, you cannot let anybody go for two months or three months, so you have the entire 100% of your manpower expenses at that particular point of time and the ad expenses also in the October-November-December quarter are higher than what they are in Q1 of the financial year. So that is why I think it is better to look at year-to-date number and not quarterly numbers.

Jinesh Joshi: And you mentioned in the initial remarks that the furnace has begun operation. So going forward, what kind of utilization should be work with from next quarter onwards. Should we expect additional sales at, say 70-80% kind of a utilization?

Shreevar Kheruka: Yes I think so I would say from Q1, you should take from next year and you can look at 75-80% utilization.

Jinesh Joshi: And out of the Rs. 110 crores of CAPEX that we had envisaged, how much have we invested till date?

Shreevar Kheruka: About 65.

Moderator: Thank you. We take the next question from the line of Praveen Sahay from Edelweiss Broking Limited. Please go ahead.

Praveen Sahay: On Hopewell as you had already mentioned we expect 50% capacity increase after the furnace repair. What capacity utilization do you expect and when will the capacity increase be operational?

Shreevar Kheruka: The capacity expansion is completed and we have already started the production a few days ago. You will see that reflect in increased sales from Q1FY19. Now coming to capacity utilization, the gentleman earlier asked too, I think for FY19, we should assume 75-80% capacity utilization. So if that happens, I think we can expect sales to increase from the current base of say Rs. 100 odd crores to around Rs. 120-125 crores, assuming our capacity is in Rupee terms would be Rs. 150– Rs. 160 crores.

Praveen Sahay: Similar to this, are you exploiting your existing distribution channel for the sales of the increased capacity or will you expand further?

Shreevar Kheruka: No, I think the existing distribution channel can absorb the increase of capacity.

Praveen Sahay: And secondly on Klasspack sir, as you had already mentioned 10 new customers, have already been added. So, at what level of utilization are we running and when will CAPEX be required for increasing the capacity in Klasspack?

Shreevar Kheruka: This year we are roughly at 75-80 % capacity utilization in Klasspack which is a good level to start increasing CAPEX. So we will now get into that cycle where we will increase capacity probably by 15-20% a year. This year we are investing about Rs. 15 crores. It is not a whole lot but commensurate to the size of the Company it is a sizeable investment. The first phase of that has already been ordered and the equipment and all of their machines will start arriving probably at the end of Q1 of the next year. This will be a continuous process of expansion.

Praveen Sahay: And these are capacity increase in existing plants? Brownfield expansion?

Shreevar Kheruka: That is right.

Moderator: Thank you. We will take the next question from the line of Rakesh Jain from Asit C Mehta. Please go ahead.

Rakesh Jain: Hi sir, my first question is regarding what was the reason for removing a few SKUs which were not performing? What was the reason for their nonperformance coming and we adding 10 to 20 new SKUs?

Shreevar Kheruka: Okay so look, we keep adding SKUs. In spite of our best desires we can't always predict whether the SKUs will do well or not. We add SKUs based on the best knowledge available to us at that particular point of time, including market research, our own customer understanding and our understanding of distribution and so on. But that being said, some SKUs don't work, so better to cut the losses at that time. But that failure doesn't prevent us from trying new things. You fail in some areas and you do very well in others and you keep trying, chopping and changing. That is how our consumer division has been successful, by trying new things. So that will continue in the future also.

Rakesh Jain: And secondly, we have seen some advertisements of Cello for their consumer products like bottles. How aggressive are they being on pricing as their marketing and advertising expenses have been increasing quite a lot. So what kind of change have you seen in this scenario?

Shreevar Kheruka: Look I think our consumer products have always been very competitive and that competitive intensity is only increasing and is definitely not reducing. So I would not like to comment on any one specific competitor, but in general, yes, people are getting more aggressive, people are discounting more, but at the same time that is why we have to keep spending money on our brand and we have to keep investing money on new product development because that is what differentiates you in the market at the end of the day.. So that is why a customer should come to Borosil because we have something which is different not to say our competitor will not catch up, they will catch up. Then again, you have to keep moving up the bar and that is really what we are trying to do here.

Rakesh Jain: And last thing this quarter the tax rate was a bit higher comparatively. What was the reason for that?

Shreevar Kheruka: No we had a normal tax.

Rakesh Jain: That is 36% vis-a-vis 34%?

Shreevar Kheruka: I will have to relook at that. But there is nothing abnormal there.

Moderator: Thank you. We take the next question from the line Naveen Bothra an individual investor. Please go ahead.

Naveen Bothra: My first question refers to the proposed packing unit through an LLP and we were 18% partner in that. How has that progressed sir?

Shreevar Kheruka: Actually, we had started the work on that and were progressing. Unfortunately, the place that we were to rent has not worked out. So, we had to relook at a new place. I expect the unit will only be operational in say 3 months' time, so we had a bit of a setback over there. That being said it is not really impacting our packing cost. The rationale for the unit is to ensure we get our packing material supply on time, which is the problem currently. So I think we will have to wait for few more months to solve for that problem.

Naveen Bothra: If you can sir how much are we investing in that LLP at Borosil level?

Shreevar Kheruka: I don't have that at top of my head but I think it is small, less than Rs. 50 lakhs.

Naveen Bothra: Only Rs. 50 lakhs?

Shreevar Kheruka: Yes.

Naveen Bothra: If you can sir, who are the other investors in that including promoter family or some outsiders are there?

Shreevar Kheruka: Our existing packing vendor is the main investor there, who is not related to us in any shape or form.

Naveen Bothra: My second question is regarding today's announcement of commercial paper. We have proposed for an enabling resolution if you can clarify on that. Because we are already having around Rs. 200 crores of cash balance, all the businesses are growing, cash balances are growing.

Shreevar Kheruka: So it is an enabling resolution. At the moment we have loans in both Hopewell as well as Klasspack which are at higher rates of interest. So the idea there is to replace those loans with loans at lower rate of interest. So it is an enabling resolution which allows us to do that.

Naveen Bothra: At Borosil independent level or Klasspack level?

Shreevar Kheruka: No, it will be raised at Borosil level and Hopewell anyway is merging into Borosil, so we can replace the loan which currently is at Hopewell with money raised from Commercial paper and we will save at least 2 odd % of interest cost.

Naveen Bothra: And tax adjusted cost vis-a-vis our cash balances vis-a-vis our commercial paper

Shreevar Kheruka: The cash balance is not meant for this. We are keeping the Cash balance to fund future growth and acquisitions. This is completely different and I am not connecting it to the cash balance to be honest. It is just a way to replace our existing loan that is it.

Naveen Bothra: And if I may, regarding the Gujarat Borosil, since we are going to list on NSE, we have already applied and Gujarat Borosil is going to be our 58% subsidiary hopefully by March. So are we planning NSE listing there also in Gujarat Borosil something like that?

Shreevar Kheruka: I will have to talk to them. I am not aware of their plans for NSE listing. But I guess if it makes sense they should do it.

Naveen Bothra: Because the capitalization and all criteria are already there.

Shreevar Kheruka: Yes if it makes sense I am sure they will do it. I will have a discussion with them on that.

Moderator: Thank you. The next question is from Dhruv Shah from Ambika Fincap. Please go ahead.

Dhruv Shah: I just have one question, what are our total diluted shares post-amalgamation?

Shreevar Kheruka: In terms of quantity?

Dhruv Shah: Yes.

Shreevar Kheruka: 2.5 crores shares of Re. 1/- each, if I'm not mistaken.

Dhruv Shah: So currently is 2.3 crores, which will go to 2.5 crores?

Shreevar Kheruka: Yes.

Moderator: Thank you. We take the next question from the line of Naveen Bothra, an individual investor. Please go ahead.

Naveen Bothra: On Gujarat Borosil, we have an enabling resolution to raise funds. Regarding the capacity expansion is it already going on or we are planning after the fundraising.

Shreevar Kheruka: After the fundraising.

Naveen Bothra: So whatever we have done, we have done upgradation of that 2 mm tampered glass, not any capacity expansion till now.

Shreevar Kheruka: There is some capacity expansion. So we have increased our solar glass capacity by about 25% there, but that has already happened. I'm saying any further capacity expansion would be after the fundraise. We are looking to more than double the capacity.

Naveen Bothra: So we will get more clarity on that in the ensuing Board Meeting.

Shreevar Kheruka: I hope so.

Shreevar Kheruka: Since there are no more questions, I think we can close the call.

Moderator: Sure sir. Would you like to add any closing remarks?

Shreevar Kheruka: Thanks everybody for participating and I look forward to sharing with you all, next quarter.

Moderator: Thank you. Ladies and gentlemen, on behalf of Edelweiss Broking Limited, that concludes this conference call. Thank you for joining us and you may now disconnect your lines.