

**Date:10<sup>th</sup> February 2023**

**To,  
The Listing Manager,  
BSE Limited  
Department of Corporate Services  
P. J. Towers, Dalal Street,  
Mumbai – 400001**

**Scrip Code: 532841**

**Sub: Transcript of Analysts / Investors conference call**

**Ref: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir/Mam,

Enclosed herewith transcript of the Analysts / Investors conference call held on Monday, 06<sup>th</sup> February 2023. The same is also available on the Company's website i.e. [www.silworld.in](http://www.silworld.in)

You are requested to kindly take note of the same.

Thanking You.

Yours Faithfully,  
**FOR SAHYADRI INDUSTRIES LIMITED**

**RAJIB KUMAR GOPE  
COMPANY SECRETARY & COMPLIANCE OFFICER  
M. NO: F8417**



“Sahyadri Industries Limited  
Q3FY’23 Earnings Conference Call”

February 06, 2023

Disclaimer: E&OE - This transcript is edited for factual errors. In case of discrepancy, the audio recordings uploaded on the stock exchange — BSE Limited and the Company website on 6<sup>th</sup> February 2023 will prevail.



**MANAGEMENT: MR. TULJARAM MAHESHWARI – CHIEF EXECUTIVE OFFICER ,CHIEF FINANCIAL OFFICER AND WHOLE-TIME DIRECTOR – SAHYADRI INDUSTRIES LIMITED  
MR. ARVIND GARG – FINANCIAL CONTROLLER – SAHYADRI INDUSTRIES LIMITED –**

**Moderator:** Ladies and gentlemen, good day and welcome to Sahyadri Industries Limited Q3 FY '23 Earnings Conference Call. This conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions and expectations of the company as on date of this call. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star and then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Tuljaram Maheshwari, CEO, CFO and Whole-Time Director. Thank you and over to you, sir.

**Tuljaram Maheshwari:** Thank you. Good evening, everyone, and thank you for joining us on Sahyadri Limited Q3 FY '23 Earning Conference Call. I hope everyone has had a chance to view our financial results, and investor presentation, which is presently posted on the company's website and the Stock Exchange. I'm accompanied by Mr. Arvind Garg, our Financial Controller, and SGA, our investor relation advisor on this call today. As per the survey published by Mordor Intelligence, the global fibre cement market is expected to be 34,940 kilo tons in 2022, rising to 42,984 kilo tons by 2027, registering a CAGR of 4.23% during this period.

As we all know, the Indian government has launched Housing for All, which will be a game-changer. The goal of this initiative is to construct housing that is more reasonably priced, which will give the housing construction industry a sizable boost. As a result, it will provide numerous opportunities for the country fibre cement market to go in the coming years. Furthermore, this product is lightweight, and long-lasting, along with being resistant to fire, water, and termites. Fibre cement products are preferred by middle-class families worldwide since they are easy to install and are low maintenance, long-lasting and cost-effective.

The growing middle-class population, combined with rising disposable incomes, has aided in the growth of the middle-class housing segment. As a result, the use of fibre cement is expected to rise. This product is also used to cover the outside of a variety of buildings, including hotels, schools, office buildings, retail centers, hospitals, and corporate centers. With such great applications and lower costs with ongoing and upcoming construction projects, the construction sector will benefit, generating significant market demand.

Now moving to the performance during the quarter. During the quarter, we witnessed a slowdown, in demand for roofing services, particularly in rural parts of India. The raw material costs are at elevated levels on the back of the inflationary trend prevailing in the economy. However, we have been able to pass on the partial increase in cost to our customers. The stabilization of operations at the Perundurai plant resulted in increased expenditure, which impacted the bottom line.

For nine month FY '23, our capacity utilization was 66% with flagship product having a high-capacity utilization than roofing products. However, roofing products utilization was impacted due to sluggish demand in the rural market. Now I move to the capex update. For capacity expansion in Maharashtra state for manufacturing of non-asbestos cement board, the plant having a capacity of 72,000 metric ton have been initiated. The land has been identified and land acquisition is in process Also Company is in the process of setting up new unit in Orrisa state for manufacturing asbestos corrugated sheets of 120,000 metric tons. Before we discuss regarding the financial performance, the company has declared an interim dividend of INR 2.5 per equity share of the face value of INR 10 each for FY '23.

Q3 FY '23 performance consolidated total income stood at INR 123.7 crores in Q3 FY '23 as compared to INR 111.2 crores in Q3 FY '22. EBITDA of the company stood at INR 16.2 crores in Q3 FY '23 as compared to INR 15.3 crores in Q3 FY '22. PAT for the quarter stood at INR 4.7 crores.

Nine month FY '23 performance Consolidated total income stood at INR 429.5 crores in nine months FY '23, as compared to INR 413.5 crores in nine months FY '22. EBITDA of company stood at INR 69 crores in Q9 FY '23. PAT for the quarter stood at INR 32.4 crores.

We at Sahyadri are committed towards the goal of becoming a pan-India player, which means that we will continue to explore new markets, increase our market penetration, improve our potential, efficiency, and produce more and more value-added products.

Thank you. Now I open the floor for questions and answers.

- Moderator:** The first question is from the line of Anjana Shah from Shah Investments. Kindly proceed.
- Anjana Shah:** Thank you for this opportunity, sir. Couple of questions from my end. Sir, to begin with our capacity utilization for nine months FY '23 stood at 66%. So sir, what kind of steps are we taking to improve our capacity utilization? And sir, also what would this number be for Q3 FY '23?
- Tuljaram Maheshwari:** See, as I mentioned in my presentation that these three quarters have been impacted badly on account of sluggish demand and generally, Q4 is a better quarter of the year compared to other Q2 and Q3 quarter. So hopefully, this capacity utilization will go to around 77% to 80%.
- Anjana Shah:** Sir, is there any contribution from our new plant that has led to some improvement in Q4?
- Tuljaram Maheshwari:** It's already started giving the contribution...
- Anjana Shah:** Right, which is...
- Tuljaram Maheshwari:** Still certain teething issues are there. So we didn't reach to that capacity. At present we are working at 50% capacity, which will improve in the Q4.
- Anjana Shah:** So sir, you're confident that by Q4 we should reach approximately 70% is my understanding correct?

- Tuljaram Maheshwari:** Yes,
- Anjana Shah:** Okay. Sure. And sir, we have mentioned in our press release that our EBITDA has been impacted due to overhead expenses at the Perundurai plant. Sir, what is the quantum of the same?
- Tuljaram Maheshwari:** See the quantum would be around INR 1.5 crores to INR 2 crores.
- Anjana Shah:** Right, sir, how are we working towards improving our other overhead costs?
- Tuljaram Maheshwari:** That is an ongoing process madam.
- Moderator:** The next question is from the line of Abhishek Dave from Bright Securities. Kindly proceed.
- Abhishek Dave:** Thank you for the opportunity. I have two questions. One is on, how do you see ocean freight rates going on? other is during the last conference call, we have stated we will be doing revenue around INR 575 crores to INR 600 crores. Are we on track or do we see some kind of headwind?
- Tuljaram Maheshwari:** See, ocean coast started reducing and there would be a positive impact coming into the Q4. As regards the total revenue, we are in that line of INR 575 crores to INR 600 crores.
- Abhishek Dave:** Okay sir. Thank you. I'll join the queue again.
- Moderator:** The next question is from the line of Riya Verma from NR Securities.
- Riya Verma:** Sir, two questions. What is the share of export for Q3 and nine months? Secondly, sir, we have around 3,000 dealers. So are we planning to increase the same?
- Tuljaram Maheshwari:** So if you see the export percentage is around 14% of the total sale in three months and nine months is around 12%. But mainly if you see the total sale of flatsheet, it is around 50%, that means 50% we sell domestic and 50% outside. As regards the dealer increasing, that's ongoing, because for capacity utilization, for everything, it's an ongoing process, and we have to work towards that.
- Riya Verma:** Sir, do we have any exclusive dealers?
- Tuljaram Maheshwari:** We have exclusive dealers.
- Moderator:** The next question is from the line of Saket Kapoor from Kapoor Company. Kindly proceed.
- Saket Kapoor:** Firstly sir, when we look at the nine month number, we posted a turnover of Rs 423 crores, just if even out the seasonality and likewise like comparison, the topline growth is there, but the bottom line has taken a hit, because of the reasons explained by you. So on volume terms, how are we shaping up for the nine months? What were the nine months utilization levels for '21 and vis-a-vis this year?

- Tuljaram Maheshwari:** Yes, as I mentioned, it is, 66% capacity utilization for the nine months.
- Saket Kapoor:** This is for this year, last year , sir?
- Tuljaram Maheshwari:** Last year was 79%, but this year the figure is changing, because the new capacity has come.
- Saket Kapoor:** Okay, if we keep aside the new capacity in South and likewise comparisons with last year, how are utilization levels being?
- Tuljaram Maheshwari:** It would be around 70%/71% for this year and the last year was 79%.
- Saket Kapoor:** Okay. Sir, the lowering of 10% in the volume, it's because of this shift in demand, which you have already mentioned in your release. So, what are the factors that have led to this lowered offtake, if you could delve more into it?
- Tuljaram Maheshwari:** See, if you see, generally, Q1 is always one of the best quarters of this industry and that has impacted very badly this year because of continuous monsoon. Monsoon continues till 20th June or something. So generally the demand which starts from the month of May till 15th May, that is impacted, because the monsoon continues if you have seen till October, there was a monsoon. So that first quarter's lower volume has given an impact on the capacity utilization forward.
- Saket Kapoor:** Sir, the monsoon commences sometimes in the month of May, first week of May.
- Tuljaram Maheshwari:** But it continues till October.
- Saket Kapoor:** Yes, so.
- Tuljaram Maheshwari:** So generally, the first quarter is always good. But continuous monsoon doesn't given a chance to the people to renovate their houses or build the houses.
- Saket Kapoor:** So that would have been postponing of the demand, but here there is a demand destruction.
- Tuljaram Maheshwari:** It is generally not a postponing, generally they do before the harvesting, construction. So that's phase of the industry, it's not you and we can do this, anything on this.
- Saket Kapoor:** So the dependence again would be how the monsoons spread the next year, then the factors would be playing out in the similar fashion.
- Tuljaram Maheshwari:** Monsoon is definitely one of the factors, because overall industry depends on it, if you see 80% capacity roofing business is for the rural economy and –if the rural economy doesn't work well because of whatever X, Y, Z reason definitely there would be an impact, but considering the boost by the Government of India on the rural economy, earlier the dependability or the impact of the monsoon was much more. Now if the monsoon is not there then government starts giving a lot of incentives or those things. So the impact is not, but we cannot ignore the monsoon.

- Saket Kapoor:** And as the allocation for affordable housing has gone up and also the commitment from the government Housing for All scheme, so what kind of trust do these schemes have on improving the utilization levels going ahead?
- Tuljaram Maheshwari:** As a cycle, generally into four, five years, one year comes where the demand goes low, but what the cycle, which is impacted in the first quarter. We hope this year should be good because of the trend, but now we are seeing the Q4, appears to be encouraging, but you don't know how things would be and how the geopolitical situation and environment would be.
- Saket Kapoor:** Sir, if you could give us some colour on the raw material basket, sir. I think so a major part of that swing has also come. Firstly, you did mention about ocean freight part. So I think so, that would be included in the other expenses and cost of raw-material consumed in both these cases, there has been a significant upward trend. So that if you could give us some more colour on the same.
- Tuljaram Maheshwari:** So there are two impacts, one is the forex fluctuations. When we started the year, I think dollar was INR 76 or so, which reached INR 80, INR 82. So that is a straight way impact of 8% to 9%. Second is, because of Ukraine war, there is the impact of the increase in the particularly asbestos fibre pricing. So the total works out around 15%, 16%. However, just for your information, we would be able to pass to the market around 60% to 70% whatever the cost increase.
- Saket Kapoor:** On the forex front, just to dwell on the same. It is I think we are unhedged about that, or it is the inflation of the dollar-denominated import that is affecting it?
- Tuljaram Maheshwari:** We don't hedge it. It is unhedged always. We don't believe in that.
- Saket Kapoor:** So it is a dollar-denominated import that is the reason the prices go up?
- Tuljaram Maheshwari:** Correct.
- Saket Kapoor:** Sir, even on the finance cost front, it is only because of the new unit that the finance cost has increased?
- Tuljaram Maheshwari:** There are 2 aspects, One is the new unit. Second is earlier, the fibre was being given against LC. Now One, because of these uncertainties and those things has increased month holding. And second is, we have to pay advance and that advance also remains with them for minimum 30 to 60 days resulting in your additional working capital around INR 100 crores. So whatever the cost you are seeing today on the interest and etc. That is mainly that factor other than the new unit.
- Saket Kapoor:** What have been our working capital requirements, sir, in absolute number?
- Tuljaram Maheshwari:** Generally, the working capital requirement is INR 60 crores to INR 70 crores, but this fibre and those things that make the working capital requirement move.
- Saket Kapoor:** So that has gone up to, sir, what levels now, because of these factors of number?

- Tuljaram Maheshwari:** We're managing with INR 60 croresto INR 70 crores, because we had investment and those things. So we are still managing with that had that would not have been a situation, we would have a surplus.
- Saket Kapoor:** The two, three points, sir. First on the raw material front sir, in all commodities, whether it is crude, or whether metals or chemicals, gases everywhere there has been an even out in the prices, whatever the high, they have touched, they have corrected, not only to the previous level, even if we can take previously to the Ukraine war level, but even lower than that. So how are the dynamics working for the fibre prices, sir. And what factors are equally keeping them higher and what's the outlook sir going ahead?
- Tuljaram Maheshwari:** See fibre there is a monopoly . There are only two suppliers. So you don't have say much. Whatever as I said, we have to take it. However, they reduce the prices by 4% to 5% for the next year.
- Saket Kapoor:** Okay, so we have a long-term contract, sir, in that case?
- Tuljaram Maheshwari:** Not a long-term contract, it's a yearly basis.
- Saket Kapoor:** Yearly contract with them?
- Tuljaram Maheshwari:** Yes.
- Saket Kapoor:** So for the next year terminated for the calendar year that the prices have been fixed for the entire offset?
- Tuljaram Maheshwari:** It is lower than the last year, but if forex fluctuation would be around 4% to 5%, then it will be zero.
- Saket Kapoor:** It will get mitigated. And how will this ocean freight affect us, sir?
- Tuljaram Maheshwari:** Ocean freight because they don't give us, they give us CIF. So if there is any reduction or increase, they bear it and they make it part of the price.
- Saket Kapoor:** Okay, so we won't be benefiting from the same?
- Tuljaram Maheshwari:** No, no.
- Saket Kapoor:** Okay, but only in our exports, sir, what portion of our sales in the export.
- Tuljaram Maheshwari:** Export also we are not doing now, CIF we're doing FOB, because last time we have seen very steep increase in the sea freight and which is impacted badly. So now we are going only on FOB. We are selling only on FOB We don't want to burn on fluctuation on sea freight.
- Saket Kapoor:** Sir, since the currency fluctuation is part and parcel of our business model, so the cost of hedging higher than the rupee depreciation on a historical basis?

- Tuljaram Maheshwari:** We have seen a few examples. It's like that. And as a management policy, we don't go into hedging route.
- Saket Kapoor:** Now coming to the capex part, sir. We have outlined our capex in your release also and again, in the presentation. Taking into account the current environment and the type of dynamics of the industry, what should be the timeline by which both Orrisa and Maharashtra. We will be going ahead and how are we going to live?
- Tuljaram Maheshwari:** Maharashtra will be coming in 24, '25. Orrisa still land identification going on. Because as you know, nowadays land acquisition is not that easy.
- Saket Kapoor:** Correct.
- Tuljaram Maheshwari:** So first be Maharashtra that should be in place and say fourth quarter of '25 that means last quarter of 24-25 .
- Saket Kapoor:** Okay. And, sir, if we differentiate between the product mix, like the asbestos corrugated sheet and the non-asbestos cement, is the end-user the same or the end-use customer are the same people? What are the key differentiation sir between the two?
- Tuljaram Maheshwari:** Different.
- Saket Kapoor:** Could you explain throw some more light, sir, what is the key differentiation between the two products?
- Tuljaram Maheshwari:** See the roofing is being used for the roofing and that's rural and this non-asbestos is as if you're seeing my explanation in my last con-call, this is a straight replacement of plywood and wood. And in my this presentation also mentioned, based on that report everywhere now that demand is increasing. So I feel that is going to be the product for future.
- Saket Kapoor:** Okay, so when we mentioned flat sheets, flat sheets are the same non-asbestos cement board?
- Tuljaram Maheshwari:** Yes.
- Saket Kapoor:** Correct. And you also mentioned about value product. Value-added products in the case. So which one is classified for value-added product, sir?
- Tuljaram Maheshwari:** Flat sheet may -- there is a value-added product like you know planks, panels, those things.
- Saket Kapoor:** Okay, and these are comparable to be false ceilings, also sir that we have...
- Tuljaram Maheshwari:** Product goes to false ceiling also. Because if you use a different false ceiling, there is a lot of negative after the moisture that gets fall on the people who are living and you would have been noticed that a lot of accident happens. In our products, this doesn't happen.
- Saket Kapoor:** Right sir. Sir, if you could throw some light on this Poonam Roofing merger.

- Tuljaram Maheshwari:** It is already done
- Saket Kapoor:** Yes, it is already done. I just wanted to understand the rationale of the same. What are the key benefits we will be deriving from the...
- Tuljaram Maheshwari:** Already done and completed now.
- Saket Kapoor:** So how are we benefiting from it, sir?
- Tuljaram Maheshwari:** We got the land, we got the workers, we got the machineries, everything which is being used for value-added product. That's what we have mentioned in our scheme in starting getting those things.
- Saket Kapoor:** Correct, sir. Right sir. Sir, I'll just join the queue again.
- Tuljaram Maheshwari:** Thank you.
- Saket Kapoor:** Thank you for the elaborate answers.
- Moderator:** The next question is from the line of Aditya Sen from RoboCapital. Kindly proceed.
- Aditya Sen:** I have this question on the exports, you just said that 50% of our flagship products go into the exports. So is it because the demand in India is less. And if yes, then, how are we expecting this demand to shape up in the future? And also, do we get higher realization on the same products in the export market?
- Tuljaram Maheshwari:** See it's not that we are not supplying to the domestic and we are giving to the export. We have to create a market for new projects which are coming. So we have to balance between two. Coming to the point number two on the pricing front there is a plus and minus, around 2% to 3%, sometimes we get in domestic board, or sometimes we get in export board.
- Aditya Sen:** The next one is regarding the Chennai's facility, new facility that we have. Are we expecting more than 50% utilization for the next year that is FY '24?
- Tuljaram Maheshwari:** FY '24, '25, yes.
- Aditya Sen:** Plus 50% utilization rate?
- Tuljaram Maheshwari:** Yes, more than 50%.
- Aditya Sen:** Regarding the margins, last time we got a guidance that it should be around 18%, 19% levels. So are we sticking to this or shall we revise this to down?
- Tuljaram Maheshwari:** Can you repeat your question? I didn't get your first question.
- Aditya Sen:** Last quarter, you guided that margin should be around 18% to 19% levels.

- Tuljaram Maheshwari:** I've not said that, what I said is, we'll try to work on that, but that all depends on the geopolitical situation in the net. That's what I mentioned in my last call. I've not to said specifically that would be the margin percentage.
- Aditya Sen:** Yes, right. That's like -- that's in a split --
- Tuljaram Maheshwari:** You are putting your thoughts in my mouth.
- Aditya Sen:** No, it wasn't exactly like that, but yes, it sounded. Shall we expect this aspiration to remain the same for now?
- Tuljaram Maheshwari:** See the point is, there is an increase in cost, definitely there's a endeavour to pass on to the market and the market has to take it. So that's a continuous process to improve the margins. So I don't say any numbers, but that's an ongoing process and we will continue to do that.
- Moderator:** The next question is from the line of Pankaj Jain from Mahavir Investments.
- Pankaj Jain:** Hi, sir. Thank you for the opportunity. Sir, couple of questions from my end. Can you please share the revenue mix of asbestos and non asbestos for Q3 and nine-month of FY '23?
- Tuljaram Maheshwari:** It's more or less same, 78:22.
- Pankaj Jain:** For both, Q3 and nine months?
- Tuljaram Maheshwari:** I think this three months, it has little changed to 74 versus 26.
- Pankaj Jain:** Okay, and sir on the financial front, what would be the power and fuel cost as a percentage of sales?
- Tuljaram Maheshwari:** Power and fuel is hardly, because here that percentage is very less comparatively.
- Pankaj Jain:** Okay, single digit?
- Tuljaram Maheshwari:** The main cost is the fibre.
- Pankaj Jain:** Lastly on the domestic roofing front, volumes are a little lower. So what has led to this reduction of volume front and how do you see the demand panning out in the current quarter?
- Tuljaram Maheshwari:** I've already said that, but again for your satisfaction, there's a sluggish demand till nine months and hopefully Q4 and next year Q1 should give the better this thing.
- Moderator:** The next question is from the line of the Dipti Kothari from Kothari Securities.
- Dipti Kothari:** Good evening, sir. Thank you for the opportunity. So my question was that, what is the current status of Orrisa manufacturing plant?
- Tuljaram Maheshwari:** Orrisa manufacturing land identification work is going on.

**Dipti Kothari:** Okay, and sir, Maharashtra unit?

**Tuljaram Maheshwari:** Maharashtra land identification has happened. The acquisition is going on.

**Dipti Kothari:** And have we incurred any capex towards the same in quarter three?

**Tuljaram Maheshwari:** Yes, for Maharashtra we have incurred the cost.

**Dipti Kothari:** Okay, so what will be the cost sir?

**Tuljaram Maheshwari:** It is around INR 22 crores we have already spent.

**Moderator:** The next question is from the line of Saket Kapoor from Kapoor Company.

**Saket Kapoor:** Sir, how are you going to fund the capex going forward? What kind of debt level and currently, sir, what is the debt level on the books, sir?

**Tuljaram Maheshwari:** At presently 0.4:1.

**Saket Kapoor:** 0.4, in absolute number, sir?

**Tuljaram Maheshwari:** Absolute number, I don't have at present, would be given.

**Saket Kapoor:** Okay, and going forward, sir, how will the mix be, how are we going to fund the project that remains for Maharashtra and as and when they Orissa project on the cost.

**Tuljaram Maheshwari:** See the endeavour would be to fund maximum from the internal accruals, but whatever is left, we are able to take a loan. However, for your information, we have tied up the loan for the Maharashtra project.

**Saket Kapoor:** Okay, sir. And we have already spent this INR 22 crores. Factoring this we have a debt-to-equity ratio of 0.4:1.

**Tuljaram Maheshwari:** INR 22 crores we have spent from internal accruals. We have not taken any loans so far.

**Saket Kapoor:** I think we have not drawn anything as of now?

**Tuljaram Maheshwari:** Yes.

**Saket Kapoor:** Okay. And we have tied-up for the fund as and when required the...

**Tuljaram Maheshwari:** We've tied-up for fund because whenever the requirement would be that would be given.

**Saket Kapoor:** Okay and what had been the cost of funds, sir, at what rates have been

**Tuljaram Maheshwari:** That's been fluctuating, it is MCLR linked. Tomorrow there would be again, increase in the RBI Policy then it will be increased. So there is not much meaning to that.

- Saket Kapoor:** Correct sir. Sir, as you mentioned that the nine months, thereby the sluggish demand and the factors, because of which we have reported lower numbers. So if you could give us some color on how the business sentiment of business had been for the month of January. Is it in line with what we were expecting or sales sluggishness that we posted, we have seen in December quarter it's continuing as of now?
- Tuljaram Maheshwari:** I know it's better than December.
- Saket Kapoor:** Okay, as per the anticipation, sir, because fourth and first quarter are the ones with where we see the maximum business.
- Tuljaram Maheshwari:** Yes it is As per the anticipation.
- Saket Kapoor:** Right, sir. Sir, about this other expenditure part, I just mixed the numbers. So for nine months, the other expenditure is INR 114 crores versus INR 95 crores, so the factors that contributed to this are the only shipping freight costs that is there, what else
- Tuljaram Maheshwari:** Shipping freight and also we are going for the brand-building and the marketing activities, particularly in the South region.
- Saket Kapoor:** What have we budgeted sir in terms for the marketing expenses?
- Tuljaram Maheshwari:** We budgeted INR 6 crores. But looking to the results, we have curtailed to the INR 5 crores.
- Saket Kapoor:** Okay, INR 5 crores is the annual budget for FY '23?
- Tuljaram Maheshwari:** Yes.
- Moderator:** Thank you. Ladies and gentlemen, that was the last question. I now hand the conference over to Mr. Maheshwari, for closing comments.
- Tuljaram Maheshwari:** Thank you, everyone. I hope we have been able to answer all your questions satisfactorily. However, if you need any further clarification or want to know more about the company, please contact our SGA team, our investor relation advisors. Thank you once again for taking the time to join us on the call. Thank you.
- Moderator:** Thank you, on behalf of Sahyadri Industries Limited that concludes this conference. Thank you for joining us, you may now disconnect your line.