Wonderla Holidays
Q1 Full Year 2017 Earning Conference Call
August 03, 2016

Moderator: Ladies and Gentlemen, Good Day and Welcome to Q1 FY17 Wonderla Holidays Ltd Earning 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. If you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference to Mr. Kapil Jagasia. Thank you and over to you sir.

Kapil Jagasiya: Thank you, Aman. Good Afternoon everyone. On behalf of DickensonSeagull IR let me welcome you all to the first quarter FY17 Earnings Call of Wonderla Holidays Limited. With us is the management led by Mr. Arun Chittilappilly, Managing Director and Mr. Nandakumar, Chief Financial Officer. Before we start the call, I would like to remind you all that our remarks today might include forward looking statements and actual results may differ materially from those contemplated by these forward-looking statements. Any forward looking statement you make on this call are based on assumption as of today and we undertake no obligation to update these statements as a result of new information of future events. I would now invite Mr. Arun to make his opening remarks. Thank you and over to you, sir.

ArunChittilappilly: Good Afternoon Ladies and Gentlemen. At the outset, we are happy to inform you that our third amusement park i.e Hyderabad park has been fully operational from April this year and the response has been very encouraging. We had more than 200,000 visitors visiting the Park during the quarter. The park is Spread over 49.5 acres of land with Current development on 27 acres of Land. The park initially comprises of 43 rides which includes 18 wet rides and 25 dry rides. The park boasts of India's first ever reverse looping roller coaster named RECOIL, with maximum height of 40 metres and with 6 inversions per ride, imported from the Netherlands. It is also the first park in India with Cashless RFID based transactions facility called EZ Pay across the Park.We take pride in saying that we are the only amusement park company in India which is operating at multiple locations and we are quite optimistic about growth coming out of each of these locations and our future locations as well. With Fourth Park expected in Chennai, we continue to build on our legacy of 15 years of successful operations in this industry. We shall continue to identify potential new locations across India for building new amusement parks in the future.Coming to our results in Q1 FY 17, revenue grew by about 32% to Rs 88.87 crores driven by 18% growth in average revenue per visitor and 12% increase in total footfalls. The Q1 EBITDA declined by 2.71% YOY to about Rs 39.2 crores. EBITDA margin declined by 1584bps to 44.1%. The EBITDA margin got impacted mainly because of our overall increase in operating expenses on account of the addition of Hyderabad Park. The Q1 FY 17 PAT declined by 19.9% on YOY basis to Rs 22.46 crores. The

PAT margins got impacted mainly due to higher depreciation, due to the addition of Hyderabad Park and also due to the decline in other income during this quarter as Q1 FY 16 other income largely included dividend from our IPO proceeds. Bangalore Park witnessed roughly 25% increase in average ticket Price and 18% increase in average Non-Ticketrevenue. Cochin Park saw a 21% increase in average ticket Price and 32% increase in average Non-Ticket revenue. Footfalls in Bangalore decreased by about 12% and Cochin Park declined by about 24%. We aggregate this mostly to the price hike that has been carried out and the price hikes are pretty sharp in the first quarter where anyway our price was the highest for the whole year and I think that's one of the reasons why our footfalls got impacted plus the fact that we had drought and unfavorable weather which also added to it. Now I would like to hand the call over to Nandakumar to provide details on the operations and thefinancial performance.

Nandakumar: To continue with what Arun has told I would like to take you through the detailed financial numbers. The overall footfalls of course increased by around 12% to 7.92 lakhs from 7.06 lakhs last year. This is mainly because of the increase in footfalls by 2 lakhs from Hyderabad. As our overall revenue grew by around 31% roughly around from Rs 68 crores to Rs 90 crores that is also mainly banking on Hyderabad. Hyderabad has given total revenue of close to Rs 19.5 crores. Coming back to the most important part of the footfalls break up for Bangalore and Hyderabad, of course Bangalore has shown a 12% decline and general footfalls have gone below from 4.17 to 3.67 lakhs. This is mainly owing to ofcourse the price hike because last year the first two months there was no tax impact. In April and May, prices were relativelylower. And the main impact in the footfall happened in Adult and Kids than in the General paid customers who are the most in number and now the price sensitivity is coming from them and I feel that is the major reason for decline.Out of the 12% decline around roughly 10% decline happened in the area of Adult and Child that is the full paying customers. But despite this, the revenue of Bangalore has shown an increase of 8.5%. This is mainly because of the increase in average revenue. Taking Bangalore, the average ticket price has gone up by 24% and Restaurant revenue on a gross basis has grown by around 30%. These two have contributed to total gross earnings of around 8.5% in Bangalore. Well coming back to Kochi, Kochi had a sharper decline in footfall as it showed around 24.5% or around 70,000 reduction in footfall. Out of 70,000, 50,000 footfall reductions were in the core category of the full paid customers which included 40,000 reductions in Adult category and 10,000 reductions in Child category. So this being the case, Cochin had a negative growth in revenue by close to around 8% and our operating expenses mostly in our existing Parks like Kochi and Bangalore are under control and there is no substantial deviation from last years. Actually in Bangalore, as compared to last year, we have 7% savings in operating expense whereas Cochin we are just 2% above that. So I think our overall expenses are under control but we are drivingin full forces with respect to our marketing strategy and other related SPA push to regain the footfall that we lost in first quarter. Coming back to Hyderabad, Hyderabad had a very positiveresponse of around 2 lakh footfalls after around 2.5 months of operations. I think we are enlightened with our projections and gross revenue in Hyderabad is around Rs 19.5 crores and Hyderabad is the first Park where we are operating a complete Restaurant. And of course because of the high deprecation due to Hyderabad, first quarter is showing very small PBT ofRs 40 lakh whereas the operating profit is around Rs 4.5 crores. Most significant thing is that the average ticket revenue in Hyderabad that we collectednet of taxes is around Rs 650 where we have an average per visitor sale of Food something close to Rs 110and sale of product is highest among the three Parks at Rs 163. Overall per head revenue at Hyderabad is now close to Rs 948.Coming to the Resort part, the first quarter clocked around 67% occupancy vs 48% occupancy during last year so the acceptance of Resort is improving among the local public as well as the Corporate. Resort is also showing an increase of around 12% in gross revenues. I think now we can go for Questions.

Moderator: The first Question is from the line of Abneesh Roy from Edelweiss. Please go ahead

Abneesh Roy: Sir my first question is on the mix of both the Parks. I see group bookings are down in Bangalore by 200 bps and in Kochi by 300 bps. Now there could be different reasons, I understand that but if such a sharp price hike which was because of the tax, is that main reason? Because last few quarters there has been footfall which have been challenging in quite a few quarters so weather could be part, roads could be part but is pricing the main issue? So you would need to take a call on pricing rather than just adding a few Rides here and there?

Nandakumar: It is because mainly in the first quarter as I said at Bangalore Park there was around 50,000footfall reduction out of which around 35,000 was Walk-in customers, 8,000 was Corporates and balance from Schools. With respect to Corporates that was mainly because of the shift from Corporates to next quarter. We don’t feel the business is moving away from us.Bangalore last year had 11,000 students which was only 9,000 students this year, so the only difference is 2,000. So we are mainly worried on the reduction in the area of Adult and General walk-in customers which we feel we need to look at a different marketing strategy as well as because those who come in the first quarter of the last year definitely feel the price hike and we still feel that price is the major fact and we are trying to compensate that by way of additional offerings and you want to maintain the value for money concept.

Abneesh Roy: So why are you not bothered about School because your inventory is unutilized right.

Nandakumar: School footfalls declined by only 2,000 and we know the reasons why School footfalls shifted. Where we are slightly in dark is the General Public. So I said that I know APC has moved, APC and another group is giving around 2,000 footfalls in Corporate. They have moved to the July.

Abneesh Roy: Okay. And when I see your Hyderabad Park one thing which is really looking good is the Non-ticket revenue is quite high, so what is the reason for this?

ArunChittilappilly: Hyderabad we have a very strict dress code that we implemented so anybody who wants to use the Water Park has to have a Nylon wear so that is something we have implemented so that helps us to increase individual sales. This we are implementing even in Bangalore and slowly in Cochin also. It has few implications, one is it helps us sell more and other thing is it help us improving our Hygiene and quality of water so that's something we have taken a call because it is been successful in Hyderabadwe will be slowly extending into the other park and to your earlier question I want to say that in Q1 the Corporate and School numbers are very meager so it doesn't really warrant us close scrutiny and like Nandakumar said even if one group shifts from one quarter to another it will make you know in percentage terms but the numbers are very small. The big numbers drops what we had seen is only from General groups, full paying customers and that definitely has to do with price hikealso because you know the prices have increased by 25%. So I mean it's kind of makes it difficult for lot of people to come and the fact that in April and May our pricing is another 15% higher than which would be during the month like June or July. So that effect is kind of compounded in a first quarter so that is probably one of the reason and in Cochin specially we also feel we have done lot of research on this there is a slight issue of product mix also I think we need to change, we need to refresh the Park little bit and we working on that. I think that answers both the question.

Abneesh Roy: Sir 2-3 follow up here, one is the Hyderabad Park is around Rs 92 higher in term of Non-Ticket revenue so you are saying bulk of that is because of the Nylon thing which you mentioned.

ArunChittilappilly: Yeah it's a sale of merchandise.

Nandakumar: It is also because of F&B. Average food revenue inBangalore is Rs 88 and that in Hyderabad is Rs 105. Hyderabad is the first park where we operate all our major Restaurants except some Chat counter or some specialized counter which we are outsourcing, but all the major Restaurants are operated by company.

Abneesh Roy: Can you bring your Kochi and Bangalore to Hyderabad level at some stage?

Nandakumar: Over a period, you can see that in Bangalore there is average increase in the Restaurants revenue of 30% compared to 10% increase in the ticket revenue. So we are working on that area and if you take Cochin also your Food revenue increased by around 28.5% compared to a decline of 8% in ticket revenue. So Food is an area where we are doing lot of research and we are just changing the strategy in Food. Of course Food revenue will be increasing than rest and next quarter you will see the difference in Bangalore which is following the Hyderabad way and in Q3 or between the Q3 or Q4 you can see the same in Cochin.

Abneesh Roy: Sir Kochi footfall drop of 24% you mentioned one big reason is also because Rides are no more that attractive. So could you have planned more proactively and Bangalore is also now 11 years old so could such situation happen even in Bangalore.

Nandakumar: Regarding Kochi I would like to talk a little bit because it's not only because of Rides, the other major problemwe envisage is compute. Our serviceable area is reducing because of the hourly compute time increasing in Kerala. So as per our Market Surveywe will have to concentrate on an area of 100 km to 125 km rather than 250 km to 300 km were we able to do in Bangalore and probably in Hyderabad. So then to maintain the footfall we need more repeat footfalls. So we have to refurbish and give a different look in a shorter period of time. So that is what we are now trying to do with that we will be doing one separate section with a sizeable investment and see that the local crowd repeat increases to our Park.

ArunChittilappilly: To add to that, I think Kochi Park has, so this year we had 2-3 issues one is price hikes and the other issue that came up was that our Park is lightly seen as an old Park. It's already 16years old. So it need a bit of refresh. I don't think we become late in doing that infact in any kind of investment for e.g. in Cochin we have to do a Roller Coaster it's a 25 to 30 crore investment so unless it really needed we don't want to do it. So whereas in Bangalore we feel we wanted it to do it because there was a huge demand for it and also in terms of footfall then everything Bangalore was the biggest so. We have done it proactively whereas in Cochin we were little more cautious and also the problem in Cochin is we don't have sufficient land on one side where the Park is situated. If you visit our Park you understand that. We actually are in process of converting; we already bought some property extra which is done last year but that conversion and this integrating into our Park area is happening now. So now is the good time to add Rides to Kochiwhich for example there was no space for us to add a Roller Coaster until 6 months back, we never had the space for it. So those constraints are also there in place like Kochi. And then on to top of that we have issues you know like compute and things like that. Another I don't know there is a small factor but Kochi also had severe drought situation this last summer. Our entire Summer Campaign Advertising and Marketing campaign was based on Water Park and we have to withdraw that campaign because we fell that it might raise too many eyebrows especially during a drought situation. So we actually withdrew our marketing campaign mid-way. So that also could have affected our footfall in Bangalore and Kochi.

Abneesh Roy: In the Resort, numbers are pretty good in terms of the occupancy up almost 1900 bps. You have taken a rate cut and will so this kind of number will continue that the overall revenues will be decent but rental will be sharply down so is it a proactive step you have taken?

ArunChittilappilly: No, it's actually because we got a lot of Corporateclient this quarter and obviously take it in a smaller price aretail guest. So it's not arate cut, we have not changed our prices. It's just the mix that has changed a little bit. We are getting more MICE clients and obviously they will get it at lower price.

Abneesh Roy: But sir that doesn't reflect in your mix. Mix is down 200 bps in terms of groups so this Corporate don't come in groups?

Nandakumar: Yes this 2800 is slightly to do with the Park entry compared to the number of people visiting in the Park, there the people will going to the Resort is really small.

Moderator: Thank you. Our next question from the line of KaustubhPawaskar from Sharekhan Limited. Please go ahead.

Kaustubh Pawaskar: Just to take forward the footfall question, you mentioned that price increase was one of the factors which affected the footfalls in this quarter. But I think price increase will get absorbed in the market in the coming quarters but certain issues that you mentioned that you need to add more Rides in Kochi or there is commuting issue in Kochi. How these factors will get resolved in the comingquarters?

ArunChittilappilly: The Roller Coaster that we are thinking of buying it will take us at least another 6 monthsand we will be able to open it only by the endof thisfinancial year. So this year, in addition to that we are adding two more attractions we should be ready by October. So I think that will help us creating a new Marketing Campaign and reinvigorate the market a little bit. I think so youcan see some change happening hopefully by Q3 basically.

Kaustubh Pawaskar: And should expect these prices to get absorbed by Q3?

Nandakumar: Yes because last year if you take the price difference was only in Q1, from Q2 onwards the prices were inclusive of this increase. So the changes in the price and ticket price is mainly apparently in the month of April and May only. Last year June onwards our price has taken a higher revision.

Kaustubh Pawaskar: Sir, my second question is on your operating cost. This quarter we have seen substantial increase in the operating cost but obvious the reason is the Hyderabad Park getting operational but what is the quantum of the cost which is kind of one time and which is not going to be recurring in nature. Any of these costsfore.g.:Advertisement and promotional expenditures or other expenses any of this cost parameters which are not going to continue in the coming quarters?

Nandakumar: Hyderabad Ad campaign is going to continue at least for the couple of years.

Kaustubh Pawaskar: No why I'm asking this because Rs 8.3 crore for this quarter vis a vis if we consider it for last quarter it was Rs 4.8 crore

Nandakumar: Yes that Rs4 crore was the Hyderabad opening probably we will spend another Rs 4 crore in next two quarters together.

Kaustubh Pawaskar: And In terms of other Expenditure?

Nandakumar: Other expenditurehas basically increased by way of the provision and services taxes.

Kaustubh Pawaskar: So what is the provision for thisquarter you have made?

Nandakumar: Around Rs 5 crore.

Kaustubh Pawaskar: Around Rs 5 crore. Okay. But the direct operating expense and everything will continue at aboutRs 15 odd crore. So levers for growth in the coming quarters would majorly be the footfalls in the Hyderabad Park?

Nandakumar: There will be marginal savings in the other operating expenses mainlyAdvertisement and other provisions.

Kaustubh Pawaskar: No in terms of revenue it would be majorly Hyderabad facility, footfalls in Hyderabad?

Nandakumar: It will come from all the parks equally because I don't see further sharp reduction possibility in existing Parks.

Moderator: Thank you. Our next question is from the line of Amit Kumar from Investec. Please go ahead

Amit Kumar: I just want to clarify one point so the Hyderabad Park you are saying contributed about Rs 4.5 crore to EBITDA in this particular quarter

Nandakumar: Yes

Amit Kumar: Sir we look at the EBITDAnumber, If I take Rs 4.5 crores of Hyderabad that means on a like-to-like basis Bangalore and Kochi EBITDA declined by Rs 5.5 croresYOY. Could you help us understand what are the key drivers?

Nandakumar: If you look at the BangalorePark, major increase happened in other expenses which has gone up by around Rs 4 croreand there is corporate expense allocationwhich has gone by around Rs 1 crore because we have a top level recruitment which adds to the HR group to corporate cost. Thirdly because the major costing increase is the marginal increase in the operating expenses roughly around 20% increase in the operating that will contribute around Rs 1crore plus aroundRs 5 crores precisely by provision then around 1 crore increase in corporate allocation. These three are the major cases for EBITDA pull down in Bangalore Park.

Amit Kumar: Sir Can you just repeat what is the Rs 5 crore increase on account of?

Nandakumar: Rs5 crore increase is atax provision which we created that is included in the other expenses.

Amit Kumar: But the tax element has been passed on to the consumer interms of pricing right?

Nandakumar: No, it is line item in P&L.

Moderator: Thank you.We have the next question from the line of Prasad from Investec. Please go ahead

Prasad: Sir on QOQ basis what is the increase on the effective ticket price?

Nanada Kumar: Effective ticket price you could say that, branch wise if you take your Bangalore Parkhas shown around 24% increase. The average ticket rate was Rs 810 last year and has gone up to Rs 1010 this year.

Prasad: Compared to last quarter I mean if you exclude the Service tax. What is the ticket price?

Nandakumar: It may be around 8-9% only.

Moderator: Thank you.We have the next question from the line of Nikhil Upadyay from Security Investors Management. Please go ahead.

Nikhil Updaya: Just two questions. One was as you mentioned that we had some corporate hirings and also the current run rate of employee cost of around approximately Rs 10 crores should be the number for the going ahead quarter. So do we needto hire more people for the Hyderabad or any other?

Nandakumar: No, I think that the corporate hiring and employment hiring is almost done. You don't see a substantial increase in that. Hyderabad is almost done we actually reducing some other people there.

Nikhil Updaya: Secondly the 8-9% increase which you mentioned is if we consider the post the 25% increase, so in June we took another 8% price increase. Is it?

Nandakumar: No, I told to compare to the Q4 of last year, the average realization per guest had approximately increased 9% in Q1.

Nikhil Upadaya: But on the ticket prices, have we increased the pricing.

Nandakumar: If you see we increasemarginally around 3 to 4% in some other categories and in some of the areas we have changed the peak rate and peak days. So that effectively with a 4% increase in absolute ticket rate plus the differences in peak days will give a revenue of 9 to 10%

Nikhil Upaday: Okay. Secondly sir If we look at Hyderabad the realization on the Food and beverages was much higher but that would also be the case, because it was the opening quarter and there was a higher percentage of crowd pul. So do you think this would be the sustained rate

Nandakumar: I think the average rate per guest can be sustained because you see that there is only 2 lakh footfall in Hyderabad compared to something close to 3.6 lakh in Bangalore.

Nikhil Updaya: Regarding theChennaiParkif you can just give us an updateso where are we in terms of land.

Nandakumar: We still not closed the land deal but we are hopefully announcing that shortly, we still keep the line-up of FY19 for the opening of ChennaiPark. We think we will be able to do that.

Moderator: Thank you. We have the next question from the line of Avinash MV, an Individual Investor. Please go ahead.

Avinash MV: Yes I just wanted to understand the direct operating expenses between the Q1 FY 16 and Q1 FY 17. It almost 50% increase. So could you explain what are the various things that have contributed to the directincrease in expenses? Some more details apart from what we have already been discussed would be helpful.

Nandakumar: If you take the actual increase of Rs 7 crore, out of that Rs 5.8 crore is related to the operating of HyderabadPark.

Avinash MV: So what does this operating cost include?

Nandakumar: That includes all our power costs, people related to the Ride operation and Housekeeping, Security etc.

Avinash MV: No, but how does it cross 50% right. I mean so is it like next quarter is going to be the same number or it's going to decline?

Nandakumar: Mostly it is going to be relatively same number but because of the lean season there will be some of the employeereduction as well as there will be savings in our operating cost like when footfall reduces, the power consumption reduces, the maintenance cost comes down. But I feel that going forward we will be in average of around 14crores.

Moderator: Thank you. We have the next question from the line of KaustubhPawaskar from Sharekhan Limited. Please go ahead.

Kaustubh Pawaskar: Just wanted to have a word on HyderabadPark. This quarter we have seen footfall of about 2 lakhs, the similar kind of range will sustain in the coming quarter or it will improve.

Nandakumar: No, because the first quarter is the best quarter and second best is the third quarter and Q2 is lean you can see around first quarter generally is around 35% footfall where Q2 gives around 18% footfall.

Kaustubh Pawaskar: No I'm taking about the strong periods like Q3 is your strongest quarter. So in Q3 should we expect similar kind of footfall or should be better than that?

Nandakumar: it's hard to say at this point. But let's hope so.

Moderator: Thank you.We have the next question from the line of Tejas Shah from Spark Capital. Please go ahead.

Tejas Shah: Sir just wanted to check, I logged in a bit late but have we taken price hike versus fourth quarter againand ticket revenue?

Nandakumar: Something close to 3 to 4% in some otherclass of Ticket.

Teajs Shah: Across Parks?

Nandakumar: yes but not in all class of ticket where we have left your School price attached but in general category and some other category we have taken a price hike, average will be around 3 to 4%.

Moderator: Thank you.We have the next question from the line of Rajesh Rao from Perfect Research. Please go ahead.

Rajesg Rao: Last time when I asked the question regarding the repeat customer. So what is the number in this quarter?

Nandakumar: Sir, we have no track of absolute repeat customers. We are tracking them through the loyalty program that we run and we have around 1.3 lakh cards in circulation and that card when used that is the area where we get exact number of repeat, but as per the counter question what we have we feel Bangalore we have around 40 to50% repeat customer. Repeat I mean not in the same year but those repeat after 3-4 years.

Rajesh Rao: Okay. You have said that you were making some plans to identity the repeat customer so that we can give more offers to them. So what are yourplans sir?

Nandakumar: That is where we can offer to the plan where we have online available now we are promoting the online booking and digital marketing are on the high priority for us. These two will enabled us to get more Mail ids and communication possibility to those customers. Currently we have very limited in that probably we will have mail box of closeto around 2 lakhscustomers only.

Rajesh Rao: Sir why don't we design Software so that just like the Six Flags in USA there is ParkRideusing biometric identification, so do we have any plan like that using biometric identification?

Nandakumar: I think in immediate future we don't want invest in those kinds of things but currently now we are first trying to make maximum bookings through online. Because you look at Parks outside there are maximum bookings is online Ticket. So we have not reached that level that is our identification on that.

Moderator: Thank you.We have the next question from the line of ChitrangadaKapoor from Samiksha capital. Please go ahead.

Chitrangada Kapoor: I have just one question it regards to your CAPEX. Going forward how much is the CAPEXhave we entailed.

Nandakumar: Coming here if Chennai property closes we will have an average CAPEX of around 170 crores in the coming year FY 17. That depends on when we are closing the Chennai property and existing Park Hyderabad probably we will spend around Rs 30 to 40 crores and around Rs 30 to 35 crores we expect to spend in Kochi.

Chitrangada Kapoor: Okay so on an average of about 150 to about Rs 170 crores.

Nandakumar: 150 to 170 cr. will be the average spend of this year FY 17.

Chitrangada Kapoor: Only FY 17 going forward FY 18?

Nandakumar: FY 18 will be something close to similar number like Hyderabad park when Chennai Park progresses.

Chitrangadakapoor: Okay and out of the CAPEXof about Rs 170 crores how much is the revenuethat we are expecting from there?

Nandakumar: This year Rs70 crore is a long term investment, Hyderabad is a continuing investment where we are investingRs 250 crores and we spent only Rs 225 crore so far. So those two will continue and Kochi we are investing around Rs 30 crores that we expect to regain the footfall of around 1.5 lakh which will give an additional revenue of Rs 15 to 18 crore to us.

Moderator: Thank you.We have the next question from the line of SahilSonthaliya from M3 investments. Please go ahead.

SahilSonthaliya: Sir, my question is regarding to the volume and value growth that we foresee from Wonderla. I'm not saying in ayear or twobut over the next 5 or 10 years if you have to take a long term view what would be the number that we can expect?

Nandakumar: The existing Park ofcourse I expect 3 to 4% considering the present situation in the next five years. You take a five year CAGR growth, I think the footfall can grow by 3 to 4% only. The new Parkin Hyderabad can contribute around average of 10 to 12% for the next five yearsand by the time I expect Chennaialso to functional from FY19 with a footfall something better than Hyderabad.

SahilSonthaliya: What is the change in themix we expect going forward from ticket food in merchandise going forward? Do we see that improving going forward?

Nandakumar: Hyderabad is a direction where we are more happy to go about and it proved to be successful where we have around 81% in the collection from ticket and 29% from Non-Ticket. So we feel that in 2 years time when we takeover all the Restaurantsin Kochi and Bangalore and we willbe looking for a mix of something close to 30% to 32% from Non-Ticket revenue.

Moderator: Ladies and Gentlemen. As there are no further questions, I now hand the conference over to Mr. Kapil Jagasiya closing comments.Thank you and over to you sir.

Kapil Jagasiya: Thank you everyone for attending today's call. In case of any further question you can reach me at kapil.jagasia@dickensonir.comThanks a lot and have agood day.

Moderator: Thank you very much.