**June 1, 2024**

**BSE Limited**
25th Floor, P J Towers,
Dalal Street, Fort,
Mumbai- 400 001
Scrip Code: 531637

Dear Sirs,

**Sub. : Transcript of Earnings Conference Call – Q4FY 2023-24**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Transcript of Earnings Conference Call held on Wednesday, May 29, 2024.

This is for your information and dissemination on your website.

Thanking You,

Yours Faithfully,
**For Praveg Limited**
*(Formerly known as Praveg Communications (India) Limited)*

MUKESHKUMAR SOHANRAM CHAUDHARY

Digitally signed by MUKESHKUMAR SOHANRAM CHAUDHARY
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**Mukesh Chaudhary**
*Company Secretary &*
*Compliance Officer*

Encl. : As Above

“Praveg Limited Q4 FY24 Results Conference Call”

**May 29, 2024**

**MANAGEMENT:** **MR. VISHNU PATEL – CHAIRMAN, PRAVEG LIMITED**
**MS. BIJAL PARIKH – FINANCE DIRECTOR, PRAVEG LIMITED**

**MODERATOR:** **MS. PREETI BHARDWAJ – KIRIN ADVISORS PRIVATE LIMITED**

**Moderator:** Ladies and gentlemen, good day and welcome to the Q4 FY24 Results Conference Call of Praveg Limited hosted by Kirin Advisors Private Limited.

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 the operator by pressing "*" then "0" on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Preeti Bhardwajfrom Kirin Advisors Private Limited. Thank you and over to you, ma'am.

**Preeti Bhardwaj:** Good afternoon, everyone. Thank you on behalf of Kirin Advisors, I welcome you all to the conference call of Praveg Limited. From the Management Team we have Mr. Vishnu Patel–Chairman and Mrs. Bijal Parikh–Finance Director.

Now I hand over the call toMr. Vishnu Patel - Chairman. Over to you, sir.

**Vishnu Patel:** Good afternoon. Welcome to all investors and analysts on this concall. I welcome all fellow investors also. I start with questions and answers.

**Moderator:** Thank you. Ladies and gentlemen, we will now begin with the question-and-answer session. The first question is from the lines of Ranodeep Sen from MAS Capital.Please go ahead.

**Ranodeep Sen:** Sir this question is related to the Brahma Kund project of ours. We have 30 cottages there operational from November of 2023 that equates to almost 5 months till March 2023. Even though everything in Ayodhya was sold out in January to March quarter just 400 guests serves during that period doesn't seems right, am I missing anything there?

**Vishnu Patel:** Which resorts?

**Ranodeep Sen:** Brahma Kund.

**Vishnu Patel:** Tell me what you want to ask on Brahma Kund?

**Ranodeep Sen:** Sir my question is I think our resort was open from November 2023 and it has been almost 5 months now and January to March period when Ram Temple was established then everything was sold out, but I think in investor deck you have mentioned that we have served only 400 guests through that resort. Those numbers are not matching because if I take the period from January to March of 90 days and plus cottages, just 400 numbers seems very low and that is not correlating because everything was supposed to be sold out in Ayodhya, so that is a doubt?

**Vishnu Patel:** Where has this 400-guest written?

**Ranodeep Sen:** I am checking from the investor deck which was uploaded.

**Vishnu Patel:** Bijalji please brief this point 400 guest means 400 total booking and rooms what does that means please detail it?

**Bijal Parikh:** I have just joined, so can you repeat the question, sir?

**Ranodeep Sen:** I will repeat the question. Brahma Kund resort as per thedeckwas operational since November 2023 and even if I take the numbers till March 2024 which is 5 months and Brahma Kund has 30 cottages, so 5 months and 30 cottages, I mean the number that you have mentioned there is only 400 guest served that seems very low in fact given we know that between January to March 2024, which was the period when Ram Temple establishment was active everything was sold out in Ayodhya, so that number of 400 seems very low, am I missing anything there, so just wanted a clarification on that?

**Vishnu Patel:** Is a groupor is just guest?

**Bijal Parikh:** Yes, it is number of guest basically because I just want to clarify 2 or 3 things there that even though we have started in the month of November and January basically because of the inauguration of the Ram Temple the visitors were not allowed to come over there. So, till 31 January no outsider guests were allowed to move into the Ayodhya, so that is the reason why January was not occupied. So, this occupancy is for the months of February and March.

**Ranodeep Sen:** Next question is with respect to the Velavadar resort, I think the update mentions that Velavadar has 12 cottages, so just wanted to understand the thought process of the management here, like ideally should we not be looking at properties which should at least have around 30 cottages which helps us in operational efficiency because 12 cottages the number seems very low unless the ARPU is very high where the standard ARPU is at around 10,000 unless the ARPU at Velavadar is 20,000 which justifies just having 12 cottages. So, just wanted to understand how are we thinking about Velavadar? And the second part of the question in future do we wish to have project where we will have very limited rooms, but we understand these are very exclusive setups, so this will be the way forward?

**Vishnu Patel:** I would like to give details about Velavadar. Velavadar is exclusive wild life sanctuary part of buck sanctuary. Velavadar is not for bulk sale or bulk plan. Only specific wild lovers from India come there and there we have focused on quality instead of quantity. There we have acquired more land with which we can build more rooms over there also, but since we are starting at Velavadar and there is some geographical and seasonal effect also, so we keep it as aboutiqueresort, we can serve guest as per their requirement, hence it is designed accordingly. And its ARR is in for particular season and its ARR is going to be above 20,000 and the specific resortsare dependent on this ARR. It is not dependent on allied activity like weddings, conferences, that means after its response we can add another 12 in place of 12 slowly we want to move ahead with its expansion. If you go to Masai Mara and Serengeti then you can find resorts of 6 rooms to 12 rooms,wild life has maximum of 12 rooms to 15 rooms, so to attract according to that and wild life loverdoesn't need mass. We have to provide them specific services in that, so Velavadar is designed in accordance to that.

**Ranodeep Sen:** Thank you, sir for clarification. Now it is clear,and I think as you mentioned if ARR is above 20,000 then obviously then it makes sense. Sir,my last question is our acquisition of Grand Eulogia in Ahmedabad, as per the investor deckit is the only 5 Star property in that area, which is very big,little concerned about because its ARR is showing only Rs. 6,500, so any specific reason why ARR is showing so low?

**Vishnu Patel:** You are right there. If you have any guest or any connection who have visited therethen you cantake feedback from themand you will know that Grand Eulogia is for the social and wedding functions kind of hotels.Its exact adjoining is Taj Groups hotels which is of 300 rooms and its exact adjoining is our Grand Eulogia, which is of 76 rooms, so our revenue is room focused other than room services. In total contribution room services contribution will not be more than 25%. It is for weddings, buteven more than the number of rooms more space is there for social function, exclusive banquets are there for wedding of 15,000 feet carpet and for reception another banquet is there of 15,000 feet carpet. Third banquet of 15,000 feet is there for music and wedding activities and for business conference we can serve a total of 2,000 people there. If you see the terrace with infinity pool,open air conditioning and heater a restaurant is there which is specifically designed for parties like anniversary party, birthday party. If you go to the ground floorthere, we have made our hang out where there is a night light atmosphere of Sindhu Bhawan where many people come for coffee and snacks. So, if you go to the 19th floor then you can find another banquet around 7,000 square feet which is for business conference. If you go to the second floor then there is also a special avenue for business conference been built and the rooms are only on third floorand allied activity is on fifth and sixth floor. So, the revenue composition is not dependent on rooms. If our wedding is booked, then automatically rooms are booked, and we charge our rate from Rs. 6,500 to Rs. 7,500. There are also some technical issues also which investor needs to understand. As I go above Rs. 7,500 for rooms, the GST compliance rate becomes 18%, if I want to take 8,000 for rooms,I can easily get Rs. 8,000, Rs. 9,000, Rs. 10,000 in this season, but as soon as I do Rs. 8,000 my GST tax will become 18% on wedding services, banquet services, everything has to be sold on 18%however if I am below Rs. 7,500 then my GST is only 5%. So, there is a technical combination where social business for weddings are more, then the GST burden is on end user who are not credit taking customers they are personal service taking customers, so there is no profit for him to pay 18% GST. People are happy to pay 5%, so according to that everything has been planned for Grand Eulogia. I feel very happy to tell you that next wedding season is fully booked for Grand Eulogia, almost 70%-80% is booked and business of Grand Eulogia in the third and 4th Quarterwill prove to be a very good benchmark for Praveg.

**Ranodeep Sen:** Sir one last question, our revenue in FY24 has increased, but there has been a mark, there has been a huge impact on the net profitability, if you could give some explanation on that and what will be the guidance for FY25?

**Vishnu Patel:** I want to tell one thing to all the investors, you must have heard earlier also in my concall that Praveg is focusing on end customer satisfaction for the resorts utilized, room utilized, service utilized.We have transformed a lot in 6 months to 9 months in accordance with customer satisfaction. If you see all our reviews from Tripadvisorthen you will find beyond 4 stars, 4.5 stars, 4.2 stars, 4.1 stars almost all resorts are beyond these rating which we have recently opened and for that we have to keep good manpower, for that good food service has to be given and for that good room service has to be given, so everything is setup in accordance to that. Secondly I want to tell that this entire setup has been done in-house. Till now Praveg was dependent on outsource for food and beverages, room service now our manpower is above 1,000 which was total 150 people in March '23currently 1,100 and abovemanpower is working in Praveg direct employment. So, this hiring system has been implemented, from cluster head, from GM, from zonal head, from operational Director, everything has been setup and third the revenue thing which you told, so here understand that when did we inauguratenew resorts, so most of resorts has been inaugurated in 3rd Quarterand 4th Quarter. Asyou know that whenever any resorts or hotels are built then slowly mouth publicity happens, visitors come and go and tell others, then slowly mobilization happensthereand development happens in revenue. Our travel agents also visit, our existing guest also visits, slowly-slowly it increases with mouth publicity and hence the occupancy level also increases slowly. There is a good news for you,leaving 1 or 2 resorts almost all resorts due to seasonal effect if I inaugurate in April and right now as it is very hot season, so due to that it hits little bit, but as season comes it will start giving good revenue to me, so the overall effect is that when new resorts are launched then you have to give 6 months to 12 monthsthrough which occupancy level is also increased, mouth publicity level is also increased, so ultimately whole effect comes in balance sheet. Secondly, in this Rs. 33 crores revenue 9.1 is the EBITDA margin, it is 28%. For newly inaugurated resort if you are getting 28% EBITDA margin then you can understand that slowly improvement will continue, and you will also get to see that.

**Moderator:** Thank you. The next question is from the line of Karan Kamdar from DR Choksey Finserv Private Limited. Please go ahead.

**Karan Kamdar:** Sir one question our inventory cost which appears in balance sheet, what is the inventory for us, we can see an inventory of approximately of Rs. 12 crores in books?

**Vishnu Patel:** Karanji, as you know Praveg is not only in hospitality, we have Event Management services also, we have Event Management inventory here also.

**Karan Kamdar:** So, what are the items in inventory for us?

**Vishnu Patel:** A lot is there. It is a 3 acres warehouse. It is fully with the structures, carpets, clothes, statues, it is a long list. So, the inventory in Event Management is Praveg's own inventory, so it is showing that inventory in books also.

**Karan Kamdar:** Sir, next question our debtors which we are seeing are related to hospitality business or event business? What will be the nature of our debtors because the amount has not moved year-on-year, it is almost the same there?

**Vishnu Patel:** Let me tell you that debtors is mostly towards hospitality, it is a 2 combination,one government debtor like conference is held in the month of March or in the month of February as you know that it takes 90 days for us to get payment from government, sometimes it take more time than that. Payment comes from Central government, so that payment is also there. Many of our events and conferences were held in the month of March, so its payment is also there, so normally it remains.

**Karan Kamdar:** So, our debtors are mostly related to event management?

**Vishnu Patel:** No, I was telling you that only that if conference was held in Kevadia in the month of January or February and its payment would have come in April or May that is from the government.

**Karan Kamdar:** Sir I wanted to know what is the revenue potential of our hotel Grand Eulogia which has been opened in Ahmadabad? How much revenue can come from this property?

**Vishnu Patel:** I am expecting that this property will give us more than 40% EBITDA due to their higher occupancy and booking business from the wedding side. So, our team's internal assessmentis that this year it will be above 35%, revenue from single propertyonly will be Rs. 35 crores.

**Karan Kamdar:** What will be our runratefrom Eulogia, currently how much monthly revenue will come?

**Vishnu Patel:** You can take from Rs. 1 crores to Rs. 1.5 crores.You understand one thing, that weddingsdon't happen in the monsoon season during the months of June, July, August,and September. All wedding takes place in the third and 4th Quarter, so that seasonal effect will be there.

**Karan Kamdar:** Sir,can we get a breakup of our hospitality revenue of Rs. 70 crores for full year like how much will be the events, how much would be F&B,how much would be the room rents?

**Bijal Parikh:** See basically, out of the Rs. 70 crores around 15% to 20% is the F&B income which we work on different plant and different properties. There are many properties like Narmada where we have AP plan, so it is all inclusive meal plan. Then in Daman and Diu properties there we have CP plan, so there we go with breakfast only. So, there F&Bcomposition is different like WRR that again is anAP plan, in Ayodhya there also all-inclusive plan is there, so based on that majority goes in room accommodation because we do the allocation there, but roughly around 15% to 20% goes in our F&B revenue.

**Karan Kamdar:** Including the room rent and events revenue goes into events or if conference happens then comes into hospitality?

**Bijal Parikh:** If conference happens then it is done in 2 ways the room accommodation and all that goes into the hospitality and the events portion in which we manage their entire event then that goes into the event division.

**Karan Kamdar:** Conference rent also goes into hospitality, right?

**Bijal Parikh:** Yes.

**Karan Kamdar:** My last question is on the EBITDA margins like our EBITDA margins of both segments are 22% and 39%, so is that continuable in the future, how will it be done?

**Vishnu Patel:** Its improvement always depends upon occupancy. As high the occupancy of resorts goes the higher goes the EBITDA margin and I would like to tell all the investors that you have to see the composition of how many resorts have been inaugurated,you can understand this inauguration speed that last year in the first quarter we had 1 resort and one Daman Light house was inaugurated and after that on this March 12 resorts became operational and till this December new 10 to 12 resorts will be opened. You can understand that as resorts are opened then slowly occupancy through mouth publicity, we have a huge team, we have enough resources and due to that we directly goes to profit otherwiseyou know that hospitality business is a long run business in which it takes 2 year to 3 years to get profit. So, EBITDA margin's average percentage is there over this combination of how many resorts are old and how many resorts are newly opened.

**Karan Kamdar:** Sir one last question,we have changed depreciation method from WDV to SLM any reason for this change? And what was the bigger assumption given the change in thought?

**Vishnu Patel:** I would like you to understand this a little bitabout the type of structure in hospitality companies.You know under this Praveg, it has some different kind of working style. We are not of bricks, like the hotel in Mumbai, which is made from RCC, plaster, cement,it is not such type of a building, it is a unique style of structure. So, in 2024when Praveg Private Limited had only 1 resort then the policy was classifying as a temporary structure we used to do 100% written-offthat year itself. We are not adopting hospitality kind of depreciation structure we are using the temporary structure definition. We have 2 options, either we can go through the traditional style or either we keep specific depreciation policy. In that year in 2014 we had WRR,I am talking about year 15-16 and after that in 18 we had Narmada, so the year which it was constructed that year's 100% depreciation was written-off.We felt thatthe journey which we are continuing of making 50-60 resorts which was our dreamour milestone,then this depreciation is not given fairly to my investor. This year if we spend Rs. 100 crores and if I write off the same thing then there will be loss in Praveg's balance sheet, so it is not giving true and fair view, so our board, our team, our auditors everybody was feeling that some just and fair system should be there that is why we have adopted the policy that WDV style should be changed to SLM. I would also like to tell you another thing, thatif you close, destroy or lockdown a hotel in city or metro then you will get nothing from there. However, in structures of Praveg a lot of steel is used, I would like to tell its composition too then you can understand, roughly expensesof 35% to 45% is the cost of making structures in which steel is maximum utilized, secondly in that 15% to 20% furniture and fixture is there which is non-perishable item then 55-65, 15%-20% expense is for periphery and surrounding developments and 10% expense is our overhead expense which is according to our teamand manpower.So, if we write off this entire 100% expensein a year then there is problem, so we made such a plan that Rs. 100 which has been spent on particular resortsthen one policy is there where 5% is taken as residual value which is quite conservative till today,we keep that 5% and rest 95% is written-off in equal installments over a period of 10 years, so all those policies have been changedwith which investors get true and fair view of the financial reference for understanding.

**Karan Kamdar:** Sir what is our average occupancy across resorts for FY24?

**Bijal Parikh:** Average occupancy for this financial year if we talk about then it is around 45% to 50%.

**Moderator:** Thank you. The next question is from the line of Mangesh Kulkarni from Almondz Financial. Please go ahead.

**Mangesh Kulkarni:** I just wanted to know about the thought process behind this acquisition of this Abhik Advertising and its subsidiaries. Like they have got around 470 kind of advertisement hording side, so in Mumbai recently these accidents have happened, so any chances of those sites getting reduced and all these thingsso a broad thought process of your managementsand likely revenues potential from this sides?

**Vishnu Patel:** I would like to tell you the thought process first, Abhik and the other companies this belongs to other group. We have experience of around 30 years of this outdoor publicity and media. You know that Praveg's core business is 3 core businesses, one is advertisement, event management and exhibition and hospitality. The business which we take from government or private it includes outdoor campaign, it includes media, it includes event, it includes the hospitality sometimes its combination can also be there, but keep this hospitality aside, so these 2 major businesses that we have been running for years we are slowly strengthening them, advertising, so now you can understand that advertising is a core business which we want to capture to enhance the growth of the group. So, outdoor media is one of the part of the journey, so that we can provide direct service to our clients. Praveg is going to get its benefit because if we have our own resources for outdoor campaign because the occupancy of hording in outdoor mediais 80% average that means hording doesn't goes 12 months, from that 12 months we get business for hording for 9 months to 10 months, 2, 3 months we don't get business, so Praveg can utilizes that 3 months for free that meanswe can do branding for Praveg for free by utilizingthat un-booked hordingit is a bonus thingthere is no expense for the company. By getting control of this company, we will get this benefit and I am talking about that byproduct. Second benefit is that when we take government business for exhibition, event, and advertising one then most of its work is done through this hording and secondly,we have to give it to another third partyinstead of that, if company's own group company is there then it will get an advantage. Secondly,we have right of ST stations, state transport buses and bus stations approximately 3,000 Bijal Madam will brief on that, so that is also its business. And thirdly we are going to add digital marketing media in business, so under Abhik there is the entire system, there is the entire team, there is the entire setup of that company and that setup will manage only, our Praveg's existing team and Praveg's management there only representation will happen, MD Managing Director will be from there, operational team will be the same, only our auditors and guidelines and financial management system of Praveg will be implemented and whatever business expansion can be done that 2 scope is with us. We have new business coming from Rajasthan and Haryana under Abhik and that business will be added there and besides that we want to start a new division for digital media, social media under Abhik, so its young team will move it forward.So, altogether advertising and branding media,which is Praveg's core activity through subsidiary and through further human resourceswhich are our existing experienced people,we want to develop our business. Praveg will monitor finance, Praveg will monitor system, Praveg will monitor auditing system whatever compliances are there Praveg's system will be applied and rest we will give them the freehand whatever milestones we have made will take that milestone further and may be in future that company also go towards listing.

**Mangesh Kulkarni:** Just wanted to know whether all the sitesare on as per the guidelines of the corporation because recentlythis Mumbai accident.

**Vishnu Patel:** Yes, it is always permitted sites only. When there is a big company then they cannot do illegal, so where government's control is there, get space through government approval and government tenders and where space is private if it in a rural area there no guideline as such but wherever the compliances are applicable company complies to those requirements.

**Moderator:** Thank you. The next question is from the line of Nalin Shah from NVS Brokerage. Please go ahead.

**Nalin Shah:** Like chairman sir told that the new hotels that we build take 6 months to 12 months to stabilize and sometimes it even goes to 2 years and the number of the speed with which we have increased the hotels, so seeing these 2 things, can we say that FY26 is the year where we will have the full effect of these expansions coming on rather than FY25 that is one? And because as chairman has said that last year the manpower increased and also this gestation period of the different hotels, so somewhat for the analyst to make sense in FY25 and FY26 some guidance or some sense of profitability can you give us, sir?

**Vishnu Patel:** Let me clarify one of your statement, traditional hotel takes 2 years to 4 years for establishing and making profit however,because of thePraveg'sCAPEX-light model whatever has been launched till today then from that if anything has been inaugurated in off-season then it is possible that 1 quarter or 2 quarter may not contribute EBITDA margin, but in season it will start contributing then will get for 6 months to 9 monthsand we can bring it to more EBITDA margin that means if we have launched in March '24 then if you give me 9 months then you will get better results in 3rd Quarter as compared to first or second quarter for that property, 4th Quarter will be better than 3rd Quarterand if you go on year-to-yearbasis then you will see that property performing very well. That is why I am explaining this to the investors that you have to give 3 months to 6 months'time and our EBITDA margin standard is 40% and to get that if you give 9 months to 12 months, 1.5 years, then slowly you will see that property has reached to 40% EBITDA margins however, we are talking about March '24Results then in this around 6 properties are such that has launched in 3rd Quarter, so it is of 3 months operational period, but still we are taking 28% EBITDA margin this is what I meant to say.

**Nalin Shah:** So, sir I just wanted to know that what chairman sir has explained, so can we say that FY26 is the year which we should look out for rather than FY25?

**Vishnu Patel:** In FY25 we have quite interesting development after inauguration of many lineup resorts which we want to do till October, November, and Decemberand after its inauguration you will be able to see interesting results for that resorts which would be unexpected for you all.

**Moderator:** Thank you. The next question is from the line of Nikhil from Family Office. Please go ahead.

**Nikhil:** Sir my first question is that can you tell the timeline of Lakshadweepproject? How will they get orders there? How will be the implementation of the project? Can you tell something regarding this?

**Vishnu Patel:** Sir, implementation has already started. My structures and everything are on port, materials that are required to build the structure have reached Lakshadweep. You know the sea of Lakshadweep during the month of June and July is a bit stormy, so in this 500to 1,000 labor force is there because we are going to build 3 resorts or 4 resorts, so we have stopped the operations in June and July for the safety purpose and after that its operation will start again. We are expecting that in November we will start the business.

**Nikhil:** So, till November we can expect.

**Vishnu Patel:** It is 9 monthsbefore December andour team wants to achieve maximum Lakshadweep target.

**Nikhil:** And sir in this quarter there has been a huge contraction in our margins that means our margins have reduceda lot, so would you like to tell me something regarding that?

**Vishnu Patel:** I have already told you regarding that and on 28% EBITDAmargin, current EBITDA margin is 9.1out of Rs. 32 crores business and if you go on quarter-to quarter,then I want to tell one thing to each and every investor that rather comparing December with March if you want to understand Praveg better then you have to compare March '23 with March '24 because in this hospitality company season always matters. Last June 23 and this June 24, last September this September because that same September season was there 12 months ago which we call as seasonal cycle, so that is the effect. If you see quarter-to-quarter of previous year, then you can see interesting results.

**Nikhil:** This quarter our tax rate is also a bit high.

**Vishnu Patel:** I am saying that only in 9.1 our profit before tax is around Rs. 6 crores something and as you know in March provision for gratuity came, earlier our whole staff of 150 people was on rolland rest of the staff were outsourced. This time 1,100 manpower is on Praveg roll, so now I have to make provisions for 1,100people'sgratuity, have to make provisions for 1,100 people's bonus, then have to do statutory compliance also, March month always come with the provisions whatever residual is there, so much has affected in March. But the most important thing the investor has to understand is that if you look at our Tripadvisor rating, look at our operational style which we are going to grow or going to implementyou should see that that matters a lot in hospitality business. Only profit is not important in the initial year, with profit this is also important that what goodwill we have earned.

**Nikhil:** Sir as you said in FY22 we had 2 resorts and now we have 13 resorts, so sir now we will have difference between Quarter 1 and Quarter 2 and that will significantly….

**Vishnu Patel:** Definitely, that is what I am going to tell you that if you compare the Quarter 1 of March '23 and Quarter 1of March '24 the incremental which we will receive is the business which we get due to the resorts becoming operational.

**Nikhil:** You had given a guidance of Rs. 300 crores topline, so sir,are we still in the same trajectory?

**Vishnu Patel:** On March 25 we are working beyond that.

**Nikhil:** How many resorts expansion we can expect this year?

**Vishnu Patel:** Currently 10 resorts are under progress.The team is after inaugurating 10 new resorts before December.

**Moderator:** Thank you. The next question is from the line of Yashwanti from Kojin Finvest. Please go ahead.

**Yashwanti:** Sir I wanted to understand like you mentioned we have comparatively lesser number of resorts last year and the way we have increased our inventory in the current year, I just wanted to understand how the train is going on an Average Room Rate? What was in FY23 and how it has grown,or it is on a par as compared to FY23? And what is your outlook going forward when you are on expanding, so you wanted to focus more on a volume or on anAverage Room Rate also? So, just wanted to understand your strategy over there.

**Vishnu Patel:** Average Room Rate and another?

**Yashwanti:** Average Room Rate only, sir. What was the Average Room Rate for FY24 and how it has been as compared to FY23?

**Bijal Parikh:** Basically if we talk about the historical data, in 23 we have only 2 running resorts that is the TentCity Narmada and the WRR. So, for TentCity Narmada the average revenue was around Rs. 8,400 and for the WRR it was around Rs. 10,000 and TentCity Varanasi it was around Rs. 12,000. All other resorts are newly opened in the financial 24 itself, so the historical previous year data is not available for the comparison, but if we talk about the average ARR for all this resorts it ranges between Rs. 7,500 to Rs. 14,000.

**Vishnu Patel:** It depends upon CP and APplan also.

**Bijal Parikh:** It depends upon CP and AP plan, and it depends upon the location-to-location, property-to-property.

**Yashwanti:** No, I am not talking about the individual resort. My understanding was mainly towards **what 47:02**when we had 3 resorts, we had an Average Room Rate of around Rs. 10,000 considering the Rs. 8,000, Rs. 10,000 and Rs. 12,000 for the 3 resorts. So, just wanted to understand when we have around 8 to 9 resorts operating for FY24 what was our Average Room Rate for all this 9 resorts, so just wanted to understand whether the Average Room Rate has gone along with the volume?

**Vishnu Patel:** As Bijalji told about the Narmada Rs. 8,400, Rs. 10,000 for WRR and Rs. 12,000 for Varanasi, and under room rentyearly there is always an increase of 2%-5%due to cost factors and due to inflation factor also, number one. Number two,the new resorts which are currently added if you take the total overall product mix then you will get at least an average between Rs. 8,000 to Rs. 10,000. Our resorts which are being inaugurated please understand they not only depend upon ARR, our Grand Eulogia its 25% revenue is coming from rooms, 70% is coming from other activities like social banqueting and according to the wedding business. Our new property which is being inaugurated in Adalajonly 10 rooms are there, but for the wedding we have built a **48:30__** in 30,000 square meter land, so there all the business is going to come from the wedding business.Under Kachigam we have taken a 90,000 square meter lake which is approximately 9 lakh feet which is very big in that we are building 50 rooms, and 3 islandsare there, in this we are creating 3 different values according to the weddings, so the business there is from wedding. Under Lakshadweep 3 activities are going to take place, one is water activity where speed boat, jet skis, kayak, cruise, honeymoon suite, small planes and many more activities are there which is Praveg's rights, so Praveg is going to give its guest all that allied services not only rooms besides that we have an extraordinary location you can see if youGoogle Thinnakara and Bangaram. So, for weddings, from our 5 resorts, we are going to build 3 resorts such that 3 weddings can be done at a time, so a lot of revenue is going to come from there hence all of these designs are not based on ARR only. Rather than ARR we are focusing more on RevPAR, the total revenuethatgets generated from there.

**Yashwanti:** Going forward in FY24 our revenue was coming from lending out the rooms and also from the event and exhibition, so going forward our revenue stream would be 3, one is the room lending,one is from the exhibition and event and third is like giving more of your space for the wedding and all other activities or it would be?

**Vishnu Patel:** We are going to develop water activity in mass scale there and the 4 resorts of one resort's possession has not yet come rest 3 resorts possession has come fourth and fifth is awaited, so that is roughly around 386 rooms are going to be built in Lakshadweep and from all 3 islands our water activity is going to be very big, so Praveg has got an exclusive opportunity.

**Yashwanti:** So, going forward,our contribution from total hospitality what I mean is from your rooms would we earn 20%, 25%, 30% and the rest is coming from the other new verticals?

**Vishnu Patel:** No, it is property specificAhmadabad Grand Eulogia there 25%, 30% is there. If you go to Diu Daman, Ayodhya then it is 100%ARR based, so it depends upon property. I have already given details Kachigam, Adalaj then Lakshadweep property is 3 dimensional, is from ARR, from water activities and third is from wedding activities, social activities. The wholeof this is dependent on ARRyou can count that between 50% to 70%, which will be from rooms and from foods and rest 30%, 40% contribution,we are going to focus from other activities. That is why taking tool of experiential hospitality Praveg is expanding further. And third activity, which is advertisement,we are majorly controlling this through Abhik, so the volume of business which will come from this is Praveg's subsidiaries volume. So, altogether our expectation that we could achieve is a minimumof Rs. 300 crores, we are working out that.

**Yashwanti:** If you see the EBITDA marginsif it is not too early to talk about, what is the expected margin from this water base and from this wedding allotment of your space? What kind of a margin you can expect?

**Vishnu Patel:** Beyond 40%.

**Yashwanti:** Sir one more thing I want to understand like whenever you would develop any resort on any of the government contract then that land is from government, or you only have to purchase it and you have to build and operate it?

**Vishnu Patel:** No, government provides it. We have to build it;we have to operate,and we have to run it.

**Yashwanti:** And we have to give them loyalty?

**Vishnu Patel:** Yes, lease or royalty whatever you call it.

**Moderator:** Thank you. Ladies and gentlemen that was the last question. I now hand the conference over to Ms. Preeti Bhardwaj for her closing comments.

**Preeti Bhardwaj:** Thank you everyone for joining the conference call of Praveg Limited. If you have any queries,you can write us at research@kirinadvisors.com. Once again thank you everyone for joining the conference call.

**Vishnu Patel:** Thank you all investor and all analyst team. Thank you, Kirin team. Thank you so much.

**Moderator:** Thank you, members of the management team. Ladies and gentlemen on behalf of Kirin Advisors Private Limited, that concludes this conference call. We thank you for joining us and you may now disconnect your lines. Thank you.