



19th January, 2023

National Stock Exchange of India Limited

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BSE Limited

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Fax: 022-22722061/41/39/37

Company Code: PVR / 532689

Sub: Quarter 3 – Investor Presentation

Dear Sir / Madam,

Please find attached presentation on Investor update for 03rd quarter and 9 months for financial year 2022-23.

This is for your information and records.

Thanking You.

Yours faithfully,
For **PVR Limited**

Mukesh Kumar
SVP- Company Secretary
& Compliance Officer

PVR LIMITED

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INVESTOR
UPDATE
Q3 & 9M FY 2023
January 19th, 2023

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Update on the Merger & the Next Steps

On 12th Jan'23, the Hon'ble National Company Law Tribunal (NCLT), Mumbai Bench, has allowed the Proposed Scheme of Amalgamation between PVR Ltd & INOX Leisure. The next steps and indicative timelines are as follows :

Milestone	Expected Timeline
1. Pronouncement of verbal order by NCLT, Mumbai	12 th Jan 2023
2. Expected date of receipt of Certified true copy of the order	25 th – 31 st Jan 2023 ('T')
3. Filing the order with the RoC * - <i>to be filed within 30 days of receipt of order</i>	'T' + 10 days
4. Record date for issue of PVR shares to INOX shareholders	'T' + 20 days
5. Credit of PVR shares to INOX shareholders	'T' + 25 days
6. Trading of New shares	'T' + 30 days

***Effective Date :** The day on which the company files the order with the RoC, will be the effective date of the merger.

Key Highlights

<u>INR Mn</u>	TOTAL INCOME	EBITDA	PAT
Q3, FY 23	9,535	1,411	252
Q3, FY 20	9,239	1,884	589
9M, FY 23	26,556	3,619	369
9M, FY 20	27,905	5,545	1,690

As the business was severely impacted by pandemic, all numbers in this document have been compared against Q3 & 9M FY 2020 (pre-pandemic period)

Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'



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UPDATE
Q3 & 9M FY 2023

SCREEN PORTFOLIO

Screen Portfolio

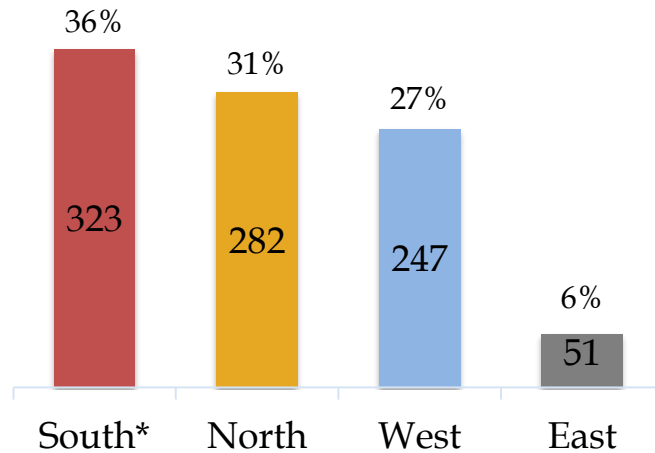
181 CINEMAS

903 SCREENS

78 CITIES

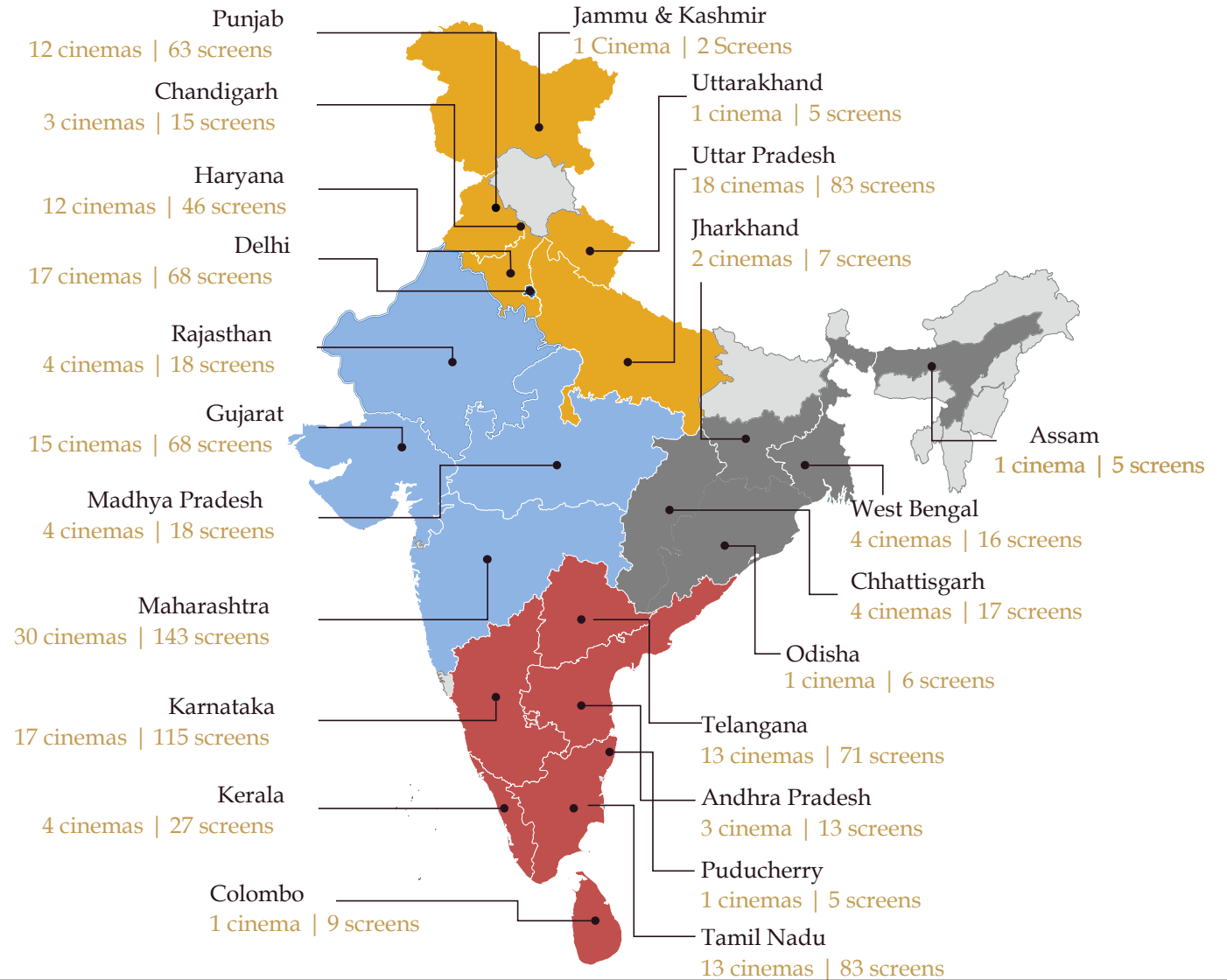
186K SEATS

SCREENS BY REGION



* South includes Sri Lanka

Note : Map Not to scale
Screen portfolio as on 19th Jan'23



63 Screens across 11 Cinemas opened YTD. On Track to open 100 - 110 Screens in FY 2023

New Screen Additions

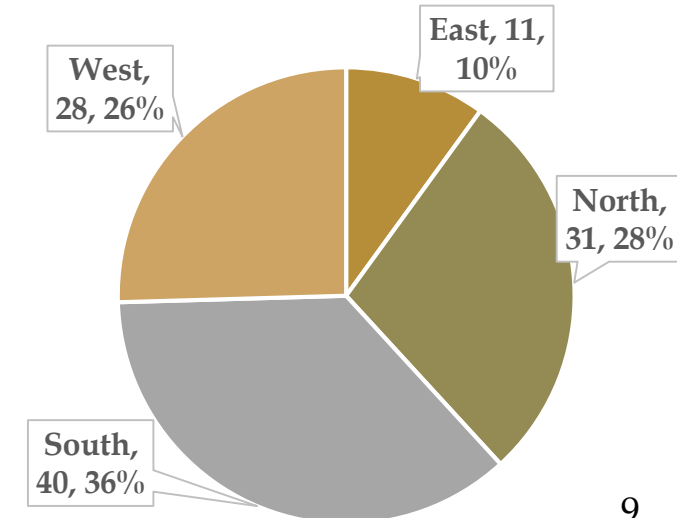
63 Screens opened till date

Quarter	Name	Date	Screens	Region
Q1	PVR Forum Mall, Rourkela	14-Apr-22	6	East
	PVR VRC Mall, Patiala	17-Jun-22	4	North
Q2	PVR Ghatkopar, Mumbai	6-Jul-22	4	West
	PVR Venu Mall, Nizamabad	11-Aug-22	4	South
	PVR Grand Highstreet Mall, Pune	26-Sep-22	6	West
Q3	PVR Lulu Mall, Trivandrum	2-Dec-22	12	South
	PVR Forum Rex Walk, Bengaluru	2-Dec-22	5	South
	PVR City Mall, Yamunanagar	2-Dec-22	3	North
Q4	PVR Mall of Jaipur	9-Jan-23	8	West
	PVR Bhartiya Mall, Bengaluru	9-Jan-23	7	South
	PVR Elan Town Centre, Gurgaon	9-Jan-23	4	North
Total screens opened till Date			63	

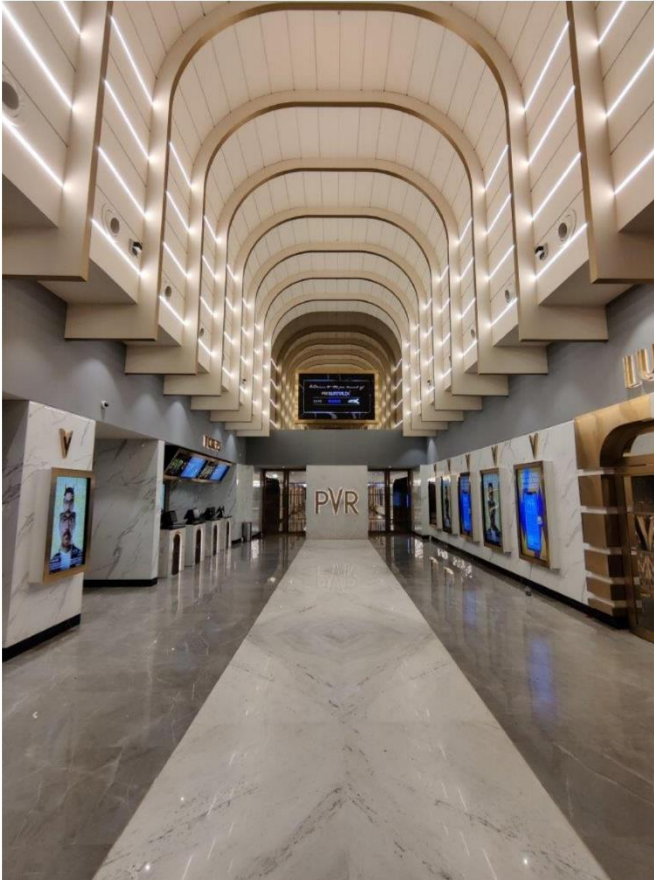
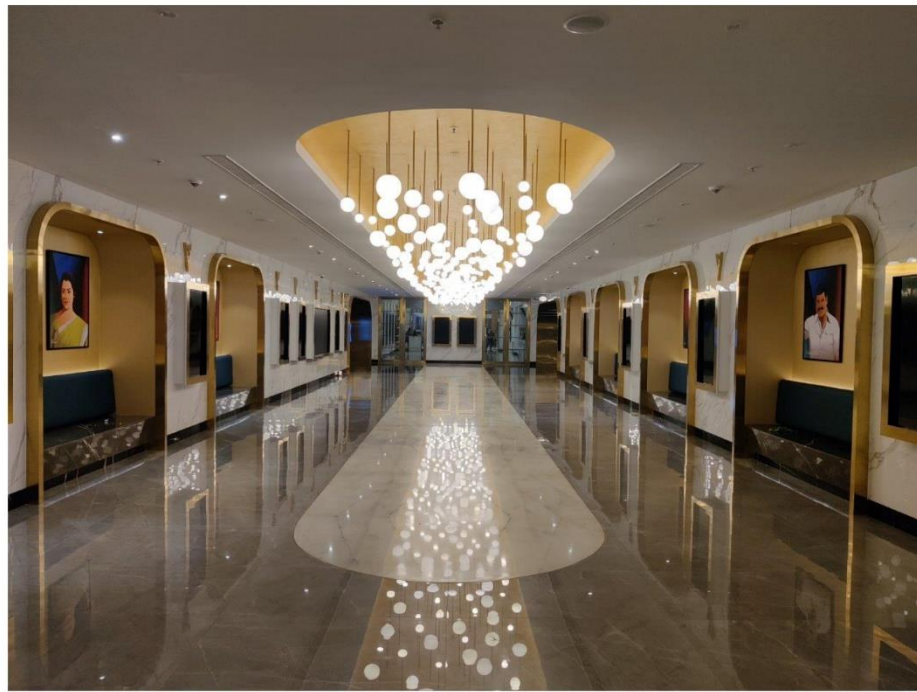
~47 Additional Screens to be opened in Q4

	Name	Screens	Region
1	PVR Aerohub, Chennai	5	South
2	PVR Lulu Mall, Lucknow	11	North
3	PVR Capital Mall, Vasai	5	West
4	PVR Satyamev Emporio, Ahmedabad	5	West
5	PVR Divinity Salarpuria, Bengaluru	7	South
6	PVR Pebble Street, Faridabad	4	North
7	PVR Unison Mall Dehradun	5	North
8	PVR Plutone Mall, Rourkela	5	East
Total screen opening in Q4		47	

Region Wise Breakup of the 110 New screens



PVR LULU TRIVANDRUM
*(12 Screen Superplex with one IMAX, one 4DX
and two LUXE screens)*



PVR REX BENGALURU

(5 Screen Director's Cut)



PVR MALL OF JAIPUR

(8 screens with one 4DX & one LUXE screen)





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Q3 & 9M FY 2023

RESULT SUMMARY

Result Summary

Q3, FY 23 vs Q3, FY 20

Particulars (INR Mn)	Q3, FY 23			Q3, FY 20 (Pre Pandemic)		
	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted
Total Income	9,608	72	9,535	9,239	0	9,239
Expenses	6,519	-1,605	8,124	6,085	-1,270	7,355
EBITDA	3,088	1,677	1,411	3,154	1,270	1,884
EBITDA Margin	32.1%		14.8%	34.1%		20.4%
Depreciation & Amortization	1,552	934	619	1,349	785	563
EBIT	1,536	743	793	1,806	485	1,321
Finance Costs	1,275	886	389	1,221	829	392
PBT	262	-142	404	583	-344	928
Corporate Tax	-102	50	-152	-221	118	-339
PAT	159	-93	252	363	-226	589
PAT Margin	1.7%		2.6%	3.9%		6.4%
EPS - Basic (INR)	2.65		4.19	7.08		11.49
EPS - Diluted (INR)	2.61		4.13	7.05		11.44

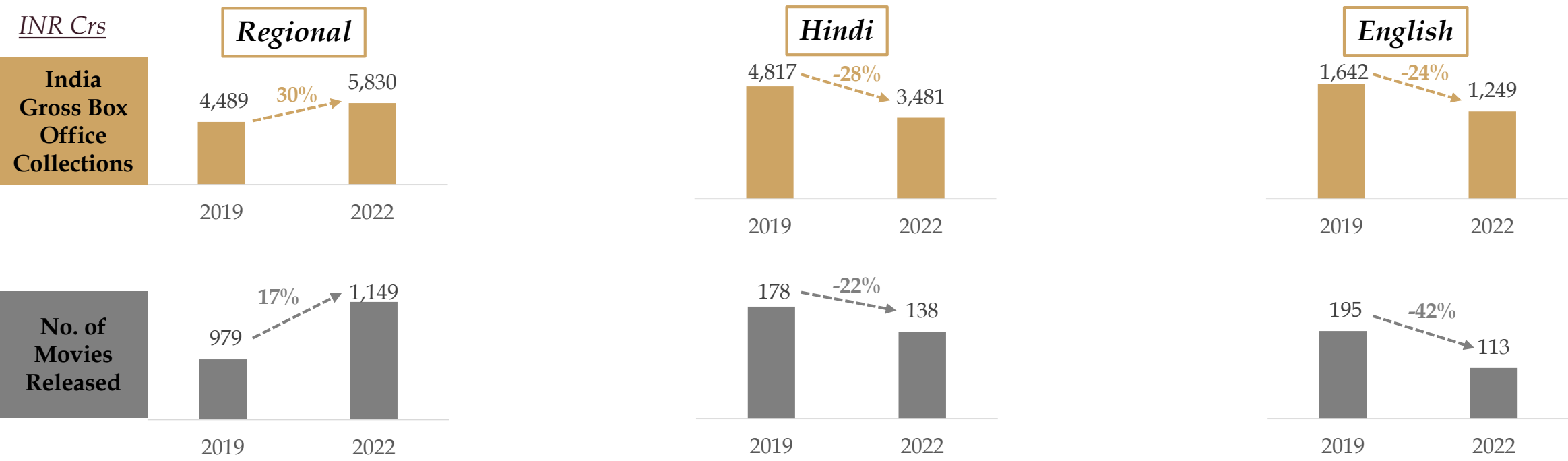
Result Summary

9M, FY 23 vs 9M, FY 20

Particulars (INR Mn)	9M, FY 23			9M, FY 20 (Pre Pandemic)		
	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted	Reported	Ind-AS 116 Impact	Ind-AS 116 Adjusted
Total Income	26,661	105	26,556	27,905	0	27,905
Expenses	18,248	-4,689	22,937	18,654	-3,706	22,360
EBITDA	8,413	4,794	3,619	9,251	3,706	5,545
EBITDA Margin	31.6%		13.6%	33.2%		19.9%
Depreciation & Amortization	4,572	2,739	1,833	4,002	2,292	1,711
EBIT	3,842	2,055	1,786	5,248	1,414	3,834
Finance Costs	3,832	2,659	1,172	3,647	2,450	1,197
PBT	10	-604	614	1,598	-1,036	2,634
Corporate Tax	-34	211	-245	-583	360	-943
PAT	-24	-393	369	1,015	-676	1,690
PAT Margin	-0.1%		1.4%	3.6%		6.1%
EPS - Basic (INR)	-0.28		4.27	20.36		33.92
EPS - Diluted (INR)	-0.27		4.21	20.25		33.74

Regional Movies have performed exceptionally well post pandemic

Industry level collections impacted due to underperformance of Hindi films and Low availability of English films



- Regional movies performed exceptionally well at the Box Office both in terms of GBOC and No. of Movies released

- Hindi: Content not in sync with consumer tastes, Quality of content taking precedence over superstars
- Trend likely to change in 2023, refer to film slate on Slide 27

- English content impacted by significantly low releases in 2022.
- English releases to bounce back in 2023. Refer to list of likely Tentpoles on Slide 26

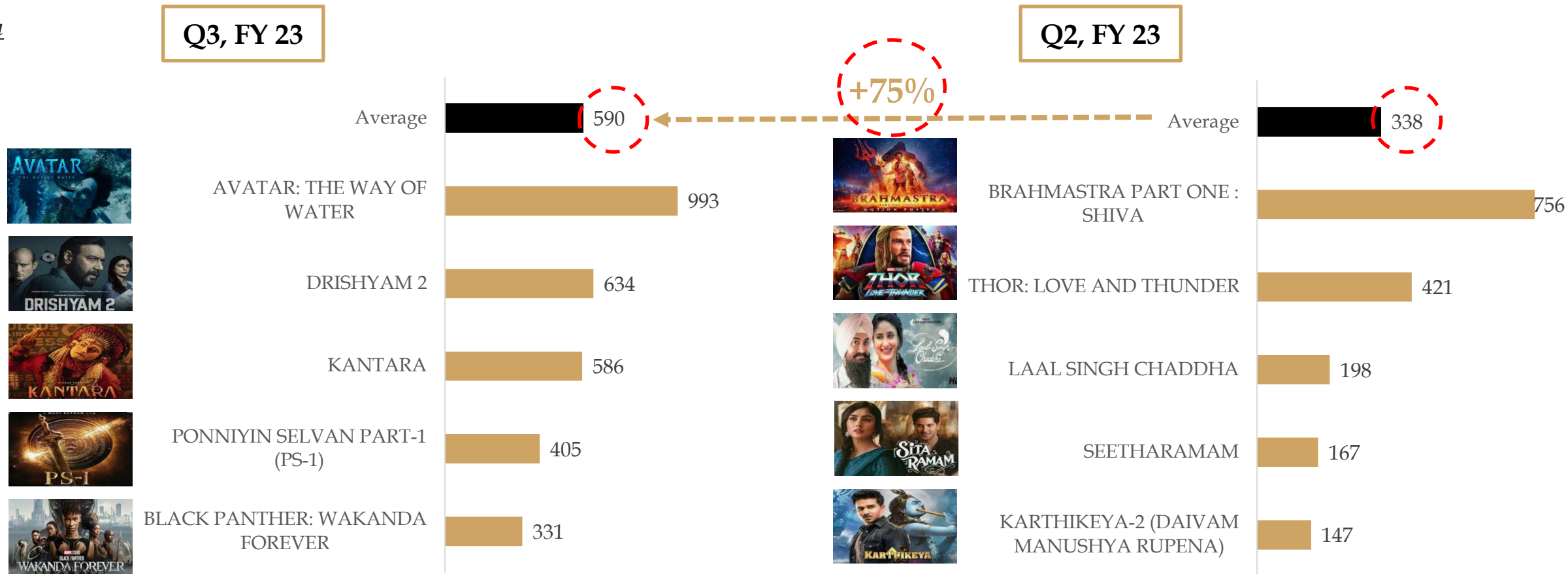
*based on the 'Original Language of the title'

Source : Ormax media : GBOC data for CY 2019 and YTD Nov'22
Company estimates : GBOC for Dec'22 and No. of movies released in 2019 & 2022

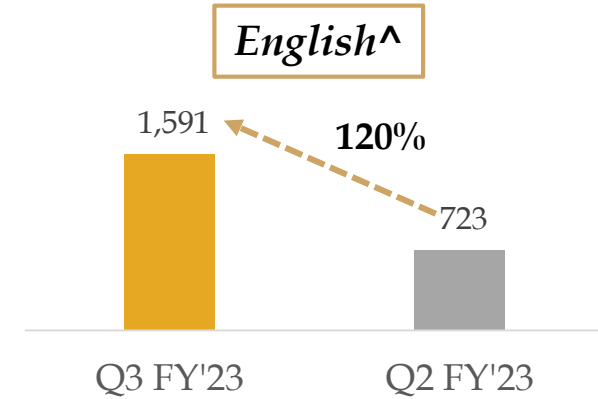
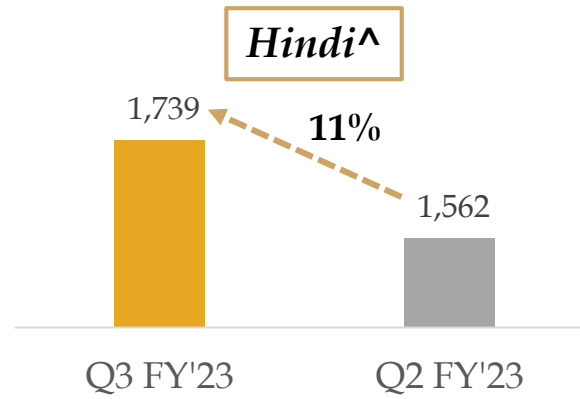
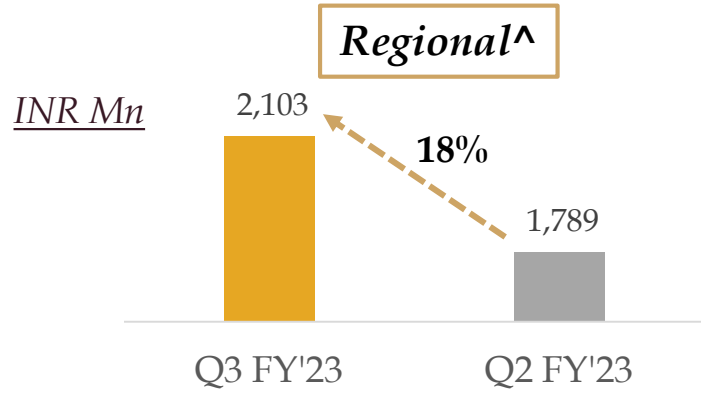
Significant QoQ improvement in average Box Office Collections of Top 5 movies

Average gross collection for top 5 movies saw a sharp increase of 75% for PVR in Q3, FY23 vs Q2, FY23







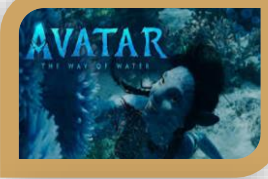


INR Mn



Sharp QoQ bounceback in Gross Box Office across all genres



TOP 3 MOVIES IN Q3 FY'23

Movie	Domestic NBOC*	PVR NBOC
 KANTARA	3,100	493
 PS-I	2,665	329
 Love Today	666	100
 DRISHYAM 2	2,397	537
 VIKRAM VEDHA	789	180
 BHEDHA	690	155
 AVATAR: THE WAY OF WATER	3,849	828
 WAKANDA FOREVER	715	277
 BLACK ADAM	487	165

*based on Industry sources (www.sacnilk.com)

[^]based on Original language of the Content



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UPDATE
Q3 & 9M FY 2023

FINANCIAL ANALYSIS

Operating Numbers

Q3, FY 23 vs Q3, FY 20 vs Q2 FY 23;

9M, FY 23 vs 9M, FY 20

Particulars	Q3, FY 23	Q3, FY 20	% Change		Q2, FY 23	% Change	9M, FY 23	9M, FY 20	% Change	
			Abs %	CAGR					Abs %	CAGR
<u>Operating Numbers</u>										
Cinemas	178	172	3%		175	2%	178	172	3%	
Screens	884	821	8%		864	2%	884	821	8%	
Seats	1,83,071	1,78,063	3%		1,80,499	1%	1,83,071	1,78,063	3%	
Admits (Mns)	22	26	-16%		18	21%	65	82	-21%	
Occupancy (%)	29%	33%	-440 bps		24%	500 bps	29%	36%	-720 bps	
			Abs %	CAGR					Abs %	CAGR
ATP (INR)	244	210	16%	5%	224	9%	241	204	18%	6%
SPH (INR)	133	100	33%	10%	129	4%	132	100	32%	10%

Sharp Bounceback in Q3 FY'23 vs Q2 FY'23

Revenue Analysis

Q3, FY 23 vs Q3, FY 20 vs Q2 FY 23;

9M, FY 23 vs 9M, FY 20

Particulars	Q3, FY 23	Q3, FY 20	% Change	Q2, FY 23	% Change	9M, FY 23	9M, FY 20	% Change
<u>Financials (INR Mn)</u>								
Sale of Movie Tickets	4,355	4,528	-4%	3,268	33%	12,925	14,012	-8%
Sale of Food & Beverages	2,884	2,474	17%	2,303	25%	8,426	7,836	8%
Advertisement Income	792	1,220	-35%	572	38%	1,991	3,073	-35%
Convenience Fees	432	475	-9%	409	6%	1,300	1,338	-3%
Other Operating Income*	943	461	105%	315	199%	1,447	1,434	1%
Other Income	128	82	57%	150	-15%	468	211	121%
Total Income	9,535	9,239	3%	7,017	36%	26,556	27,905	-5%

*Increase in Other Op. income on account of distribution of movies like Drishyam 2, Vikram Vedha & Cirkus
Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

Expenditure Analysis

Q3, FY 23 vs Q3, FY 20 vs Q2 FY 23;

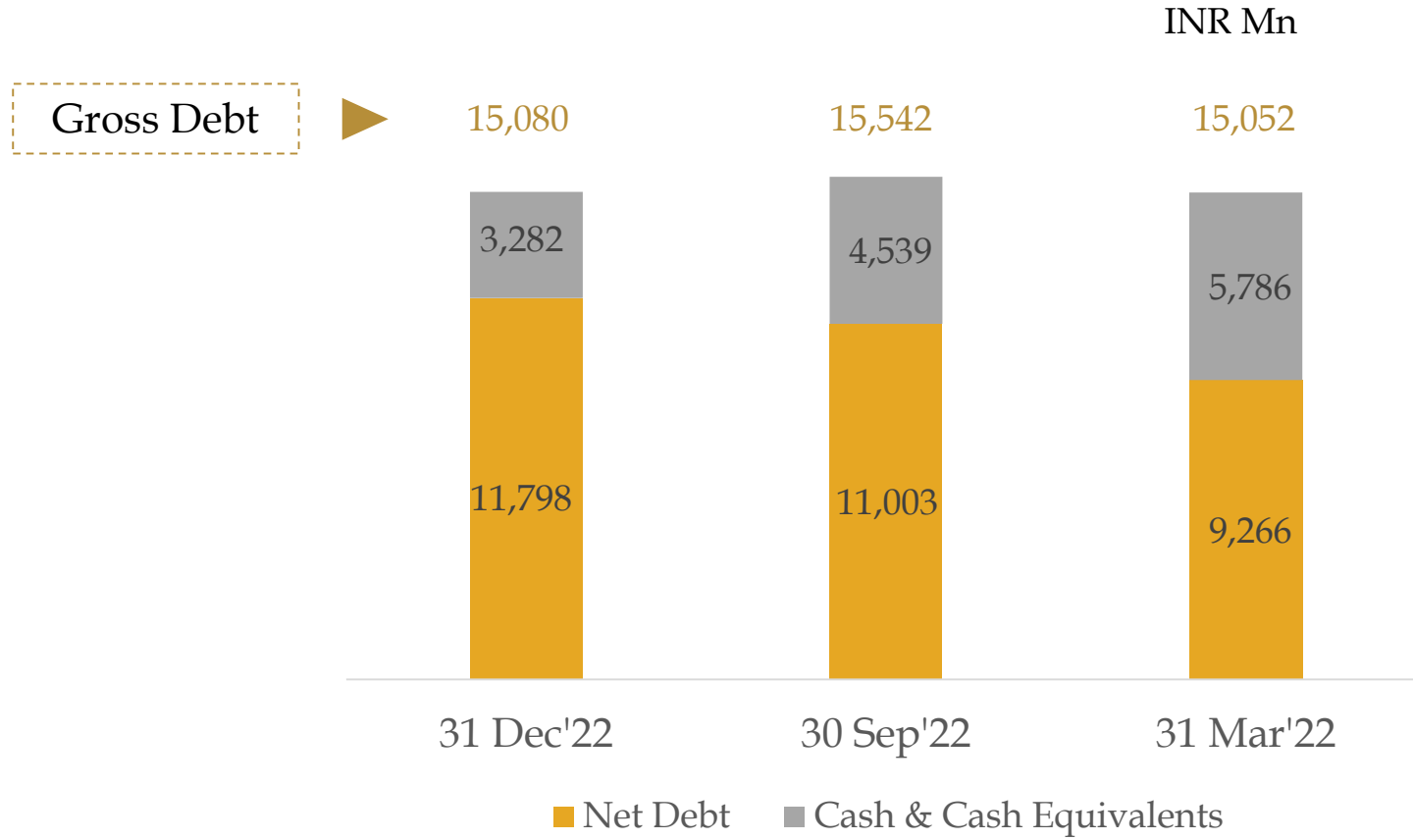
9M, FY 23 vs 9M, FY 20

Particulars	Q3, FY 23	Q3, FY 20	% Change		Q2, FY 23	% Change	9M, FY 23	9M, FY 20	% Change	
			Abs %	CAGR					Abs %	CAGR
Variable Cost										
FHC (%)	44.8%	44.1%			45.6%	-80 bps	45.3%	44.3%		100 bps
COGS (%)	27%	27.5%			27.3%	-30 bps	25.8%	27.1%		-130 bps
Fixed Cost (INR Mn)										
Rent	1,771	1,469	21%	6%	1,696	5%	5,272	4,383	20%	6%
CAM	454	392	16%	5%	448	1%	1,341	1,153	16%	5%
Personnel	943	1,067	-12%	-4%	947	0%	2,930	3,173	-8%	-3%
Electricity & Water / Utilities	505	508	-1%	-0.2%	541	-7%	1,612	1,667	-3%	-1%
Other Expenses ex Movie Dist., Print	971	911	7%	2%	960	1%	2,786	2,789	0%	0%
Total Fixed Expenses ex Movie Dist.	4,643	4,348	7%		4,592	1%	13,940	13,166	6%	
Movie Dist., Print charges [^]	1,026	399	158%		206	399%	1,297	1,170	11%	
Total Fixed Expenses incl. Movie Dist.	5,670	4,746	19%		4,797	18%	15,237	14,336	6%	

[^]Expenses relating to Distribution of movies

Note: Above financial numbers are after excluding the impact of Ind AS 116 - 'Leases'

Debt & Liquidity Position



*Cash & Cash equivalents includes Investments (2 Mn), Cash & Cash equivalents (3,104 Mn) & Other Bank Balance (176 Mn) as appearing in Reported Balance Sheet

Initiatives taken to Drive Admits

The collage features 14 promotional posters for PVR:

- Diwali Dhamaka Offer:** 15th - 31st Oct '22. Book tickets via PVR app and stand a chance to win Gold Coin, Foreign Trip, or Year Long Movie Tickets. Includes logos for EaseMyTrip and PCJ.
- Christmas Offer:** 15th - 31st Dec '22. Book tickets on PVR app and win assured prize.
- Diwali Privileges:** Visit and earn 2x points on every transaction between 24th - 26th Oct '22.
- Diwali Gifting Offer:** 30% off on PVR e-gift cards. The best gift to brighten up Diwali celebrations.
- Children's Day Celebration:** Merrier with a special gift of entertainment. 20% off on PVR e-gift cards from 10th to 20th November '22.
- FIFA World Cup 2022™:** Deserves Entertainment's Biggest Stage. Live + PVR Screening in association with Visa. 9th Dec 08:15 P.M. featuring Croatia vs Brazil.
- Bestsellers @99/-:** Mon - Thurs, 9AM - 6PM. Select blockbuster products at a mega-hit price.
- Bottomless Combo:** Mon - Thurs, All Day Long. Only popcorn & Pepsi Combo and diet unlimited free refills.
- Limitless Popcorn Black Friday Sale:** 25th Nov '22. Unlimited popcorn refill @199.
- Rajini Film Festival:** Super Star Rajini Birthday Special. 8th to 16th December. #RAJINIFIEDATPVR.
- AB's Film Festival:** Celebrating the 8th birthday of the legend with his handpicked films. Festival Pass at 400.
- Cirkus:** Watch any show of Cirkus at flat ₹100 Monday-Thursday. 23 December.
- Bank & Wallet Offers:** Promotions from Kotak Mahindra Bank, Axis Bank, ICICI Bank, American Express, Visa, Fi, Jupiter, Slice, HSBC, and IDBI Bank.

Centred on enhancing admissions



MOVIE LINE-UP

Release calendar is as per the release dates announced as on date and is subject to change. 25

Strong Slate of English Tentpoles in 2023

Rel. Date	Movie	Director	Cast
03-Feb-23	Babylon	Damien Chazelle	Brad Pitt, Margot Robbie
10-Feb-23	The Fabelmans	Steven Spielberg	Michelle Williams, Paul Dano, Seth Rogen, Gabriel Labelle
17-Feb-23	Ant-Man And The Wasp Quantumania	Peyton Reed	Paul Rudd, Evangeline Lily, Michael Douglas, Michelle Pfeiffer
24-Feb-23	Cocaine Bear	Elizabeth Banks	Keri Russell, O'Shea Jackson Junior, Ray Liotta
03-Mar-23	Creed III	Michael B Jordan	Michael B Jordan, Tessa Thompson, Phylicia Rashad, Wood Harris
10-Mar-23	Joyland	Saim Sadiq	Ali Junejo, Alina Khan, Rasti Farooq, Sarwat Gilani
17-Mar-23	Shazam : The Fury Of Gods	David F Sandberg	Zachary Levi, Asher Angel, Jack Dylan Grazer
24-Mar-23	John Wick Chapter 4	Chad Stahelski	Keanu Reeves, Donnie Yen, Bill Skarsgard, Lawrence Fishburne
05-May-23	Guardians Of The Galaxy Vol 3	James Gunn	Chris Pratt, Zoe Saldana, Dave Bautista, Vin Diesel, Sylvester Stallone
19-May-23	Fast And Furious 10	Justin Lin	Vin Diesel, Jason Statham, Michelle Rodriguez, Tyrese Gibson
9-Jun-23	Transformers Rise Of The Beasts	Steven Caple Jr	Anthony Ramos, Dominique Fishback, Lauren Velez
16-Jun-23	The Flash	Andy Muschietti	Ezra Miller, Ben Affleck, Michael Keaton,
30-Jun-23	Indiana Jones And The Dial Of Destin	James Mangold	Harrison Ford
14-Jul-23	Mission Impossible Dead Reckoning Part One	Christopher Mcquarrie	Tom Cruise, Hayley Atwell, Rebecca Ferguson, Ving Rhames, Simon Pegg
21-Jul-23	Oppenheimer	Christopher Nolan	Cillian Murphy
28-Jul-23	The Marvels	Nia Dacosta	Brie Larson, Iman Vellani, Teyonah Parris, Samuel L Jackson
3-Nov-23	Dune 2	Denis Villeneuve	Rebecca Ferguson, Timothy Chalamet , Zendaya
21-Dec-23	Aquaman And The Lost Kingdom!	James Wan	Amber Heard, Jason Momoa, Patrick Wilson

Robust Pipeline of Hindi Movies in 2023

Rel. Date	Movie	Director	Cast
25-Jan-23	Pathaan	Siddharth Anand	Shah Rukh Khan, John Abraham
10-Feb-23	Shehzada	Rohit Dhawan	Kartik Aaryan, Kriti Sanon, Paresh Rawal
24-Feb-23	Selfiee	Raj Mehta	Akshya Kumar, Imran Hashmi
08-Mar-23	Tu Jhooti Main Makkaar	Luv Ranjan	Ranbir Kapoor, Shraddha Kapoor
30-Mar-23	Bholaa	Dharmendra Sharma	Ajay Devgn, Tabu
7-Apr-23	Bawaal	Nitesh Tiwari	Varun Dhawan, Janhvi Kapoor
21-Apr-23	Kisi Ka Bhai Kisi Ki Jaan	Farhad Samji	Salman Khan, Pooja Hedge
28-Apr-23	Rocky Aur Rani Ki Prem Kahani	Karan Johar	Ranveer Singh, Alia Bhatt
12-May-23	Maidaan	Amit Ravindernath Sharma	Ajay Devgn, Priyamani, Gajraj Rao, Rudranil Ghosh
02-Jun-23	Jawan	Atlee Kumar	Shahrukh Khan
16-Jun-23	Adipurush	Om Raut	Prabhas, Saif Ali Khan
23-Jun-23	Dream Girl 2	Raaj Shaandilyaa	Ayushmann Khurrana, Ananya Pandey
29-Jun-23	Satya Prem Ki Katha	Sameer Vidwans	Kartik Aryan, Kiara Advani
7-Jul-23	Yodha	Sagar Ambre, Pushkar Ojha	Sidharth Malhotra, Disha Patani, Raashi Khanna
11-Aug-23	Animal	Sandeep Reddy Vanga	Ranbir Kapoor
28-Sep-23	Salaar	Prashanth Neel	Prabhas, Shruti Hassan
17-Nov-23	Tiger 3	Maneesh Sharma	Salman Khan, Katrina Kaif
22-Dec-23	Dunki	Rajkumar Hirani	Shah Rukh Khan, Taapsee Pannu

Content Pipeline for Q4 FY'23



PUSS IN BOOTS: THE LAST WISH

CAST
ANTONIO BANDERAS,
CHRIS MILLER,

DIRECTOR
JOEL CRAWFORD,
JANUEL MERCADO

20TH JAN/2023

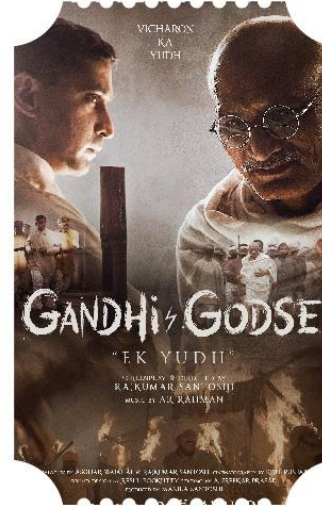


PATHAAN

CAST
SHAH RUKH
KHAN, JOHN
ABRAHAM

DIRECTOR
SIDDHARTH ANAND

25TH JAN/2023



GANDHI GODSE - EK YUDDH

CAST
DEEPAK ANANI,
CHINMAY
MANDLEKAR,
TANISHA SANTOSHI

DIRECTOR
RAJKUMAR
SANTOSHI

26TH JAN/2023

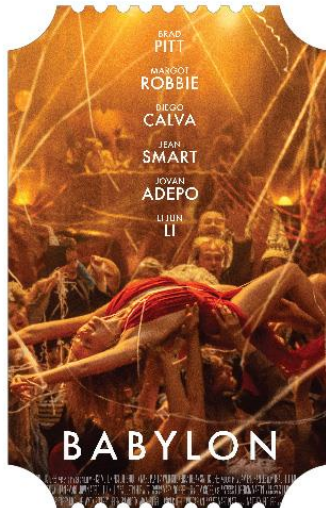


THE ETERNAL DAUGHTER

CAST
TILDA SWINTON,
JOSEPH MYDELL,
CARLY-SOPHIA
DAVIES

DIRECTOR
JOANNA HOGG

3RD FEB/2023

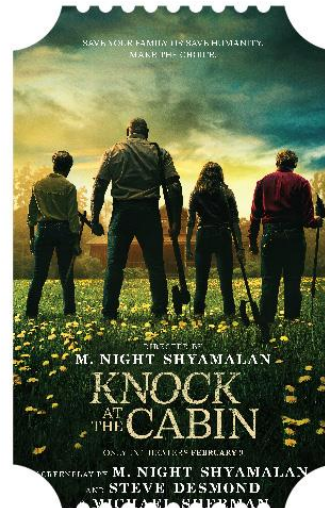


BABYLON

CAST
BRAD PITT,
MARGOT ROBBIE

DIRECTOR
DAMIEN
CHAZELLE

3RD FEB/2023

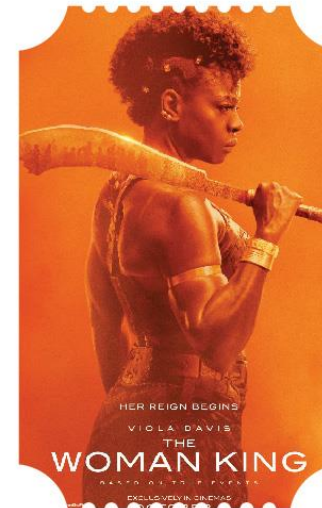


KNOCK AT THE CABIN

CAST
JONATHAN GROFF,
DAVE BAUTISTA,
RUPERT GRINT

DIRECTOR
M.NIGHT
SHYMALAN

3RD FEB/2023



THE WOMAN KING

CAST
VIOLA DAVIS,
THUSO MBEDU,
LASHANA LYNCH

DIRECTOR
GINA PRINCE,
BYTHEWOOD

3RD FEB/2023



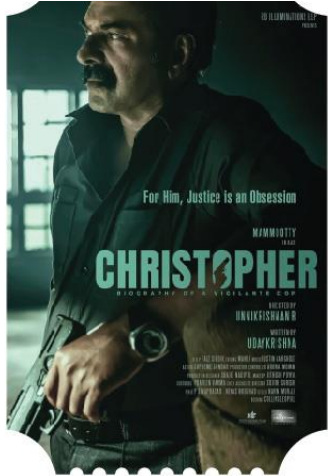
MICHAEL

CAST
VIJAY SETHUPATHI,
SUNDEEP KISHAN

DIRECTOR
RANJIT JEYAKODI

3RD FEB/2023

Content Pipeline for Q4 FY'23



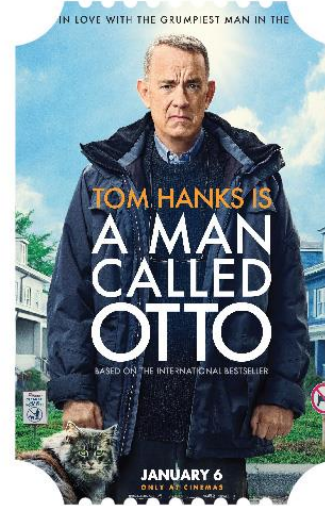
CHRISTOPHER
CAST
MAMMOOTY
AISHWARYA
LEKSHMI
DIRECTOR
B. UNNIKRISHNAN

9TH FEB'2023



SHEHZADA
CAST
KARTIK AARYAN,
KRITI SANON,
PARESH RAWAL
DIRECTOR
ROHIT DHAWAN

10TH FEB'2023



A MAN CALLED OTTO
CAST
TOM HANKS,
MARIANA TRIVINO,
RACHEL KELLER
DIRECTOR
MARC FOSTER

10TH FEB'2023



ANT-MAN AND THE WASP QUANTUMANIA
CAST
PAUL RUDD,
EVANGELINA LILY,
MICHAEL DOUGLAS,
MICHELLE PFEIFFER
DIRECTOR
PEYTON REED

17TH FEB'2023



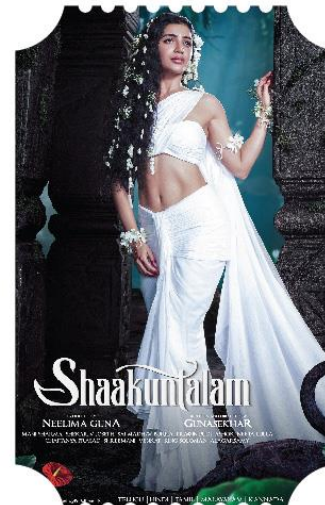
KABZAA
CAST
UPENDRA,
SUDEEP
DIRECTOR
R CHANDRU

17TH FEB'2023



VAATHI/SIR
CAST
DHANUSH
DIRECTOR
VENKY ATLURI

17TH FEB'2023



SHAAKUNTALAM
CAST
SAMANTHA PRABHU,
DEV MOHAN,
ADITI BALAN
DIRECTOR
GUNASEKHAR

17TH FEB'2023



SELFIEE
CAST
AKSHYA KUMAR,
IMRAN HASHMI
DIRECTOR
RAJ MEHTA

24TH FEB'2023

Content Pipeline for Q4 FY'23



CREED III
CAST
MICHAEL B JORDAN, TESSA THOMPSON, PHYLICIA RASHAD, WOOD HARRIS
DIRECTOR
MICHAEL B JORDAN

3RD MAR'2023



THE SON
CAST
HUGH JACKSON, LAURA DERN
DIRECTOR
FLORIAN ZELLER

3RD MAR'2023



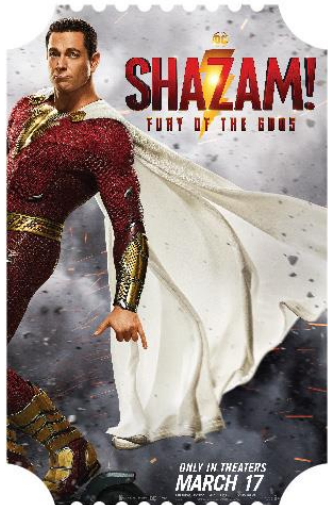
MRS. CHATTERJEE VS. NORWAY
CAST
RANI MUKHERJEE
DIRECTOR
ASHIMA CHIBBER

3RD MAR'2023



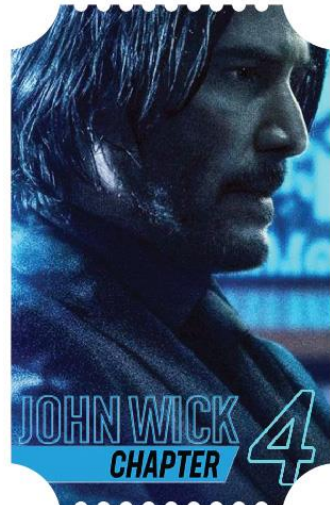
TU JHOOTI MAIN MAKKAAR
CAST
RANBIR KAPOOR, SHRADDHA KAPOOR
DIRECTOR
LUV RANJAN

8TH MAR'2023



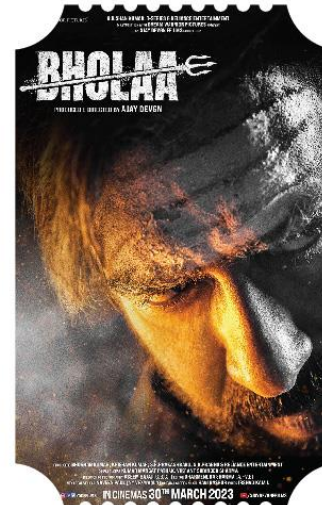
SHAZAM! : THE FURY OF GODS
CAST
ZACHARY LEVI, ASHER ANGEL, JACK DYLAN GRAZER
DIRECTOR
DAVID F SANDBERG

17TH MAR'2023



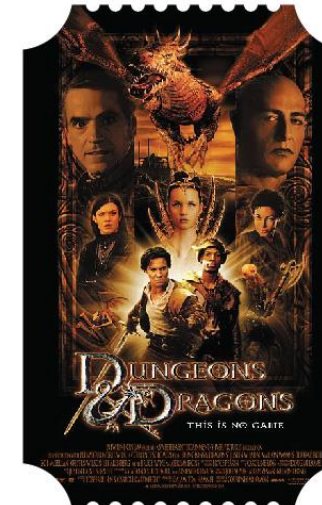
JOHN WICK CHAPTER 4
CAST
KEANU REEVES, DONNIE YEN, BILL SKARSGARD, LAWRENCE FISHBURNE
DIRECTOR
CHAD STAHELSKI

24TH MAR'2023



BHOLAA
CAST
AJAY DEVGN, TABU
DIRECTOR
DHARMENDRA SHARMA

30TH MAR'2023



DUNGEONS AND DRAGONS
CAST
CHRIS PINE, SOPHIA LILLIS, JUSTICE SMITH
DIRECTOR
JOHN FRANCIS DALEY, JONATHAN GOLDSTEIN

31ST MAR'2023

**THANK
YOU**