Quarter Ended 31 March 2015, PETRONAS Chemicals Group Bhd Earnings Presentation.
Event Date: 7 May 2015, 5.30pm

Nor Shahda Zakaria (Head of IR):

All right. Thank you, Kay. Good evening, everyone and welcome. We appreciate that you have tuned in today despite the short notice. On that note, I would like to apologize on behalf of PCG on the delayed invitation as there were some last-minute adjustments to the Board Meeting due to the change in Chairmanship.

As you are aware Datuk Wan Zulkiflee, who had been PCG Chairman has been appointed as President, CEO, of PETRONAS last April. Following that appointment, Datuk Wan Zulkiflee has resigned as the Chairman of PCG.

The announcement had been made recently. As such we would like to share that the new Chairman of PCG is Ariff Mahmood who has also taken up the position of the Executive Vice President and CEO of PETRONAS Downstream business.

Coming back to today's briefing, as usual PCG President and CEO, Datuk Sazali; PCG CFO, Farina; and Head of Manufacturing, Yusri; will take you through the Company financial and operational highlights. Our Head of Commercial, Akbar, is away. As such Datuk Sazali will also touch on the market outlook.

Before we start, please observe the disclaimer statement in the briefing pack. The access to this briefing via conference call or webcast are also made available on our corporate website, www.petronaschemicals.com.

I will now turn the call over to Datuk Sazali.

Sazali Hamzah (President/CEO):

Thank you, Shahda. And good evening, everyone. I will start with some key highlights.

Firstly on our operational performance, I am very pleased to share that our focus on operational excellence has continued to show the results we expected. Today I am happy to report that for the quarter ending March 31, 2015, PCG has achieved better plant performance on the back of higher plant reliability and no turnaround activities compared to the corresponding quarter.

In addition there was improvement in methane supply from our suppliers. This resulted in higher PU at 90%.

We continued to see product price being pressured by the impact of the low crude oil price. However, demand is stable and spreads remains healthy.

Brent crude oil price continued to decline, falling by 29% from $77 per barrel in quarter 4, 2014, to settle at around $54 per barrel in this quarter on continued global supply glut.

Naphtha price also declined by 23% to $53 per barrel in line with crude oil price.

Consequently olefin and derivatives prices were lower.

Fertilizer and methanol, F&M, market prices were also lower with the exception of ammonia, which remained comparable to the corresponding quarter. Methanol price was lower as key producers in the region were operating at normal levels of production, as well as weaker demand from methanol-based energy derivatives.

Urea price declined on ample supply, also with key regional producers resuming operations amidst weaker demand.

Amidst the lower price market, buyers were cautious purchasing just enough while watching the price level to see if the price will move down further.

Despite the challenging environment, the Group's financial performance remained resilient. Compared to the corresponding quarter, revenue declined by 17%, or MYR666 million, to MYR3.14 billion. And earnings before interest, tax, depreciation and amortization, or EBITDA, declined by 10%, or MYR129 million, to MYR1.118 billion.

While profitability was also lower, EBITDA margin was higher at 36%, contributed by lower operating expenses.

Now I would like to hand over to our CFO, Madam Farina, to provide details of the financial results.

Farina Farikhullah Khan (CFO)

Thank you, Datuk Sazali. Good evening, everyone. You can turn to slide 5 on the quarterly Group performance, as well as slide 6 on the plant utilization for reference on our financial performance discussion. Let's start with the performance against the corresponding quarter.

As mentioned by Datuk Sazali earlier, I'm equally pleased to report that the Group PU surged to 90%. This is a significant improvement from 80% recorded in the corresponding quarter. This improvement is a result of better methane gas supply and better planned reliability at our Group methanol facility. There was also no statutory turnaround activities during this quarter, compared to the corresponding quarter where there was one at the urea plant in Bintulu.

With better plant utilization, both production and sales volumes have increased.

Market conditions again continue to be challenging, as both segments recorded lower average realized product prices amidst lower crude oil price environment.

As Datuk Sazali mentioned earlier, market prices for all olefins and derivative products were lower in tandem with decline in crude oil and naphtha prices.

Fertilizer and methanol market prices were also lower with the exception of ammonia, which remained comparable to the corresponding quarter as suppliers' production returned to normal, post shut down and technical issues. Methanol price was lower as key producers in the region were operating at normal levels of production as well.

In addition there was weaker demand for methanol-based energy derivatives. Urea price declined on ample supply when key regional producers resumed operation amidst weaker demand.

Group revenue declined by 17% or MYR666 million due to the lower average realized product prices which offset higher sales volume and favorable exchange rate movements.

Group profitability for the quarter was lower by MYR167 million or 20% at MYR672 million mainly due to narrower product spreads. Accordingly, EBITDA declined by MYR129 million or 10% at MYR1.1 billion.

Notwithstanding, we are pleased to report that EBITDA margin for the Group increased by 3% to 36% following higher volumes as well as lower operating costs.

For the O&D segment revenue for the quarter was lower by MYR766 million or 27% at MYR2.1 billion following lower average realized product prices. Profit for the quarter declined by MYR225 million or 38% at MYR364 million, attributable to thinning spreads in line with lower product prices. Similarly EBITDA was lower by MYR229 million or 26% at MYR650 million. However, EBITDA margin was comparable at 31%.

For the F&M segment stronger operational performance managed to offset the lower product prices resulting in the revenue for the segment to increase by MYR73 million or 7% at MYR1.1 billion. Profit for the quarter was also higher by MYR48 million or 20% at MYR290 million, largely due to higher sales volume whilst EBITDA was higher by MYR72 million or 18% at MYR472 million. Likewise EBITDA margin strengthened by 3% to 44%.

Next let's move on to our performance compared to the preceding quarter. The strong operational performance we had seen in the preceding quarter continues to improve in this quarter. Group PU strengthened to 90% compared to 88% in quarter 4 last year.

Similarly O&D segment saw a PU of 95% compared to 93% in quarter 4 last year. As for the F&M segment, the PU improved to 87% compared to 84% in quarter 4 last year, which offset the methane supply limitation at the methanol facility during the quarter.

Excluding the methane gas supply limitation, Group plant utilization would have been 98%.

In conclusion, our performance in the last quarter and this quarter have really demonstrated the fact that our past PU performance has been affected only by two key factors. Firstly is the turnaround activities, which we have to carry out; and secondly is the methane gas supply interruption to our methanol plant.

We continue to demonstrate our ability to deliver world class operational excellence in operating our plants as a result of continuous concerted efforts to drive plant performance, which Yusri will talk more later on.

As for the realized product prices comparing to quarter 4, 2014, we saw overall olefins and derivatives prices continue to slide in the wake of the weaker crude oil prices. Paraxylene price was also affected by low seasonal demand whilst benzene price decreased as a result of lower demand due to turnaround of downstream facilities.

Fertilizer and methanol prices were also lower. Methanol price decreased on weak demand prior to the Lunar New Year festive holiday compounded by subdued demand from methanol-based energy derivatives. Both urea and ammonia prices also decreased as key producers resume operations.

The fall in revenue and profitability were cushioned by higher sales volume and favorable exchange rate as well as lower expenses. Overall, Group revenue was lower by 20% or MYR761 million to MYR3.1 billion mainly attributable to the lower average realized product prices.

EBITDA for the Group also declined by 17% or MYR223 million at MYR1.1 billion. Group profitability was higher by MYR103 million or 18% at MYR672 million, as the preceding quarter had included impairment loss of MYR262 million, being the impairment loss on assets relating to the Group's butane MTBE chain. Excluding this, profit for the quarter would be lower by MYR159 million or 19% as a result of lower spreads.

EBITDA margin for the Group increased to 36% due to lower operating expenses, mainly coming from lower general and administrative expenses from cost optimization efforts.

At the segmental level, the results were similarly affected by the lower product prices.

At the O&D business segment revenue declined by 22% to MYR2.1 billion, EBITDA also declined by 26% to MYR650 million. EBITDA margin fell 2% but remained strong at 31%.

Similarly for the F&M segment, revenue decreased by 15% to MYR1.1 billion, as a result of lower product prices, which in turn brought the segment's EBITDA down by 6% to MYR472 million. However EBITDA margin increased by 4% to 44%, on the back of lower operating expenses as well as higher sales volume from higher plant utilization.

So if I can conclude, we delivered a very strong performance this quarter with the only set back being the external unfavorable market environment that we are in today.

Now let's look at our Group cash flow and cash balance. During the year our cash balance decreased by MYR743 million, mainly due to cash outflow for investment in SAMUR projects, as well as the second interim dividend payment, in relation to financial year 2014, which we paid in March of this year.

Relative to last year, our cash flow from operations is also lower, in line with lower revenue.

At MYR9.1 billion, our cash position remains strong, and we are well positioned to undertake our current and future growth plans, despite the current challenging market conditions.

Datuk Sazali will share a bit more, later today, on some of the growth projects that we have in our portfolio. And we foresee that, to execute all the planned projects, we need to undertake some debt on top of our existing internal funds.

The expected funding level, however, will still be within the 2 times Net Debt to EBITDA level, as we target for a balance sheet that can deliver strong credit rating for the cheapest financing cost.

So that concludes my presentation. I will now hand over to Yusri for the key operational highlights.

M Yusri M Yusof (Head of Manufacturing)

Thank you, Farina. This is Yusri. I have one slide. If you could refer to page 8, on operational highlights. Then, let me just put some color on our quarter 1 operational performance.

With the completion of the major plant turnaround programs last year, we are seeing continued improvements in our internal reliability and efficiency of our plants. Feedstock and supplier management programs that we implemented have resulted in improved feedstock availability, and also reliability.

Coupled with improved internal reliability, mentioned earlier, we were able to increase production volume this quarter.

As ethane supply has improved, we are now seeing an increased ethane supply of around about 7% to our crackers, compared to last year, which has contributed to the increased production volume in our O&D segment this quarter. This is the result of the enhanced ethane recovery project, and all the initiatives that we have been collaborating with our supplier for the past year or so.

Unfortunately, there was a methane supply disruption to our methanol plant in this quarter, both due to planned and unplanned events. However, the strong operational performance from the rest of our facilities offset the impact of this supply disruption, such Group PU increased to 90%, compared to 88% in quarter 4 2014, and 80% in quarter 1 2014.

If we were to exclude the methane gas supply limitation, our Group utilization for quarter 1 would have been 98%.

We expect that the risk of methane supply availability and reliability will be mitigated with the completion of the Dalak pipeline project. I'm happy to say that the construction of the Dalak pipeline is progressing as planned. We continue to expect that the project to be complete in quarter 1 next year.

With 24 plants in our stable, there will be ongoing turnaround and maintenance activities, to ensure that our plants will still function at world class level. Going forward, we will be undertaking such activities in the upcoming quarters.

We will continue to focus on honing our operational excellence in delivering the volume that will capture the best value, amidst this challenging market.

Back to Datuk Sazali for market outlook.

Sazali Hamzah (President/CEO) :

Thank you, Yusri. Good evening, again, everyone. I will go through the market outlook.

As far as the industry is concerned, we expect 2015 will remain challenging, with continued uncertainty in market conditions. This is due to the fact that crude oil price has yet to settle at a comfortable level, leading to potentially higher uncertainties in petrochemical prices.

Going into forecast market and prices for the next quarter, let us begin with the products under the olefins & derivatives business segment. I will start with ethylene.

Prices are expected to firm up in quarter 2, on the back of upcoming Asian refineries scheduled maintenance shutdowns. Exports from the Middle East are also expected to slow down, with Sabic's cracker's shutdown, and ADNOC Borouge production cutback, following upstream issues.

We shall see quarter 3 price stabilizing, with the return of ethylene supply, marking the end of cracker turnarounds.

Next, I would like to move to polymers. For polymers, prices moved lower in quarter 1, on slower demand around the Chinese New Year festive season; and lower ethylene prices. Prices are expected to firm up in quarter 2, with limited supply, following QAPCO plant shutdown, and various plant maintenance in China, further supported by strengthening in ethylene feedstock prices.

However, further price hikes will continue to be hampered by low buying interest from buyers, as margin continues to be squeezed.

Going into second half of the year, polymer prices are expected to stabilize around $1,300 level, on supply demand fundamentals.

On MEG, stabilizing crude values, and positive performance in downstream polyester sector, is expected to support MEG prices higher in quarter 2. We expect firmer price outlook in the second half, in line with improving downstream demand.

For aromatics, going into quarter 2, prices are expected to improve slightly, supported by higher anticipated crude oil prices, and tighter supply, due to ongoing scheduled maintenance of several paraxylene facilities, coupled with the recent incident at Dragon Aromatics.

Prices are expected to strengthen in second half of 2015, supported by firming crude oil price outlook, and expected improve in demand from polyester industry, in view of winter season.

Moving on to F&M segment, I shall start with granular urea. Following the soft price in quarter 1 2015, as supply outpaced demand, the market also saw additional export volume from China, as the low export tax policy had been put into effect throughout the year.

Buyers were also mostly waiting on the sidelines, in anticipation for prices to drop further before replenishing their inventories.

We anticipate some slight push to the market from heavy buying in the South America region in May that will firm up the Middle East price. However, further price hikes shall be hampered by India import tender offers from China.

We expect that urea market shall not change significantly until the US winter planting season demand enters, in quarter 4.

Now, I'll move on to ammonia. In quarter 1, 2015, ammonia price trended downwards from the high level of quarter 4 2014, as supply recovers, amidst continuous weak downstream demand for caprolactam and acrylonitrile application, especially in the North East Asian region.

Custom data for South Korean import also shows a 27% decline as compared to quarter 4 last year. Following similar urea price trending, no significant change is anticipated until the demand for fertilizer application enter the market in quarter 4.

On the other hand for methanol, while price for methanol were weaker in quarter 1, with key regional producers resuming operations and running at optimum rates, price are expected to improve slightly in quarter 2 on supply and demand fundamentals.

With our product outlook done, I would now like to highlight some of our commercial strategies in ensuring that we secure the best value, despite the challenging market situation.

We continue to focus our effort in generating additional value for the Company by diversifying sales to higher netback market, developing new markets for high value products, and enhancing logistic optimization. In addition, we also enhance customer retention by improving delivery performance and packaging quality to meet customer requirements, as well as engaging with customers to understand their requirements.

Ladies and gentlemen, let's turn to page number 10. Looking ahead, allow me share with you the outlook of PCG growth projects that we are currently evaluating and pursuing.

Our existing growth projects, such as SAMUR, AROMA and 2EHAcid are progressing as planned.

Concurrently, we continue to identify and evaluate other growth opportunities, focusing on the key industry trends.

Our growth project revolve around three key mega trends. The first being the fact that total global population is set to grow from 7 billion today to 9 billion by 2050, mainly in developing countries. With limited land available, feeding this fast-growing population will be an immense challenge. Crop production and yield improvement will be important. We have the advantage to meet the demand for efficient food production through growth in our urea business. In addition to SAMUR, we are also working on urea derivative initiatives, to increase the efficiency and multifunctionality of fertilizer through blending or compounding.

The global population growth will also result in growth in middle-class population, which is the key consumer sector. We therefore also believe there will be considerable and lucrative growth in personal care products.

Both the AROMA and 2EHAcid projects will be producing chemicals used for personal care products, specifically for the flavor, fragrance and cosmetic industries. Potential participation in petrochemical project within RAPID as well as evaluation on ethoxylate expansion is currently being undertaken, to take advantage of the lucrative personal care industry.

Finally, resources will be more constrained in the future, resulting in the requirement for more energy-efficient vehicles and packaging. To this end, we also have, in the pipeline of growth project, potentially methanol and ethylene derivative project, to further strengthen and expand our participation in these areas.

I believe PCG is in a very exciting period, despite the currently challenging market conditions, as there are many opportunities that we are currently pursuing to grow the Company.

Before we go to question and answer, I would also like to reiterate the following key points. Our plants have been running well and we will continue to execute operational excellence initiatives, as well as identifying opportunities to optimize resources and minimize production disruption across the value chain.

We also continue to work closely with our upstream supplier on methane supply reliability. And as you are aware, the completion of Dalak pipeline in quarter 1 2016 will provide us with the long-term solution to the methane supply limitation that we are now facing. We also anticipate higher ethane feedstock availability from 2015 onwards.

Our key market has always been with Asia Pacific and we continue to improve our positioning in higher netback market.

As for the industry, we expect 2015 will remain challenging, with continued uncertainty in market conditions. Consequently, we expect profitability to be affected, despite higher sale volume and cost optimization effort.

This is due to the fact that crude oil price has yet to settle at a comfortable level, leading to potentially higher uncertainty in petrochemical prices. However, petrochemical product spreads to feedstock remain stable in view of sustained supply and demand at comparable levels to 2014. Thus the risk is more on the profitability impact due to price reduction rather than the spread.

We do believe the market will improve from 2016 onward, where prices and spreads are expected to be better and settle at a new normal, in line with the expectation of the crude oil price.

Together with intensified cost optimization efforts planned for this year, I believe our competitive advantage will put us in a strong position to pursue our growth agenda while we weather the challenges ahead.

With that, I would like to open the floor for question and answer. Thank you.

Isaac Chong (JPMorgan) - Analyst.

I just have a question on your production levels this year, for both your olefin and F&M segments. I noticed that utilization rates were really strong in first quarter. So what is the outlook for the next three quarters? Do you have any planned turnaround times or foreseeable methane disruption? Thank you.

M Yusri M Yusof (Head of Manufacturing):

Thank you, Isaac, Yusri here. I've mentioned earlier during my briefing that we do have planned maintenance activities and turnaround this year, though in terms of intensity it will be lower than what we have had in the past two years. So if I were to look at overall the whole year, we expect our overall planned utilization will still be higher than what we achieved last year. So we expect this year is between 80% to 85% utilization rate.

In quarter 1, we have not had any maintenance or turnaround activities. Quarter 2, we will be starting to have our planned activities. I'm sure you have read from ICIS which have reported that we have shut down our EO plant. So that's part of our planned activities, which is now starting.

Wan Zahidi Wan Zakhwan (RHB Research) - Analyst.

Can you explain what was the methanol disruption that happened in the first quarter, and what caused the disruption?

And my second question would be, is there any expectation of PETRONAS Chemicals increasing their dividend payout? Thank you.

M Yusri M Yusof (Head of Manufacturing):

Thank you, Wan, again this is Yusri. I'll take the first part of the question. For quarter 1, as I mentioned, there was disruption on our methane supply, so they are both -- it covers both nature (i.e. planned and unplanned). There were some planned activities offshore in doing some repairs. So that is one disruption.

Second, there were also reliability events that caused the plant to trip, the supplier's plant to trip. But if you were to compare the level of disruption that we saw this year against what we have been seeing for the past two years, the reliability has been much improved as it was for the past two years. On the dividend…Datuk Sazali.

Sazali Hamzah (President/CEO) :

Yes, on dividend side, we are maintaining our policy which we are going to payout about 50% of our net profit.

Farina Farikhullah Khan (CFO):

Maybe if I can add on to what Datuk Sazali said, the reason for maintaining the dividend payout is because we have plans for the cash. Basically, as I mentioned in my earlier discussion on the cash, we do foresee that actually, in fact we will be taking on some borrowings in order to fund the pipeline of investments in the growth projects that we have today.

So because of that, we are right now still forecasting for the same 50% dividend payout. It's only, I think when we see that there will be excess cash beyond the investment needs that we will increase the payout because, if ever we increase the payout we want to make sure that it's sustainable.

So at this point in time we see that the sustainable payout level is still at 50% because our strategy is still to basically grow the Company. And we do have those specific projects that we have earmarked for the use of the funds that we have today. So I hope that answers the question, Wan.

Wan Zahidi Wan Zakhwan (RHB Research) - Analyst.

Yes, thank you very much for taking my question. Sorry, just one more question. You also mentioned about taking on borrowing. Do you have [a known] figure for this, and I'm assuming these borrowings are for the RAPID project or is there anything else in the pipeline?

Farina Farikhullah Khan (CFO):

Yes, that's correct Wan. We actually will only be going out to the market to take the debt once we have finalized our participation position in the RAPID project. And as far as guidance, we're looking at up to maximum of 2 times net debt to EBITDA level because we do still target to keep the balance sheet strong in order to attract a certain target credit rating to make sure that our borrowing will be at the cheapest cost of financing possible. So the guidance is really up to 2 times net debt to EBITDA level.

Wan Zahidi Wan Zakhwan (RHB Research) - Analyst.

Thank you.

Farina Farikhullah Khan (CFO):

Sorry, if I may add to that. I know we have been very much talking about our RAPID project, but we do also have a pipeline of other gas-based projects in our portfolio. So some of the future funding may not just necessarily be for the RAPID project, it could also be for some of our other gas-based projects. But obviously those will be in time once the project has been sanctioned.

Mayank Maheshwari (Morgan Stanley) - Analyst.

Thank you for the call today, I have a couple of questions regarding operations, and then maybe of what's happening in terms of the gas pricing.

So firstly in terms of operations, you had a pretty good set of utilization rates this quarter. How are you thinking in terms of the overall full-year numbers in terms of utilization rates on the methanol side?

And considering the pricing of urea and methanol has been a bit more challenging, what's your view in terms of the utilization rates which would be more a normal level on methanol specifically?

And the second question was more regarding the gas prices. We are nearing the middle of this year, so any more clarity that you have achieved in terms of the contracts on ethane and propane that are expiring next year? Thank you.

M Yusri M Yusof (Head of Manufacturing):
Thank you, Mayank. This is Yusri again. So, with regards to utilization, you're asking especially on methanol. As I said, overall we are expressing 80% to 85% and that goes in line -- because methanol, it provide about 20% of our capacity.

So methanol this year we also expect to be in that range, and when we see, despite the market, the market is still there for us, and the volume that we see that we are going to produce, we're seeing that it's still making good contribution margin to the Group.

Mayank Maheshwari (Morgan Stanley) - Analyst.

Yusri, can you give me some update in terms of how much is the pipeline complete and since you're targeting first quarter 2016 completion for that?

M Yusri M Yusof (Head of Manufacturing):

Currently, in terms of overall construction, it is about 90%. We are at the final tie-in stage. We are waiting for the right time where we can do the tie-in at the plant. So, from the supply side to the plant it's almost ready. So, in fact, the pre-commissioning activities are ongoing and are awaiting for the final tie-in at the plant before we can start with commissioning.

So again, the target for us to operationalize the supply from that pipeline is quarter 1 2016.

Mayank Maheshwari (Morgan Stanley) - Analyst.

Okay.

Sazali Hamzah (President/CEO) :

For your second question, which is regards to gas price on the clarity that one of our crackers is expiring next year. Basically, PCG position with regard to PETRONAS is that we are the sole offtaker of ethane gas from PETRONAS, and in terms of value creation, we create the highest value along the whole supply chain.

So negotiation has already started. In general, I will not see too much changes, I can say, because, at the end of the day, I believe PETRONAS will always try to protect their high value assets. I think that's the information I can give at this moment.

Mayank Maheshwari (Morgan Stanley) - Analyst.

Okay, thank you for that.

Cheong Mun Wai (Employees Provident Fund) - Analyst.

I just have two questions. Number one is on the cost saving.

I think just now you mentioned that the EBITDA margin uplift of 3% year on year is due to the cost saving. If I recall I think, during the IPO you mentioned that the cost saving per year is estimated at MYR130-something-million-plus, right? Maybe can you give some guidance in terms of what is the target this year and can we expect further cost savings moving forward into the future quarters? That's the first question.

Second question is on the ethane supply. You mentioned that there's a 7% uplift year on year in terms of the ethane supply? And moving forward towards the future quarters in this year, is this number expected to increase or is it at a peak number already? Thanks.

Farina Farikhullah Khan (CFO):

Hi Mun Wai. So basically, on the cost optimization effort that we are doing, just to get the facts right. We did not give any guidance as far as the target number, so I'm not sure the figure that you quoted just now, in terms of where that comes from, because we don't actually share any specific target cost optimization effort.

But nevertheless, we do have, obviously, a series of plans and initiatives to target for cost optimization, within a few areas, and the saving that -- or the lower expenses that we have seen in quarter 1, mainly comes from two areas. One is, basically, the general and administrative expenses, and this includes things such as traveling, entertainment, meetings expenses, and it also basically involves some manpower costs, not from changes in the manpower itself but from the items that are discretionary, things like bonus payments and such.

So that's one area, general and administrative. The other area that we see for this quarter, comparing to particularly quarter 4, is lower repairs and maintenance costs incurred.

So these are, basically, the two areas that had contributed to the EBITDA margin improvement. Though I must say that the other component to the EBITDA margin improvement is, obviously, the sales volume itself.

M Yusri M Yusof (Head of Manufacturing):

Yusri here. With respect to the ethane question that you asked, we saw 7% increase in quarter 1, as compared to last year average. And we don't expect much more significant improvement, but we expect the 7% increase that we saw should be sustained for the year.

Cheong Mun Wai (Employees Provident Fund) - Analyst.

Okay, thanks.

Nor Shahda Zakaria (Head of IR):

Thank you, everyone, for listening in. As usual, if you have any further questions you can always get in touch with us. Otherwise that concludes today's briefing.

The recording of this webcast will be made available on our website at the end of the day. We thank you again for your participation and have a good evening. Thank you.

Operator
That does conclude our conference for today. Thank you for participating. You may all disconnect.