

**Sonae SGPS
1H18 Results
Conference call Transcript**

**Moderator: Luís Filipe Reis
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Operator: Welcome to Sonae's 1H 2018 Results Conference Call and Webcast. During the introduction hosted by Mr. Luís Reis, Sonae's Chief Corporate Centre Officer, all participants will be on a listen-only mode. After the introduction, there will be an opportunity to ask questions. If any participants have difficulty in hearing the conference at any time please press the star followed by the zero on your telephone for operator assistance.

I would now like to hand the conference over to Mr. Luís Reis. Please go ahead, sir.

Luís Filipe Reis: Hi. Hello, everybody, and good afternoon, welcome and thank you for attending our first half results' conference call. Together with me, I have Rui Almeida and Miguel Águas, both CFO of Sonae MC and Worten and also João Dolores, our Central Planning and Management Control Head of Area and, obviously, our IR team. After a brief introduction, we will obviously be open for Q&A.

Before starting presenting the first half results, just a couple of notes on three important issues that've been announced during the first half of Sonae's period.

The first one has to do with the potential IPO of Sonae MC, just to make sure that and to make clear that under the current market regulation, we are very limited on the information that we can give to the market. All the information has already been posted and published both in our website and in the earnings announcement, and the only three relevant issues that I can announce are: first of all, that we are still evaluating and studying the operation; second, that the full perimeter that will be listed, had already been communicated to the market and this includes both Sonae MC and all the subsidiaries, together with Sonae RP, the real estate arm of Sonae that is allocated to the retail stores; and finally, the fact that we've appointed the three global coordinators for the operation: Deutsche Bank, Barclays Bank and BNP Paribas. And those are the only information I can give regarding the potential IPO of Sonae MC.

Second, regarding Sonae Sierra, we've announced to the market, and we've hosted a conference of the subject. We have assumed the intention to acquire an additional 20 percent stake on Sonae Sierra. At the time of the deal we've clarified the strategic importance of this move, mostly related to the fact that it's a sector that we like, that we know, that brings to the group more international exposure. This deal has to be subject to the international authorities' approval in several countries where Sonae Sierra operates. We do hope that this deal will be finalized and concluded before year-end.

And finally, the last but not the least, and following the announcement to the Board of Sonae from Paulo Azevedo and Ângelo Paupério that they didn't want to continue to be executives in Sonae, the Board of Sonae after an extensive period of selection, recommended to EFANOR the designation of Cláudia Azevedo as the next CEO of Sonae. EFANOR has accepted that recommendation and that has been also communicated and clarified to the market. There are press releases to our stock market authority and in our website, also to clarify completely this issue.

And those were three of the main points that happened on the side of the accounts during the first half of 2018.

Regarding the accounts, once again, we are very, very pleased with the figures. We are posting a very solid growth at top line, 6.6 percent. And at the same time, we managed to preserve profitability with underlying EBITDA pretty much stable, growth in the margin of 6.3 percent and a stable margin of 4.9 percentage points. Operational results had a significant growth, 30 percent and net income also a significant growth of 34 percent, that's pretty much influenced by an extraordinary operation of Sonae Investment Management regarding the sale of Outsystems.

Regarding our group's capital structure, it's very solid, remains very solid, even increased its robustness. Net debt has decreased by 95 million euros on a first half, where we grew CapEx by 35 percent, and we also kept growing our dividend by 5 percent. Our financial leverage stood at 38.3 percent, less 2.8 percentage points when compared with the first half of last year, once again showing the strength of our balance sheet.

Going division by division, mainly concentrating my efforts on the divisions that have not yet posted results. And starting with Sonae MC, it was really the star of our results during the

first half, very solid performance in a very tough competitive environment. We, once again, grew our market share. We've been growing market share in Sonae MC for 11 quarters now in a row, very resilient top line, but at the same time also a very resilient profitability with EBITDA growing on absolute terms and with EBITDA margin being sustained when compared to last year. The growth of 7.2 percent points half-on-half is composed from a growth of 2.7 percentage points in like-for-like terms and that has to be considered with a backdrop, with an inflation on the backdrop of it of around 1 percentage point, which means that we have a growth in volumes of around 1.7 percentage points.

Regarding Worten, also a very solid performance, mostly at top line, EBITDA pretty much stable when compared with last year. It was slightly more difficult half in terms of EBITDA in Worten due to the integration of the Iberian operations, we made some logistics changes in our Iberian operation mainly we've changed both the logistic operator and the transport operator that support our Spanish operation and that had a small non-structural influence on the first half EBITDA, but that was pretty much absorbed or completed during the half. Nevertheless, very, very solid top line performance and also a very stable performance at the EBITDA level, which would have been greater if not for the effect I've already mentioned.

Regarding our Fashion division. Obviously, as you all are aware of, it was one of the toughest quarters for fashion players. We were no exception to that difficulties. We had to face a very late summer on top of what was already a late winter last year. So it was really, really a very tough quarter. Nevertheless, we managed to post a small growth in terms of top line, which is quite significant under the current context. EBITDA was slightly positive, if we exclude the contribution of two brands that we are starting up and that were inherited from the merger of Sport Zone. When we merged Sport Zone to build the ISRG group, Sonae decided to keep and to try and develop Deeply and Berg, which are two brands that are one, dedicated to mostly surf wear, Deeply, and the other one outwear, Berg. And obviously, since we are starting those two operations, we are incurring in start-up costs at this stage, and those two have mostly contributed to the negative EBITDA of the house.

Regarding Iberian Sports Retail Group, we are reporting figures for that particular entity for the first time due to the different time lines of reporting between Sonae and JD Sports. We are now reporting the figures between February and May, and those figures show already a very positive sign, resulting from the integration of operations. Our turnover is growing 7.8 percent. Underlying EBITDA is improving 2.7 million euros, and that's benefiting from the

contribution of all brands, which are integrated in this group: JD, both in Portugal and Spain, Sprinter in Spain and Sport Zone in Portugal and the Canary Islands. All the brands are posting positive evolutions on EBITDA, and we are very happy with the initial results of the merger process and very optimistic regarding the future result of this merged entity.

Regarding Sonae RP, two notes, one, say that the first half was pretty much no news out, everything being in line with last year. Gross book value of 1,284 million euros, net book value of 900 million euros. Just a note, those of you who have decided that we are being continued to be active in the sale and leaseback markets. Portugal continues to be quite interesting in that arena. So we might have some opportunities there, but for the moment being we have no operation to announce.

Regarding Sonae Financial Services, it has kept its very good momentum. Turnover growing 27.5 percent, underlying EBITDA reaching 2.2 million euros on the half, quite impressive if you think that this operation has been launched slightly more than 2 years ago. The number of credit cards on its star product, Universo, has surpassed 660,000 cards, also a very significant number. So very positive figures on this small, nevertheless, important division of Sonae.

Regarding the two biggest divisions outside Sonae MC, Sierra and NOS, both of them have already posted their results. Regarding Sonae Sierra, it has been also a very positive first half, obviously negatively impacted by the depreciation of Brazilian real. Nevertheless, operational results have continued to be very positive. Global occupancy rate stood at 95.8 percent. Tenant sales have grown 3 percent in Europe and 1.3 percent in Brazil in local currency. So very, very positive results here. Also keeping a very strong development portfolio with projects being developed in Nuremberg, Málaga, Cucuta, Zenata, Parma, and also expansions on NorteShopping and Colombo.

Regarding NOS, also a company that has already published its results. And once again, we are very happy as a shareholder of NOS with a very solid business performance, growth in turnover, operating profitability, operating revenues, free cash flow, EBITDA minus CapEx, all the relevant numbers in NOS pointing towards positive figures. So very, very happy shareholder regarding our participation in NOS.

Sonae Investment Management, I'll spend slightly more on Sonae Investment Management. It was really a positive half for Sonae Investment Management. From one side because it has managed to achieve a significant number of new investments, 8 new investments, mostly focused on cybersecurity and other technological investments, close to our telecom field, but also 1 or 2 investments in retail arena.

Out of all of those investments, there is one that I would like to particularly mention, which is the acquisition of Nextel. Nextel is going to be merged with S21Sec. The combination of those two companies, together with other acquisitions that we've already made in Portugal and also outside Spain, will create the biggest cybersecurity group in Iberia and already one of the largest cybersecurity groups in Europe. This is particularly exciting moment to operate in the cybersecurity field. It's an area that is growing very, very fast. Simultaneously an area that is very relevant for all of our businesses, but it is an area where we believe we can be a player of relevance and eventually in the future also generate some significant capital gains in this arena.

And also mentioning capital gains, Sonae Investment Management, the other side of it, is to invest and also to cash in, at least it's time to cash in, in some of its investments. And during the first half, we had a significant operation regarding Outsystems. As you know, we have an indirect participation through the Armillar funds that we bought around 1.5 years ago, and we've sold half of our participation on Outsystems. Outsystems has been valued above 1 billion euros, effectively becoming the first Portuguese unicorn. And due to that operation, we've cashed in and also revaluated the percentage that we still own in Outsystems and the combination of those two operations have resulted in a capital gain of around 48 million euros. So it was very relevant for Sonae Investment Management, both building its portfolio and also making a significant capital gain on one of its most relevant investments.

So all in all, a very important first half for Sonae, not only because we've achieved a significant number of important points regarding our holding strategy, but also because the results are very, very positive.

So I will open now for Q&A, thanking you all for being in the middle of August listening to our conference call.

Operator: Thank you. Ladies and gentlemen, as a reminder, if you would like to ask a question please press star one on your telephone and wait for your name to be announced. If you wish to cancel your request please press the hash key. Once again, that's star and one for any questions. Your first question comes from the line of José Rito. Please ask your question.

José Rito: Good afternoon, so my first question on the food retail markets. If you could provide an overview of the competitive landscape, if we had any change versus the previous quarters? And how do you expect this to evolve?

And my second question related to Sports & Fashion division. Following the losses in H1, what is your view regarding this business EBITDA contraction for the full year? And also related to this, regarding Deeply and Berg, is the company planning to open stores? And can you explain the attractiveness of these two brands, what do you expect to achieve in terms of profitability? If you know the brands, the brands were inside Sport Zone, if you could provide some reference of how much of the profitability of these brands inside Sport Zone would be great?

And my third question related to, if Worten's top line continues to evolve well, but EBITDA carried and EBIT remained flat, you flagged the logistic changes, could you detail how much was the impact in the quarter or in the half related to these logistic changes? And then if it's only these that impacted the profitability of Worten?

And finally, a small question on Sierra, if you could detail how much was the dividends from the company?

Luís Filipe Reis: OK. So lots of questions. I'll try to start with a very (new) one, which is the competitive landscape of Sonae MC. I'll ask Rui to give you colour on that.

Rui Almeida: Regarding the landscape, competitive landscape that we are witnessing today, it's pretty much very intense, more intense than the first half of last year. But following the second half of last year, it will be pretty much the same. Very intense, all banners, all competitors are doing a very intense promotional activity, the promotional activity is very intense, but I feel it is more or less the same that we've witnessed in the second half of last year.

The second and last question, I would ask Luís to continue.

Luís Filipe Reis: I will continue, I will just end it off, I'll take then at the end, the Sierra and the Sports & Fashion, I'll hand it over to Miguel to make a comment on Worten.

Miguel Águas: So on Worten, we cannot actually go and quantify precisely the impact on EBIT from the logistics transformation. It was noticeable, mainly in the second quarter. And it is clearly the largest contributor and contributing with much more than half of the slight deterioration in the EBITDA ratio. Now this was not the only impact we have on the first semester and especially on the second quarter. There is a slight Easter effect that benefited us on the first quarter, and the flip side of that is on the second quarter. But then there was also an impact from the weather, not as impactful as we would see for example, in fashion. But we also suffered a bit in the sale of air conditioning, fans, refrigerators, those seasonal products that's electronics apparels, we always stock up a bit for the summer season. And when the weather doesn't help us as was the case this year, especially the second quarter, sales were a bit harmed by that. But also margin is harmed by that because those are relatively healthy margin products and not selling them in May, June, actually creates a bit of a stock increase that then puts pressure on margins at the end of the quarter. So those were the main impacts for the semester.

José Rito: OK. And so just to confirm so the weather in the Easter was stronger than the World Cup, assuming the World Cup has a positive impact in the quarter?

Miguel Águas: Absolutely. The World Cup had a positive impact, not as large as we had it 4 years ago, but if there was a positive impact with this mostly on TVs, but the impact on the weather on refrigerators, air conditioning and ventilation was much, much stronger than that.

José Rito: Ok, thank you. And just in terms of competition, so probably stable in Spain? Or have you been witnessing any increase from Amazon or Media Markt?

Miguel Águas: While we see the same competitive landscape in the sense of a highly competitive market, where all remain, European retailers are or have been present. Amazon, as far as we know, is still with a positive sales performance. We are also being in a positive trend with the exception of this impact that I just mentioned. And as far as Media Markt, what we see is that their promotional activity together with some other big players like El Corte Ingles or Carrefour has continued to be strong. We've noticed, for example, that Media Markt came

back to days without VAT as they call it, something that they had abandoned for 2 years. They came back in Spain. So the pressure is higher that we're looking for.

Luís Filipe Reis: Regarding Sierra, I believe that I heard you asking about dividend. It's true that Sierra has registered the intention to distribute dividend, but Sonae has not yet received those dividends. That will only be subject to payment, the conclusion of the deal that has been announced and that we expect, as I said, to be concluded before year-end. OK, is that total clear?

José Rito: Yes, I think that the NAV was already adjusted for these dividends.

Luís Filipe Reis: Yes, it has been adjusted in Sierra, but we have not yet received the impact on that on Sonae, OK?

Regarding Sonae Sports & Fashion questions, starting with Deeply and Berg, indeed they are – you should consider them as two in a very early stage start-up brands in a way we are acting upon those two brands in what consists a little bit our tradition as being entrepreneurial in our spirit, we've identified the potential opportunities there. Deeply will be a pure online brand, mostly dedicated to surf at this stage. It might expand to skating or skiing, but at this stage, it's mostly dedicated to surf. And as I said, it's a pure e-commerce. It might have – at this current moment, it has 1 or 2 pop-up stores, but just to get the feeling for consumers' reactions to the brand.

Berg, again, also a very early-stage start-up brand on a totally different market, outwear market and mixture of technical products with a little bit of fashion to add to the technical products. It's mostly being sold through wholesale with some in-store corners plus, also a strong bet on e-commerce still to be fostered during the second half of this year. Both brands are, as I said, on a very initial stage. Obviously, we are backing on those two brands, so we are investing on those two brands, which means we are losing money at EBITDA level on both brands. They will both have a period for us to evaluate if they are real opportunities or if we think that they are not real opportunities, and this it will be the case, we will exit those two markets. But for the moment being, we do believe that on both cases, we might have a chance. So we are investing on those two brands and you can see it's taking a toll on our EBITDA margin because just for the half, as we said the EBITDA would have been marginally positive without the contribution of these two brands. So you can easily make the

reverse calculation to identify the size of the investments on Berg and Deeply during the first half.

Regarding all the other brands, which, as I said, posted a marginally positive EBITDA during the first half, and we are talking about four brands: Salsa, Losan, Zippy and MO, we do expect a better second half. Obviously, the weather is very unpredictable, but we do expect a better second half, and we believe that we will recover, if not completely when compared to last year, but we'll recover significantly during the second half. And actually, we are not seeing any structural problem on those brands. And I think that it's worthwhile mentioning the fact that during the very difficult first half, we managed to control stocks and to control cash flow in a very positive way for those four brands, which means that the four operations are very well managed, very well kept in control. So if we get a favourable weather during the second half or even if a slightly better weather than last year's weather, I'm sure that we will post a significant improvement both top line but also on EBITDA on those brands.

José Rito: OK. Thank you very much.

Luís Filipe Reis: Welcome.

Operator: Thank you. Your next question comes from the line of Filipe Rosa.

Filipe Rosa: My first one relates to Sonae Sierra, two different questions. The first one regarding the potential M&A in Brazil, whether you can let us know what could be the time line for a decision to next steps? And what is the goal of Sonae with this move? And the second question regarding the outlook for yield compression for the rest of the year, for the most important two markets, whether you still see room for further reduction of the rental yields for your most important markets?

My second question relates to Worten. OK, so you mentioned in the case of fashion that you think that you could recover part of the worst performance that you had in the first half, you could have in the second half some recovery in more normal weather conditions. My question relates to Worten, because I understand that Q1 was more normal, when we have these issues in Q2, there was a reduction in the margin, but in Q1, you managed to have a better margin. Should we expect that in the second half, we could be closer in terms of

margins to the trend posted in Q1? So a small improvement of the margin of Worten in the second half? So that's my second question.

And my final question relates to the fashion business and sorry to come back to that. But I think that – I don't know, tracking these 4 brands and typically, in the past, we talked more about MO and Zippy, which at a lower profitability than Losan and Salsa. But I think that there is all already a mystery on a quarterly basis of very strong volatility in the profitability of this formats. So my question relates to, strategically and over the long term, the profile of Sonae, these sort of assets that Sonae wants to have that are so much exposed to the volatility of the collections in a market that should remain quite competitive. So a little bit strategically, whether this volatility that we've had in the past, and I know that you have taken several steps to try to contain this, but do we continue to have this volatility on a quarterly basis. Are you changing your view regarding this format due to this volatility? Or are you still really confident that you will be able to put this division back on track and will be more stable contribution in terms of EBITDA to the group?

Luís Filipe Reis: OK, I'll hand it over to Miguel to answer the Worten question. I will then pick up the other two.

Miguel Águas: Hi, Filipe. On the second semester, we – as you know, we don't – we normally don't give away forecast in these calls. What I can tell you is up until now, July and August have been more normal months, more in parallel with what we have in Q1 in terms of sales and margins. The issues we have on supply and on logistics in Q2, they are normalized as Luis Reis said in the introduction. And the weather for Worten is not as very important factor except for this – for the peak summer season, for air conditioning, refrigerator, etc. So we should not suffer or benefit a lot from any changes in the weather in the coming months. So based on what I've said, I think we hope that Q2 is a bit of a deviation from what we had in Q1, but not more than that. But as I've said, no forecast for now.

Filipe Rosa: OK. Thank you very much.

Luís Filipe Reis: Regarding the other two questions, starting with Sierra and starting with the question regarding yields. We don't expect any further compression on yields in our assets in any geography. So you should expect flat yields for the remaining part of the year. Any impact

on valuation on our assets will only come from its operational performance. So we might have some impact, but they will only be attributable to operational improvement.

Regarding the M&A in Brazil, I have to give you a note of caution there. Sonae Sierra Brazil is a listed company. So this issue has to be and should be totally commented and has to be dealt with by Sonae Sierra Brazil, which has its own shareholders and its own governance structure. Obviously, we are watching what's happening there and trying to influence it. And as a shareholder of Sonae Sierra, we are always open to opportunities to generate value, but the real comments have to be made by Sonae Sierra Brazil.

Regarding fashion, yes, it's true that there is volatility on a quarter-by-quarter basis, but that volatility has to be expected in a way, because, for instance, Losan, which is our – and all the businesses that have also driven have 2 quarters with positive EBITDA and to 2 quarters with mostly, if not negative, zero EBITDA. All the other fashion – all other fashion businesses have moments of the year, where they have bigger sales with bigger margins, other quarter with sales. So volatility is present all along the value chain of fashion retailers.

So having said that, so trying to give you the driver that you should look at fashion more on a year-on-year basis than on a quarter-by-quarter comparable basis, your question still stands and your question was mostly regarding strategically does this sector make sense for Sonae? Are you still willing to put some chips on this particular sector? Our view for the moment being is that it's an interesting business. It's a business that can help us on our most important guideline, which is internationalization. Today, more or less 45 percent of the sales done in the fashion division are done outside Portugal, which is very significant for Sonae as a whole. And this is a business that we are willing to keep investing on for a couple more quarters here, as I would say. But as always, we are a very active manager of our portfolio. So we will be always considering opportunities to add value if we do see that at a point in time, we are not able to generate sufficient returns on the invested capital on these particular businesses.

Having said that, I want you to separate clearly the four brands that I've mentioned, the four mature brands Salsa, Losan, Zippy and MO from the two start-up brands that will continue to post negative numbers at least for the next couple of quarters. That have to be split. And regarding the other four brands, the mature brands, again there, Salsa and Losan are performing quite well. And during the first half, Losan did perform mostly in line with last

year. Salsa, obviously, have had negative comparable performance regarding last year because of the impact on weather that has, as you know, impacted all fashion players in the world.

Unfortunately, we, for competitive reasons, we will not give you a brand-by-brand EBITDA, but I hope that this information that I gave you help you that clearer view on the performance of the portfolio that we have inside the fashion division.

Filipe Rosa: Thank you very much.

Operator: Next question comes from the line of Tim Attenborough.

Tim Attenborough: Good afternoon team. Few of them have already been asked. Just a couple more from me. In the second quarter, in MC, could you just clarify what the calendar impacts there was? I'm guessing, sort of 2 percent to 2.5 percent.

And with the weather impact, which formats outperformed in like-for-like terms? Was there any particular differential there? And with new space running at over 4 percent, would that be correct to model that out for the full year? Will there be a slowdown in refurbishments and openings in the second half?

On Sonae IM, can you give us some more colour on the merge of S21Sec and Nextel? I think your shareholding was 60 percent before. What have you come down to there? And was there any implied valuation there? Anything should have crystallized or really anything that we – that you've revealed there?

And then lastly on NOS, you keep talking about in taking the portfolio management approach, would you like to increase your stake there? Is there any chance that your ZOPT partner might be willing to let some go? I'll leave you there for now, thanks.

Luís Filipe Reis: OK, Tim. I'm sorry, we're a little bit here lost with NOS but I'll get back to you on that. I'll ask now Rui to answer you on the second quarter effect of Sonae MC.

Rui Almeida: Tim, this is Rui Almeida speaking. Regarding the effect, the seasonal effect in calendar that we have in the second quarter was basically due to the seasonal flow effect related to the

Easter. As Luís mentioned, in the first quarter in conference call of results, in fact, when we presented the figures regarding the first quarter, we were impacted positively by the Easter effect. And back then, Luís mentioned that the seasonal effect would be enough to put the like-for-likes around 2.3 percent to 2.5 percent in terms of sales. In fact, in the first half, we presented 2.7 percent, meaning in the discounting the seasonal effect, we had a very positive performance during the second quarter in Sonae MC. Regarding the other part of the question, well, I apologize, we are not able to give you guidance regarding the sales to the year-end.

Luís Filipe Reis: Tim, regarding your question on NOS, it's a little difficult to give you a very straight answer because as I said, we like the assets. We like very much the results. We believe that the company has a significant room to improve its results and the way it's been evaluated by the market. And we do see that in the next years, so we are hoping for an improvement on that particular asset.

Having said that, I've already clarified that we at least intend to stay put with our position in NOS. I can't rule out the possibility of slightly increase our position in the company, but that is not being discussed today. We have a very stable and comfortable agreement with our current partner. And as long as that remains, we will continue to manage the company and to influence the company through ZOPT, the way we've been doing up until now with very successful results as per our evaluation. So you shouldn't expect any substantial movement there in a short period of time. Regarding Sonae Investment Management, yes, what's that...

Tim Attenborough: That's OK.

Luís Filipe Reis: OK. Regarding Sonae Investment Management, unfortunately, I wouldn't be able to give you exact numbers for very obvious reasons, but I have to start by saying that we did bought S21Sec at the time it was a distressed asset. We basically took over the company just by assuming its debt, so it was a very interesting transaction, and then we injected some capital to restructure the company. Now we've merged it with Nextel. Nextel is a sizable company that was predominantly operating in the Basque region and in the north of Spain. The combination of the 2 companies, as I've mentioned, has created the – by far a leader in cybersecurity in Iberia. We have, together with Nextel, around 500 people, more than 400 engineers on cybersecurity, which are quite significant. The combined company is already in the blue in terms of EBITDA figures, and Sonae has a stake on the combined company, above

80 percent and full majority rights. So we will be able to be in control of the future of that company. That's as far as I can go on giving you some colour on these operations.

I will also tell you that the business is going quite well. S21 has a significant number of customers not only in Iberia, but also in Latin America, also starting in some U.S. based companies. And we are also expanding the influence of this company towards Central Europe. We have some interesting operations in Central Europe just being finalized. So we do hope that this is an asset that will generate a substantial amount of value in the years to come for Sonae.

Tim Attenborough: OK. And sorry, you said, your stake is above 80 percent, I didn't...

Luís Filipe Reis: Slightly above, slightly above 80 percent.

Tim Attenborough: OK. That's clear. Thank you.

Luís Filipe Reis: OK. So thank you, all, for attending our conference call. I hope that we've been of help to you and that we've clarified some of the issues. And I hope to see you, again, in November after our third quarter results. Thank you for attending, once again.

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

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