[Transcription Starts 00:00:00]

Male Voice 1: Welcome to the Wema Bank H1 2018 Financial Results Presentation. There will be a question and answer session at the end of the call. Please, go ahead! Thank you.

Male Voice 2: Ladies and gentlemen, I welcome you to the Wema Bank 2018 Half-Year Investor and Analyst Conference Call. My name is Ademola Adebise, I am the Acting Managing Director. With me on this call are Mrs. Folake Sanu, the Executive Director, Business Support; Mr. Wole Akinleye, the Executive Director, Corporate and South Business; Mr. Tunde Mabawonku, the Chief Finance Officer; Mr. Sylvanus Eneche, the Chief Risk Officer; and Mr. Kayode Bakare, the Treasurer. The presentation is in three parts. I will take the Business and Operating Highlights, while Tunde our CFO will do a deep dive into the Financial Performance. I will then conclude with the outlook for H2 2018 and the strategy. The floor will then be open for Q&A, afterwards. May I request that you turn to page three of the presentation. On the back of an improved operating environment, the bank recorded modest improvement on key financial and non-financial indices, gross earnings grew by 5.47%, PBT grew by 26.6%, deposit grew by 39%. The bank-maintained BBB- rating from Fitch and GCR. We continued to get a very positive perception based on the introduction of ALAT - our fully Digital Bank. Of course, during the period we increased our customer base by almost 200,000 to 2.17 million customers. We continued to enjoy the benefits of our alternate channels - the USSD (945) channel, our mobile, ATM and POS channels. Also, in H1 2018, we embarked more aggressively on the Agency Banking Network. We were able to acquire about eight hundred and forty-five partners during the period. The bank maintained the eight position on the KPMG Customer Survey. We expect the 2018 ratings to be released very shortly. Please turn to the next slide, page four. While the economy continues to show improvement based on key economic indices driven largely by oil prices, we expect this trend to continue in H2. However, this may be affected by some risk; such as, the social political issues arising from the preparation for the 2019 elections, the increased insecurity in the middle belt and the north caused by the herdsmen, continuous tightening of monetary policy in the United States. We believe that this could diminish investors' appetite for emerging and frontier markets. We expect inflation, which had been on a downward trend from about 18.72% in January to slightly above 10% right now. We expect this to inch up towards the end of the year due to the impact of expansionary budget and election spending. Please, turn to page five. Again, during the half year, the Central Bank kept all the key rate consents. Another key introduction was the signing of the 2.5 billion currency swap deal with China. The guidelines for the arrangement has been released and we expect that the window will be opened in a few weeks. This will reduce the pressure on our US dollar reserves and will also improve the trade relations between China and Nigeria. For the rest of the year we believe that rates will be kept by the MPC. Please, turn to slide six. We made some commitment at the beginning of the year based on the guidance we gave at our last conference call. The bank grew deposit by about 39% to 354 billion from 254 billion at the end of the year 2017. We believe that this is based on the back of the introduction of ALAT which has improved the brand perception of the bank. Savings Deposit also grew by 34% from 49 billion to 67 billion. This is a testament to the little strategy that the bank is aggressively implementing. In terms of the ambiance of our locations, we opened three new branches during the period; Sangotedo, Jebba and Aba. And we continue to refresh our branches across the country. Also, our service ratings, we tried to improve on our service ratings bank wide. For ALAT we will see the results of the performance of ALAT on the next slide. However, it is important to say that we are beginning to get very positive feedbacks on ALAT. The latest is the award that we got from the World Finance as the Most Innovative Bank in Nigeria. From the last conference call to date we have introduced a number of features on ALAT; we have Dollar Virtual Card, we started loan disbursement on the micro level on ALAT, we also introduced the Group Savings Scheme on ALAT. And all these have recorded major successes. We have also launched our Agency Banking Programme in 19 states. Again, this is in line with the CBN Financial Inclusion Strategy and we are beginning to reap good benefits from this. As at today we have 845 agents and the impact of that on our deposit base is about 3 billion. And we believe that this will continue in the next half of the year. Again, because of the softening in the market and of course the Federal Government push towards moving to Eurobond, interest rate was on a downward trend in the first half of the year and this impacted positively on our net interest margin which moved from 6.61% to 7.24%. Again, one of the major achievements last year which was the capital reduction exercise has impacted very positively on the balance sheet and you can see the effect. We have concluded all the regulatory requirements and we have reflected it in the account as you can see very clearly in the shareholders' funds. Kindly turn to page seven. Page seven highlights the results of ALAT in the last six months. To date we have about two hundred and fifty-eight thousand accounts, over 39 billion transactions have been executed with a deposit balance of about 2.5 billion. Again, this is a marathon. We believe that by year end we will hit our target of 5 billion. Loans have been disbursed up to 40 million. What we are trying to do with the loan is that we are partnering with some fintechs and these fintechs have lending algorithms. We are trying to be very cautious. We want to ensure that we are very comfortable with the lending algorithm before we begin to upscale to the next level. Again, also, we have numbers here for virtual ALAT cards, as you can see they are about one hundred and thirteen thousand transaction volume.

Please, turn to the next slide. In terms of the key activity that has happened in the bank in the last six months, the Managing Director of the bank, Mr. Segun Oloketuyi proceeded on a terminal leave on July 1 and Mr. Ademola Adebise was appointed, he has been approved to act as the Managing Director pending when the Central Bank will provide the regulatory approvals. At this point, I will hand over to Tunde Mabawonku who will do a deep dive into the numbers and then I will come back to wrap up the presentation. Thank you.

Male Voice 3: Thank you very much, Mr. Adebise. Good afternoon again ladies and gentlemen! My name is Tunde Mabawonku, the Chief Finance Officer for Wema Bank. I will be working you through the detailed numbers and what we have achieved in the first six months of the Financial Year. Two quick points to note; we have loaded the detailed financials on the bank's website, so you can visit it and download and review. The numbers have also been prepared in line with IFRS 9 accounting standards, especially on the loan book. We will shed some more light on this as we go ahead. Please, turn to slide ten that shows the detailed numbers. If you will recall at the beginning of the year we gave ourselves three mandates for the first half. Firstly, to scale up funding and liquidity; secondly, to work on improving cost of fund; and thirdly, to drive growth through our retail and digital platforms. We have dimensioned the financials into four key metrics; earnings and capital, operating efficiency, revenue generation, and margin and asset quality. If we look at the top left corner of slide ten, it shows that gross earnings are up 5.4% year on year, but profit before tax up 26%. Largely on the back of improved margins and improved fee and trading income. On the top right you will see that deposits like Mr. Adesibe mentioned are up 39% largely through improved perception and better relationships with corporate investment houses and also growth from the Digital Bank. On the bottom left you will still see some work in progress; cost to income at 88.41%. We will share with you some of the initiatives we are implementing around cost. Cost of risk still below 1%, yield on asset have improved slightly to 18.24, margins are better on the back of lower cost of funding. So, largely in summary for this first slide is that the first half of the year performance of the bank was quite good. We have shown improvement in market share and we've shown improvement in earnings and that flowed to the profit before tax. If you move to the next slide, slide eleven, it also just give you some more insights into the earnings trend. You could see we shed some more light on the earnings drivers; the gross earnings is on the left and the breakdown of the trading income and non-interest income lines on the right. Largely, the bulk of our income still comes from loans and money market and you can see interest income at 84% but embedded within that interest income is also more better income from the trading book, better income from liquid assets due to the growth in deposit liability. So, you could see the movement from 79% to 84%. On the bottom right, you will see the improvement on the trading book and you can see year on year growth in trading income and growth in trading and investment securities. So again, in summary, modest performance in H1 that we intend to build and drive upon in the second half of the year. Moving on to slide twelve. Expectedly, one of the key concerns for the bank is cost income above 80%. Our guidance this year is to drop that between 75% and 80%. And the key focus for us is using our digital platform to drive down cost to serve. So, the more we bring in customers through the digital platform, the lower the cost to serve, eventually the lower the cost to income. Also, the drop in interest rate have also impacted on our net interest margin and that has flown to better cost to income. A number of the cost drivers you still see on that page have to do with amortizations of some technology spent that we did last year and some one-off branding cost. So, for us, as we begin to drive ALAT and to drive the digital platform, some spending has to be made. But as we grow the customer volumes, grow customer numbers, you will start seeing the cost to income continue to drive down. We've also done a number of initiatives internally, launching what we call the purple works, digitizing our back-office process, digitizing the credit process all in a bid to drive down cost of doing business. So, really, the message here is that the bank has put in place a number of initiatives to continue to drive efficiency and bring down its cost to income. If you move to slide thirteen, it shed some more light on efficiency and margins. And what you see here on the right hand side is improvement in net interest margins. If you recall when we spoke at the beginning of the year, in a chunk of the deposits we had last year were price referencing the treasury bills rates. And as rates have dropped in the market we have obviously recorded lower funding cost. This lower funding cost have helped and beefing up the margins. And you can see that margin is moving up from 6.01 to 7.24%. The expectation is within the July to September ending we still see rates remaining flat and we think we will use that period to also continue to drive and improve on margin efficiency. Largely, the loan book, we will shed some more light on the loan book in subsequent slides. But net-net year on year and since the beginning of the year net interest margins have improved and that has flown to better profitability. If you move to slide fourteen, it shed some more lights on the deposit mix of the bank. You will see here that fixed deposit is still at 58%. It is not ideal, it is not where we want to be. Our ideal mix is a 60% - 40%. 60% in CASA (Current And Savings Account), 40% in fixed deposit. So, we have two strategies here. Firstly, it is to drive and grow the current and savings account to improve on the mix and secondly it is to continue to drive down the cost of fund of the fixed deposit. So, by doing those two you will see that impact on the net interest margins and you will see that impact on profitability. ALAT numbers continue to do well, but like Mr. Adebise mentioned ALAT is almost the case of running a marathon. The numbers are still low in terms of retail deposits. So, average balances; 5, 10, 20, 50,000 naira. But as you grow the numbers you will start seeing a lot more impact of ALAT on cost of funding. So, the job we have given ourselves in the next six months is to continue to work on improving on the mix and driving down cost of funding. And also, a number of the fixed deposit account that we have that don’t have chequing account, the push is to ensure that we market and get a lot more chequing account opened from this fixed deposit relationships. So, expectation is that margins will improve in the next six months and the deposit mix of the bank will also get better. If you move to slide fifteen, what this does is to shed some more light on the loan book of the bank. It is still a relatively small loan book, total loans at 229 billion naira, still less than the 1 billion dollar mark in loan volumes. Between end of 2017 and half year 2018, we've grown the loan book around 4% - 4.5% largely on the back of doing more transactions with customers that have shown resilient and customers that have shown that they have been able to deliver on their loan obligations. If you look at the right-hand side of the slide you will see that the bank still has a fairly diversified loan book, no sector accounting for up to 20% of the loan book. Good enough for us, in a number of the sectors, Wema Bank did not participate strongly, so we don’t have exposures to the telecom space and some of the [strain] loans in that space. We don’t have too much exposure within the upstream space and then we also did not participate in the various power syndicated loans. Our power loans are largely private sector driven loans. So, largely, small but efficient loan book with NPL ratios at 3.5%. If you move to slide sixteen, it sheds more color on the asset quality of the bank. Like I mentioned, we closed the year 2017 with audited account NPL at 3.5%, as at half year NPL remain at around 3.5% at 3.3% largely on the back of pay down from a number of customers and also driven by some slight growth in the loan book. We kept a lead on asset quality by obviously ensuring closer relationship to customers and largely playing within some sectors that has been relatively immune. The loan book remains fairly naira denominated, and we had limited exposures almost 0% foreign currency NPLs. So, small but efficient loan book. And we have seen improved margins over the years. The number of sectors that we've played in are largely within the commercial and retail space and we have therefore not seen too much pressure in terms of [repeating] the loan book downward. So, we've been able to maintain some healthy margins year on year. If you move to slide seventeen, this just give some more insights into the capital ratio and funding of the bank. Obviously, the bulk of the funding of the bank is through the deposit liabilities. But today half year we close with capital adequacy ratio of 13.27% above the regulatory threshold of 10%. Like we mentioned earlier we've concluded the capital reduction exercise, we've cleaned out the negative retain earnings, so the bank now has strong positive retain earnings and it's positioning itself by end of the year to provide some returns to shareholders. But we have plans to beef up our capital adequacy ratio. If you see the second bullet point at the bottom of the page. We would be commencing the second tranche of our debt issuance in the next few weeks, where we seek to raise additional 20 billion. We have already started working with parties and we will be communicating to the market very soon. So, the expectation is to bring in this additional Tier 2 capital and bring up capital adequacy ratio to above 15% between now and end of the year. Join me on slide eighteen that just shows the summary of the performance strength over the last few years. And you can see improvements in the number of the ratios. There is deposit drop in 2017, but deposits are back up at a high of 355 billion, total assets are up to 450 billion, like we showed net interest margins have also improved, the loan book has grown but with NPL under check. So, in summary, in the first half of the year, the bank has been able to record modest performance, we've seen improvement in market share, we've seen improvement in profitability, we've seen an efficient loan book with NPLs at 3.5% and we have seen the continuous drive to push our digital channels, evidence by the growth of volumes in ALAT. So, just to give you some more color into the half year financial performance. I will now handover to Mr. Ademola Adebise for the concluding part of the presentation.

Male Voice 2: Thank you, Tunde. Please join me on slide twenty. In terms of the outlook for the remaining part of the year, we believe that with the recently signed national budget, we believe that the capital expenditure spend by the Federal Government will translate to some improvement in the economy. However, this has its own down sides in the sense that it might have some inflationary pressure. Also, the preparation for the elections, we will also see some pre-elections spending which will also impact the inflation rate. So, inflation rate may actually inch up as we move towards the end of the year. The other good news also is the fact that foreign exchange liquidity will be stable. The Central Bank with the current reserves will be able to support the naira in any situation. Also, we believe that the currency swap arrangement with China will also help to manage any shocks that may arise as a result of FX. Equally we believe that you will see a lot of Funds Portfolio Investors (FPIs) that would probably move out basically to watch the impact of the elections. So, we may see some bearish tendencies in the capital market, which we are already seeing as we move towards the end of the year. We however believe that the money market, fixed income yields would improve or would rise, as rates will tend to increase towards the end of the year. Please, turn to slide twenty-one. In terms of our strategic trust, we will continue to push our digital play, we will continue to push our digital strategy, as we want to improve market share leveraging technology. As we can see here we have six pillars. One key aspect of it is the fact that we need to enhance our capital, our funding. The bank is in the process of raising Tier 2 funds and we are expecting that the offer will be opened in August. We want to go to the market to raise about 20billion naira. We also believe that this will drive our commercial business and our retail business. We will push, as I said, we will push our digital play heavily. As we speak today we are in the process of converging Wema mobile platform, which is our normal traditional mobile app together with ALAT. Our objective is to make ALAT our digital platform across the bank. Customers will begin to enjoy this from August 1st 2018. Beyond also improving on the customer journeys in the front end, we are also working on the backend to digitize our back office as well to improve efficiency and of course to improve cost to serve to our customers. We believe that if we do this we will in a very short period of time begin to return value to our shareholders. On the back of this strategy is the fact that we also need to build a high performing team. Training is very core for us. We are embarking on a number of partnerships with the Lagos Business School and some other schools to ensure that we build the right leadership for the next phase of this bank. As a key enabler it is the fact that innovation will be a major part of it. Agility of the work force is also quite important. We have two banks today; we have a traditional bank, we have a digital bank. The digital bank is running on agile methodology. Our aspiration is to ensure that the entire bank becomes quite agile. And we believe that with this we will be able to get to market with products to meet our customers at their various point of needs in a very speedy manner. We believe also in the fact that as we move into the digital space, the ecosystem will require that we build partnerships, very robust partnerships that will ensure that we all take benefits of the digitization process. Our strategy is very clear, and we are pushing it very heavily. And this takes me to the next slide which again talks to the guidance for this year. As you can see on this slide, slide twenty-two, we have shown you the guidance that we stated at the last conference call and the actual performance for half year 2018; deposits 39% growth and guidance was 15%. We expect that by the end of the year we should push this to about 50% growth, because we believe that as we move towards the end of the year interest rate will begin to inch up. And our key strategy is beyond just increasing the deposits, we also want to ensure that we change the deposit mix from high cost funds to low cost funds. That's why we believe that an additional 10% increase in deposits should be achievable by year end. Loan growth, if you observe our loan growth was relatively flat, 33.5%. We believe that in the next six months, we should be able to achieve our 10% guidance that we gave. Non-interest income, as we continue to push the digital strategy, we believe that our guidance of 35% is still very much achievable because we are already at 33% for half year. Non-interest margin, we believe that we should be able to achieve this despite the fact that interest rate may inch up as we move towards year end. Cost to income and NPL, we believe that we should, ceteris paribus, all things being equal be able to achieve our guidance. And very importantly is the return on average equity. We have achieved about 7.3%. We are still short of the guidance which we gave but this is a year-end guidance and we believe that we will achieve the 10% guidance by year-end.

At this point, I will like to thank everybody who has been on this call. We will now have to go into the Q&A section. Thank you very much.

Male Voice 1: Thank you. We will now open the line for questions. To ask a question, please press 0 on your phone keypad. Press 0 to ask a question and 7 to cancel your question request. I come again. To ask a question, please press 0 on your phone keypads and 7 to cancel your questions request. Thank you. The first question is from Sharafaddin Shittu. Please, go ahead! Your line is un-muted, please ask your question. Thank you. Your next question is from Omoefe from Afrinvest. Please, go ahead!

Female V. 1: Hello, good afternoon! Thank you for your presentation. I have three questions to ask. Firstly, I will love you to shed more light on your guidance for customers (Inaudible 00:33:20 - 00:34:17)

Male Voice 3: Okay, please can you repeat, starting with the third question. Question on ALAT, we didn't get that clearly.

Female V. 1: Okay, so I wanted to find out what fintech company you are partnering with to give out loans on your ALAT platform.

Male Voice 3: Okay, I will start with the first two, the guidance on fixed deposits and your comments on the second tranche issuance. Okay, largely, like you notice, the bulk of the growth has been through fixed deposit in half of the year. But one of the things we have realized is to acquire those relationships. A number of them starting with a new bank, they want to first of all start with certain fixed deposit to test the bank and indeed confirm that the bank is a long term partner. And then invariably they open chequing account, they open transaction account and work with bank. So, we try to do two things. Firstly, once we get new mandates both from corporate, from commercial and from the retail end, and then as we get those mandates on the back of improved efficiencies, the ALAT platform, when they experience the bank, then they bring in their transactions to the bank. So, yes, funding from FDs went up but if you look at year on year cost of funds, it has dropped. And so, what we are doing is transforming or translating a number of these FDs into chequing transactions, chequing relationships. And good enough, the market rate has been a little friendly on the bank. And so, as rate have trended downward, we have to be able to reprice a number of these relationships. So, our initial strategy was ramp up and scale up by working with them on a longer tenured funds and then as they onboard and experience Wema Bank, they then do their transactions with us, their letters of credit, trade volumes, and then we start seeing the cost of funding drop. So, yes, cost of fund slightly above the 9% mark, while guidance is that we can bring that down below 7.5% before the end of the year. Closely related to that was the second tranche of the debt issuance. Like we mentioned, our plan is to go to the market to raise 20 billion. Where do we see rates? Obviously, there will be some premium over and above FGN bond. We see maybe a 100 to 125 maximum of 150 basis point premium over FGN of that similar tenure. But the good thing about raising bond, raising Tier 2 capitalist is, yes, it is adding to capital adequacy. So, I can raise deposits, but the bonds I raise add to my CAR. It enables us to do a lot more in terms of transactions. Bonds are also not subjected to CRR or liquidity or other regulatory ratios. So, by the time the long-term funding comes in eventually my awaited average funding over the longer-term horizon will be impacted. But the key thing for us is that the capital enables us to do a lot more. So, with the 20 billion capital raised, I can take on almost 200 billion more of transactions onto the books and the margins or the profit we make from that will flow down to the bottom line. On the third question on fintechs we are partnering with... Well, on the fintech, Omoefe, for confidentiality it will be difficult to expose the fintechs that we are working with. But we can actually take this offline.

Female V. 1: Okay, thank you very much.

Male Voice 3: We didn't get the question from Sharafaddin.

Male Voice 1: We lost the caller. If you want to ask a question please press 0 or 7 to cancel your request. Thank you. Your next question is from Ayudia Osiri. Please, go ahead!

Female V. 2: Hello, good afternoon! My name is Osiri, I am calling from Power Pensions. I just have a few questions. I think my first question is on your fees and commission income. There is one particular line there, the other fees and charges that came down significantly. And I wanted to find out what the reason for that decline in that income line. (Beep!)

Male Voice 1: Osiri, we have the speakers back on, please continue.

Female V. 2: Okay, thank you very much. Good afternoon once again! I have like several questions and my first question was on your fee and commission income and why there was a decline in that line item, especial on the other fees and charges. And my second question was on an idea. Can you give us a bit of what your liquidity ratio is? I don't see it anywhere on the presentation that was circulated. My third question will be for you to please expatiate on the capital reduction exercise you mentioned earlier. I am not sure I quite understood the details around what that was all about. And, my fourth question is, the loan growth, the growth on your loan book, what percentage of it is from the digital platform and what percentage of it is from your normal banking business? Because I get the sense that you are attributing the whole growth to the digital platform. And then, the last question will be, I think the CFO mentioned the decline in NPLs was due to pay downs on some of those loans. So, I am expecting to see some [right backs] and I am not sure that is reflected on your H1 2018 results. I will like to get some explanation on it. Thank you.

Male Voice 3: Okay, thank you very much for that. I will start with liquidity ratio. The competition, we closed the half year liquidity ratio of 32%. What I can do is to send you the breakdown of the competition, we closed above the regulatory threshold. On the question on capital reduction, you will recall last year or two years ago, Wema Bank had negative retain earnings. Yes, total shareholders' funds was around 48 billion but embedded within the shareholders' funds was negative retain earnings of minus 36 billion. So, we obtained the approval of shareholders, the approval of regulators, shareholders through an extraordinary general meeting, the approval of CBN, SEC, FRC to do a capital reduction exercise. Largely, in summary, it is to take from the share premium and use to net off against cumulative net loses. So, there was a reduction in the share premium to net off the negative retain earnings. If you look at the five-year trend. I think it is shown in appendix on the note in the account, you will see the negative retain earnings turning positive. What this has done is to make the balance sheet a lot more efficient. There is this regulatory rule that you cannot provide returns unless your retain earnings are positive. So, now, the bank is in some position to be able to provide that returns, going forward.

Female V. 2: Sorry, can I add an....

Male Voice 3: In terms of... Sorry, go ahead!

Female V. 2: Is this as a result of the impact of IFRS 9 or it's just a different case?

Male Voice 3: No, it's not IFRS 9. The losses had accumulated in 2008, 2009 during the years of restructure. So, the bank had negative retain earnings, not IFRS 9.

Female V. 2: Okay.

Male Voice 3: Okay. In terms of the loan growth, loan growth from digital platform is small, it is around 40 million naira. Like Mr. Adebise mentioned, we are just testing with micro loans, 10,000, 20,000 up to 50,000 naira. We haven't really started ramping up on the digital platform. So, the bulk of the loan growth has been through what we call traditional customers, traders, letters of credit and general commerce. Largely, loan growth through digital is small (inaudible 43:16). In terms of NPL reduction and [right back], if you look at the break down of NPLs, you will actually see the reduction in the quantum. We have been cautious in recognizing any [right back] yet, we will wait till the end of the year when the accounts are fully audited. But what we did is, a number of customers that paid down, a reclassification of their loans obviously dropped the NPL ratios. But [right backs] to income, we will wait till the end of the year.

So, it is just still a very minimal impact. Now, in terms of fees and commission, there was a drop year on year. If you check the detailed account, I think we loaded it on the website, you will see other fees and charges that dropped 1.8 to 274 million year on year. We used to have a number of charges that are regulatory, and we were allowed to charge within the trade business last year. We saw some reduction in trade charges. Yes, trade has started ramping up on some of the fee lines, we really haven't started charging. Things around PTA, BTA that used to be areas of opportunity last year, two years ago, right now you almost actually have to beg customers to come in and buy PTAs or buy transactions from you, just 50 kobo or so in terms of our net spread. So, some largely, the bulk of them has been due to some restrictions in what we can charge from trade business. So, what we have done, rather than happing-on on areas where the fees are minimal, it is to focus a lot more on retail banking. So, if you look at the detailed financials, you will see retail banking fees and commissions have gone up from 1.5billion to 2 billion. So, charges from ALAT, charges from *945# (the USSD), charges from Wema mobile and point of sales terminals, we are ramping up on such platforms. I hope I have covered all the questions?

Female V. 2: Yes, you have, thank you.

Male Voice 1: Thank you. Once again, to ask your question, please press 0 or 7 to cancel your question request.

Male Voice 2: It looks like there are no more questions.

Male Voice 1: Yeah, currently, no questions for this time. Please, go ahead!

Male Voice 2: Okay. So, ladies and gentlemen, I will like to thank you for joining us in this conference call. The next half of the year promises to be very interesting and very exciting for us. We are geared to ensure that we meet our guidance for year end and we do hope that you will continue to partner with us to achieve this goal. I want to thank you all, I thank my colleagues on this side, and other participants on the other side for joining us on this conference call. We hope to see you in October for the Q3 conference call. Thank you very much. Bye!

Male Voice 1: Thank you. That concludes today's call.

[Transcription Ends 00:47:11]