Iluka Resources Limited 2020 Half Year Results Presentation
14 August 2020

Start of Transcript

Operator: Ladies and gentlemen, thank you for standing by and welcome to the Iluka Resources Limited 2020 Half Year Results conference call. At this time, all participants are in a listen-only mode. After the speakers’ presentation there will be a question and answer session. To ask a question during the session, you will need to press star 1 on your telephone.

Please be advised that today’s conference is being recorded. I would now like to hand the conference over to your speaker today, Mr Tom O’Leary. Thank you, please go ahead.

Tom O’Leary: Good morning and thank you for joining our call. With me are our CFO, Adele Stratton; Head of Sales and Marketing Christian Barbier; and General Manager Investor Relations, Melissa Roberts.

As you are all aware, the half year result announced by Iluka today has been delivered in a business environment characterised by uncertainty as a result of the COVID-19 pandemic. I think it’s probably best in these circumstances to let the numbers speak for themselves. I will, though, make a few brief points before handing over to Adele for a breakdown of the financials.

In responding to the pandemic, Iluka has prioritised three areas, the health and safety of our employees, their families and our communities, maintenance of our strong balance sheet and flexing our operational settings to minimise costs, preserve cash flow and exercise market discipline.

This approach has delivered a solid result for the half, including net profit after tax of $113 million and it’s been the product of considerable efforts on the part of our people. The Company has sustained safe operations across all sites and our marketing and logistics channels have stayed open.

We’ve adjusted production settings in line with challenging market conditions, retaining healthy margins and price stability. The outworking is that we’ve generated positive free cash flow of $46 million and remain in a net cash position.

The impact of the pandemic has been significant, particularly with respect to demand for Iluka’s key products. Combined sales volumes for zircon, rutile and synthetic rutile are down 20% on the corresponding period in 2019, and while we’ve seen a modest recovery in the zircon market over the course of the second quarter, which flowed through to improved sales volumes, our customers’ operating rates remain at levels below previous years.

On the titanium dioxide side of the business, we predominantly supply into the pigment market and that, like many other industries has been impacted by slower global activity this year. Our natural rutile sales have been constrained by our production performance at Sierra Rutile which I’ll come back to and our synthetic rutile volumes were lower, largely as a result of lower than contracted sales under one of our take or pay offtake agreements. We noted in our recent quarterly that we’ve commenced proceedings against Chemours over planned shipments in May and at July.

Our position remains that the failure to take or pay for the product is a breach of the contract and the force majeure provisions of the contract do not apply.

From an operational standpoint, the alteration of production settings I referred to earlier have centred on our Jacinth Ambrosia mine, where we safely and successfully returned to the Jacinth North deposit at the beginning of this month. This mine move reduces our cash production costs with lower overburden movements and less pumping costs because the mine is closer to the concentrator.

The Narngulu mineral separation plant has seen batch treating concentrates sourced from JA and from Cataby respectively since May, which reduces zircon production. We see merit in being disciplined in the current market environment, ensuring we don’t produce excess inventory in a period of lower demand.

Operational performance at Sierra Rutile continues to be below our expectations. Border closures and local restrictions on movement as a result of COVID-19 have meant that we did not have the expertise or managerial manpower available onsite to operate the mine as effectively as would have been desirable.
Our first fresh expats to enter Sierra Leone since the borders shut in mid-March have recently arrived at the mine site and are just finishing up their two week quarantine period before being able to take an active role onsite.

While we’ve encountered some delays on projects as a result of the pandemic, there were two highlights for the half. First, the commencement of monazite concentrate production at Eneabba with first sales taking place in June. We’ve also announced today that Board approval for the execution of Phase 2 of this project has been received, involving capital expenditure of $35 million to produce an upgraded monazite feedstock product. This is in line with Iluka’s incremental approach to entering the rare earth market via the low risk, low cost and high return opportunity presented by the Eneabba monazite operation.

And secondly, the commencement of the final field trial at the Balranald project in New South Wales where we’re testing our internally developed underground mining technology in a continuous mining environment. While we’ve incurred some additional cost and some delay as a consequence of COVID travel restrictions on the Eastern seaboard, the trial program is continuing and I look forward to reporting trial results later in the year.

I’ll now handover to Adele for an overview of the Company’s financial results.

Adele Stratton: Thanks Tom. Iluka has delivered a strong set of results given the current environment. Group EBITDA was $225 million and NPAT was $113 million compared to $137 million last year.

This is in a period where the impact of COVID-19 on global markets resulted in sales volumes of our key products declining 60,000 tonnes and revenue was down 16%.

Sales prices for zircon recorded some erosion from 2019 levels, though management of production levels and the sustainable nature of previous price increases has tempered that decline compared to previous periods of market softness.

Rutile prices increased 7% from the second half of 2019 reflecting ongoing contractual arrangements. The exchange rate also moved in our favour with a 7% depreciation in the Australian dollar against the US, impacting on the conversion of our US dollar denominated revenue. All of this resulted in mineral sands margins remaining strong at 39%.

Iluka generated $46 million free cash flow in the first half. This outcome reflects operational setting changes to reduce costs and preserve cash flow, including at the Narngulu mineral separation plant and at the Jacinth Ambrosia mine, and a disciplined approach to allocation of capital with $50 million invested in capital expenditure in the first half to advance work on our key project pipeline.

I also note that the 2019 final tax payment of $99 million was deferred to the second half. Within this context and given the ongoing uncertainty in global economic conditions, no dividend has been declared in the first half.

Included in the results is Iluka’s receipts from the Mining Area C royalty, which increased in the period to $48 million, reflecting a 3% rise in volumes and the 11% higher iron ore prices in Australian dollar terms.

Iluka entered into this period of uncertainty with a strong balance sheet and it remains so. Under the Company’s Multi Option Facility Agreement, there are total facilities of $523 million, with a maturity in 2024 and we have a net cash of $62 million at 30 June.

I’ll now hand back to Tom.

Tom O’Leary: Thanks Adele. So to sum up, I think it’s been a solid financial result given the external business environment which will no doubt continue to evolve over the period ahead. Our approach in turn will continue to be governed by the three priority areas I outlined at the start of the call.

I might close by noting that today’s announcement includes an update on the planned demerger of Iluka’s Royalty business, including as to the timeline in the appointment of key personnel.

On timeline, we have today lodged the draft demerger booklet with ASIC and expect the final demerger booklet to be provided to shareholders in September, ahead of a vote in late October. Should that vote be approved by
shareholders, the new Company, Deterra Royalties - Deterra meaning of or from the Earth - could be trading on the ASX in early November.

Whereas Iluka had initially stated its intention to retain a 15% stake in the demerged entity, the Board has taken the decision to increase that stake to 20%. We regard this as a prudent decision given the external uncertainty I've outlined.

The increase doesn’t change our fundamental view or approach to the retained stake. It will remain a long-term investment that will provide an additional source of financial strength for Iluka.

With that, I look forward to your questions.

Operator: Thank you. Ladies and gentlemen, we will now begin the question and answer session. If you wish to ask a question please press star 1 on your telephone and wait for your name to be announced. If you wish to cancel your request, please press the pound or hash key. Thank you.

Once again ladies and gentlemen, just letting you know it is star 1 to ask a question. We have multiple questions in queue. Our first question is from Paul Young from Goldman Sachs. Please ask your question, Paul.

Paul Young: (Goldman Sachs, Analyst) Thanks, and morning Tom, Adele and team. Tom, the first question I have is on the demerger. I was wondering if you could share some thoughts on the broad targeted starting balance sheet positions and dividend policies of Mineral Sands business and Deterra?

Tom O'Leary: Look, Paul we’ve said that it will start out with low debt and strong balance sheet capacity. I think we’ve talked a little bit about the approach to dividend already. There’s going to be more on that in the demerger booklet.

Paul Young: (Goldman Sachs, Analyst) Okay and when you mean by low debt, is that something you can maybe just broadly guide us to as far as a cap on gearing or are we talking $100 million of net debt in Deterra and therefore $100 million of net cash? Or a bit above for Min Sands?

Tom O'Leary: No, I don’t think I want to go there Paul. It’s not going to be anything like that. It’s going to be very low by comparison to those numbers.

Paul Young: (Goldman Sachs, Analyst) Okay, all right, a question for maybe the sell-side briefing this afternoon. A second question Tom is on the approvals on the demerger. Apart from ATO and shareholder approvals, are there any other approvals that are required?

Tom O'Leary: There are some minor approvals I think from the ASX and final Board approval for lodging the approved demerger booklet in time but none that pose a meaningful obstacle Paul.

Paul Young: (Goldman Sachs, Analyst) Okay thanks Tom. Tom, can I move on to the dispute with Chemours and no doubt you saw the comments from the Chemours CEO and basically Mark Vergnano said that from their perspective that the contractual issue is pretty straightforward and they think that the contract actually allows them to do what they’ve done. So I’m just wondering how can there be such a difference of opinion in this contract?

Tom O'Leary: Yes, well look Paul, I guess that’s how disputes emerge when firmly held views are taken. But from our perspective it’s very clear that the asserted excuse for non-performance is simply not covered by the relevant force majeure clause. So, while nobody ever wants to take action against their customers, it’s really our duty to defend the take or pay provisions that were agreed to support the Cataby investment.

It was very clear that we entered into that Cataby investment on the basis of those take or pay provisions. You will recall Paul, that it took about a year to negotiate them and it was made clear to the investment community and our customers that we would not proceed with Cataby in the absence of those firm take or pay provisions and ultimately they were agreed.

Paul Young: (Goldman Sachs, Analyst) Okay, thanks Tom and the plan is to still run SR2 at full capacity for the remainder of the second half into 2021?
Tom O’Leary: Yes, look Paul we’re not guiding on production as you know, so they are still running at full capacity at the moment but we’re not guiding into ’20 or ’21 for that matter.

Paul Young: (Goldman Sachs, Analyst) Okay, thanks. Last one, a quick one just on the rare earth strategy Tom and Eneabba Phase 2. I might have missed this but when is first production planned from Eneabba Phase 2?

Tom O’Leary: We haven’t stated that I don’t think but it’s 2022.

Paul Young: (Goldman Sachs, Analyst) Okay, 2022. Then on monazite pricing Tom, can you provide any guidance on this? Will monazite prices - will you actually achieve a higher price than zircon for monazite?

Tom O’Leary: Yes.

Paul Young: (Goldman Sachs, Analyst) It will. Okay, thanks Tom. I’ll pass it on. Appreciate it.

Tom O’Leary: Thanks Paul.

Operator: Our next telephone question is from Jack Gabb from Bank of America. Please ask your question Jack.

Jack Gabb: (Bank of America, Analyst) Thank you. Two quick ones from me. Firstly, inventory movements had, I guess a very material impact on the first half results. Can you give us any guidance on how we should think about that over the next six to 12 months?

Tom O’Leary: Not really Jack, that’s implicit as any guidance on inventory movement is guidance on production and sales and we’re not going there.

Jack Gabb: (Bank of America, Analyst) Okay, fair enough. Then just in terms of what level you’re willing to let inventory build-up. You’ve obviously said that you’re still running plants at full capacity. But I think in the past you’ve said that you are mindful of maybe not exceeding the previous inventory build back a few years ago. Can you give us any sense on what inventories or what level you’re comfortable at on your inventory levels?

Tom O’Leary: Yes, look I just reiterate what I’ve said in the past Jack on that, that we don’t plan to go to the levels you saw in the past. But given the relatively low CapEx, as we’ve said before, I’m not sure that we’d be needing take or pay support for that project. The ilmenite supply remains open as well, but as and when the market demands that product, we’ll resolve the ilmenite question.

Rahul Anand: (Morgan Stanley, Analyst) Okay and then, Balranald, you’re expecting the preliminary results by the end of this year. I wanted to understand what are the next steps post that? I mean, have you done enough testing there for Balranald to be next up or is there more trials that you’ll need to do after this?
Tom O’Leary: No, I’m not anticipating there’ll be more trials that we’ll need to do. There will inevitably be a period of getting final environmental approvals to proceed but also to perfect the equipment and design of production equipment. So there will be a period of effectively definitive feasibility study on Balranald post this trial leading to an execute sometime down the track.

Rahul Anand: (Morgan Stanley, Analyst) Okay and then one question on the ATO timelines. I mean you’ve said that you’re quite confident that they will come through. Any views on when you’re thinking this comes through and what makes you so positive? Is that purely consultant views or have you had that feedback from ATO actively as well that they’re viewing this positively?

Tom O’Leary: Yes, look Rahul, I know that’s an interesting question but I don’t think it’s really desirable to comment on our discussions with the ATO. But as I’ve said before, we remain confident of obtaining the draft ruling in a timely way.

Rahul Anand: (Morgan Stanley, Analyst) Understood. Okay, final question then, in terms of your current production settings and how you’re sitting with your plans for the rest of the year? I mean is there anything currently underway in the background which is looking at your current OpEx and CapEx as well? I mean, how should we think about CapEx into second half? Would that be consistent with first half and also the operating costs, is there anything underway currently?

Tom O’Leary: Yes, from a CapEx perspective, I think that’s probably a reasonable estimate Rahul. From an OpEx perspective, again we’re not guiding as to production, nor sales, but you can assume that we continue to examine a range of possible steps as we continue to evaluate market and offtake.

Rahul Anand: (Morgan Stanley, Analyst) Got you. Okay, that’s very helpful thank you. I’ll pass it on.

Tom O’Leary: Thanks Rahul.

Glyn Lawcock: (UBS, Analyst) Good morning Tom. Tom, I just wanted to confirm that - Paul Young’s question on the debt. It’s actually an accounting issue given there’s no book value that limits the amount of debt that you can put into the vehicle, is that correct?

Adele Stratton: Hi Glyn, it’s Adele. No, look I wouldn’t say that it’s an accounting thing that would limit it. I think there’s multiple ways to consider that. But coming back to Tom’s comment, we don’t expect Deterra Royalties to be listed with significant levels of debt.

Glyn Lawcock: (UBS, Analyst) Okay and then the next question is just on feedstock pricing. I mean you settle every six months on a calendar basis, so I guess just given what’s happened in the first half with deferrals of volumes and spot prices have eased, can you give us any comments around your second half contract pricing? Thanks.

Christian Barbier: Yes, Glyn good morning. This is Christian. Look, we can’t really comment on future prices. Obviously you’re right, these are mostly half yearly prices and we’ve had positive traction during the first half. At the moment we see some stability in terms of prices for feedstock really.

Glyn Lawcock: (UBS, Analyst) Okay the contract for SR follows the market as well, so I was just trying to understand if it’s drifted down second half versus first half that was all.

Christian Barbier: Yes, well we have pricing formulas in these contracts and this will continue to be the case.

Tom O’Leary: As we’ve said before Glyn, they lag somewhat in some of the formulae.

Glyn Lawcock: (UBS, Analyst) Okay, that’s good. Maybe just while we’re on the market, just can you make any comments about how things are progressing through Q3? I know we’re only halfway through but are you seeing positive momentum sequentially if we think about run rates exiting through Q2 and into Q3? Is there any signs that you’re actually trending in a positive direction from a sales perspective?
Christian Barbier: Yes, well look in terms of the TiO2 feedstock sales, definitely the second quarter as you know, has been a pretty soft quarter and across the industry pigment producers have noted a decrease of around 20% of their demand.

And towards the end of the second quarter they have been reporting an improvement in their sales and it’s also what the coatings producers have noted. So while again we don’t make forecasts and don’t provide guidance, we are cautiously optimistic on that trend.

As far as zircon is concerned, China was in lockdown in the first quarter and that affected our sales. In the second quarter it was Europe, India and North America that were in the lockdown situations, and since the month of June, here as well.

The zircon consumption situation has stabilised. So we are also moderately optimistic on that positive trend. Now at the same time, during this pandemic you know that anything can happen, so this is the reason why we’re not providing guidance. Does this answer your question?

Glyn Lawcock: (UBS, Analyst) Yes, no perfect. I understand. It’s hard to predict the future over a long period. It was just more what you’re seeing on a trailing couple of months that was all. So that’s great. Thank you.


Levi Spry: (JP Morgan, Analyst) Yes, good morning Tom and team. Just a follow up question on the demerger. So you’ve told us now that you plan to keep more of it even though it’s the best way to realise maximum value. What information is in that for us? Could that change going forward depending on what the actual ruling is from the ATO?

Tom O’Leary: No, I don’t think so Levi. In terms of what information is in it for you, I think probably worthwhile providing a bit of context. So back in February, the Board decided that Iluka would hold a stake as a long term investment to provide additional financial strength. At that time, we considered the range between 10% and 20% and selected 15% and disclosed that to the market back in Feb.

Since then, we’ve all seen a good deal of uncertainty created by COVID-19. As you’d expect, over that period we’ve run many, many scenarios and what I’d say is that in some of the most conservative cases, Iluka’s financial position would benefit from having a larger shareholding. So we’ve now determined that Iluka would hold 20%.

And that doesn’t change Iluka’s fundamental view of the stake or our approach to the stake. As I said, it remains a long term investment to provide additional financial strength. But I think the approach is consistent with what we’ve always said in that we want to ensure that both businesses are well-positioned post demerger and with the balance sheet strength to sustain and to grow.

So both businesses will emerge from this demerger with strong credit fundamentals and low debt.

Levi Spry: (JP Morgan, Analyst) Yes, but just to be clear, how does it help the remaining Mineral Sands business in a weaker global environment holding 20% in a royalty company?

Tom O’Leary: It provides additional financial strength Levi.

Levi Spry: (JP Morgan, Analyst) Okay, thank you.

Operator: Once again ladies and gentlemen, it is star 1. Our next telephone question is from Paul Young from Goldman Sachs. Please ask your question.

Paul Young: (Goldman Sachs, Analyst) Yes, hi Tom again. A follow up question on rare earths Tom and the strategy there and bringing Wimmera into the discussion. Early days I know and you’re looking at lots of options but is producing a rare earth carbonate intermediate product for export as the sole strategy or are you also looking at building a refinery in Australia so a solvent extraction refinery and then end product?

Tom O’Leary: Yes, look historically the Wimmera project has been focused on the former. So producing a product for export. As we’ve said in today’s announcement and in the last few months, that we are exploring going
further downstream into cracking and leaching and solvent extraction. It is early days yet as you say but we are exploring that possibility.

Paul Young: (Goldman Sachs, Analyst) Okay thanks Tom. Just conceptually, I think you mentioned that is Western Australia right, so you’ll pick a site either around Perth or Geraldton, rather than in Victoria, near Wimmera?

Tom O’Leary: Yes, look Paul, the Eneabba monazite stockpile is just that, it’s a stockpile. It doesn’t really need to be mined, so - it’s probably the most suitable for accelerated development into cracking and leaching and beyond. But no decisions have been made. Of course, as I said, it’s early days.

Paul Young: (Goldman Sachs, Analyst) Okay, thanks. Tom, I’ve got a question for Christian actually on the zircon market. I’m just keen to hear Christian’s thoughts on a two year view on supply/demand on zircon. If you look at it, there are no new projects coming online in the next two years.

We’ve seen a significant amount of supply come out of the market, outside of Iluka this year and actually a couple of mines closing for good in the June quarter that had been running for over five years. So supply side crunch is here and here now.

I’m just curious with Christian and your internal work, do you have any estimates of what supply is actually dropping to, total zircon supply is declining in 2020 and is there a case where just on a modest demand recovery into 2021 that this market can actually move back into a deficit?

Christian Barbier: Look, we don’t have a crystal ball and in the current demand environment it’s quite hazardous to make predictions really. As you’ve seen, the first half of the year was a very strong upset in the economic fundamentals in the world. So demand has been softer than expected.

We know, as you say that fundamentally the existing mines are depleting and this is why we’ve exercised a lot of restraint in our supply policy, knowing that we’d rather keep the value of our zircon for our shareholders to supply in the future, rather than discounting and pushing volumes in the short term.

Now, there are projects around in the industry and there has been for a number of years. We also have our own projects that continue to supply the market and don’t forget Paul, that we also have our ZIC production which we’ve been using historically as a flex to supply the additional requirements of the markets and this is what we’ve been doing also this year in the other sense, which is we’ve shown we’ve reduced our ZIC supply into the market.

Paul Young: (Goldman Sachs, Analyst) Okay Christian, thanks for that. But are you positive on 2021/2022 market dynamics due to supply side constraints?

Christian Barbier: Well, I probably would refer you Paul to TZMI’s forecasts which tend to point to a recovery in 2021 and I think in the latest forecast they were relatively optimistic that by 2022, the levels of last year would be recovered.

Look, I think at the moment, we are still observing how this pandemic is unfolding and the impact on consumption. What we’ve seen is again, during the first and second quarter a severe impact on downstream demand. Now it seems to be stabilised. Yes, we are cautiously optimistic but again, anything can happen.

Paul Young: (Goldman Sachs, Analyst) Okay, thank you I appreciate that. Last one from me and a question for Adele. Adele, just on Sierra Leone and the US$9 million or AU$16 million cost increase I think it was year on year, you put that down to I think it was maintenance costs and higher fuel costs. I’m just curious around the higher fuel cost component, I thought oil prices dropped or heavy fuel oil actually dropped during the period.

And then also on the maintenance. Is that just purely the fact that you’re having to pay a lot more for spare parts? Is that what’s going on there?

Adele Stratton: So two points, firstly on the fuel Paul, a lot of the diesel generation over there is via marine fuel oil. Obviously with the changes in legislation and the tariffs and the removal or move towards low sulphur, that’s had an impact in terms of the marine fuel oil that we use at Sierra Leone which has resulted in a cost increase.
And then in terms of maintenance, it’s a combination. So I wouldn’t put it down to spare parts. As we’ve articulated, there’s been a big focus in terms of getting people on board, onsite in order to focus on that - run rates and availability of equipment which obviously comes at a cost. So that’s probably the driver there.

And overlaying on top of that is the response to COVID. That also comes at a cost to the business.

Paul Young: (Goldman Sachs, Analyst) Okay thanks for that. I’m struggling to understand this actually. So you’re saying it’s just really transportation costs of getting people in and out rather than spare parts?

Adele Stratton: No, look I wouldn’t say transportation costs. I.e. if you’ve got more people doing more maintenance that comes at a cost.

Paul Young: (Goldman Sachs, Analyst) Right, so it’s getting more crews in to do the work from South Africa or where they’re coming in from?

Adele Stratton: Yes, in comparison to H1 2019, yes.

Paul Young: (Goldman Sachs, Analyst) Okay, thank you.

Operator: Our next telephone question is from Glyn Lawcock from UBS. Please ask your question.

Glyn Lawcock: (UBS, Analyst) Tom, thanks again. Look, I just wanted to push a little bit harder, the additional 5% stake in Deterra Royalties, I mean really it’s $5 million to $6 million per annum pre-tax. Because I mean it makes $100 million EBIT now and in the future double the volume but halve the price. So it doesn’t really move the needle.

I’m just trying to understand where the financial clout comes from, from having an additional five. Is it about your view of the future value of Deterra Royalties?

Tom O’Leary: Yes, Glyn it does provide some additional earnings in terms of dividends but the far bigger impact is around balance sheet. So the debt capacity of Iluka with that 20% stake will clearly be greater than without it. At 20% rather than 15% it’s incrementally stronger.

Glyn Lawcock: (UBS, Analyst) Okay, no worries. Thanks.

Tom O’Leary: Thanks Glyn.

Operator: And the next telephone question is from Sam Webb from Credit Suisse. Please ask your question Sam.

Sam Webb: (Credit Suisse, Analyst) Thanks very much everyone. Just very quickly on the dividend. Makes complete sense scrapping it now. Not that I’m looking for a forecast for six months’ time but if you went through a period of six months like we’ve just experienced, you still have free cash flow, and the balance sheet is still in an excellent position. Would you pay no dividend again in six months’ time or is this just very much a one-off point in time where we are at the moment?

Adele Stratton: Look, a really good question and I think it comes back a little bit to who knows what the future holds. Our dividend framework as we’ve articulated is to pay 40% of free cash flow and for the first half we’ve obviously deferred the tax payment into the second half of $99 million. So that’s certainly had an impact in terms of our considerations for dividend in H1.

Sam Webb: (Credit Suisse, Analyst) Got it, okay. Thanks Adele.

Tom O’Leary: Yes, also, we wouldn’t be wanting to guide on the future approach.

Sam Webb: (Credit Suisse, Analyst) Okay, thanks guys.

Operator: Once again, if you wish to ask a question it is star 1. Once again, there are no more further questions from the telephone lines. I’d like to hand the call back to the speakers for any closing remarks. Please continue.

Tom O’Leary: Okay, thank you and look once again, I think to summarise, over the past while we’ve responded to the pandemic focusing on the health and safety position, the maintenance of our balance sheet and flexing our
operational settings to minimise costs, preserve cash and exercise market discipline. I think this has delivered a strong result for the half and that approach is one we'll continue to follow going forward. Thanks for your time today. Bye for now.

Operator: Ladies and gentlemen, that does conclude the call for today. You may all disconnect. Have a great day. Goodbye.

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