Company:	**Industries Qatar**
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Speakers from IQCD:	**Mr. Mohammed Al-Sulaiti, Manager, Privatized Companies Affairs, Qatar Petroleum** **Mr. Abdulla Al-Hay, Assistant Manager, Privatized Companies Affairs, Qatar Petroleum** **Mr. Riaz Khan, Investor Relations and Communications Lead, Qatar Petroleum**
Moderator:	**Bobby Sarkar, Head of Research – QNB Financial Services**
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Operator:	Good day and welcome to the Industries Qatar Q4 2020 Results conference call. Today's conference is being recorded. At this time, I would like to turn the conference over to Bobby Sarkar. Please go ahead, sir.
Bobby Sarkar [QNBFS]:	This is Bobby Sarkar, head of research at QNB Financial Services. I wanted to welcome everyone to Industries Qatar's fourth quarter and fiscal year 2020 results conference call. So on this call from QPs Privatized Companies Affairs group, we have Mohammed Al-Sulaiti who is the manager in privatized affairs. Abdullah Al Hay who is assistant manager in financial operations, and Riaz Khan who is the head of investor relations and communications. So we will conduct this conference with first management briefly reviewing the company's results, followed by a Q&A. I would like to turn the call over now to Riaz. Riaz, please go ahead.
Riaz Khan [IQCD]:	Thank you Bobby. Good afternoon and thank you all for joining us. Hope you all are staying safe. Before we go into the business and performance updates, I would like to mention that this call is purely for the investors of IQ and no media representatives should be participating in this call. Moreover, please note that this call is subject to IQ's disclaimer statements as detailed on slide no. 2 of the IR deck. Moving on to the call, on 8th February, IQ released its results for the for the year ended 31st December 2020, and today in this call, we will go through these results and provide you an update on the key financial and operational highlights of IQ.

Today on this call, along with me, I have:

1- Mohammed Al-Sulaiti, Manager, Privatized Companies Affairs, QP; and
2- Abdulla Al-Hay, Asst. Manager, Financial Operations.

We have structured our call as follows:

- At first, I will provide you a quick insight on IQ's ownership structure, competitive advantages, overall governance & BOD structure;
- Secondly, Abdulla will brief you on IQ's key operational and financial performance matrix;
- Later, I will provide you with insights on the segmental performance and CAPEX updates;
- And finally, we will open the floor for the Q&A session which will be led by Mohammed.

To start with, as detailed on slide no. 5 of the IR deck, the ownership structure of IQ comprises of Qatar Petroleum with 51% stake, and GRSIA being the second largest shareholder with more than 21% ownership.

As detailed on slide no. 4, IQ is credit rated by S&P's with A+ and Moody's with A1 credit rating, with a stable outlook. Qatar Petroleum, being the main shareholder of IQ provides most of the head office functions through a service-level agreement. The operations of IQ group companies are independently managed by its respective Board of Directors, along with senior management team.

The BOD structure is detailed on slide no. 6 of IR Presentation.

In terms of competitive advantages, as detailed on slide no. 7, the Group is well positioned with several competitive advantages it possesses strategically, operationally, as well as, financially. These competitive advantages includes:

- an efficient and well maintained asset base;
- a qualified and highly trained workforce;
- assured supply of feedstock and competitively priced energy contracts;
- lower operating costs;
- a dedicated marketing team in form of Muntajat, to market the Group's petrochemicals and fertilizer products; and
- most importantly a well experienced senior management team.

These competitive advantages are not only aiding the Group to mitigate the threats enforced by the depressed macroeconomic conditions, but also keeps us well ahead of the competition and assure IQ's resilience in these difficult economic times, while maintaining healthy EBITDA margins and generating strong free-cash flows.

In terms of the Governance structure of IQ, you may refer to slides 42 and 43 of the IR deck, which covers various aspects of IQ's code of corporate governance in detail.

I will now hand over to Abdulla.

Abdullah Al-Hay [IQCD]:	Thank you Riaz. Good afternoon and thank you all for joining us. To start with, IQ's business performance for the financial year 2020 is a pure reflection of challenging macro-economic conditions, where an overall decline of 19% in terms of bottom line profitability was noted in comparison to the same period last year, as detailed on slide no. 13. Here, before we go deep dive into our 2020 financial results, I would like to mention that 2020 profitability and all the financial results discussed here are normalized after considering 25% profits from Qafco for the first nine months period ended 30 September 2020 amounting to QR 113 million; whereas, the same was considered as part of retained earnings directly, within the statement of changes in equity in the 2020 published financial statements prepared in line with the requirements of IFRS. The financial performance was impacted by uncontrollable external factors carried forward from last year, such as the slowdown in global economies, limited GDP growth and continued trade tensions. These macroeconomic adversities were further augmented, amid dual macro headwinds in form of unprecedented spread of COVID-19 pandemic, which affected our products' demand due to geographic lockdowns and the ongoing volatilities in oil prices. All of these external factors directly translated to an increased pressure on commodity prices for our products. At the Group level, the blended selling prices declined by 7% year-on-year basis, and contributed to a QR 622 million decline in the Group's net earnings for the year 2020, as you can see on slide 14. As detailed on slide 12, sales volumes at the Group level also declined by 17% compared to last year. The decline in sales volumes was mainly attributed to the changes in Qafco trains 1-4 gas sales & operating agreement and mothballing of certain steel facilitates starting from Q2-20. Also, the decline was attributed to the lower production levels in PE and MTBE facilities amid maintenance shutdowns. There was partial offset due to increase in volumes related to Qafco's 25% acquisition. The decline in sales volumes contributed QR 2.5 billion decline in the Group's net earnings for the year 2020, as you can see on slide 14. The Group's production levels were down on 2019, by 8%. This decline was mainly attributed to periodic planned maintenance, unplanned shutdowns and moth-balling of certain steel facilities. This was partially off-set by an increase in volumes related to Qafco's 25% stake acquisition, effective from 1st January 2020. In addition, as detailed on slide 14, profitability was negatively impacted due to recognition of one-off impairment loss of QR 1.2 billion related to steel segment's mothballing of certain facilities in Qatar and QR 153 million of impairment loss in QMC.

This was mainly offset on recognition of one-off fair value and bargain purchase gain of QR 1.4 billion, which have been booked, in line with the requirements of IFRS, when accounting for the effects of transition from equity accounting to consolidation of Qafco's 100% stake, amid completion of the acquisition of 25% minority stake in Qafco.

In response to contain the spread of COVID-19, measures were taken to monitor the fluctuating business conditions and threats posed by the spread of COVID-19, with a specific focus on protecting employees, assets and operations.

The Group remained successful in implementing these measures as there were no plant stoppages due to any demand related reasons associated with COVID-19 pandemic, except for a planned shutdown of MTBE facilities for certain periods during Q2-20 and Q4-20, due to commercial reasons. The impact to the Group in relation to these temporary shutdowns of MTBE facilities has remained immaterial, considering its overall contribution to the Group volumes.

Also, in the current distressed situation, with relentless efforts of our sales and marketing partner, the Group ensured that all the sales contracts are effectively and efficiently secured and minimized the disruptions to marketing, warehousing and logistics.

Moving on to the quarterly performance,
compared to the third quarter of 2020, the Group revenue and normalized net profit increased by 27% and 112% respectively. The recovery was mainly due to continued positive crude price trajectory, supply shortages and demand recoveries to an extent on the back of sovereign stimulus announcements and further easing of lockdowns, along with vaccine optimism.

The profit improvement was also contributed by the recognition of additional fair value / bargain purchase gain amounting to QR 246 million, after recognizing an initial gain of QR 1.16 billion in the previous nine months, which was partially offset by an additional depreciation charge of QR 199 million on account of Qafco's PPA exercise.

Moving on to the balance sheet, it remained healthy with liquidity at the end of December 2020 remained robust with no long-term debt on the Group's balance sheet, including QR 9.8 billion in cash and bank balances. Despite the challenging macroeconomic conditions, IQ's free cash flow generation capability remained robust and the Group generated QR 2.8 billion in terms of free cash flows for the financial year 2020, as detailed on slide 15 of the IR deck.

	Before we go into the segmental updates, I would like to highlight some of the key initiatives, as detailed on slide 40, which the Group taken to ensure our resilience in this challenging macroeconomic situation. These measures included optimizing human resource structures, reducing direct costs in relation to utilities and maintenance, reducing non-production related expenditures including sales, marketing, corporate and administrative expenses. Similarly, the Group reviewed its CAPEX programs across all the segments and identified CAPEX items that can either be avoided or deferred, without affecting the overall quality, safety, environmental aspects and reliability of the operations. For the year 2020, the Group managed to further reduce the overall controllable fixed operating expenditures by 2%. On overall basis, our base case strategy will continue to focus on market development focusing on capturing new markets, creating market arbitrages, and bring logistical cost savings to the Group. We will also continue to focus on productivity and efficiency gains via the on-going cost optimization programs. I will now hand over to Riaz Khan, to cover the segmental performance.
Riaz Khan [IQCD]:	I will start with Petrochemicals segment. Petrochemicals As detailed on slide 24, the overall profitability of the segment has remained under pressure with an overall decline in the bottom line earnings by 19% compared to last year. This was mainly due to softening demand for petrochemical products in key markets, excess capacities, combined with the unprecedented dual headwinds in form of COVID-19 outbreak and oil price decline. Because of these external factors, the blended product prices in the Petchem segment declined by 12%, and mainly led to a decline in segment revenues by 9% compared to last year. Sales volumes were marginally up by 3%, compared to last year. Production volumes slightly increased by 4%, as the segment had lesser number of shutdowns during the year. On a quarter-on-quarter basis, the segment reported a net profit of QR 441 million for the fourth quarter of 2020, with a significant uplift of 40% versus third quarter of 2020. This increase was predominantly driven by a notable increase in the product prices. Polyethylene prices, specifically LDPE and LLDPE, have recovered significantly due to elevated macroeconomic sentiments, with notable optimism. Sales volumes for the fourth quarter have also improved against a backdrop of renewed demand and increased by 4%.

In terms of segment revenue by geography, as detailed on slide 25, Asia remains a main market for PE and MTBE, whereas, Indian sub-continent remains a key market for Methanol and PE.

Fertilizers

Moving on to the fertilizers segment, as detailed on slide 29, the bottom line profitability, on a normalized basis, improved by 3% year-on-year, mainly due to the effect of acquisition of Qafco's 25% stake, with effect from 1st January 2020. The segment profitability was also impacted due to an impairment loss booked amounting to QR 153 million in relation to QMC facilities.

Average selling prices were down on last year by 6% due to weak seasonal demand which outweighed the gradual easing of supply side bottlenecks.

Sales volumes were down by 7% due to the temporary gas processing arrangement for Qafco trains 1-4 which remained enacted until 31 July 2020, wherein, the related sales volumes were not recorded as part of segmental volumes. Additionally, the sales volumes were also affected due to unplanned maintenance shutdowns during the year. This reduction was partially offset by the additional volumes booked due to the acquisition of 25% stake in Qafco and booking of 100% sales volumes for Qafco trains 1-4 starting from 1 August 2020 under the new GSPA.

Segmental revenue reached QR 4.4 billion, up by 3% compared to 2019, mainly due to booking of revenues from Qafco at 100% with effect from 01 January 2020. This was offset by decline in selling prices and change in the revenue recognition methodology due to the temporary gas processing arrangement for Qafco trains 1-4, applicable for the first seven months of 2020.

Production volumes significantly up by 34% versus 2019, as a result of additional volumes relating to 25% stake in Qafco. Production, excluding the impact of acquisition, remained flat, despite the segment experienced some interruptions in terms of unplanned maintenance shutdowns during second half 2020.

Net profit for the fourth quarter of 2020 reached QR 444 million, significantly increased compared to the third quarter of 2020. This increase was primarily driven by improved fertilizer price levels in Q4 together with a marked uplift in the sales volumes, while booking of QMC related impairment losses in Q3 also contributed positively towards overall growth in profits for Q4.

Selling price pick-up was against a backdrop of limited supply in China due to winter supply cuts, as well as, demand pick-up in the US ahead of the spring season, while demand from India remained on a higher side throughout the year.

Sales volumes on the other hand grew by 44% versus the previous quarter, as the full effect of the new GSPA contributed positively toward the volume quarterly growth, along with, increased operating rates and a general uplift in the fertilizer demand also played a part.

In terms of segment revenue by geography, as detailed on slide 30, North and South Americas remain main market for the fertilizer segment, along with, Indian sub-continent and Asia.

Steel

Now, let's discuss steel segment and you may refer to slides 32 till 36.

During 2020, the steel segment reported a net loss of QR 1.3 billion for the financial year 2020, compared to a net profit of QR 36 million for last year.

Selling prices improved by 6% in 2020, compared to last year due to management's decision to predominantly cater only local demand from the start of Q2, as the prices of steel tend to be higher in the domestic market than internationally.

Sales volumes have declined due to management's decision to mothball certain facilities and reduced the name plat capacity from 1.8 million MT of Rebars per annum to 800 thousand MT of Rebars per annum.

The operating costs remained higher, as the segment sold some of the expensive inventories carried forward from the previous periods. This was offset by OPEX savings on account of facility mothballing and optimization initiatives recently implemented.

On overall basis, segmental revenue was down by 41% on the back of decline in sales volumes.

The segment reported a net profit of QR 49.6 million for the fourth quarter 2020, an increase of 90% versus third quarter of 2020. This improvement was driven by the combined effect of a significant increase in the sales volumes and selling prices.

Sales volumes have improved by 22% on Q3, while the average selling prices have marginally improved by 1% versus the previous quarter. The increase in steel prices was mainly against a backdrop of a hike in iron ore prices, following supply side concerns in key iron ore markets due to trade frictions. Operating costs have slightly increased in line with increased raw material costs, and higher sales volumes.

In terms of segment revenue by geography, as detailed on slide 33, Qatar along with Asia and Middle East are the key market for the segment.

Moving on slide no. 38, an important point to note here that the cash flow & CAPEX figures for the years 2021-25 are based on the latest budget and business plan approved, which was based on the expectations of the market conditions and commodity prices prevailing at the time of finalizing these budgets.

With current market conditions and fluctuating commodity price trends, the forecasts as detailed on this slide cannot be relied on with absolute certainty, where, the actual realizations might significantly differ as compared to these projections.

	Now we will open the floor for the Q&A Session.
Operator:	Thank you. And if you queue for a question, please signal by pressing star one on your telephone keypad. Again, that is star one to queue for a question. We'll take our first question from Mohammed of Jadwa Investments. Please go ahead.
Mohammed [Jadwa Investments]:	Yes. Hi and thank you everyone for having us on the call. First of all, congratulations on the set of results that you announced in the fourth quarter and the full year of 2020 despite several challenges witnessed during the year. I have three main questions. The first one is regarding please explain the 199 million in additional depreciation during the fourth quarter which was related to the acquisition. And more importantly, should we treat this as a one time or will there be significant increase next year depreciation? And if you could share the approximate depreciation figure for next year versus this year, that would be appreciated.
Mohammed Al-Sulaiti [IQCD]:	Okay. Do you want to go question by question?
Mohammed [Jadwa Investments]:	No.
Riaz Khan [IQCD]:	Okay. This 199 million basically when we conducted the purchase price allocation exercise and we completed the acquisition of the minority stake of 25% stake, due to the deal terms, the assets depreciation for this minority need to be booked at the head office level. And this depreciation will be continued until the term of the acquisition for the next 16 years. So it would be something continued.
Mohammed Al-Sulaiti [IQCD]:	We should expect an increase in depreciation by 199 million a year going forward.
Mohammed [Jadwa Investments]:	Okay. Clear.
Mohammed [Jadwa Investments]:	We expect further reevaluation of the assets going forward?
Mohammed Al-Sulaiti [IQCD]:	We don't expect further evaluation of the assets, unless something different happens in the market related to the price or something else. However, as of now, we are satisfied with this evaluation.
Mohammed [Jadwa Investments]:	Sure. As we look at capex as the further representation for 2021 till 2025, it's approximately 5.2 billion, while the company has more cash with the balance sheet, 8 billion as of the end of 2020. Are there any capex or expansion plans going forward, or the company would prioritize dividends going forward for the excess cash that we generate?

Mohammed Al-Sulaiti [IQCD]:	Every year we are reviewing our budget and business plan where we do see an opportunity for any capex project. However, due to the macroeconomic installations as of now, all the capex that you have seen, which was the recent approved capex, we've been very carefully selected our capex item just – and we have deferred all the unnecessary capex projects that does not – and in considerations without compromising to the safety and environment. Maybe just to onto this answer. There are several capex-related investments that are under reviews. Those are related to possibly what your question was referring to was if there are any capacity increases or any potential investments beyond the current asset base of IQ joint ventures and subsidiaries. So there are several investment opportunities. They are all in preliminary phases of review. So what we show in front of you on this page is the approved plan of capital expenditure, which is purely limited to maintenance capex and environmental related capex.
Mohammed [Jadwa Investments]:	Can we know exactly in terms of these possible or potential expansion?
Mohammed [Jadwa Investments]:	Most segments that you're focusing on in terms of these potential or possible expansion in petrochemicals, the fertilizers –
Mohammed Al-Sulaiti [IQCD]:	Well, the only I'd say investment now that's on the surface and on the table is the fertilizer related.
Mohammed [Jadwa Investments]:	My last question which is related to the capex that you're showing, we see a significant amount of capex will be sent during the 2021 and 2022, around 1.5 to 1.8 billion.
Mohammed [Jadwa Investments]:	I mean Planned shutdown schedule for 2021 and 2022.
Mohammed [Jadwa Investments]:	Actually. So we have witnessed capex of 1.5 to 1.8 billion in 2021 and 2022, which is significantly higher that the period of 2023 to 2025. We were wondering about your plant shutdown schedule for those two years. And whether shutdowns are expected to materialize during these two years?
Mohammed Al-Sulaiti [IQCD]:	For, for 2021 and 2022, the reason why you see a spike in capex related to shutdowns, there were two main factors. One is related to some deferments given that we've delayed some of the turnarounds that were initially anticipated in 2020. And that's part of the plan of optimizing the capex in 2020, deferring it into the next year, just to try to in a very efficient manner manage our capital outlay versus the cashflow projections for the year. And in addition to that, there were some delays as well envisaged on some of the plant turnarounds due to the COVID-19-related restrictions as well of some of the contractors having issues repatriating some of the – the number of labor required for such shutdown programs. So yes, we do expect 2021 to be higher in terms of numbers compared to 2022. And you see some as well in 2021 and 2022, sorry, in comparison to 2020. And then from 2023 onwards, it those goes back to the normal levels.
Operator:	Yes, we'll now take our next question from Faisal Alazmeh of Goldman Sachs. Please go ahead.

Faisal Alazmeh [GS]:	Yes. Hi. And congratulations on the strong set of numbers. Three questions if I may. Maybe firstly just on the CapEx related questions. Just when looking at QAPCO, it has quite a high capex spend, and you kind of mentioned on this slide that there is around 1.2 related to investments. Will that result in any improved or enhanced capacity already bottlenecking, or is it just purely maintenance and so the plants will still operate and produce the same level of production as it's substantially higher than what we see in the other companies? And my second question is relating to the minority of stakes and Qafac and QAPCO. Any guidance or directionally, if we can get a sense of whether you might undertake a similar stake buyout similar to what you did with QAPCO last year? Is this something that's likely to materialize in the near term, or is it something a more long term? And finally just a question on dividends. We saw this year kind of having a record payout. When thinking about 2021, do we continue to think about EPS as the baseline or is there a possibility of linking the payout to free cash flows? Thank you.
Mohammed Al-Sulaiti [IQCD]:	Okay. So I think related to QAPCO being higher than the usual, I would assume that this is in relation to the ownership being a 100% as opposed to 75% in the past over – no capacity increases expected out of those investments and turnarounds across the QAPCO capacity. So those are purely related to maintenance and some projects related to environment as well. But no capacity increases or debottlenecking assumed as part of those investments. Moving on to question two. So we have similarly to QAPCO, Capac, we have a joint venture that matures in 2024. QAPCO joint venture matures in 2029, and then QATOFIN in 2034. So some may be more closer than others. I think the strategy remains that we – at the time, of course, not today – however, at the time, there will be continuous discussion between IQ and QP to be able to overtake the foreign ownership percentage similar to what has happened and the QAPCO. And the joint venture QP would assume a foreign ownership at the time of the foreign ownership exit – the term of the joint venture expiry. QP should assume ownership into those joint ventures, or operate. Looking at QP strategy today, similar as to what has happened in QAPCO, it's more streamlined towards owning an indirect ownership into those operating assets through IQ rather than through IQ and directly through the companies. So if this strategy continues to be in place, then, yes, I would assume Capac and QAPCO and the QAPCO as well – secondly, a company should follow a similar method and similar strategy in relations to IQ. The appetite of IQ continues to be there. However, it would depend on QPs desire to let go of those shares. Lastly the question on dividends, yes. A 100% payout I think is that a record payout compared to the previous years. So it's a payout of – a total payout of around QAR 2 billion as compared to 2.8 of free cash flow. So I believe this is where your question is coming from. So going forward, with this continue to be the dividend strategy where we do not exceed the EPS and distribute free cash.

	Free cash, so if you look at this year, this year I think we had a cash outflow during 2020 in relation to the 2019 dividends, which was around 2.4 billion. We had around – slightly above a billion dollars, if we account for both the 25% QAPCO as well as QMC share acquisition as well. It would really depend on what do we have in our pipeline now in relation to capex and whether any of those projects materialize in the future, any capacity increases or any share increase in the operating companies, or even if IQ would go on looking for further investments inorganically outside of those companies. If such capacity increases and growth is not there, then yes, I'd assume that at some point, the IQ board would consider distributing the free cashflow more than the EPS, not to retain much more of cash at hand at the IQ holding company.
Faisal Alazmeh [GS]:	Thank you.
Operator:	We'll take our next question from Lee Bezwick of QNB. Please go ahead.
Lee Bezwick [QNB]:	I've got two questions. The first is on slide 12 in relation to the temporary gas processing arrangements. Can you just explain, it's not clear why the temporary gas purchasing arrangement was in place, why IQ lost all of the revenue and costs for that period. The second question just relates to Qatar Steel. The new LNG trains that are due over the next few years are extremely steel intensive in building. So I was just wondering how the demand from that will affect the outlook for Qatar steel over the next two or three years.
Mohammed Al-Sulaiti [IQCD]:	Okay. So the first question, the temporary gas processing agreement was in line with the maturity of the joint venture. So at the end of 2019, the joint venture has expired. So did the articles of association of the joint venture. And along with the gas agreement in relation to QAPCO one to four. So both IQ and QPs desires always to lock the stock arrangements are long-term similar to all our other producing entities. So having a short-term arrangement is not – was not an option and especially that QP desire of Yara continuing in the company at a similar ownership was not part of the discussion given that there were different interpretation of the joint ventures. It ended up with QP buying Yara out and then IQ taking over. As part of that transaction as well we were able to lock the gas sales or purchase agreement. – 15 last, I'd say almost 16 years of a gas sales and purchase agreement which gives us as IQ the security and the long-term visibility on our feedstock costs and operating costs arrangement. Of course, it's not an optimal structure if we look at the first seven months of the year, yet the arrangement, I would say it was a fair arrangement. So we were getting around 6% margin from that revenues straight to your bottom line. So not – I can't think for any opex or capex in relation to QAPCO one and four. So it was a fair arrangement as an interim until we reach that final mutual arrangement with QP for the long term. The second question, can you just refresh my memory on the second question? Sorry.

Lee Bezwick [QNB]:	Yeah, sure. Qatar Steel –
Mohammed Al-Sulaiti [IQCD]:	Qatar Steel initially the decision to mothball almost 50% of the facility was predominantly driven on shifting our strategy from maximizing production to maximizing profitability. So we had a good year and I'd say 2018. 2019 was a bit of different experiences that we've had. But the later part of 2019 was very challenging for Qatar Steel given its ability to sell internationally at a price parity of how we were selling our products here in Qatar. The EBITDA was negative on our operating costs or even our cash costs. So we were running at a negative cash in relation to the portion that was sold internationally, which affected our overall profitability. So we analyzed it, we deep-dived into how Qatar Steel operates and then we've looked into the specific markets regionally here in the GCC as well as internationally in Asia, which are some of the major markets that we've been selling either billets into or even bars. It was a decision to just cut our losses and focused on a more concentrated quantity in the region. So, I think –
Lee Bezwick [QNB]:	Sorry to interrupt. Sorry to interrupt. But my, my question related to Qatar Steel going forward, not the history.
Mohammed Al-Sulaiti [IQCD]:	I'm coming to that.
Lee Bezwick [QNB]:	The question is specifically about the LNG trains that are coming over the next few years. How much –
Mohammed Al-Sulaiti [IQCD]:	Well, the LNG trains is as part of the demand that we see. So, there are expected demands as well coming in either from now being able to sell them to the GCC – so Saudi remains to be a market that provides attractive pricings in relation to bars, slightly higher than how much we were selling here in Qatar per ton. So the demand for at least the quantity that we're producing now is not concerning. So we're very comfortable to say that we believe the prices are very supportive. The demand as well is very supportive to the quantities that are produced domestically by Qatar Steel and other regions as well. So if your question talks about current capacities, we don't see an issue why the current capacity is going to be a problem. However, if your question is also when does Qatar Steel intend to bring back full capacity, that would require a lot of studies and assessments, which is currently undergoing. So we're looking at how can we bring back our production capacity back to the historical capacity and how can we make sure that we were able to secure medium to long-term contracts of supplying billets in the region, which supports us going back to 100% without compromising –
Lee Bezwick [QNB]:	So there's been no discussion yet between the companies building the LNG terminals and Qatar Steel with regards to the steel requirements for those new LNG terminals that are coming in the next two or three years?
Mohammed Al-Sulaiti [IQCD]:	No, not yet.

Lee Bezwick [QNB]:	That hasn't been a discussion point yet?
Mohammed Al-Sulaiti [IQCD]:	No, nothing that has been brought to our attention yet. So if any discussions are happening, they're at a very preliminary stage. So nothing that's committed or –
Lee Bezwick [QNB]:	Okay. Thank you.
Operator:	And there are no further questions in the queue at this time.
Bobby Sarkar [QNBFS]:	Hi. Hello, Operator. This is Bobby again. If there are no further questions, I think we can stop the call for today. I wanted to thank the management for taking the time to answer all our questions and I hope to interact with all of you on next quarter. Thank you.
Mohammed Al-Sulaiti [IQCD]:	Thank you Bobby, and thank you, gentlemen for attending the call, and ladies as well.
Speaker:	Thank you.
Operator:	Thank you. That concludes the call. Thank you for your participation. You may now disconnect.