

INTELLIGENT SYSTEMS CORPORATION

Moderator: Strange, Leland

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11:00 AM ET

OPERATOR: This is Conference # 4668937

Operator Good day and thank you for standing by. My name is Lee, and I'll be your conference operator today. At this time, I would like to welcome everyone to the Earnings Release and Investor conference call. All lines have been placed on mute to prevent any background noise. After the speaker's remarks, there will be a question and answer session.

If you would like to ask a question during that time, simply press star then the number one on your telephone keypad. If you would like to withdraw your question, press the pound key, thank you. Leland Strange you may begin your conference.

Leland Strange Good morning everyone welcome to the Intelligent Systems second quarter investor earnings conference call. We filed our 10Q this morning with 2nd quarter results and also posted a press release with summary results and comments. We also filed an 8K this morning reporting the resignation of Pete Petit as a company director.

I hope you either have or will during the call review those filings. Please note that typical forward-looking statements in the fillings apply to this call. The call today will consist of about 15-20 minutes of company commentary and will leave up to about 15 minutes for questions. In addition to taking questions directly from callers, if you'd like to comment or ask a question by email, which we are monitoring real time, you can email the question to fax@intelsys.com, that's fax F.A.X.

We have the Q and the 8K on the website now, and we'll be posting an edited version of this call immediately following the call ending, the Q & A to be added to the transcript later. Our website address is intelsys.com. That's I. N. T. E. L. S. Y. S. intelsys.com. Again, send questions as we talk to fax@intelsys.com.

I don't plan to necessarily identify the questioner, but we'll consider answering any questions that come in during this call. We'll cover on the call second quarter results, competitive landscape, high level view of third quarter and remainder of the year, comment on directors, and a legal update. I will turn the next few minutes over to Matt White, Intelligent Systems, and CoreCard CFO for second quarter results comments.

Matt White

Thanks Leland. Before I start, I'd like to remind everyone that during the call we'll be making certain forward-looking statements to help you understand Intelligent Systems and its business environment. These statements involve a number of risk factors, uncertainties, and other factors that could cause actual results to differ materially from our expectations.

Factors and risks that may affect future operations are included in filings with the SEC including our 2018 Form 10K and subsequent filings, so consider those in making your investment decisions and now on to the second quarter results. Revenue for the second quarter of 2019 was \$7,512,000 compared to revenue for the second quarter of 2018 of \$4,573,000, an increase of 64 percent.

The components of our revenue for the second quarter consisted of licensed revenue of \$700,000, professional services revenue of \$4,663,000, processing and maintenance revenue of \$1,724,000, and third-party revenue of \$425,000.

As we've mentioned in previous statements, our licensed revenue will vary from quarter to quarter, but we do anticipate a significant increase in licensed revenue in the second half of 2019. We receive license revenue primarily when our customers achieve new active account tiers. Once the customer achieves each tier level, they receive a perpetual license up to that number of active accounts.

Inactive accounts do not count towards a licensed tier. We charge annual maintenance to our license customers, which is reflected in our processing and maintenance revenue line. Maintenance revenue increases when new license tiers are achieved. For our largest licensed customer, the customer receives an unlimited perpetual license at a maximum tier level, a very large number of accounts that allows them to utilize a software for any number of active accounts.

They currently use the software for a single institution. Additional license fees apply if multiple institutions are added. We would expect it to be several years, if ever, more than five years, to hit the maximum tier level. As you can see from the revenue detail provided, professional services revenue comprises a significant portion of our overall revenue for the second quarter and first half of 2019.

However, we expect that to decrease as a percentage of total revenue over time as our customers utilize the new features, we've developed to add active accounts to their system, which is ultimately reflected in our license revenue and processing and maintenance revenue lines. Additionally, we charge annual maintenance fees for professional services that result in new functionality to our customer, which is also reflected in our processing and maintenance line.

We do not generally perform any professional services for third parties that are not license or processing customers. So, while a significant portion of our growth in Q2, the first half of 2019, is in licensed and professional services revenue, expect that to translate into future processing and maintenance revenue. And finally, for revenue, our third-party revenue generally has a very low margin and represents services provided on behalf of our customers that we charge at or slightly above cost. We recognize this revenue gross for accounting purposes. And now for the rest of the highlights on our income statement. We recorded income from operations of \$2,601,000 for Q2, 2019 compared to \$1,058,000 for Q2, 2018. This resulted in operating margin of 35% for Q2, 2019 compared to 29% for Q2, 2018 and 37% for Q1, 2019.

We experienced some margin erosion in Q2, 2019 compared to Q1, 2019 due to higher G&A expenses related to some strategic board initiatives, higher research and development expenses related to accrued employee bonuses, and revenue mix - a little bit lower licensed revenue for Q2,

2019 compared to Q1, 2019.

Our year-to-date 2019 tax rate was 23.4% compared to 3.5% in the comparable 2018 period due to the utilization of net operating loss carry forwards in 2018. Earnings per diluted share for the quarter was \$0.23 compared to \$0.12 for Q2, 2018. And now, I'll turn it back to Leland.

Leland Strange Thanks Matt. Let me remind you as a pure play in the issuer segment of the payment landscape our revenue generally comes from five sources. First, there's license fees, very little current cost so high margin. Usually equates to the number of active accounts for which CoreCard's software is being used but not always.

Sometimes accounts have not met the minimums in the contract, and other times they may have reached the maximum tier. We have none to date that have reached the maximum tier, and don't expect anyone to reach that in the foreseeable future. Second, maintenance and support for licensees, recurring revenues that increase with certain professional service work as we add features to the software and as we get additional license fees, third professional services not technically recurring but certainly repeating, and fourth, processing services recurring and generally per account per month.

Fifth, managed services, sometimes we monitor or assist in the running of our software for our licensee. There are both permanent and temporary situations prevalent with managed services. I guess I should say there's a sixth that is the third-party revenue that is pretty much dismissed as real revenues since this is passed on immediately to other parties.

While we want to be as transparent as possible regarding each of these revenue streams, we're most mindful that we're constantly negotiating fees and rates with new customers. Our competitors would like to dissect exactly how we price. We believe it not to be in our shareholders' best interest to be more precise.

Let me also explain a comment I made to an analyst last week who was trying to develop a model similar to those he has for Global Payments, Fiserv, and FIS. I said, we are an analysts' model nightmare. Why? First, we're still a small-cap company not yet reaching revenues that have scalable histories. We're being modeled against not mid-caps, which

should be the next capitalization category up but against some of the largest companies in the payments universe.

The approximate capitalization of now the big three, are Global Payments combined TSYS at \$45 billion, Fiserv combined with First Data at \$40 billion, and FIS with TSYS at \$40 billion. If my math is correct, their market caps average over 100 times those of Intelligent Systems and none are into pure issuing as we are.

Look at their press releases, they're pushing and competing heavily in the POS category. For those of you not into the business, I'm not being disrespectful as POS is an acronym for point of sale. That's the acquiring segment of the payments business, which we do not desire to participate in at this time and probably never.

And except for TSYS combining with Global Payments, none have a system they license. For TSYS, it's not a product focus, and it's not the system they use for processing in the U.S. We're different, and for better or worse depending on your investment philosophy, we're in a category by ourselves, albeit with similarities to the issuing segments of the bigger processors.

That's the reason I want to emphasize our revenue sources. I mentioned earlier that the average capitalization of the Big 3 is approximately \$40 billion, 100 times our size. The average revenues projected for the Big 3 in 2019 are approximately \$12 billion. That's over 300 times our revenues this year.

I'll say a little more about the Big 3 in a minute, but now I'm going to switch gears to legal. The company is going to vigorously defend the legal actions forced on the company by the two short and distort reports. It already has, in the second quarter, and will continue in future quarters, cost shareholders money and impact our earnings as we deal with these frivolous claims.

We were in the process of renewing our D&O insurance, and of course that renewal policy went up a good bit. To date, approximately thirty law firms have jumped on the bandwagon soliciting clients in an effort to participate in a class action with the hope of getting some settlement money. I personally did not expect to ever pay one dime from the

company to the lawyers to settle.

That's my personal observation. I'll note, there was a high-level of short interest in our stock as of the last FINRA report. It was at twenty plus percent of our float. That will have to be covered at some point. For current investors, you may want to check with your brokers to see if they're lending out your shares.

Interactive brokers is charging this morning approximately fifty-six percent APR to lend shares, so it could be highly profitable to lend but also detrimental to your stock price. I assure you the large shareholders are not allowing the broker to lend for short sales.

I said several calls ago that we'd be working through proper board governance that reflects the current company's business and capitalization. We're continuing to discuss how that may play out, but we will certainly be adding independent board members and maybe sooner than anticipated due to the announced resignation of Pete Petit from the board. I want to thank Pete for his eighteen years of service and just continuing to believe during those years as we invested in R&D to realize the potential of the CoreCard technology.

In concluding my remarks, I would just reiterate that I continue to believe and major corporations have validated the future of CoreCard. I mentioned earlier the revenues of the big three in the payments space as being three hundred times current CoreCard revenue. While all that, revenue is not from the issuing segment, I believe it goes to the size of the markets we're serving.

They're huge, and everyone is not going to want to have their credit system of record with the big three. We are a great alternative with our innovative products and speed to market. We're very pleased with where we are now and where we're headed. In a previous call, I referenced Warren Buffett when he says the same thing as we emphasized that accounting treatments don't always translate to the actual progress of the business quarter to quarter.

Our quarters are going to be lumpy. Although since I first started saying that two years ago, it does not and has not to date appeared true, but it is and will be at some point as we get big bumps from license revenue or and as we transition from one big customer to another. I'll close with

another belief of mine that has been shared recently by Buffett, which is don't obsess on the details as you look quarter to quarter.

The big picture is that it is a big market, and we're going to conservatively keep moving forward. I'll stop now and take questions. Remember you can send them to fax@intelsys.com if you wish. Operator, open the line for questions please.

Operator Certainly sir, at this time if you would like to ask a question simply press star then the number one on your telephone keypad. We'll pause for just a moment to compile the Q&A roster. Again, if you wish to ask a question, simply press star then the number one on your telephone keypad. Your first question is from Jonathan Ang. Your line is now open.

Jonathan Ang Hi, good morning Mr. Strange. I'm so excited to talk to you. I'm an investor from Malaysia, and I come from the opposite part of the world. It's eleven o'clock at night here, but your story of CoreCard was so inspiring that I just had to call in to congratulate you as a strong leader. I mean, you can easily be my grandfather and you're still going strong.

I understand that you're currently working with a very big licensing client, and it seems that the project is about to materialize anytime soon. And we're going to expect millions of transactions coming in. I understand that for companies that are growing, especially for INS there may be speed bumps along the way as you scale your business.

Could you add some color if we might experience any speed bumps or any potential or operational gaps in the business. For example, will the data centers be able to transact in millions of transactions, and will there be any material backlash if INS [can't] handle transactions smoothly?

Leland Strange Sure, be glad to comment on that, first, I can tell you there have been many, many hundreds of hours testing to make sure that we can handle a very big client load, or that our software can handle it. It's always a combination of partners that make the complete product. For example, if you are issuing a credit card, you're going to have somebody apply.

That application is usually not on our system. That's on a third-party system. The company that's issuing the card is going to have to have rules

and connections to other people to get the data they need to decide whether they will approve the credit card holder. And after that happens, assuming it's approved, you still have issues where you might have reward vendors.

You may have third-party records for the software, so I'm going to say there's probably ten different parties involved in the issuance of software. Now, we like to say that we're the most important, of course some of those others might say the same thing, but we're the system of record. We keep up with all the finances, which is the most important and the most complex thing.

It's possible that there are going to be problems in a new system that have nothing to do with us. For example, we may be sending responses to someone and the other party times out, meaning they can't take it as fast as we can send it. Now, we've tested, tested, tested. We're able to do really large numbers of transaction per second, larger than any of the partners that we're working with, with a couple of large clients actually can accept and handle at this point in time.

So, I guess first, I don't really expect any big problems. I always expect some little bumps, but I don't expect any big problems. And I think one has to be cautious even though everybody goes back and looks at CoreCard within the system of record. The problem really could be other places as opposed to CoreCard. We don't anticipate that we're going to have a problem.

Jonathan Ang Thank you for your clarification. I just have one more question. Thank you for being so generous with your time. So, when you say you guys can handle larger transactions per second, are we talking about in the neighborhood of ten thousand per second, three thousand per second? Could you give us some color on that?

Leland Strange Let's say we're talking about--I don't want to be specific--between 250 and 1,000 per second. Now, that's based on the particular set of hardware and software that's currently stood up. You could add more hardware and probably go much higher. We think it's scalable to much higher, but there's no reason for that. We think the 250 to 1,000 per second is sufficient for anything we see in the next year or two.

Jonathan Ang All right, thank you Mr. Strange. You have answered my questions, and I'm really thankful for your time.

Leland Strange Thank you.

Operator Your next question is from Nuclear Best. Your line is now open.

Nuclear Best Hi, Strange, I have a question to follow-up on the progress on the processing twenty-five million accounts. You have mentioned in the last call that the architecture and hardware was one of [support on that]. Can you update us the status now and have you overcome the challenges?

Leland Strange We're not even trying to deal with that right now. We've got our focus on getting a big licensed customer up and a couple of other things. I gave you where I thought we would head, and we're going to head there, but that's not really a big target that we have to have right now. So, that's not even something we're looking at or working on right now.

Nuclear Best Okay, and I thought that the quarter one or quarter two 2019 the G&A was \$1.1 million but the last quarter was \$594,000. Can you share with us why the big jump?

Matt White This is Matt. As I mentioned in my remarks, that's due to some additional legal costs and some board initiatives that are causing that increase.

Nuclear Best Does this cost also include hiring more people?

Leland Strange No, it's more of third-party cost due to legal and some other things the board decides to do.

Nuclear Best Okay and the last question [unintelligible]. INS has been very busy with this very large customer, and this has taken up most of your resources. How long will this take [unintelligible], and how long are you going to start working with other customers [we're splitting on full]?

Leland Strange Okay, first let me say it's not taking on most of our resources. It's not taking on half of our resources. I'd be hard pressed to say exactly how many, but the resources assigned to that project are simply working a

whole lot of hours. We have, obviously, other revenue as you can see from the report, and we have a lot of people dedicated to that other revenue.

Now, in some cases that other revenue may not be as profitable as this depending on what it's doing, so it's not taking on even half of our resources not close I would say at this point.

Nuclear Best Okay, thank you very much that's all.

Operator Your next question is from Kelvin Seetoh. Your line is now open.

Kelvin Seetoh Hello, this is Kelvin here. So, on thirteenth April, CoreCard shared an expanded international processing services press release. So, apart from reading the press release, how should investors interpret it because I'm just figuring out like why would it warrant a press release, and how's our ability to basically win more businesses from other clients?

Leland Strange Kelvin, they're a lot of reasons for doing press releases, and many of them are customer related or potential customer related, so I certainly don't want to get into more details than that.

Kelvin Seetoh Sure, okay thank you.

Operator Your next question is from Audrey Tan. Your line is now open.

Audrey Tan Just a question, how does our company ensure of quality of workforce while expanding fast to meet professional services or hinder monthly client. In terms of the company culture, can you share what is so unique that allow many employees to stay on for many years? And do you see any key employees leave?

Leland Strange Gosh, I would like to say it's because of great management they stay a long time, but I'm smiling as I say that. No, it's a company culture that we both try to select, and it's a little bit of self-selection try to find folks that want to be dedicated to the mission that we have and to see this thing ultra-successful. We try to treat employees well.

We respect the employees. We understand that they're the important part of what makes all this work, but other than that, I don't know what to tell you. But yes we do have a lot more long-term employees, particularly internationally than practically than any other company that I know of, and nobody else is even close. Do we see any key employees leave? We certainly don't know of any this point. We think we're rewarding them well and don't see any problems with that.

Audrey Tan Thank you, just another question, how are we positioning ourselves to reduce if any key employees leaves us? And then are we also expecting to hire more people in the coming few quarters?

Leland Strange Well, we're always hiring people, so there's always job openings, and we had new employees start today. We'll have new employees starting every week, none in masses. In India, you end up making an offer and it's usually sixty days before they can come.

Sometimes they don't show because they end up getting a better offer in between time, but we've clearly got plenty of job openings, and we are continuing to hire employees and will continue to do that for a long time as far as I can tell.

Audrey Tan Okay, just one last question, do your employees face other companies poaching them?

Leland Strange I'm sorry, I didn't understand that.

Audrey Tan Do your employees face other companies poaching them?

Leland Strange Oh yes, constantly, when you're as successful as we are and when you have employees that are very experienced in the payments space, you've got recruiters calling them all the time. They consistently, pretty much, let us know, and they're constantly trying to poach them. Occasionally they get some, so it's not like we never lose any.

We hope the ones we lose are only those with two or three years' experience not those with five to ten or fifteen years' experience, and that has been our experience. Those that stay over five years, we're usually able to keep, but yes, so all of these big companies I've named, they're trying to poach our employees.

Audrey Tan Okay, thank you very much.

Operator Your next question is from Mathew Schroeder. Your line is now open.

Matthew
Schroeder Yeah, hi Leland. Hi Matt. Thank you very much for taking my call and congratulations on an excellent quarter. Just one question in reviewing the 10Q, there was a little bit of discussion about an investment in which the company now has a forty percent equity interest and extended another million dollar loan. Could you give us a little bit more color on what your vision or strategy is for that investment?

Leland Strange Yeah, it's connected in a slight way with CoreCard in that it's in the fintech space. It's in the identity space, and we made the first investment in it several years ago. And I actually just really believe in the people, in the company, think there could be some continuing connection with CoreCard, but even if it's not we believe it's a good company that might give us a nice exit at some point.

So, that's a little bit of the VC or the investment side, but it stays with the fintech side. And we probably wouldn't have done it as a brand new investment, but since it's one that we've had for a little while we decided to go ahead and let's stand it up in a way they could be very successful. They do a lot of consulting in the identity space.

They run conferences in the identity space, and you need identity for everything, even Alexa with Amazon. Alexa needs to know who's talking to it, and so we'll probably give more color to that sometime next year as it has more traction, but that's the highlight of it.

Matthew
Schroeder Excellent, and then one more small question, I know everyone is focused on big licensing customer that's coming up. In the 10Q I think for the first time you've broken out European revenue versus U. S. revenue and to perhaps my surprise is about sixteen percent of revenue, and it's growing quite nicely. Could you just give us an idea of your view on that and outlook?

Matt White Yeah, that's something we usually break out in our 10K. We've started including that in the 10Q, I believe starting Q1, but that's been a customer of ours for--we've been operating in the European Union for several years, so it's not a new space for us. So, we expect that to continue to grow.

Leland Strange Yeah, we have licensed customers that are international. I would expect we will end up with some others, but that's probably primarily from one major licensed customer where that's increased.

Matthew
Schroeder Okay, thank you very much.

Operator Your next question is from Sam Rebotski. Your line is now open.

Sam Rebotski Yeah, good morning Leland and Matt, good quarter, you had indicated you previously were unable to take on additional large customers. Do you have an idea of when you would expect to be able to take on another large customer?

Leland Strange Well, we're talking to several possibilities at this point, and you take on folks a little at a time. You may have a potential very large customer, but the first year they may be fairly small, so it's not quite on off. It's more of a volume transition. But if I had to answer it more like an on off, I'm going to say toward the end of the year, but that doesn't mean you're getting a lot of revenues toward the end of the year. It means you're just starting again with a large customer.

Sam Rebotski And as far as the number of employees, is my recollection it was like 400. Is that the number of employees you presently have? Have you increased the number of employees in this quarter?

Leland Strange It's closer to 500 now.

Sam Rebotski 500, that's good, that's very good.

Leland Strange It may be a little over, but it's in that range.

Sam Rebotski Okay, very good. Okay, look Leland, I guess with the speculation of the major customer you have that feeds the stock unfortunately and I guess at some point you'll talk more precisely when you're allowed to talk about customers. And good luck with the lawsuit.

You've done nothing wrong. Unfortunately, the stock has risen and decreased and risen and decreased, and it's all these speculators, basically, who didn't know you a couple of years ago and just discovered Intelligent Systems, keep up the good work.

Leland Strange Okay, thank you, Sam. While the operator lines up any other questions, let me answer a couple that came in by email. One said that, you've generated approximately 15 million in free cash flow since last year plus cash is the largest component working capital. Can you please talk about how you intend to use that cash?

Only thing I can say about that is we've made no specific plans. We are always looking at potential acquisitions. We haven't found anything that fits a criteria that's priced the way we would like it right now, but we could use part of that cash to invest partially in a company rather than take it on completely. We're not planning on doing dividends with it at this point.

I'm not going to say we never would, but that's not the current plan. We're going to keep holding the cash as we find a good strategic use for it. The other part of the question-hold on a minute-was as you transition to processes from licensing, do you think you can remain profitable on quarterly basis. Well yeah, I don't expect us to-even though I talk about lumpy, I'm not talking about lumpy in the sense of oh, we're going to lose money.

No, we should remain very profitable on a quarterly basis, and the license bumps should all be up as opposed to anything the other way, so hope that clarifies anything I might have said earlier. When I talk transitions, I'm not really talking about any serious downside. I'm really talking about well we could have some real nice revenue that might not get repeated in next quarter or the next one.

Another question that came in on email was expand on the comments on lending. I'm tending to make sure people understand that's the secret

sauce. That's the hard thing that people do, and that's the big thing that we do that a lot of other people can't do in the same way we can. So, lending whether it be credit cards, whether it be other types of lending, we have customers that are doing point-of-sale lending for other very big companies around the world.

So, we do all kinds of lending. We also do the simple stuff, the prepaid gift rewards, but lending is the bread and butter and the reason people would generally come to us. And I say that slowly because people also come to us for just pre-paid and other kinds of things also. All right, are there any other questions operator?

Operator Yes sir, your next question is a follow-up question from Jonathan Ang. Your line is now open.

Jonathan Ang Hi, Mr. Leland. I'm starting to realize CoreCard is about to do some complex transactions, which differentiates your software even further. So, pertaining to the licensing revenue model I mean, in a typical scenario, which you've given in Q2, 2018. You mentioned about one million--sorry, you mentioned about one million dollars for one million customers as a hypothetical example.

So, for clients requiring greater complexity, what are the configurations in how you price licenses? And how do you feel about pricing it at about one dollar per license? Is that considered cheap in the industry? So, I just want to understand more about the industry.

Leland Strange Well, I used the right word. I said one dollar hypothetically in order to try to explain how tiers work. I didn't say that we price quoted at one dollar. And as I said earlier, I am not going to talk about how we price it. It might be five dollars for small licensee with small numbers. It could be ten dollars for small licensee with small numbers.

It could be sixty cents for a licensee that had fifty million accounts, so there's a wide range of pricing based on the complexity and also the number of accounts. And I'm not going to get into any details exactly what it'd be for which because that's not in our best interest in discussing with current or future customers.

Jonathan Ang Alright, Thank you Mr. Strange.

Operator Your next question is from Kelvin Soh. Your line is now open.

Kelvin Soh Mr. Strange and Matt, congratulations on the great quarter. My question is more pertaining to the [destruction] in the fintech space right now. And when we look at China, we have the likes of Alipay, recheck pay, and even Facebook is coming out with [Libra]. Basically, they are a gateway and processor together.

And they were able to charge lower processing fees, and some of the fintech are already doing that too. So, in the long term given our pricing structure, how do you feel about our pricing structure in comparison to the market or any potential disruption coming up?

Leland Strange I talked about earlier about the size of market given the big three. We're talking about billions of dollars that are out there in revenue. We're not going to be looking for the low end of the revenue chain. We're going to be dealing-we'll let somebody else have it. That's fine. Can we do it? Sure, we could do it. Can we price and make money? Probably, but we're going to go for the more complex things not the ones like Alipay.

But I will say we have customers that may be dealing with Alipay now and some of the things they do, and Alipay is paying for it, so I'm not worried about the destruction of pricing at all.

Kelvin Soh Right, that is good to hear, that's all for my questions, thank you.

Leland Strange Operator, do we have anymore? We're getting close to the end of our time.

Operator Yes, sir your question is a follow-up question from Nuclear Best. Your line is now open.

Nuclear Best Hi, thank you, my question is you are talking about processing complex stuff. Can you share with us more about the key features on these processing costs and also the real advantage for having a real time processing? How does that help in this payment industry?

Leland Strange Yeah, that's really probably way too much to talk about in a Q&A. I mean, real time environment is simply what everybody wants. You can't do it with the legacy systems. You can pseudo real time, which is what they're doing, but people want real time. That's the only way you can do certain things.

I think the other part of the question about complex credit, go back and read one of our scripts from either the last call or the one before that where I explained an example with Bass Pro Shop for a very complex credit. They're all kinds complex credit, so it would not be I think helpful to try to dissect that anymore on a Q&A. Thank you for the question.

Operator, do you have any other questions that are not follow-ups and new questionnaires because we need to cut it off here shortly?

Operator There are no further questions at this time. You may continue.

Jonathan Ang Okay, thanks everyone for joining us. It looks like a rough day in the market, so we'll conclude and let you go back and tend to your assets, thanks everyone.

Operator This concludes today's conference call. Thank you everyone for participating. You may now disconnect.