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Speakers from IQCD:	<ol style="list-style-type: none"> Mr. Sami Mathlouthi, 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:	<p>Good day and welcome to the Gulf International Services (GISS) Third Quarter 2020 Results Conference call. Today's conference is being recorded at this time I'd like to turn the conference over to Mr. Bobby Sarkar, please go ahead.</p>
Bobby Sarkar [QNBFS]:	<p>Thank you, Emma. Hello, Good afternoon everyone, this is Bobby Sarkar, Head of Research at QNB Financial Services. I wanted to welcome everyone to Gulf International Services or GISS third quarter and nine months 2020 results conference call. So on this call from Qatar Petroleum's Privatized Companies Affairs Group we have Sami Mathlouthi who is an Assistant Manager in the Financial Operations and Riaz Khan, who is the Head of IRR and Communications. So as usual we will conduct this conference with first management during the company's results followed by Q&A. I would like to turn the call over now to Riaz.</p> <p>Riaz please go ahead.</p>
Riaz Khan:	<p>Thank you Bobby. Good afternoon and thank you all for joining us. Hope you are all staying safe.</p> <p>Before we go into the business and performance updates, I would like to mention that this call is purely for the investors of GIS and no media representatives should be participating in this call.</p> <p>Moreover, please note that this call is subject to GIS's disclaimer statements as detailed on slide no. 2 of the IR deck.</p> <p>Moving on to the call, on 29th October, GIS released its results for the third quarter of 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 GIS.</p> <p>Today on this call, along with me, I have:</p> <ul style="list-style-type: none"> - Sami Mathlouthi, Asst. Manager, Financial Operations <p>We have structured our call as follows:</p> <ul style="list-style-type: none"> - At first, I will provide a quick insight on GIS's ownership structure, competitive advantages, overall governance & BOD structure by covering slides 5 till 8, and slides 31& 32; - Secondly, Sami will brief you on GIS's key operational & financial performance matrix. - Later, I will provide you with insights on the segmental performance. - And finally, we will open the floor for the Q&A session.

	<p>To start with, as detailed on slide no. 6 of the IR deck, the ownership structure of GIS comprises of Qatar Petroleum with 10% stake being the Parent shareholder, whereas GRSIA with approximately 22.4% stake is the largest shareholder.</p> <p>As detailed on slide no. 5, Qatar Petroleum provides most of the head office functions through a service-level agreement. The operations of GIS's subsidiaries are independently managed by their respective Board of Directors, along with the senior management team. The BOD structure is detailed on slide no. 7 of the IR Presentation.</p> <p>In terms of competitive advantages, as detailed on slide no. 8, all of the GIS's group companies, strategically placed having significant market share in their respective business sector within Qatar. Drilling business is the only Qatari on-shore drilling service provider with 100% market share and having more than 50% market share in the off-shore drilling business in Qatar. Similarly, the aviation business of GIS is a sole provider of helicopter services in Qatar oil & gas service sector and being one of the largest operator in the MENA region. In terms of insurance business, it is one of the leading medical insurance providers in Qatar. This is supported by an experienced senior leadership having expertise in the relevant business segments.</p> <p>In terms of the Governance structure of GIS, you may refer to slides 31& 32 of the IR deck, which covers various aspects of GIS's code of corporate governance in detail.</p> <p>I will now hand over to Sami.</p>
<p>Sami Mathlouthi:</p>	<p>Thank you Riaz. Good afternoon and thank you all for joining us.</p> <p>Since the last down cycle in the oil and gas industry, the Group achieved success to an extent, where we started to show signs of early recovery from the start of 2019 up until Q1-20. However, since the outbreak of COVID-19 pandemic, while entering into the second quarter of 2020, the Group endured another layer of macro challenges, with crude oil prices plunging to a record low, coupled with strict implementation of lockdowns limiting the economic activities across the global markets. These impacts were mostly felt in the drilling segment, with stiff competition on asset utilization burdened the overall market environment.</p> <p>As detailed on slide 12, the Group's total revenue for nine months of 2020 grew moderately by 1% compared to the same period last year, to reach QR 2.2 billion. The revenue growth was supported on the back of capturing growth opportunities and expanding market share while major renewals of contracts across different segments was also noted. The growth in revenue was predominantly offset by negative growth in revenue within the drilling segment on the back of lower asset utilization mainly due to macroeconomic headwinds, amid COVID-19 outbreak leading to depressed economic activity and oil prices volatilities.</p> <p>For the year ended, the Group has averaged an EBITDA of QR 482 million for nine months of 2020, with a decline of 8% compared to the last year. Net profit for the nine months period reached QR 49 million, with an increase of 41% compared to the same period of last year.</p> <p>When analyzing the profitability in more detail, as reflected on slide 14, the main contributor towards the growth in profitability was as a result of overall growth in revenue led by all the segments, except for drilling segment. The growth in revenues contributed positively by QR 30 million to the net earnings, which was offset against increase in direct costs amounting to QR 38 million.</p> <p>The increase in direct costs of 2%, was mainly attributed to the increase in direct costs within insurance segment as a result of higher reinsurance costs, slightly offset by lowered net claims. Catering segment also witnessed an increase in direct costs due to overall increase in volumes.</p>

	<p>While, the drilling segment reported a reduction in direct costs of 6% compared to last year due to cost optimization initiatives.</p> <p>Finance cost also contributed positively to the bottom line earnings and decrease of 27% was noted, on the back of the declining interest rates.</p> <p>Moving on to the balance sheet, the Group's total assets declined by 3% during the period, to reach QR 10.5 billion as at 30 September 2020, as compared to 31 December 2019. On the liquidity front, the closing cash, including short-term investments, stood at QR 795 million down by 12% as compared to the last year end. The total debt at Group level stood at QR 4.6 billion as at 30 September 2020.</p> <p>Before we go into the segment details, I would like to highlight some of the key initiatives, as detailed on slide 29, which the Group had taken to ensure our resilience in this challenging macroeconomic situation.</p> <p>These measures included optimizing human resource structures, reducing direct costs, reducing non-production related expenditures including corporate and PR related expenses. The implementation of these measure began in June 2020 and the effects of the same has already started to realize.</p> <p>On overall basis, our base case strategy will continue to focus on market development focusing on building market share, reducing operating costs and continue to improve utilization of assets.</p> <p>I will now hand over to Riaz, to cover the segmental performance.</p>
<p>Riaz Khan:</p>	<p>Thank you Sami.</p> <p><i>Drilling</i> I will start with Drilling segment and you may refer to slides 16 to 18.</p> <p>The drilling segment net losses reached QR 120 million, up by 117%, compared to the same period last year, mainly as a result of negative growth in revenue partially offset by savings on direct operating costs and lower finance costs. Drilling revenues for the nine months of 2020 declined by 19% compared to compared to the last year, to reach QR 723 million.</p> <p>Topline performance was mainly impacted by premature rig suspension within the on-shore fleet, amid COVID-19 pandemic. However, the suspension is only for a temporary period of time and these rigs are expected to commence operations soon. Moreover, the rig day-rates, with effect from July 2020, has been repriced with lesser rates, amid sluggish demand outlook.</p> <p>Revenue reduction was partially offset by additional revenue streams from the GulfDrill JV, as two of the planned rigs has already commenced operations during the year.</p> <p>Going forward, taking into account the current distressed oil price environment, GDI would continue to evaluate and optimize Opex and controllable costs in a step to support the bottom line profitability.</p> <p>Looking ahead, given the uncertainty still persists and with oil and gas market conditions cautiously recovering, we believe the cyclical nature of the industry will ultimately bring forth a recovery phase that will drive an incremental demand for drilling rig services business that could be more favorable to drilling contractors.</p> <p><i>Aviation</i> Moving on to Aviation segment, as detailed on slides 19 to 21, the overall profitability of this segment has remained strong with an overall increase in the bottom-line earnings of 52% year-</p>

	<p>on-year basis, excluding the one off capital gains. This was mainly due to increased revenues of 13%.</p> <p>This growth in revenue was mainly driven by revision of contract rates within domestic segment starting from this year with a retrospective effect since 2018, along with an addition of one new aircraft within the Qatar's Oil and Gas operations. Moreover, revenue within the international segment also improved, on the back of improved operational performance from Turkish subsidiary, coupled with penetration into new territories by winning new short term contracts in Angola, Oman and South Africa. In addition, the segment continued the expansion of its MRO business, with a new contract won in Kuwait.</p> <p>Although, the overall flying hours were on the lower side compared to the last year, but the fixed charges remained unaffected and supported the overall growth in segment revenues.</p> <p><i>Insurance</i> Moving on to insurance segment, as discussed on slides 22 to 24, the bottom line profitability increased by 519% year-on-year basis, mainly on the back of successful renewal of policies, along with improved pricing terms on all major accounts within the medical segment. This led to segment revenue growth of 23% year on year basis.</p> <p>Furthermore, the growth in profitability was also supported by lower net claims by 19% compared to nine months of the last year.</p> <p><i>Catering</i> Finally, moving on to the catering segment, as discussed on slides 25 to 27, the segment saw moderate growth in revenue by 1% to reach QR 317 million during nine months of 2020, due to successful expansion of the core industrial catering and manpower contracting services, and higher occupancy level at Mesaieed and Dukhan Camps.</p> <p>On the other hand, the segment reported a net loss of QR 4 million, compared to a net profit of QR 4 million for the same period last year, mainly due to lowered margins.</p> <p>Looking ahead, the segment continues to explore opportunities from both industrial and non-oil and gas sectors.</p> <p>Now we will open the floor for the Q&A Session.</p>
<p>Operator:</p>	<p>Thank you. Ladies and gentlemen, if you wish to ask a question at this time please signal by pressing star one on your telephone. Please ensure that the mute function on your telephone is switched off to allow your signal to reach our equipment. Again to ask a question today please signal by pressing star one, we will pause for just a moment to allow everyone an opportunity to signal for questions.</p>
<p>Bobby Sarkar [QNBFS]:</p>	<p>Thank you Emma, this is Bobby again from QNB. Guys before we take questions from the audience can I just ask a couple of my questions generally to do with drilling? Firstly, can you give us an update on what's happening with the NFE expansion? I see the two rigs have been deployed as of the third quarter and four are expected to be deployed next year. So if you could maybe provide some color as to how they will be spread over 2021? Also on drilling is there a sense or is there some comfort or guidance you can give us as to when you will see an increased mobilization of drilling services as the COVID 19 effects wear off? And finally is there an update on the stoppage I guess there was a delay or halting of the debt restructuring talks. Is there an update if that has been restarted and what the potential timeline could be? Thank you.</p>

<p>Sami Mathlouthi:</p>	<p>In terms of the NFE expansion as you mentioned so Bobby so basically we started now with two rigs. So the first rig was mobilized in the first quarter 2020, second rig started on 21st of August, 2020. And we are expecting additional rigs to be mobilized either by the end of Q4 or the beginning of the next quarters in 2021. So we don't have exactly the exact date when those rigs will be starting they will be stopping but for sure that will be in the first half of 2021 we will see all the rigs in operation. So that's in terms of question one. So relating to question two, so the increase in mobilization on drilling sector, I think, as you mentioned, this is all relating to the market. So basically the market situation with COVID-19 has tremendously impacted the oil and gas industry. So reduction in the rig rates by the reduction of the activities in the oil fields. So some of the oil companies they started to reduce their activities so the impact has heated all the companies around the world and here in Qatar, GDI has had this issue as well.</p> <p>So at the moment most of the offshore rigs are operation so we have seen some suspension in the onshore rigs but we are expecting the situation would improve by I guess beginning of 2021. So for your third question relating to the debt so yeah, as you know, so by Q1 2020, so the nearest election will be the refinancing debt and relational with the group debt restructure was in the final stages, but with outbreak of COVID-19 and the uncertainties in the oil and gas industry so the management of GIS decided to discontinue the proposed debt restructuring and [inaudible] saw again in Q3. So we have something again to work with our financial advisors and we are putting together a funding strategy basically to finalize the resurrection and refinancing plan. And hopefully by end of Q4 2020 or beginning of Q1, 2021, we will have some credibility in that level.</p>
<p>Bobby Sarkar [QNBFS]:</p>	<p>Okay, great. Thank you Sami. Emma can we open up for Q&A please? Thank you.</p>
<p>Operator:</p>	<p>Certainly. As a reminder, ladies and gentlemen please signal on the telephone by pressing star one if you have any questions. We have a question now from Nathan Abbas from Ashish Capital, please go ahead. Nathan Abbas, if you wish to go ahead.</p>
<p>Nassis Abbas:</p>	<p>Hello? Yes, thank you gentlemen for the call. My question was partially answered but I can maybe ask further clarification what could contribute for better also recovery and daily rates in the offshore drilling. I mean is the competition so strong and the supply so high that you will always face such downward pressure even with the ramping up of activity in the Gulf in general, like we hear Aramco is doing activity and QP is doing activity and ADNOC potentially doing or ramping up its activity. So if all of that demand increase what's going to be supportive for rates to recover?</p>
<p>Sami Mathlouthi:</p>	<p>Yes, Nathan. I think definitely the answer is yes. So will the recovery of the activities in the oil rigs so basically it will be bad. So what happens, I think most of the impact is related to COVID-19. So before COVID-19 we didn't have the issue and most of the rigs were operational and we haven't seen any suspension. So the suspension started to materialize in Q3, 2020 so before that nothing was on the discussion. So I believe once the oil and gas industry market and all oil prices will streamline I think we will see surge in the activities and we would see those suspension rigs they would return back to activity.</p>
<p>Nathan Abbas:</p>	<p>I see, thank you. My last question if you allow me do you think with the shift in ESG investment oriented basically ESG oriented investors that it will put a gap on the oil and gas service companies from reaching their full potential in terms of valuation? Because we noticed let's say looking globally other than the global players struggling financially but there are certain players that are doing well and still they are not being rewarded because I don't know for whatever reason but what one of the highlights is that maybe ESG oriented investors are shying away from these companies and therefore they will not be able to achieve their full value.</p>

Riaz Khan:	<p>If you allow me to just add contribute here, basically ESG drive is there that's a very fair point which you have highlighted and just giving you a heads up that we have formalized a committee and a team in-house who has actually been mandated to work on the ESG front especially in terms of their disclosures. So currently we are making a strategy in-house for our privatized companies a pure ESG strategy. Then we will translate that strategy in terms of our disclosures and ESG based KPIs for each individual companies, which is basically the four key segments within the GIS and then we'll consolidate them back at the group level at the GIS level. So this might take some time currently we are in the phase of discussion, making the baseline strategies and determining which disclosures to be done.</p> <p>In terms of your point on the global valuations I think more than the 'E' side of the job, I think ESG are also equally valid. So if you are disclosing well and good and that is our view, how we feel about ESG and how this can log-in back to our valuations, that we can attract as many funds, ESG based funds as we like, if we have very solid disclosures available with us, irrespective of the emission side, irrespective of the environmental aspects of our business, but as far as we are disclosing to the world that what is exact situation from each and every itemized basis for ESG we will be hopefully in the good shape.</p> <p>It's a bit futuristic right now for GIS as we stand now but hopefully in one-year time down the line you will see things and reports flowing through from our deck to you from the ESG perspective.</p>
Nathan Abbas:	Thank you very much.
Operator:	Thank you. Our next question today comes from Nitin Derrik[?] from Siko Asset Management, please go ahead.
Nitin:	Hi and thank you for the call. Can you share some more details on your rig fleet as per the last conference call you have eight onshore rigs and eight offshore rigs? So out of eight offshore, one rig was Mshrieb if I remember the name correctly was not deployed and it was expected to take embedment which has already been delayed for some time. And one rig from the onshore segment which is GDI-3 that was not deployed and that you have said many times before that that is easy to deploy. It is not like an offshore thing which is difficult. And now you are saying that one more rig has gone out of operations. So am I correct out of 16 rigs, eight on shore, eight off shore, three rigs are out of operation?
Sami Mathlouthi:	<p>Yes, you are right. So out of eight rigs, so basically worth sharing, I don't know, it has not been deployed. So the management is thinking about the impairment. So the initial idea from the management was to deploy this rig but the problem was the aging and the technical issues that the rig has it has been a little bit difficult to deploy this rig. So there is some internal discussion regarding how we will deal with the rig and basically depends on the discussion of the board will say the decision either to repair the rig or to try to find other solutions on how maybe to update this rig and deploy it in the future.</p> <p>But so far until Q3 2020, so no decision of impairment has been taken yet regarding the repair of the rig. So the issue with GDI-3 it's basically the oil and gas industry. So with this result of COVID-19, so the whole industries is basically is in slow down and then it was a little bit difficult to deploy this rig. So as stated before, yeah, normally it's not a difficult situation to deploy this rig but the problem was the COVID-19 and the slowdown in the oil and gas industry.</p>
Nitin:	So GDI-3 and Al Safliya so both are from onshore segment right?
Sami Mathlouthi:	Yeah.
Nitin:	Okay and can you comment on the I mean the age of these rigs, I mean your fleet 16 rigs. How many are from 1980s and how many are from nineties and how many are after 2000? I just wanted to get a sense of the, you know, the profile of these rigs.

Sami Mathlouthi:	Riaz, do you have that information in your presentation?
Riaz Khan:	Normally we don't have this information handy but what I understand is basically the utilization levels and the remaining useful life of the asset and that's how we evaluate these rigs in our books of accounts. So based on the useful life if you ask Msheireb and GDI are in the red region from the impairment perspective. But as far as the other rigs are concerned, technologically, as well as their remaining useful life is concerned. There is no risk at all from the impairments perspective.
Nitin:	Okay and regarding the debt refinancing so if I see your finance courses already down from 181 million to 131 million for the nine months which is roughly 16 million per quarter to 45 million per quarter. So now we are talking about refinancing your target for next year. So do you think you can, despite the, you know, coming down of this course, you can still further bring down the interest expense by refinancing?
Sami Mathlouthi:	Sorry can you repeat the question again? The voice was cutting.
Nitin:	Okay so your interest expense has already come down from 1801 million to 131 million. So, which is 16 million per quarter to 45 million per quarters. So due to the new global declining rates, so do you think after this you can still bring down interest expense from these levels because it is already down with low rates.
Sami Mathlouthi:	Yes I think based on our discussion on Q1, we have been able to reduce the rates by few bits. So we believe that during this next discussion our aim will be first to discuss the loan and at the same time to re discuss the interest rates and yes we believe we will try reduce the interest rates to a level up.
Nitin:	Okay, have a few more questions but I will go back in the queue. Thank you.
Sami Mathlouthi:	Thank you.
Operator:	Thank you as a remainder, if you do have a question at this time please signal by pressing star one on your telephone keypad. It appears we have no further questions at this time. Certainly, we have follow up question now from Nitin Derrik from Siko Asset Management, please go ahead.
Nitin:	Yeah so coming to aviation segment so we know that you have 55 aircraft out of which 30 are deployed in Qatar. So my question is you have multiple subsidiaries, Al Maha Aviation, Redstar Turkey, United Helicharters, there are subsidiaries in Malta and Morocco. So these 55 aircraft which is Gulf Helicopter Company. They own these 55 or this is a consolidated number 55 accounting all the subsidiaries?
Sami Mathlouthi:	Yeah the 55 are all the consolidated number and all of them are owned by Gulf Helicopter Company.
Nitin:	Okay so how many are owned by GHC, which is the Gulf Helicopter Company because you own 49% in Turkey and 49% in Malta, 49% in Morocco. So how many helicopters are owned by GHC, which is Gulf Helicopter Company which is a hundred percent owned by you?
Sami Mathlouthi:	Yeah, the 55 are owned by Gulf Helicopter and so the 49% those are the section of the company that we are having and basically we [inaudible] and we are doing business together. So every shareholder will have some contribution in terms of the business in itself but all of the aircrafts are owned by Gulf Helicopter.

Nitin:	Okay and how many aircraft are underutilization since you have mentioned that, you know, in one of the international contract is renewed with a lesser number of aircraft. So out of 55 owned by Gulf Helicopter Company, how many are underutilization as of now?
Sami Mathlouthi:	So out of those, I would say around 15 are not utilized at the moment and then the remaining are in operation.
Nitin:	So 40 are in operation you mean to say?
Sami Mathlouthi:	Yeah.
Nitin:	Okay, one last question.
Riaz Khan:	Sorry, I'll cut you here. I just want to continue what Sami mentioned about these 15 helicopters which are not operational as of now but in terms of again, going back to the useful life and the book value concept most of those helicopters have already completed their useful life. So there is no risk for impairment for them from the impairment perspective.
Nitin:	Okay. So all these helicopters are fully owned by you?
Riaz Khan:	From which perspective are you seeing this, which helicopters are you talking about?
Nitin:	The 55 one is it owned GIS?
Riaz Khan:	I'll tell you the full fleet is 55. Okay? Then we have a Turkish subsidiary I think six helicopters are there in that Turkish subsidiary. Then we have one in Malta, I think one or two in Morocco. Then we have one in India. Similarly, we have something one in Spain, which is located. Then we have been located in UK. So there is different locations of these helicopters. If you ask me about the ownership of those, those helicopters are owned by the legal entities which is situated there in those entities or in those countries. And then those legal entities are actually owned to an extent by either by Gulf helicopters or we have done through some silos. So there are some regulations based on which you cannot own the a hundred percent of the entity in a certain country. So you have to do it through, you know, the silo mechanism. So I ultimately what Sami has mentioned, all these helicopters ultimately end up being owned by Gulf helicopter one way or the other.
Nitin:	Okay, and what are MRO related revenues innovation segment?
Riaz Khan:	Sami you want to contribute or I can respond on this?
Sami Mathlouthi:	The MRO revenue so far it's QR 4.5 million.
Nitin:	What is MRO I'm asking? I mean, just to understand what is MRO related revenue.
Sami Mathlouthi:	Yeah. It's mainly relating to the maintenance services that we provide for external parties. That when have some contracts with external parties and we do the maintenance for the aircraft. So it's not a big contributor towards the revenue it represents, I'll tell you how much it represents.
Riaz Khan:	So it is 9% in 2020 year on year basis. And last year it was 8% of the total revenue mix.
Nitin:	Is there any intent to simplify the structure for the aviation segment?

Riaz Khan:	This is the growth strategy for us because in Qatar we have the a hundred percent market share. We want to grow ourself and want to have footprints in Africa, want to have footprints in Asia, want to have footprints in Europe. So for that you need to be present in those countries and you need to have some legal structures there placed so that you can run the show and get new business in those countries. Because Qatar market, as far as Qatar market is concerned, we are the sole service provider here. So this is part of [inaudible].
Sami Mathlouthi:	And Gulf Helicopter is following the strategy that GI has put in place which is mainly the market development. So our objective is mainly to make some market penetration and this cannot be done in the country market, which is already saturated on as Riaz said we control most a hundred percent of the market. So you cannot grow your business without going out and then for legal reasons. So basically you cannot set up companies by a hundred percent ownership and for that we need to have partners in different countries.
Nitin:	Okay, a question on your catering segment. Now you are doing almost a billion revenue in 2015 in catering segment. Now the revenue has come down to 400 million. So what actually has happened? Why is there a big decline? Your profit was also around a 100 million riyals now the profit is, you know, you're hardly break even for the nine months. So what has happened in this segment? Why is there a decline?
Sami Mathlouthi:	Yeah, in that segment that segment where we provide catering service to oil and gas companies through various companies in the country. So first of all, if you analyze the oil and gas sector so most of the companies they have reduced activity. And when we say reduced activities so we will have less number of meals provided in the catering service. So less number of meals provided and less revenue so some of the other companies that have closed their country or their cafes which were let's say operated by Amwal. So this has created a huge decline in terms of revenues and in terms of contracts. So some companies they just want to do contract because there is no activity. I think with COVID-19, and that has impacted its revenue, despite not having new contracts, especially in the manpower level. But the Nepal in general does not bring a huge net profit. So basically the contribution margin is lower and you will need more manpower to generate the same revenue and to generate less network. So once the situation will return back to normality. So I think Amwal will return back to a much better revenue and much higher net profits compared to the situation that it found itself in, so basically in 2020, Amwal has difficulties especially with the generation of revenues, which is mainly anything to external factor not relating to Amwal.
Nitin:	Okay, thank you. A question on drilling segment how should we think about CAPEX requirement these rigs they require having CAPEX on a yearly basis and considering your rig fleet some of the rigs are from eighties, some of them nineties, some of the rigs are new maybe. So how should we think about CAPEX for the next two, three years? How much CAPEX could be needed? You know we got three what rigs are already out of operation and there must be some CAPEX needed to put those into operation and the existing rigs as well. They also need recurring CAPEX, so how should we think about CAPEX?
Sami Mathlouthi:	Yeah. So far if you look at 2020, I think I would say the total CAPEX span from now it's 45 million. So we believe that maybe for the whole day it could be around QR 60 million per year, but the new strategy of GDI now based on the joint venture. So most of the joint venture costs will be through the joint venture. So basically you will not see a huge CAPEX in an existing fleet and basically part of that, the CapEx will be taken by the new joint venture.
Bobby Sarkar [QNBFS]:	Hi guys it's Bobby again, Nitin can you please limit just one last question, please.
Nitin:	Yeah so just a clarification, the 60 million CAPEX is for GSS or only for drilling segment you spoke about?

Sami Mathlouthi:	Your question was about drilling segment? So I'm speaking about the drilling segment the 45 million it's relating to the drilling segment and most of the CAPEX in shares are related to GIS.
Nitin:	Thank you.
Riaz Khan:	Operator do you have any more questions from other participants?
Operator:	Thank you, we have no further questions at this time.
Riaz Khan:	Thank you, okay. Then in that case we can conclude this call. Yeah, Bobby for you to closing remarks.
Bobby Sarkar [QNBFS]:	Sure, yeah. Thank you Riaz, thank you Sami, thanks everyone for participating in the call and let's pick this up next quarter. Thank you so much.
Speakers:	Thank you very much. Thank you all. Bye.
Riaz Khan:	Thank you for attending.
Operator:	Thank you. That will conclude today's conference call. Thank you for your participation natives and gentlemen. You may now disconnect.