



## Schroder AsiaPacific Fund plc

Richard Sennitt, Fund Manager

Abbas Barkhordar, Fund Manager

January 2024

# Team – Strength in depth

Experienced portfolio managers and analyst team based in London and Asia

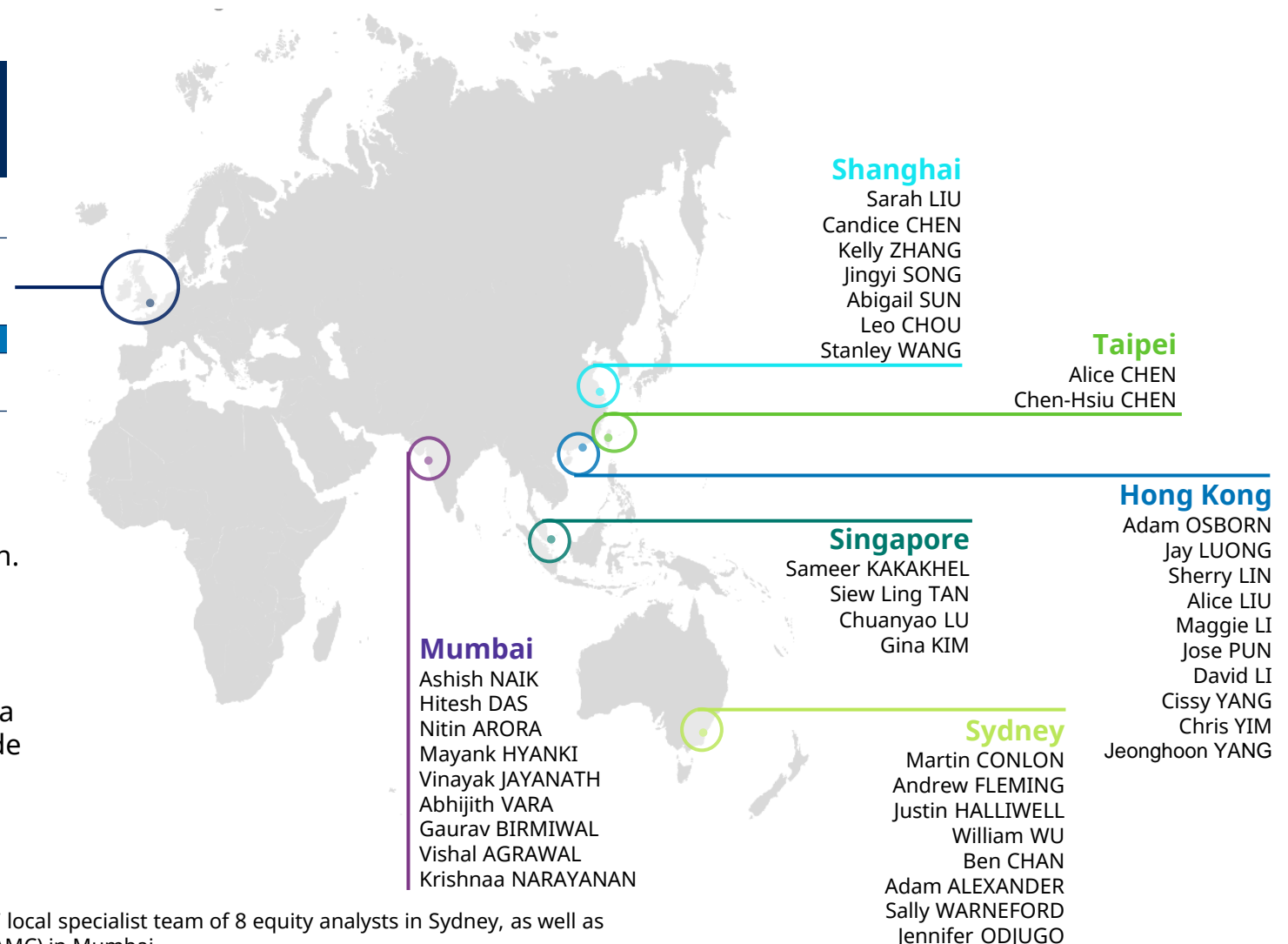
Schroders Asian team exceptionally well resourced

Fund Manager	Focus	Years of Experience	Years with Schroders
Richard SENNITT	Asian Equity Specialist	30	30
Abbas BARKHORDAR	Asian Equity Specialist	16	16
Robin PARBROOK	Alternatives, Value & Regional	33	33

- 17<sup>1</sup> ex Japan Fund Managers and Specialists based in Singapore, Hong Kong and London
- 40<sup>2</sup> ex Japan analysts based in six offices across the region. There is also a dedicated Sustainable Equity Analyst
- ESG team – >50<sup>1</sup> strong sustainable investment team
- Investment Insights Unit – a team of data scientists from a variety of backgrounds and industries who work to provide investors with an information edge
- London based Emerging Market and Global teams

Source: Schroders. Years experience as at 31 December 2023.

<sup>1</sup>September 2023. <sup>2</sup>September 2023. The 40 ex Japan analysts includes Schroders' local specialist team of 8 equity analysts in Sydney, as well as a joint-venture team of 9 Indian equity analysts at Axis Asset Management (Axis AMC) in Mumbai.



Schroders



Performance

# Schroder AsiaPacific Fund plc

## Investment objective and policy

The Company's principal investment objective is to achieve capital growth through investment primarily in equities of companies located in the continent of Asia (excluding the Middle East and Japan), together with the Far Eastern countries bordering the Pacific Ocean. It aims to achieve growth in excess of the MSCI All Countries Asia excluding Japan Index in sterling terms (Benchmark Index) over the longer term.

The Company principally invests in a diversified portfolio of companies located in the continent of Asia (excluding the Middle East and Japan) (for the purposes of this paragraph the "region"). Such countries include Hong Kong/China, Singapore, Taiwan, Malaysia, South Korea, Thailand, India, The Philippines, Indonesia, Pakistan, Vietnam and Sri Lanka and may include other countries in the region that permit foreign investors to participate in investing in equities, such as in their stock markets or other such investments in the future. Investments may be made in companies listed on the stock markets of countries located in the region and/or listed elsewhere but controlled from within the region and/or with a material exposure to the region.

The portfolio is predominantly invested in equities, but may also be invested in other financial instruments such as put options on indices and equities in the region. The Company does not use derivative contracts for speculative purposes. The Company may invest up to 5% of its assets in securities which are not listed on any stock exchange but would normally not make such an investment except where the Manager expects that the securities will shortly become listed on a stock exchange. In order to maximise potential returns, gearing may be employed by the Company from time to time. Where appropriate the Directors may authorise the hedging of the Company's currency exposure.

# Schroder AsiaPacific Fund plc

## NAV performance

**Benchmark:** MSCI AC Asia ex Japan Index<sup>1</sup> (net dividends reinvested)

**Shareholder funds :** £851.3 million

**Inception date:** 20 November 1995

Past performance is not a guide to future performance and may not be repeated. The value of investments and the income from them may go down as well as up and investors may not get back the amounts originally invested. The return may increase or decrease as a result of currency fluctuations.

### Returns to 30 September 2023 (£)

	1 year %	3 years % p.a.	5 years % p.a.	10 years % p.a.
Schroder AsiaPacific Fund plc <sup>2</sup>	2.8%	0.6%	4.1%	9.0%
MSCI AC Asia ex Japan (NDR)	1.4%	-1.4%	1.9%	6.6%
Relative performance	1.4%	2.0%	2.2%	2.4%

Source: Morningstar, Schroders. Please see Morningstar disclaimer at the end of the presentation. <sup>1</sup>Prior to 31 March 2011 Benchmark was MSCI AC Far East ex Japan. <sup>2</sup>Cum-income fair NAV Total Return (since inception Total Return NAV), net income reinvested, net of ongoing charges and portfolio costs, GBP. **Benchmark:** The Fund aims to achieve growth in excess of the MSCI All Countries Asia excluding Japan Index NR in sterling terms (Reference Benchmark Index) over the longer term. The investment manager invests on a discretionary basis and there are no restrictions on the extent to which the fund's portfolio and performance may deviate from the benchmark. The investment manager will invest in companies or sectors not included in the benchmark in order to take advantage of specific investment opportunities.

# Schroder AsiaPacific Fund plc

## NAV performance

**Benchmark:** MSCI AC Asia ex Japan Index<sup>1</sup> (net dividends reinvested)

**Shareholder funds :** £835.7 million

**Inception date:** 20 November 1995

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### Returns to 31 December 2023 (£)

	3 months %	1 year %	3 years % p.a.	5 years % p.a.	10 years % p.a.
Schroder AsiaPacific Fund plc <sup>2</sup>	1.5%	-0.3%	-3.5%	6.1%	9.3%
MSCI AC Asia ex Japan (NDR)	1.9%	0.0%	-4.5%	3.7%	6.7%
Relative performance	-0.4%	-0.3%	1.0%	2.4%	2.6%

Source: Morningstar, Schroders. Please see Morningstar disclaimer at the end of the presentation. <sup>1</sup>Prior to 31 March 2011 Benchmark was MSCI AC Far East ex Japan. <sup>2</sup>Cum-income fair NAV Total Return (since inception Total Return NAV), net income reinvested, net of ongoing charges and portfolio costs, GBP. **Benchmark:** The Fund aims to achieve growth in excess of the MSCI All Countries Asia excluding Japan Index NR in sterling terms (Reference Benchmark Index) over the longer term. The investment manager invests on a discretionary basis and there are no restrictions on the extent to which the fund's portfolio and performance may deviate from the benchmark. The investment manager will invest in companies or sectors not included in the benchmark in order to take advantage of specific investment opportunities.

# Schroder AsiaPacific Fund plc

## NAV Performance

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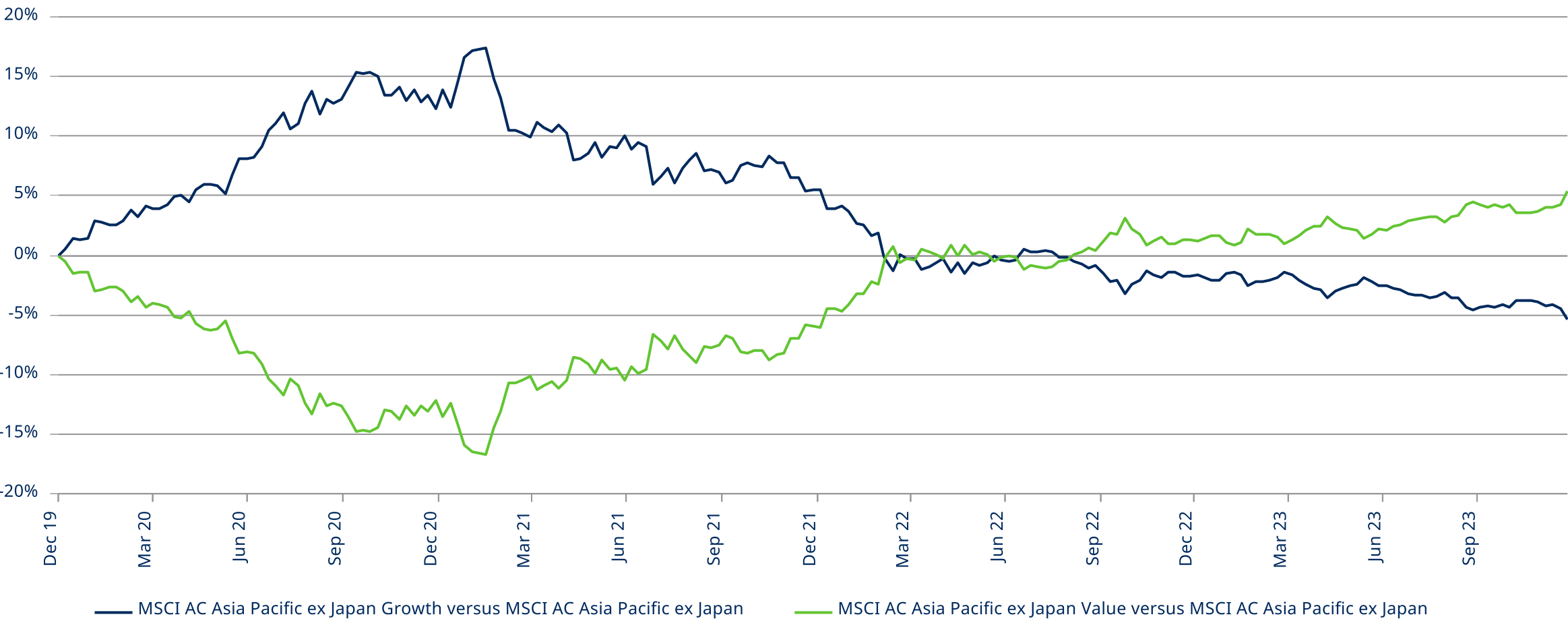
### Calendar year returns (£)

	Q4 2022 – Q4 2023 %	Q4 2021 – Q4 2022 %	Q4 2020 – Q4 2021 %	Q4 2019 – Q4 2020 %	Q4 2018 – Q4 2019 %	Q4 2017 – Q4 2018 %	Q4 2016 – Q4 2017 %	Q4 2015 – Q4 2016 %	Q4 2014 – Q4 2015 %	Q4 2013 – Q4 2014 %
<b>Schroder AsiaPacific Fund plc<sup>2</sup></b>	-0.3%	-10.6%	1.0%	29.8%	15.0%	-11.7%	38.7%	27.6%	-1.0%	17.0%
<b>MSCI AC Asia ex Japan<sup>1</sup></b>	0.0%	-9.6%	-3.8%	21.2%	13.6%	-9.1%	29.5%	25.8%	-3.9%	11.3%
<b>Relative performance</b>	<b>-0.3%</b>	<b>-1.0%</b>	<b>4.8%</b>	<b>8.6%</b>	<b>1.4%</b>	<b>-2.6%</b>	<b>9.2%</b>	<b>1.8%</b>	<b>2.9%</b>	<b>5.7%</b>

Source: Morningstar, Schroders. <sup>1</sup>Prior to 31 January 2011 Benchmark was MSCI AC Far East ex Japan. <sup>2</sup>Cum-income fair NAV Total Return (since inception Total Return NAV), net income reinvested, net of ongoing charges and portfolio costs, GBP. **Benchmark:** The Fund aims to achieve growth in excess of the MSCI All Countries Asia excluding Japan Index NR in sterling terms (Reference Benchmark Index) over the longer term. The investment manager invests on a discretionary basis and there are no restrictions on the extent to which the fund's portfolio and performance may deviate from the benchmark. The investment manager will invest in companies or sectors not included in the benchmark in order to take advantage of specific investment opportunities.

# Style differences have been significant

## Growth vs Value throughout the pandemic



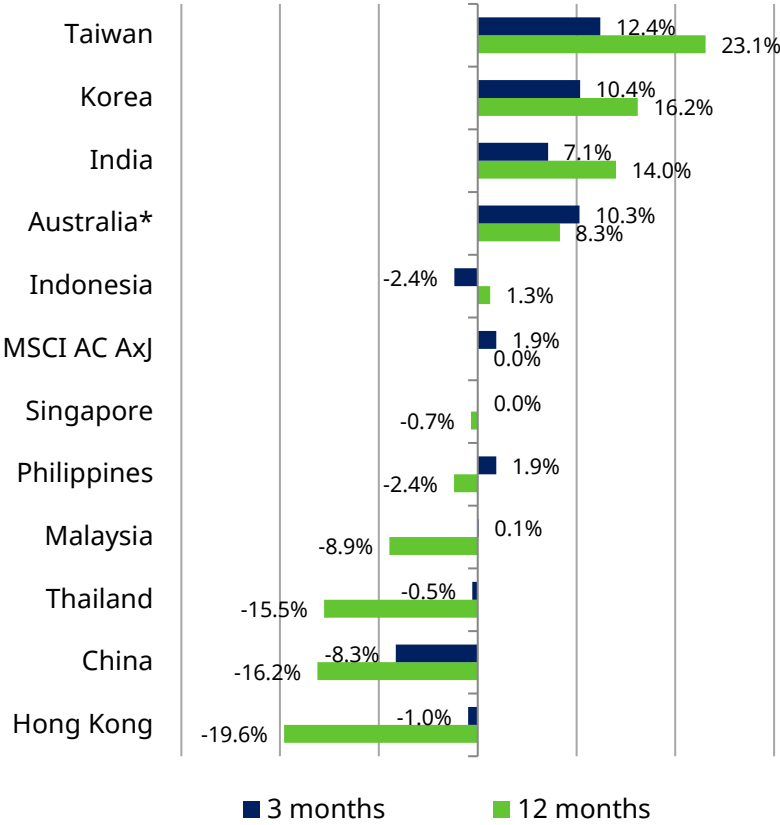
Past Performance is not a guide to future performance and may not be repeated.  
Source: Refinitiv Eikon Datastream, as at 31 December 2023, in GBP. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.



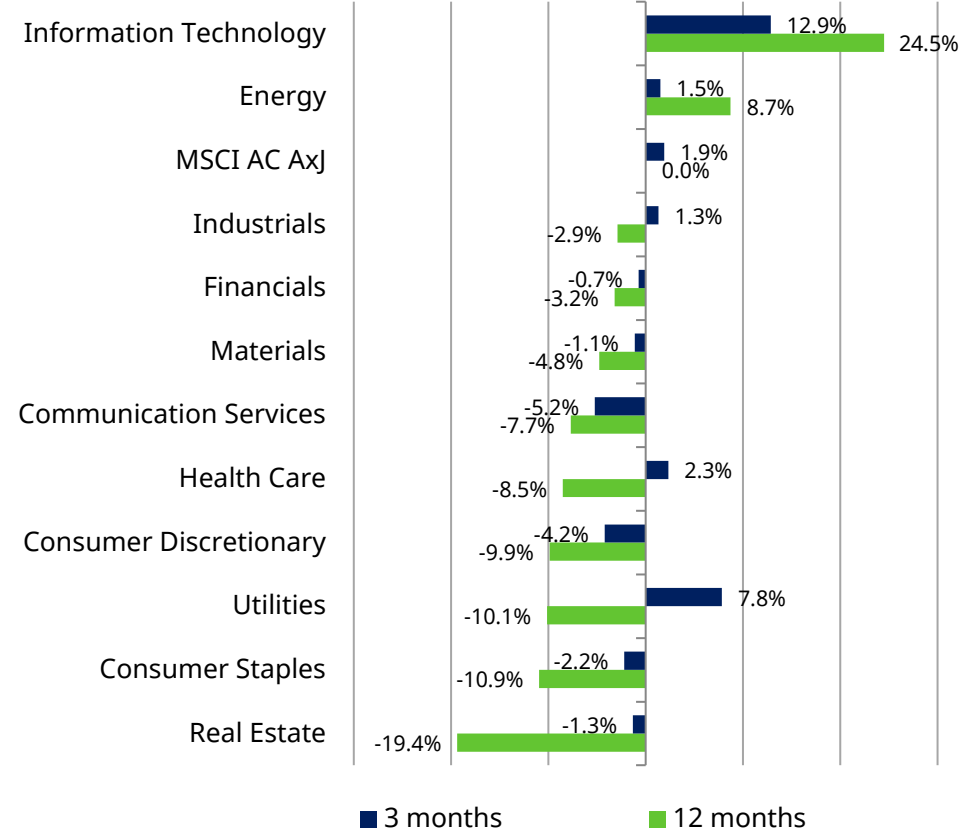
# Market returns

## To 31 December 2023

### Country returns in GBP



### Sector returns in GBP



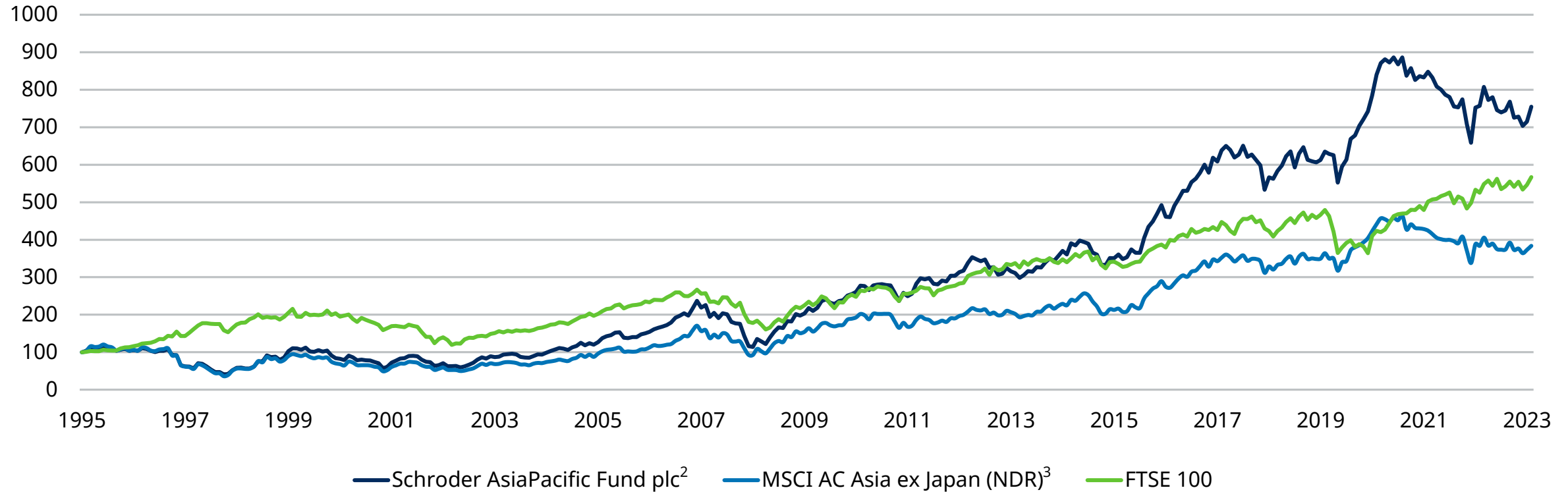
**Past Performance is not a guide to future performance and may not be repeated.**

Source: Schroders, FactSet, in GBP, as at 31 December 2023. Based on MSCI AC Asia ex Japan. \*Australia is not part of the MSCI AC Asia ex Japan Index. Countries and sectors shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

# Schroder AsiaPacific Fund plc

## Performance – Since inception<sup>1</sup> to December 31, 2023

Index 100 = 20 November 1995



**Past performance is not a guide to future performance and may not be repeated. The value of investments and the income from them may go down as well as up and investors may not get back the amounts originally invested. The return may increase or decrease as a result of currency fluctuations.**

<sup>1</sup> 20 November 1995

<sup>2</sup> Total Return NAV, net of fees, GBP.

<sup>3</sup> Prior to 31/01/2011 Benchmark was MSCI AC Far East ex Japan

Source: Morningstar, Schroders. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

# Schroder AsiaPacific Fund plc

## Risk considerations

- Concentration risk: The company may be concentrated in a limited number of geographical regions, industry sectors, markets and/or individual positions. This may result in large changes in the value of the company, both up or down, which may adversely impact the performance of the company.
- Currency risk: The fund may lose value as a result of movements in foreign exchange rates, otherwise known as currency rates.
- Emerging markets & frontier risk: Emerging markets, and especially frontier markets, generally carry greater political, legal, counterparty, operational and liquidity risk than developed markets.
- Gearing risk: The company may borrow money to make further investments, this is known as gearing. Gearing will increase returns if the value of the investments purchased increase by more than the cost of borrowing, or reduce returns if they fail to do so. In falling markets, the whole of the value in that investment could be lost, which would result in losses to the fund.
- Liquidity risk: In difficult market conditions, the fund may not be able to sell a security for full value or at all. This could affect performance and could cause the fund to defer or suspend redemptions of its shares, meaning investors may not be able to have immediate access to their holdings.
- Operational risk: Operational processes, including those related to the safekeeping of assets, may fail. This may result in losses to the fund.
- Performance risk: Investment objectives express an intended result but there is no guarantee that such a result will be achieved. Depending on market conditions and the macro economic environment, investment objectives may become more difficult to achieve.
- Derivatives risk: Derivatives, which are financial instruments deriving their value from an underlying asset, may be used to manage the portfolio efficiently. A derivative may not perform as expected, may create losses greater than the cost of the derivative and may result in losses to the fund.
- IBOR risk: The transition of the financial markets away from the use of interbank offered rates (IBORs) to alternative reference interest rates may impact the valuation of certain holdings and disrupt liquidity in certain instruments. This may impact the investment performance of the fund.
- Stock Connect risk: The fund may be investing in China "A" shares via the Shanghai-Hong Kong Stock Connect and Shenzhen-Hong Kong Stock Connect which may involve clearing and settlement, regulatory, operational and counterparty risks.
- Counterparty risk: The fund may have contractual agreements with counterparties. If a counterparty is unable to fulfil their obligations, the sum that they owe to the fund may be lost in part or in whole.
- Market risk: The value of investments can go up and down and an investor may not get back the amount initially invested.

Source: Schroders.

Schroders



Outlook

# Market outlook

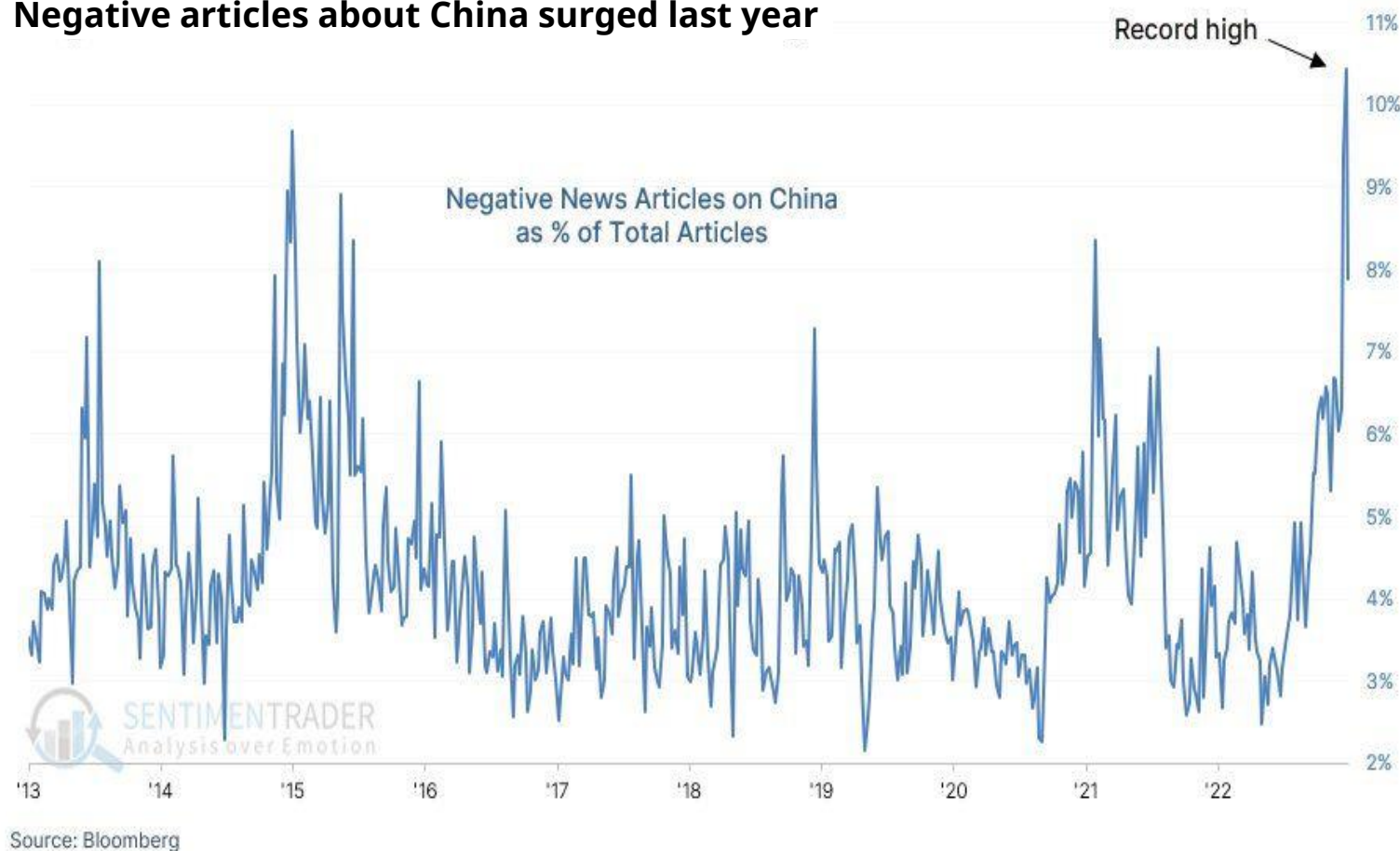
## Topics and issues

- China – consensus now more realistic about weak growth, but structural concerns remain
- Geopolitical risks – US-China, Taiwan, Ukraine, Middle East
- Information technology – strong long-term demand outlook, early signs of a cyclical recovery
- Attractive opportunities in select financials and resources names
- Reasons for optimism on near-term outlook - easing USD and interest rates, export recovery on peaking inventories
- Valuations and earnings

# China – consensus is now negative



## Negative articles about China surged last year

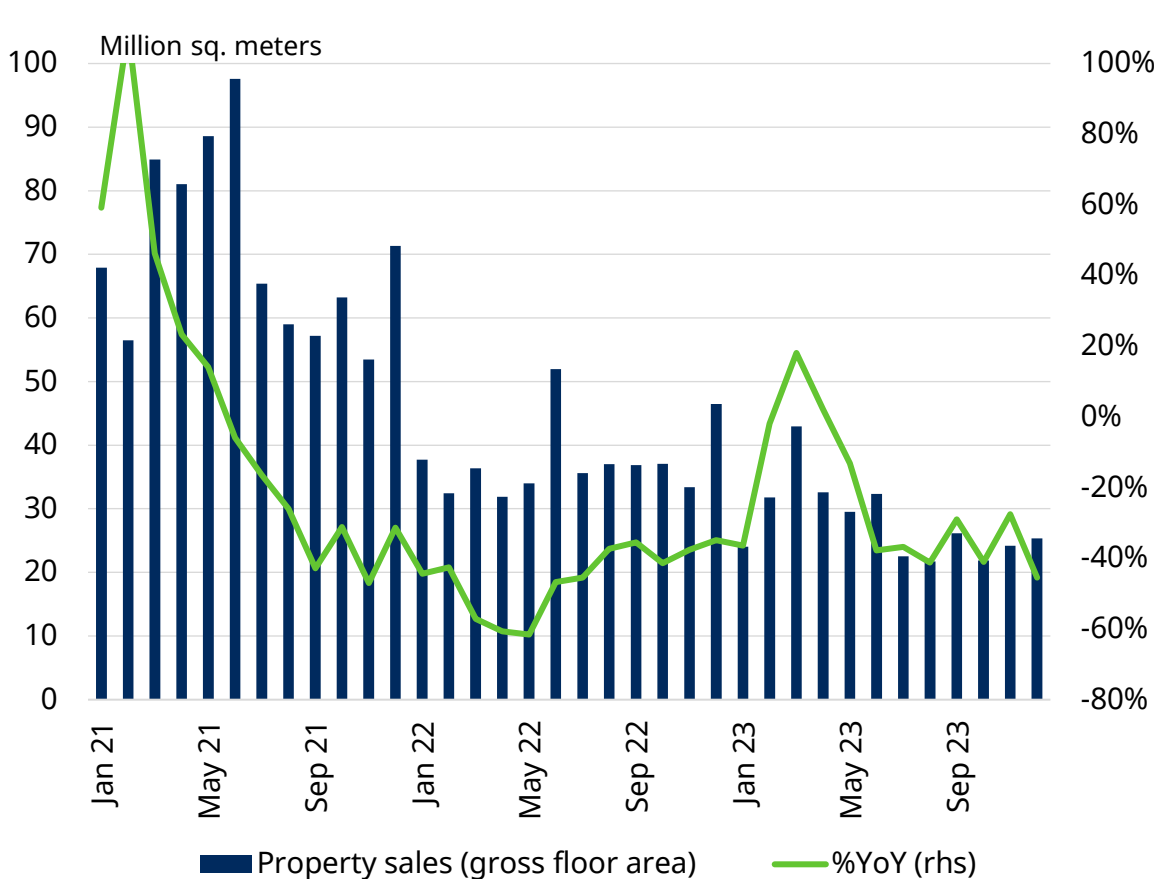


Source: The Economist, Bloomberg, Schroders Economics Group. 29 August 2023. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

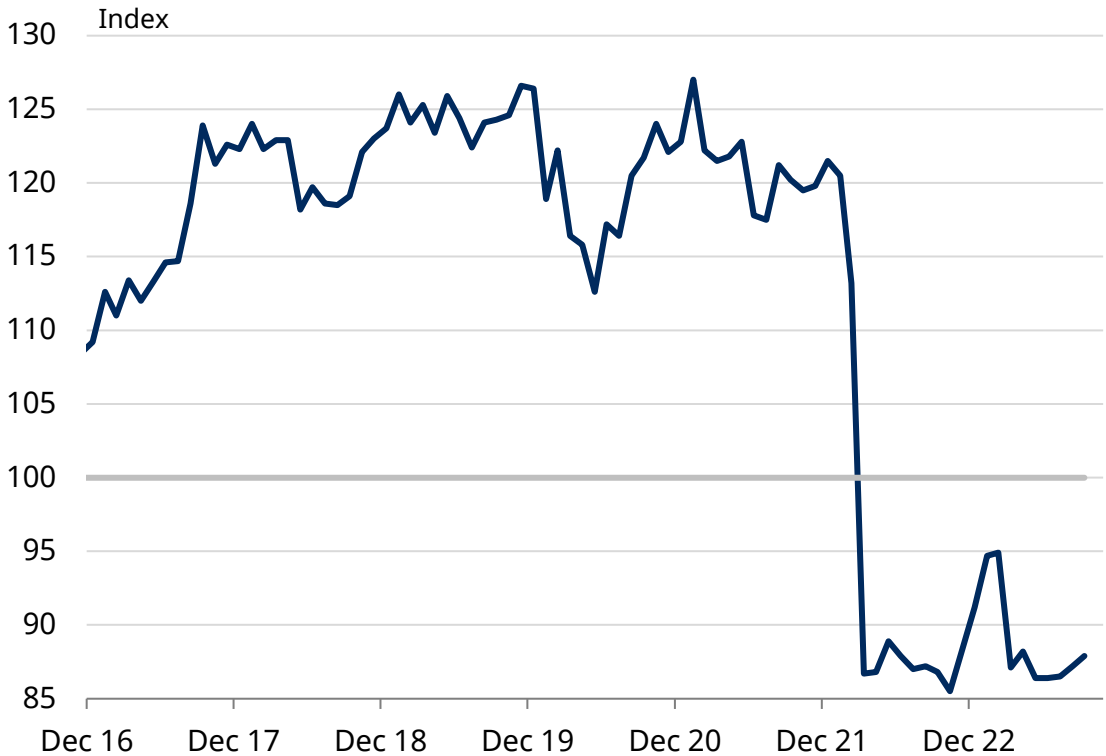
# China – weak property market and poor confidence impacting consumer

Stabilisation of property market needed for improvement in sentiment

## Weak sales but starting to stabilise at low levels<sup>1</sup>



## China consumer confidence<sup>2</sup>



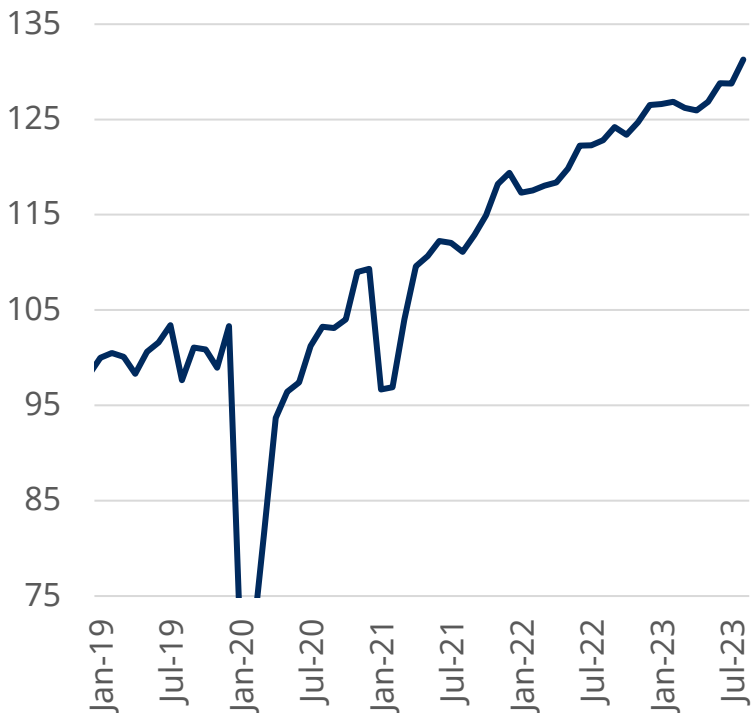
Source: <sup>1</sup>Jefferies, CRIC, January 2024. China property sales by top 100 developers. <sup>2</sup>Refinitiv Datastream, as at 30 November 2023. The regions, countries and sectors shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

# China is ramping up manufacturing investment to offset the property slowdown

Piecemeal fiscal stimulus to continue but budget deficit leaves little room for big bang

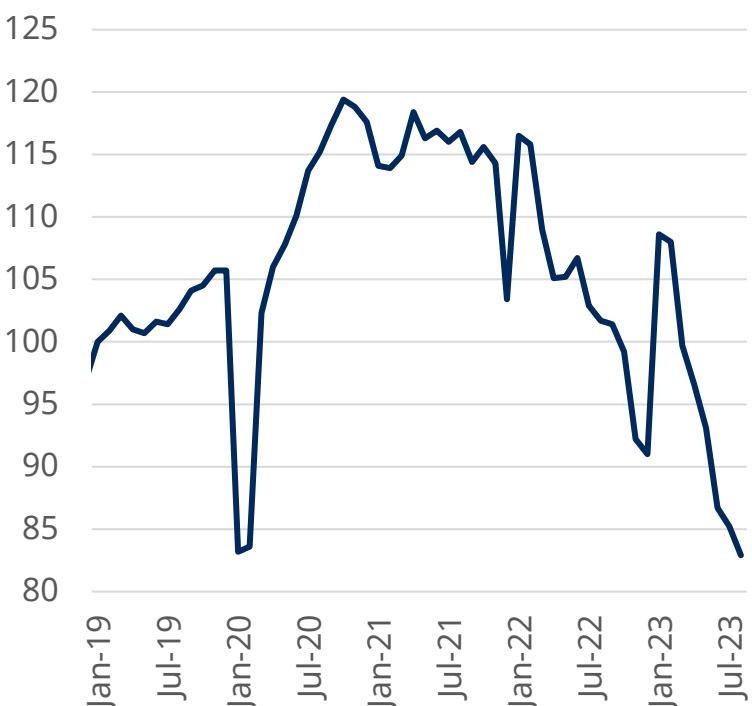
## Manufacturing investment<sup>1</sup>

Jan 2019 = 100



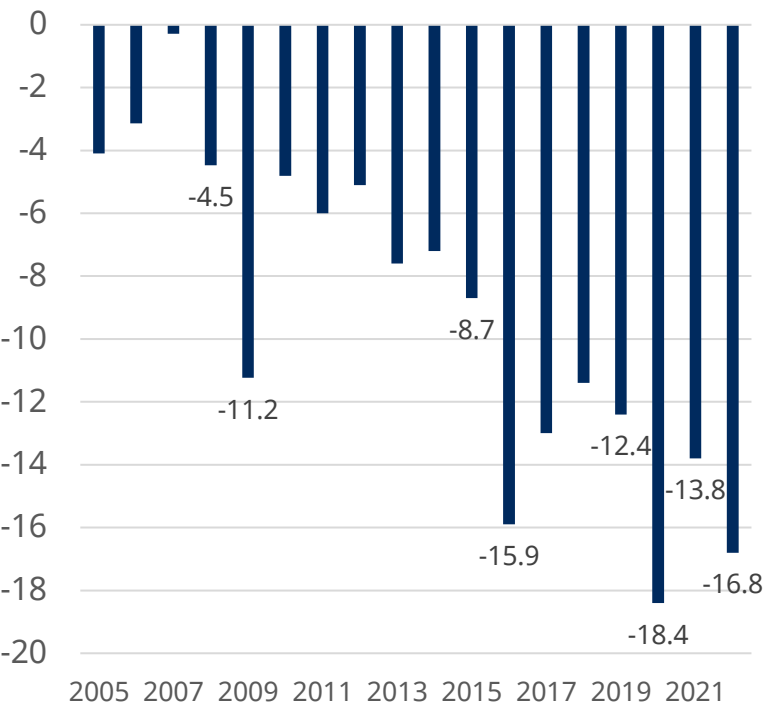
## Property investment<sup>1</sup>

Jan 2019 = 100



## Augmented budget deficit<sup>2</sup>

Augmented net lending/borrowing % GDP\*



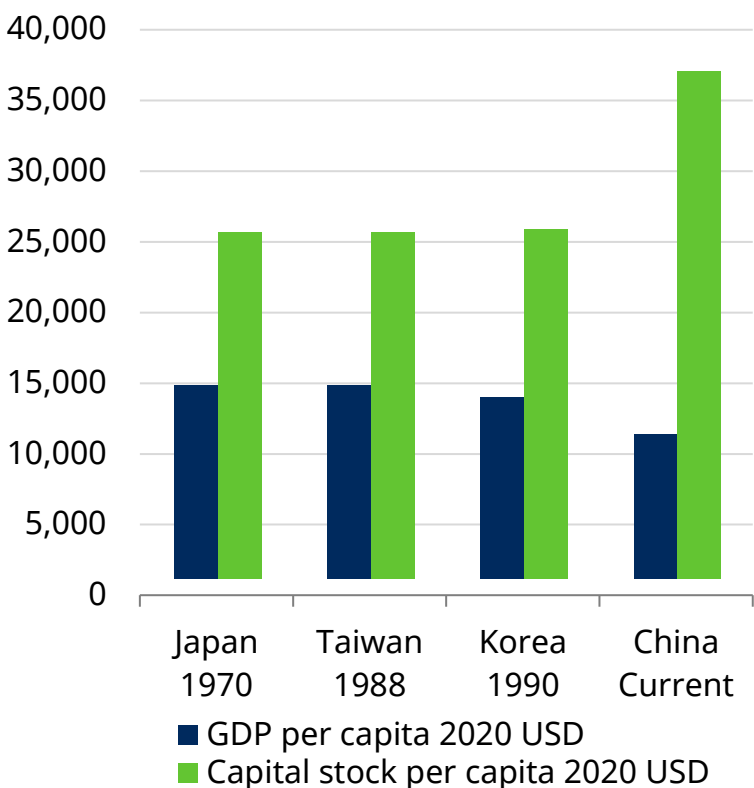
Source: <sup>1</sup>China NBS, Macquarie Macro Strategy, October 2023. <sup>2</sup>IMF Article IV, BIS, Refinitiv, Schroders Economics Group. 2 November 2023.\*Gross Domestic Product (GDP) IMF definition - The augmented balance expands the perimeter of government to include government-guided funds and the activity of local government financing vehicles (LGFVs). Any reference to regions/countries/sectors/stocks/securities is for illustrative purposes only and not a recommendation to buy or sell.



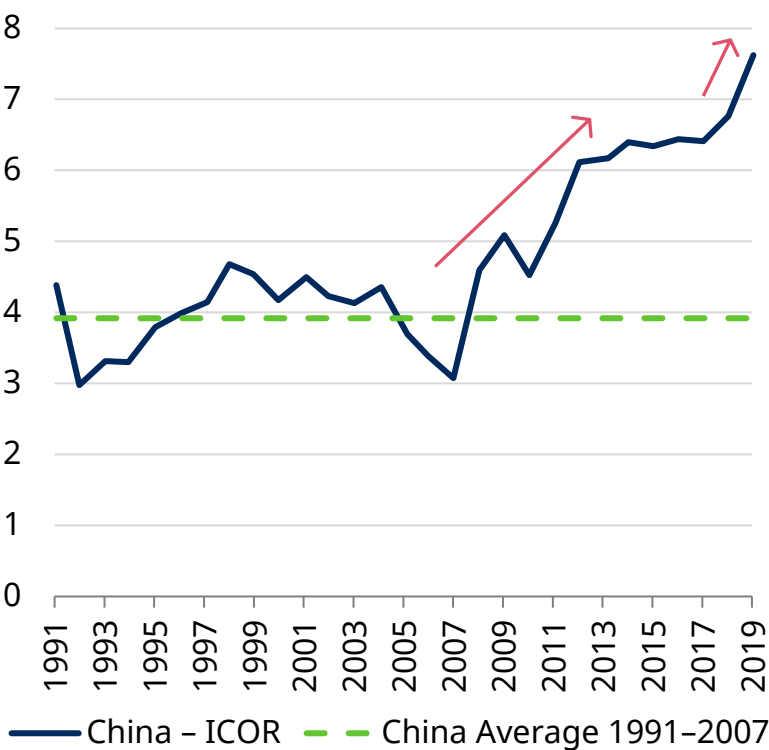
# China – why have returns been so disappointing – big picture

Turning Japanese? Will more fixed asset investment via stimulus packages just add to high debt levels and reduce capital efficiency?

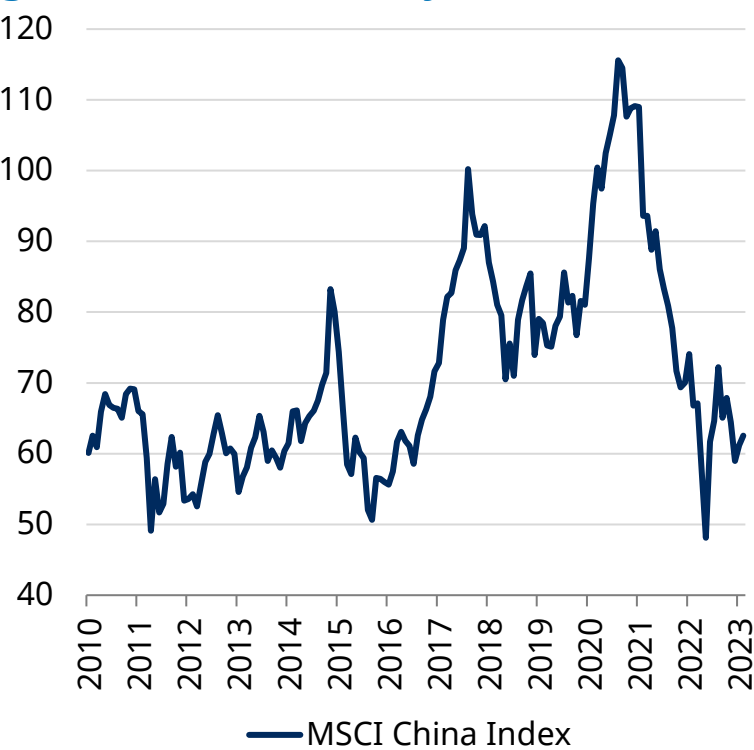
GDP and Capital Stock Per Capita<sup>1</sup>



China Incremental Capital Output Ratio (ICOR)<sup>2</sup>



Chinese stockmarkets have struggled despite strong economic growth over last 12 years<sup>3</sup>

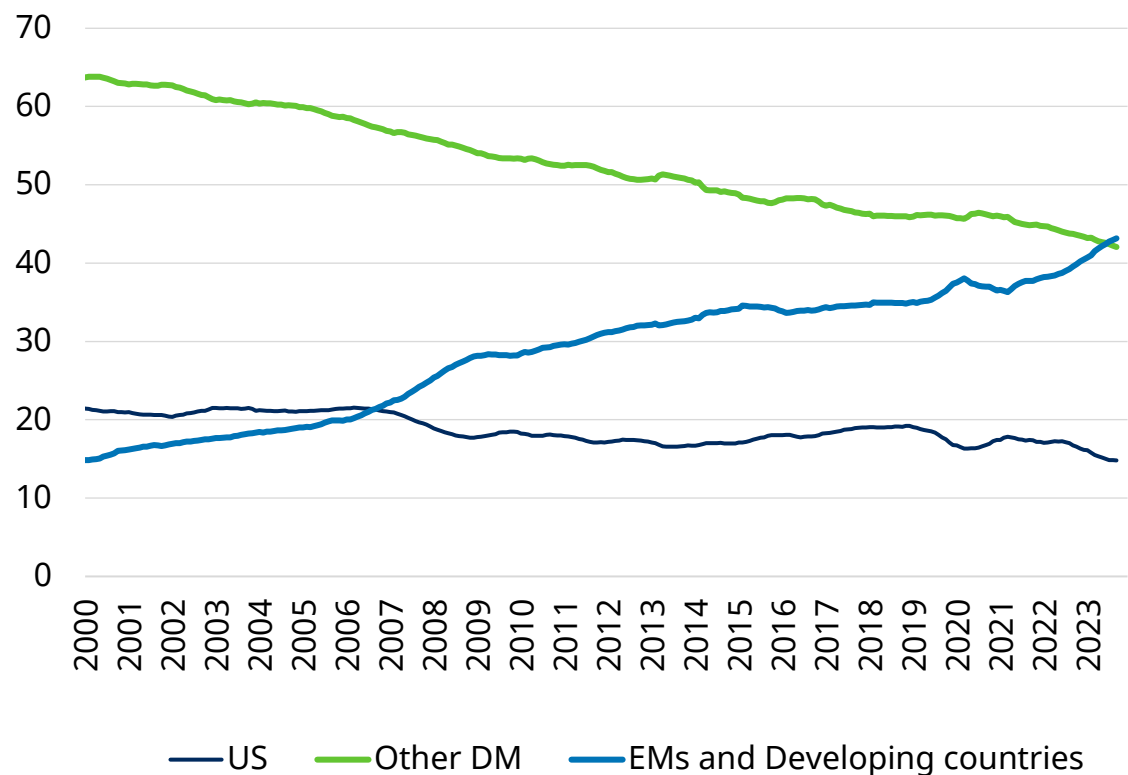


Past Performance is not a guide to future performance and may not be repeated.  
Source: <sup>1</sup>DSG Asia, June 2022. <sup>2</sup>IMF, Macquarie, April 2022. <sup>3</sup>FactSet, price index in local currency, July 2023.  
For illustrative purposes only and does not constitute to any recommendations to buy or sell the above-mentioned security/sector/country.

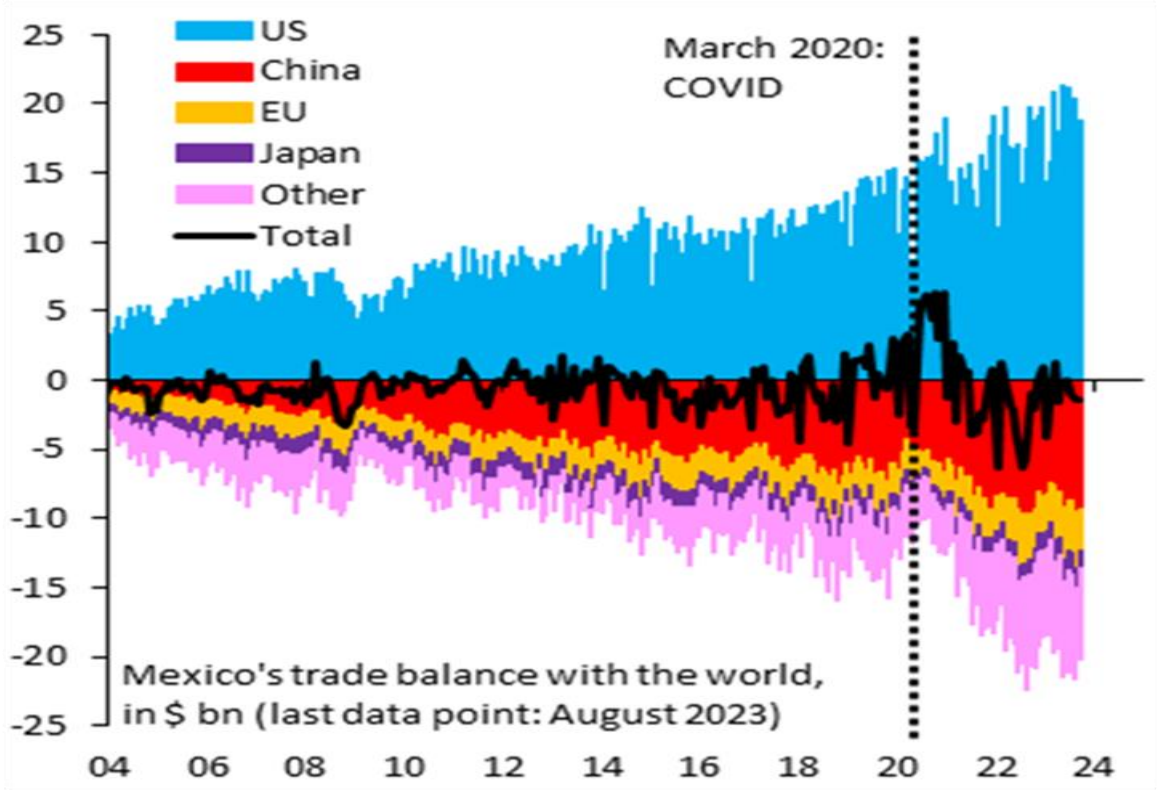
# China exports – deglobalisation in action?

China export reliance on developed markets apparently falling but in part a reorientation

China export destination – shift away from US & DM<sup>1</sup>



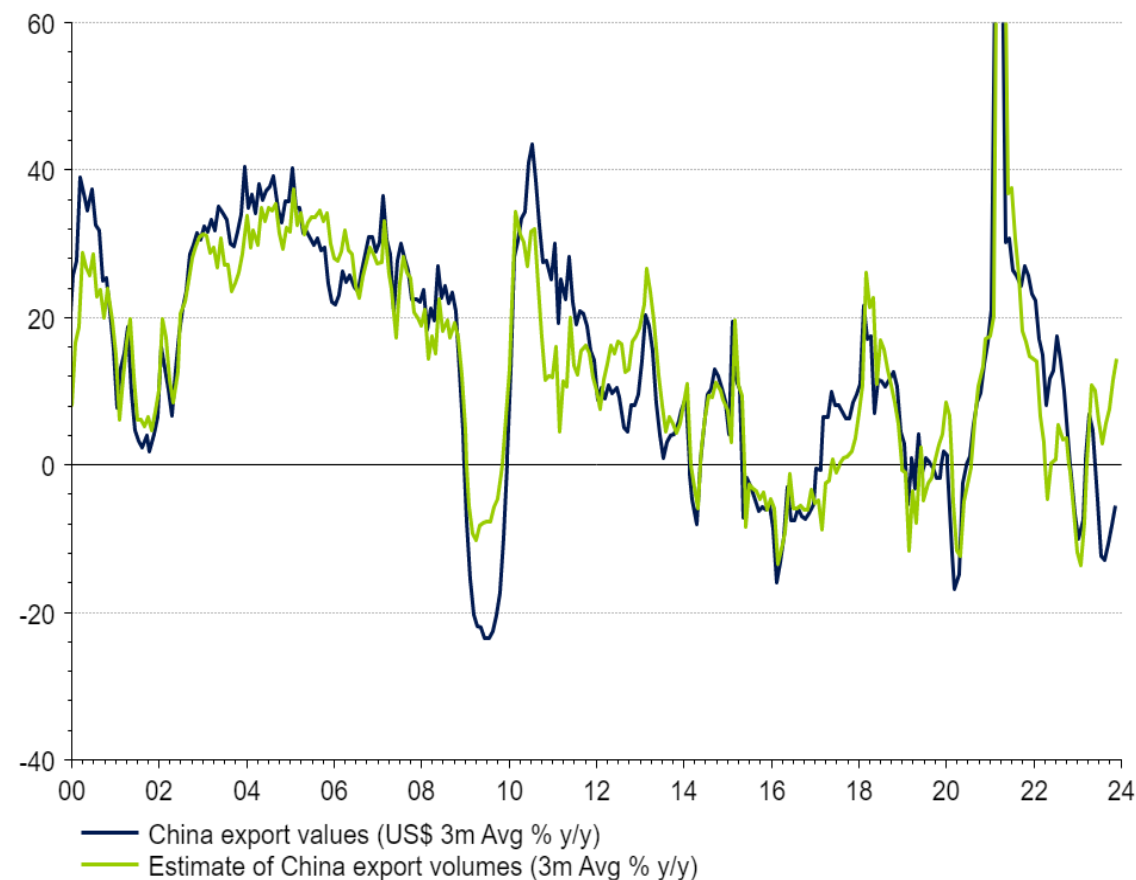
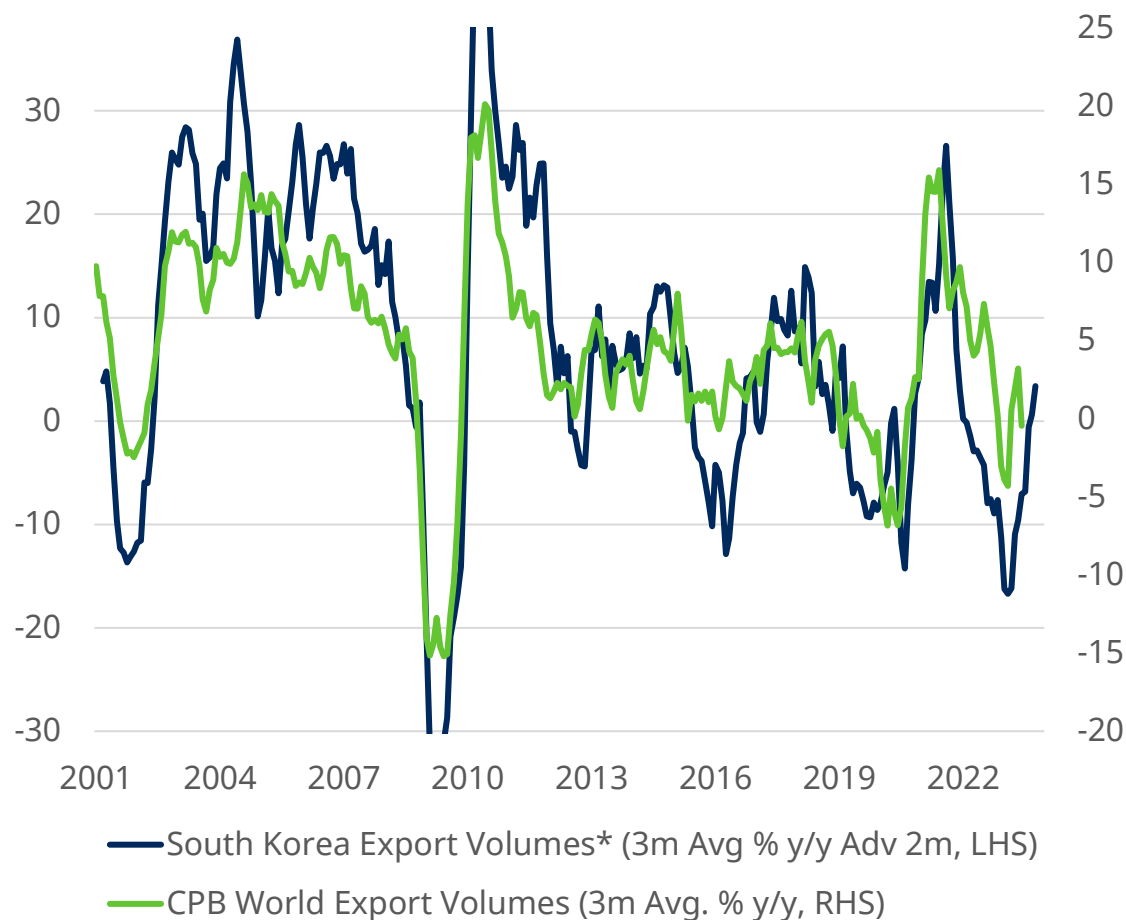
Mexico exports to the US surging but so are imports from China<sup>2</sup>



Source: <sup>1</sup>Refinitiv Datastream, Schroders, January 2024. <sup>2</sup>Macquarie, January 2024. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

# Global leads point to better outlook for exports

Asian export volumes are seeing recovery



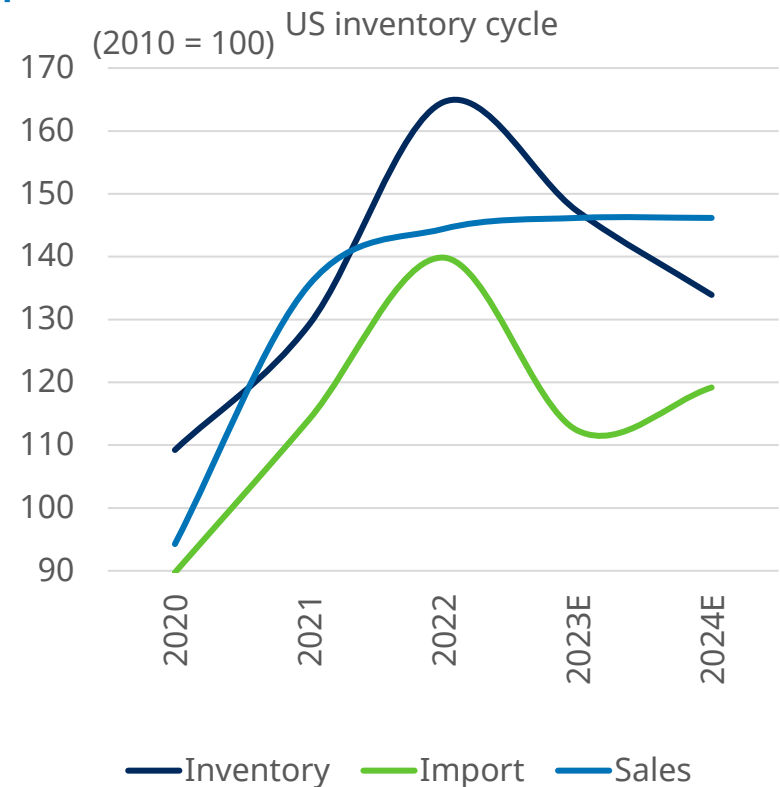
Source: LSEG Datastream, Schroders, CHINA CUSTOMS

Source: Refinitiv, Schroders Economics Group. 6 October 2023. Countries and regions shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

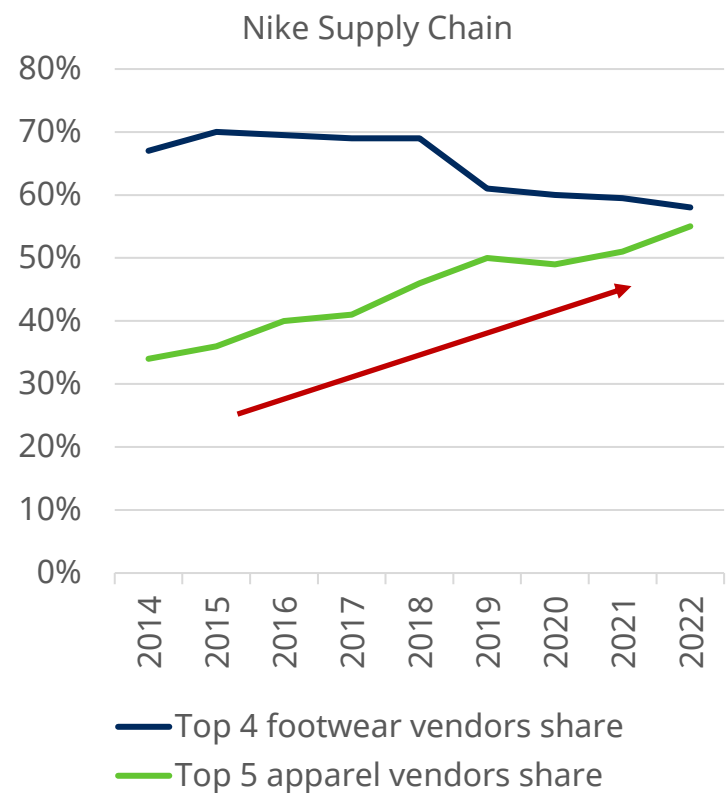
# Inventory adjustment seen in many industries as retail inventories now normalizing

Sportswear industry seeing this as well as supplier consolidation improving outlook

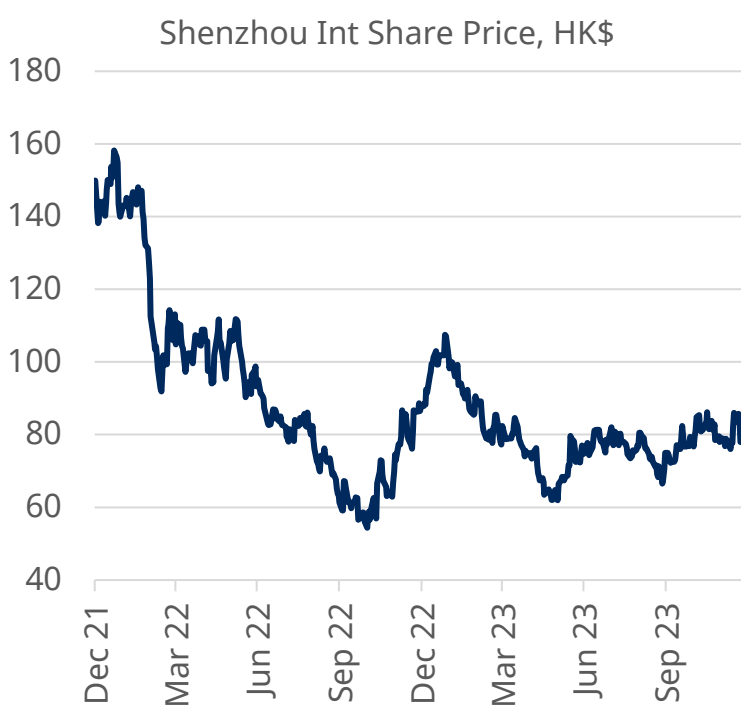
Inventory is trending down while sales is staying flattish – reaching the inflection point<sup>1</sup>



Nike supply chain consolidation trend<sup>2</sup>



Nike supplier Shenzhou should benefit<sup>3</sup>



Past Performance is not a guide to future performance and may not be repeated.

<sup>1</sup>Source: US Census Bureau, US International Trade Administration, UBS.

<sup>2</sup>Source: Company data, Yuanta Securities, December 2023.

<sup>3</sup>Source: Refinitiv Datastream, 31 December 2023.

Forecast risk warning: please refer to the important information slide at the end of this presentation.

# Hong Kong likely to benefit from China opening up post Covid

Recovery will support growth

Hong Kong monthly visitor number of arrivals

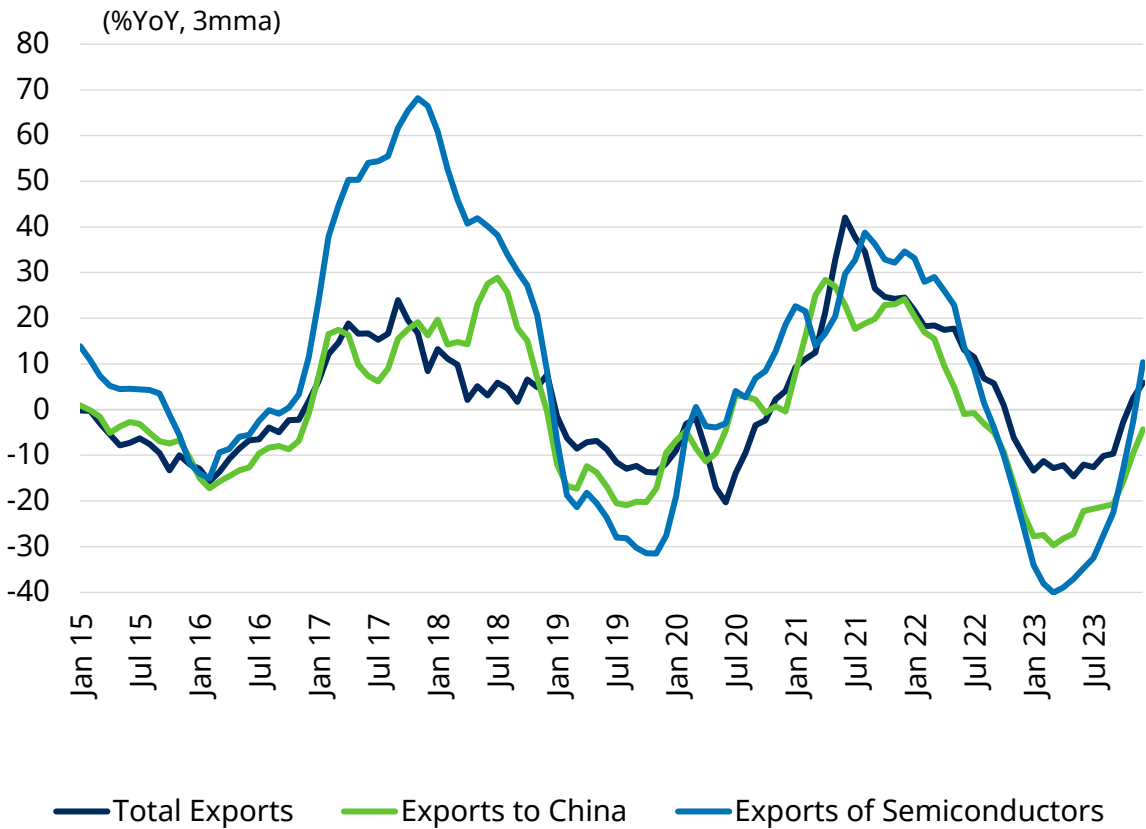


Source: Refinitiv Datastream, updated January 2024.  
Countries and regions shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

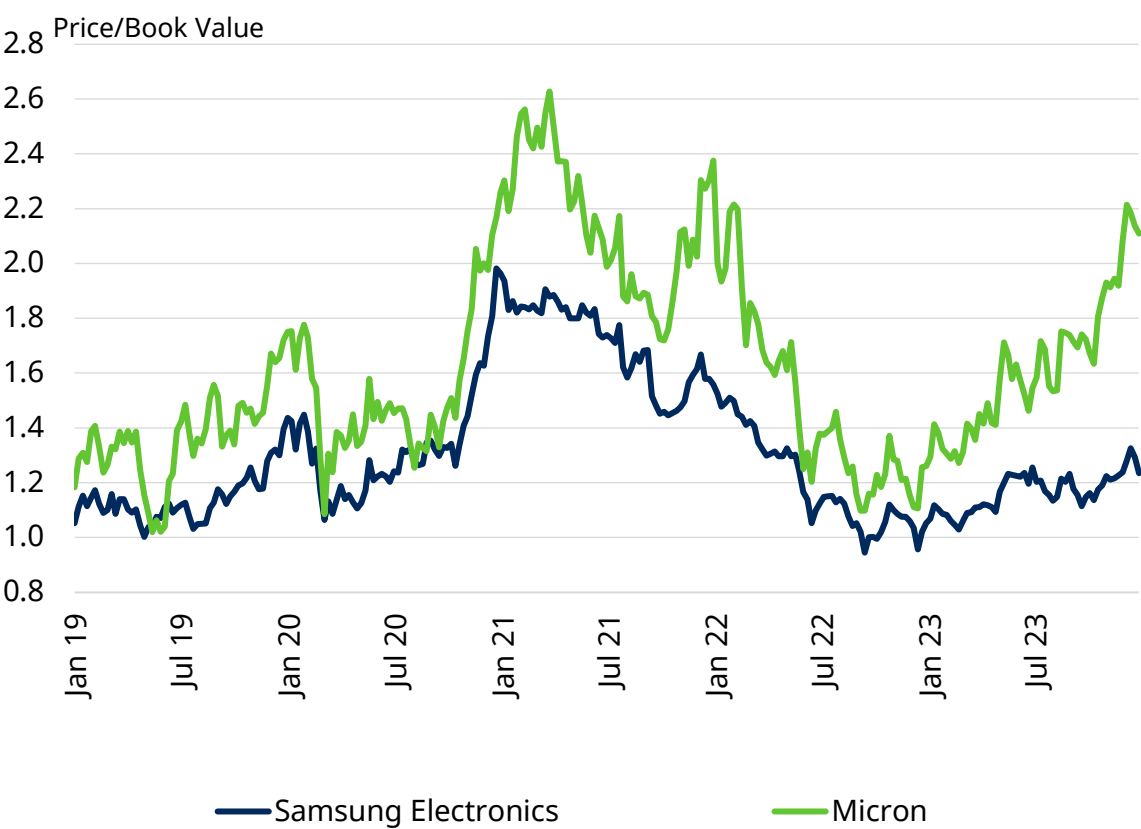
# Semiconductor sector starting to show signs of life

Production and capex cuts have seen inventory adjustment

Korea export growth in US dollar terms<sup>1</sup>



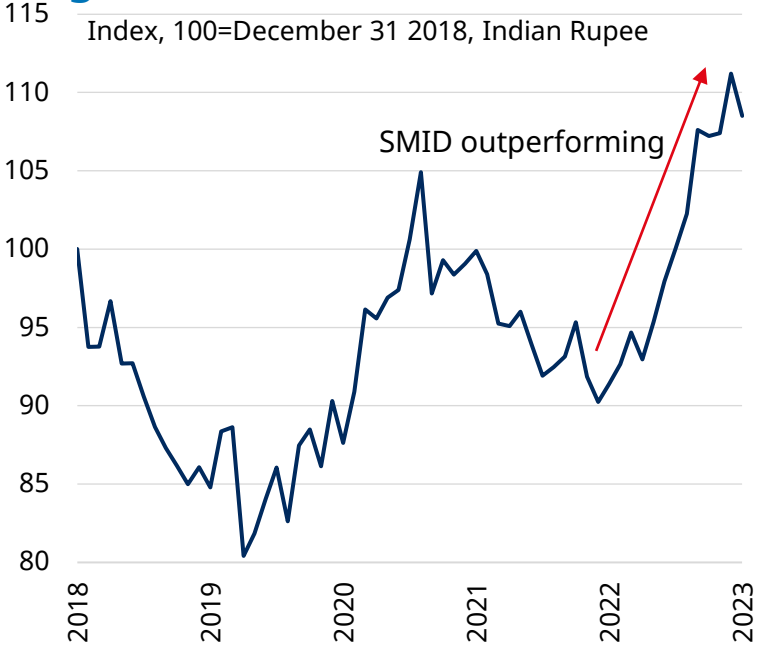
Samsung valuation lagged versus peers<sup>2</sup>



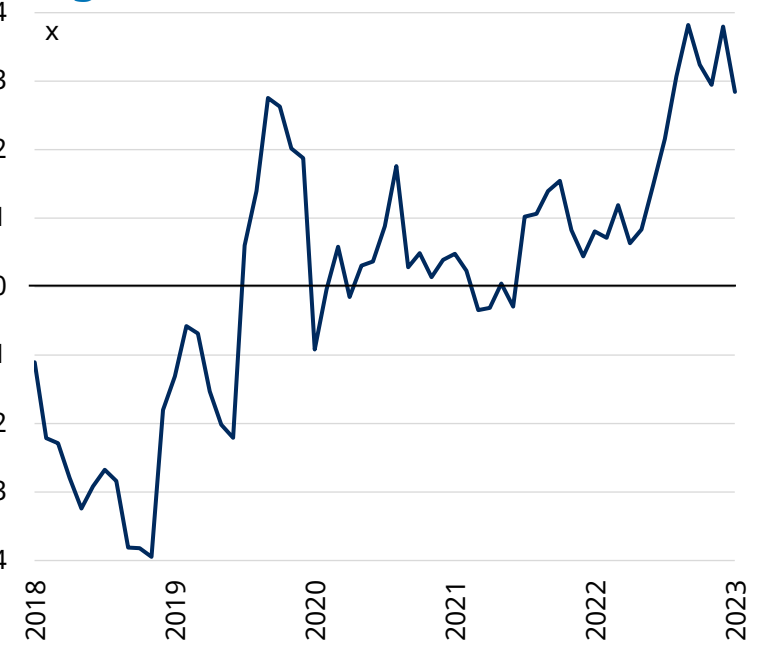
# Indian performance driven by rerating of Small and Midcaps

Domestic flows have seen SMID\* outperform – large cap relatively more attractive

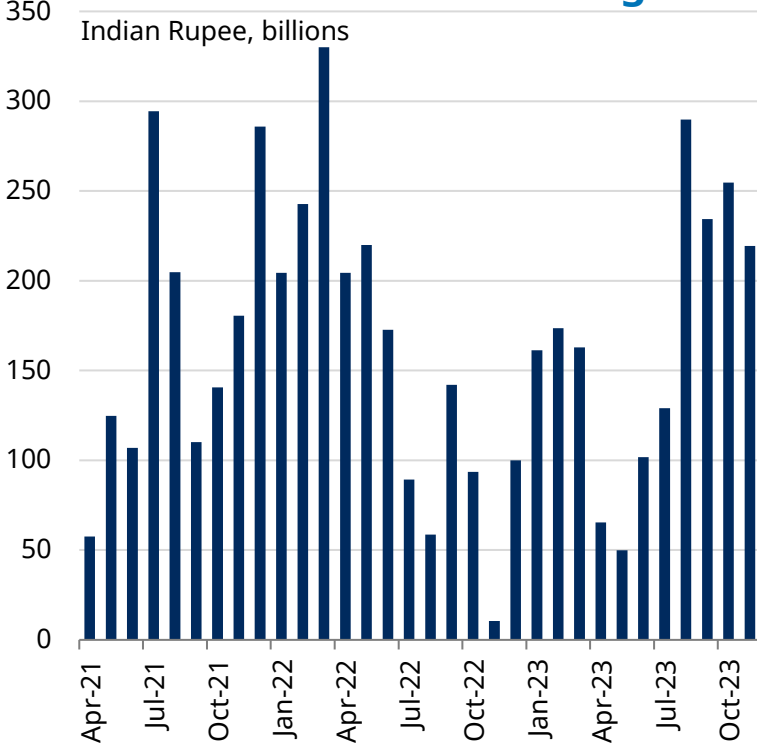
India performance – SMID versus Large<sup>1</sup>



India valuations – SMID versus Large<sup>1</sup>



India monthly net inflows into domestic mutual funds strong<sup>2</sup>



— MSCI India SMID relative to Large performance

— MSCI India SMID less Large forward PE

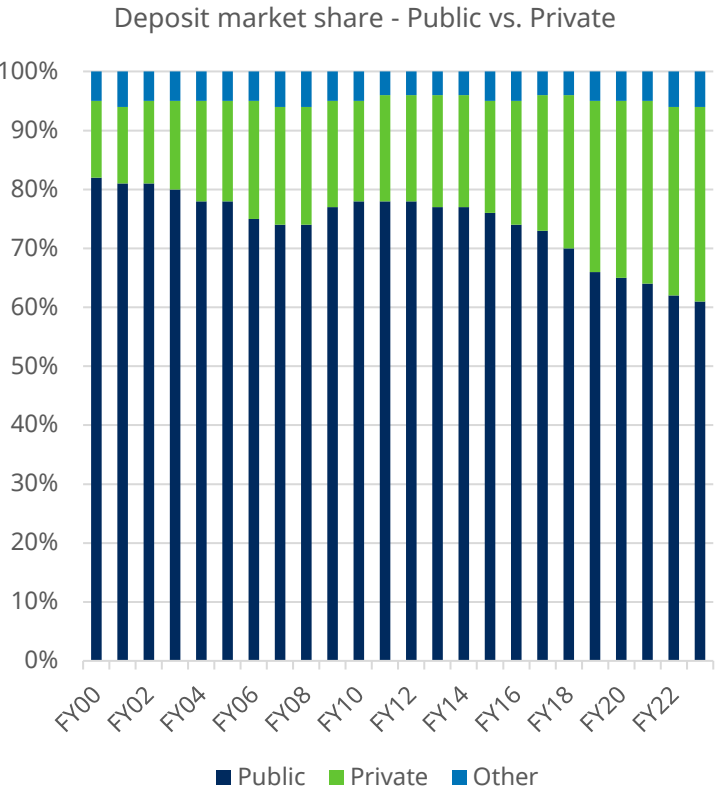
Past Performance is not a guide to future performance and may not be repeated.

Source: <sup>1</sup>MSCI, Refinitiv Datastream as at 31 December 2023. <sup>2</sup>Jefferies, January 2024. \*SMID is Small and Mid Cap. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

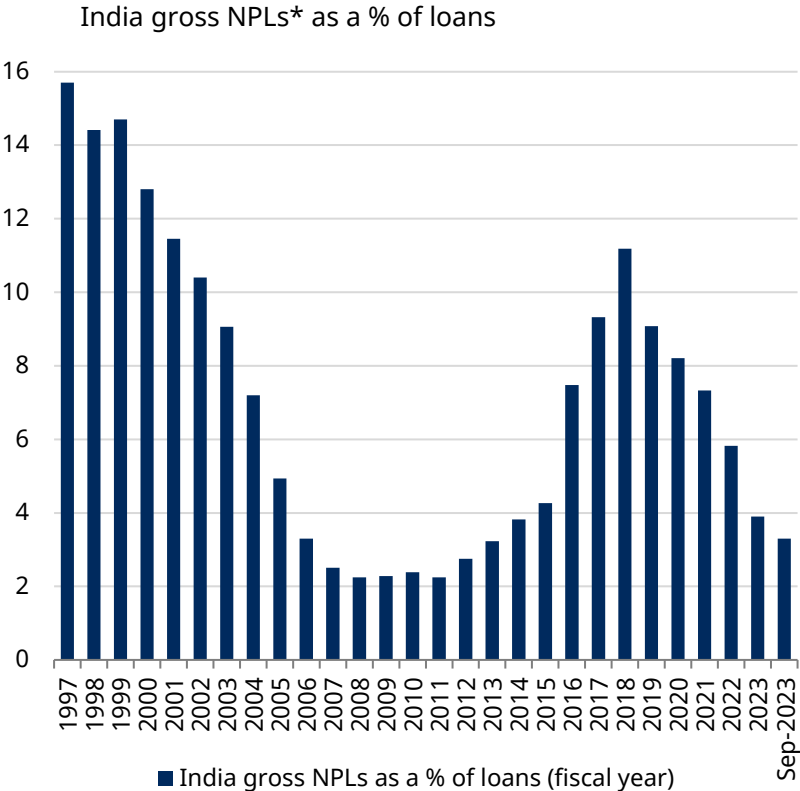
# Indian private banks

## Appealing runway of growth at good returns

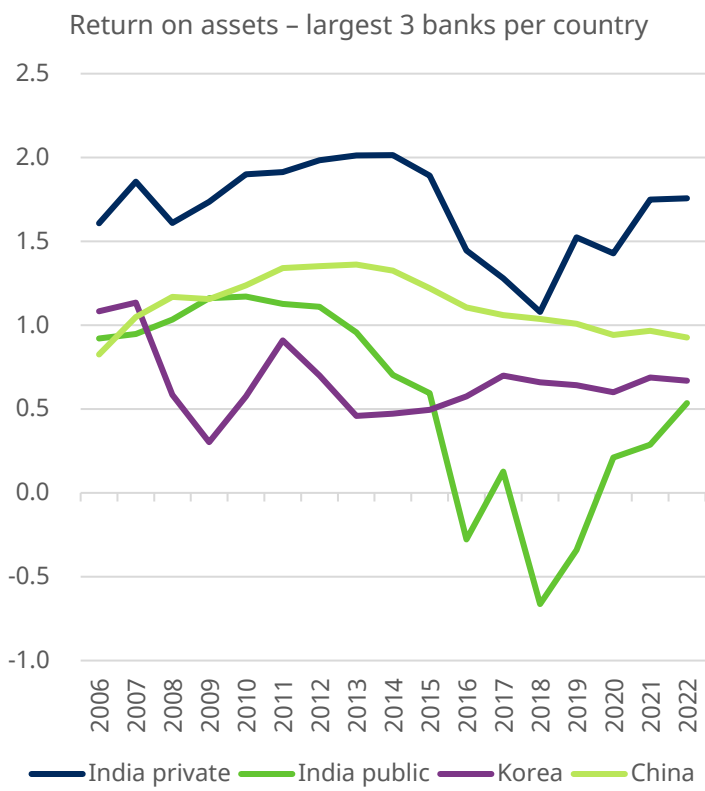
### Structural market share growth<sup>1</sup>



### Strong asset quality<sup>2</sup>



### Attractive returns<sup>3</sup>



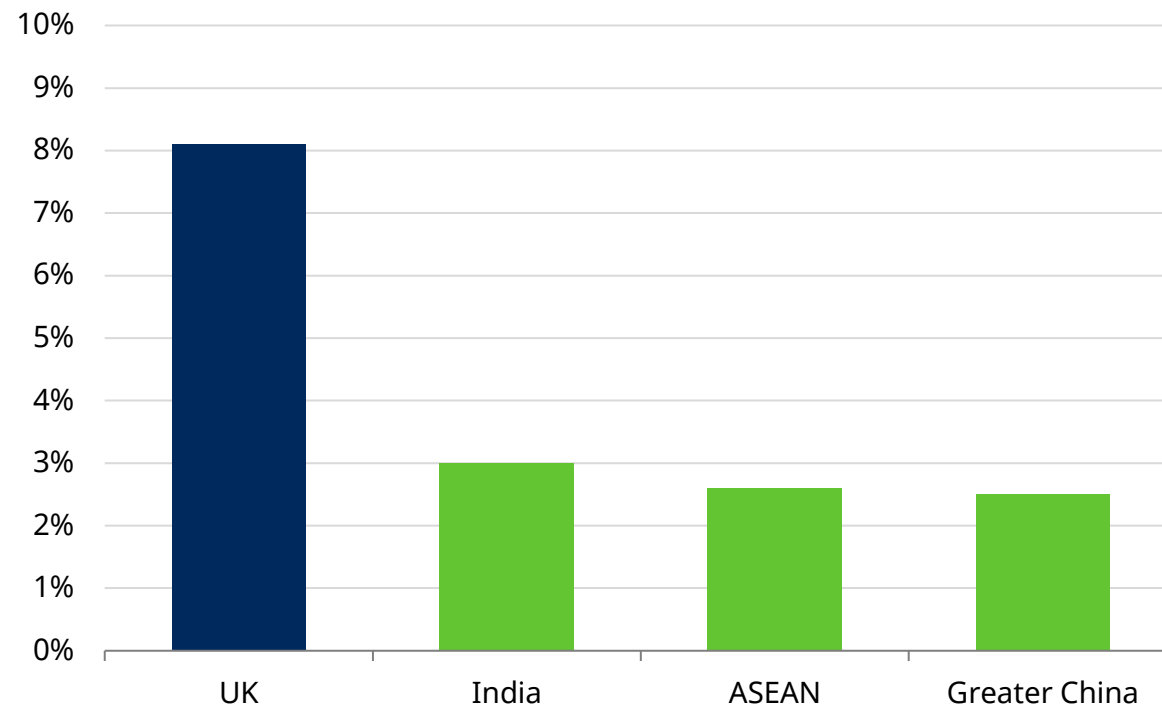
Source: <sup>1</sup>RBI, Autonomous as at September 2023. <sup>2</sup>Jefferies, January 2024. <sup>3</sup>India private = HDFC Bank, ICICI Bank and Axis Bank; India Public = State Bank of India, Bank of Baroda and Punjab National Bank; China = China Construction Bank, ICBC and Bank of China; Korea = KB Financial, Shinhan Group, Hana Financial Group. India figures are 31/03/2023 year-end (shown as 2022 on the graph), all other countries are 31/12/2022 year-end. \*NPL is Non-Performing Loans. For illustrative purposes only and does not constitute to any recommendations to buy or sell the above-mentioned security/sector/country.



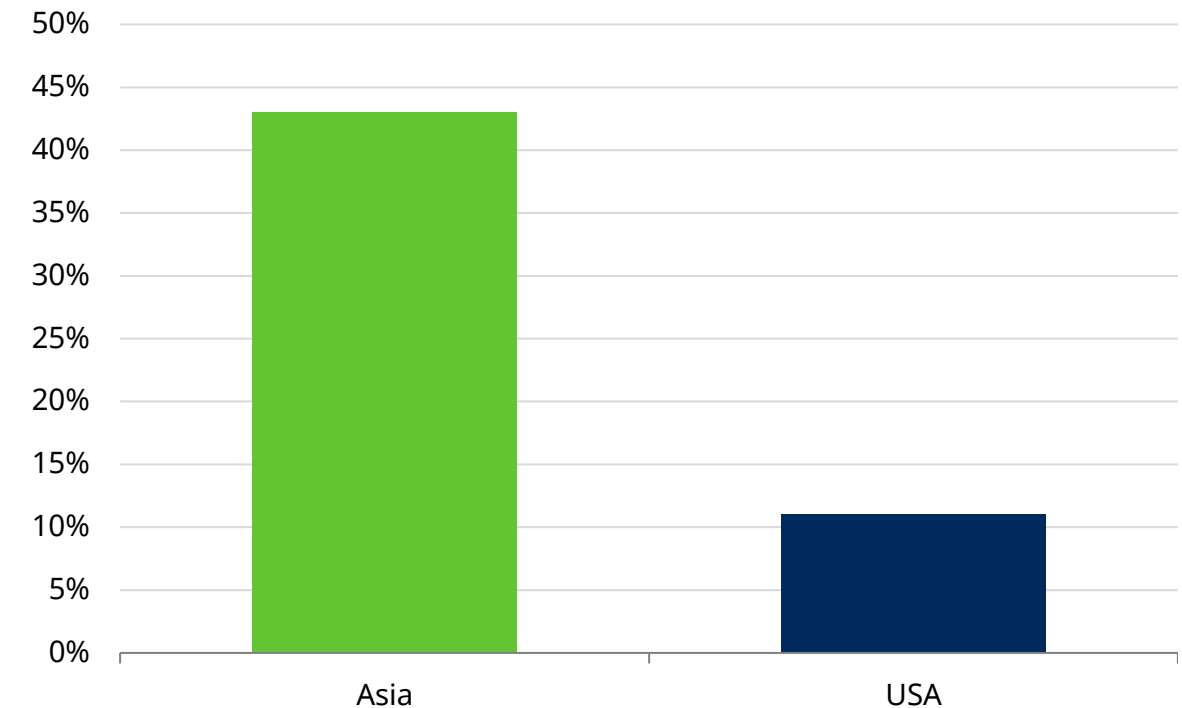
# Asian financials – penetration of insurance and credit still low in many markets

Low levels of insurance cover and significant need for protection

**Penetration<sup>1</sup>, % of GDP**



**Out-of-pocket health expenditure<sup>2</sup>**



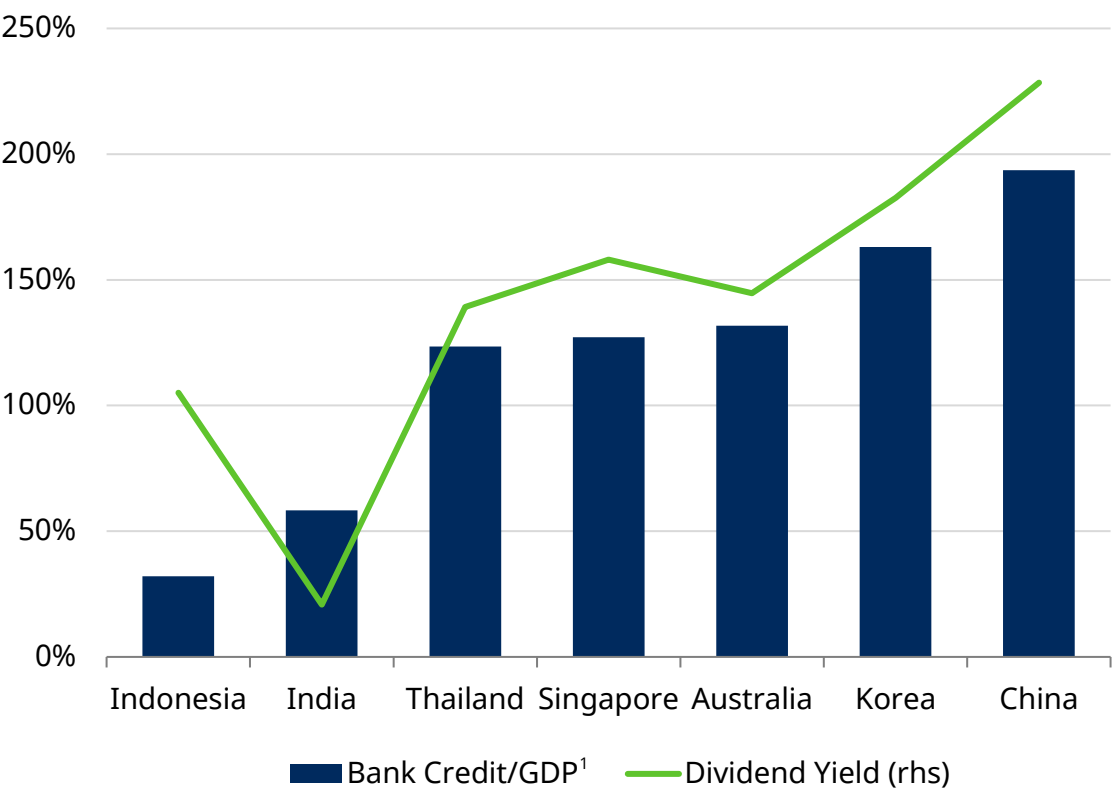
Source: <sup>1</sup>Swiss Re, 3/2023: World Insurance: stirred and not shaken. <sup>2</sup>World Health Organisation, Global health repository (2018). Out-of-pocket as a percentage of total health expenditure. Asia calculated as the average of the out-of-pocket percentages.

Countries and regions shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell. Forecast risk warning: please refer to the important information slide at the end of this presentation.

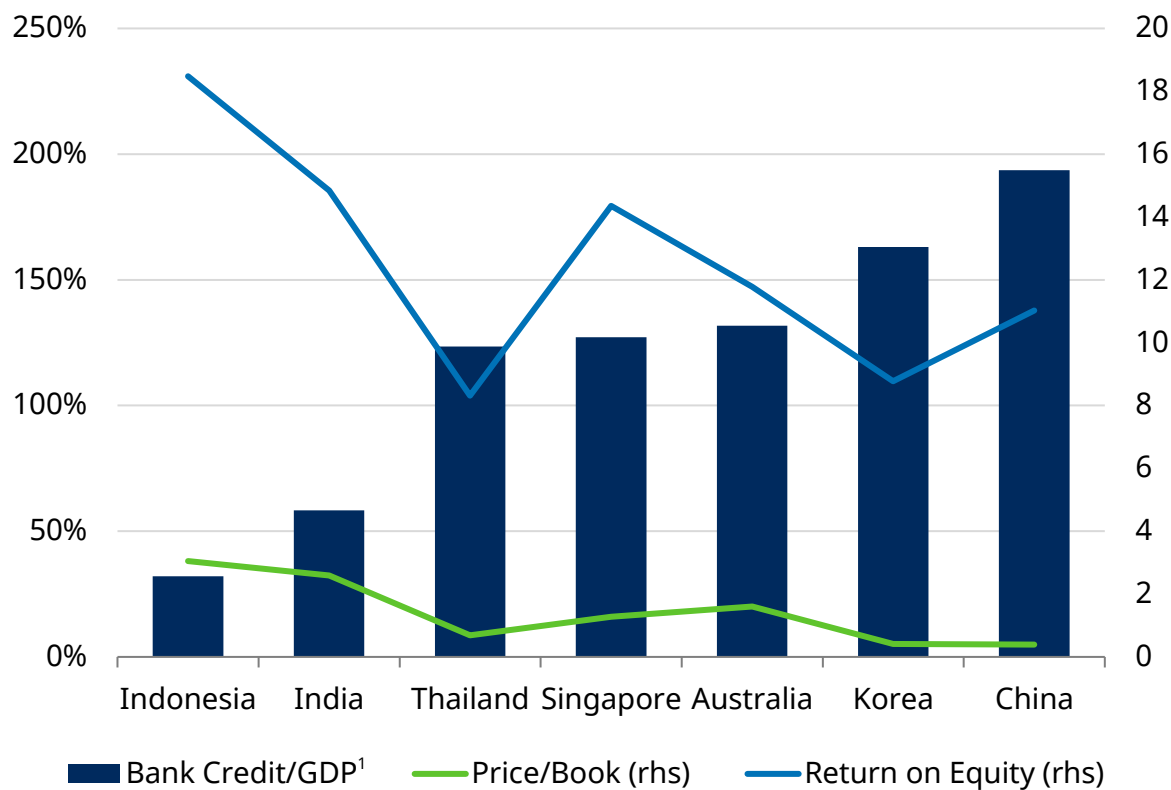
# Asian financials – Banking sector not homogenous across the region

Underpenetrated markets offer growth, more mature dividend yield

## Shareholder return a focus



## Attractive valuations with reasonable returns



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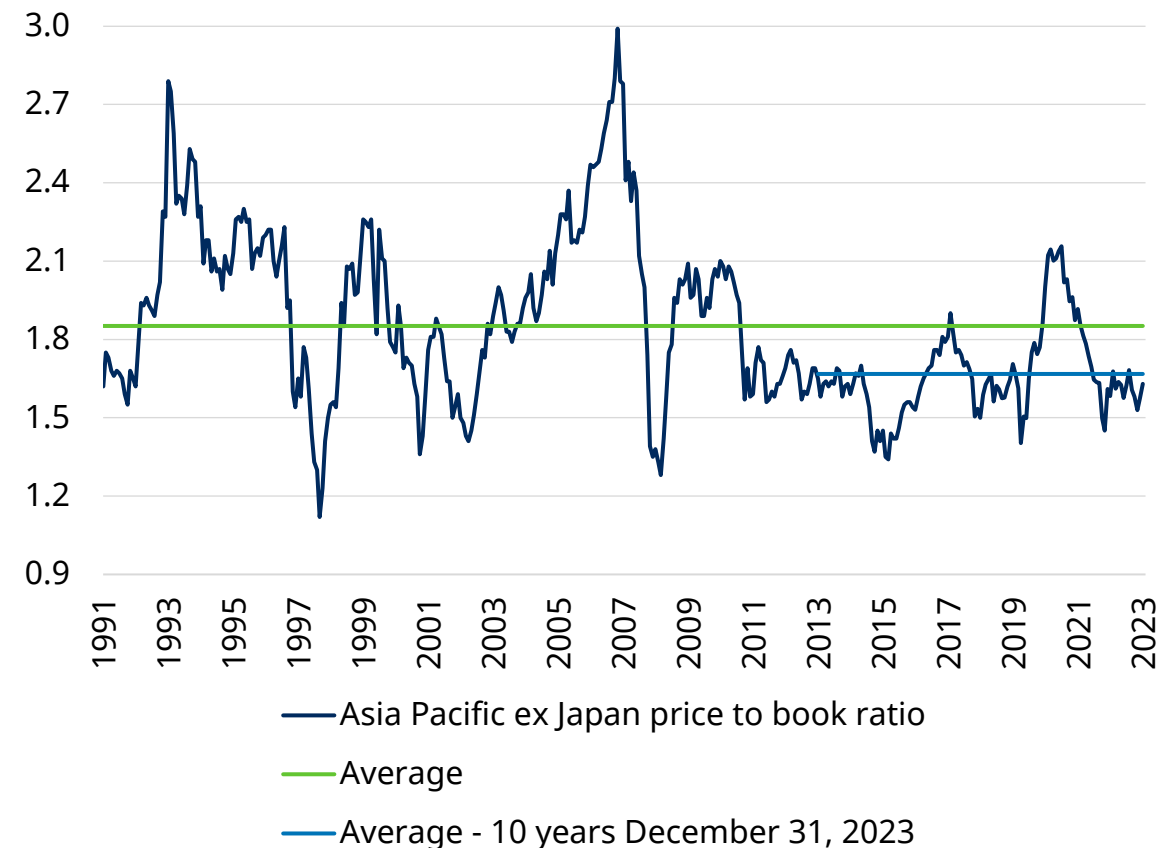
Source: BIS, MSCI, Factset, January 2024. <sup>1</sup>Domestic bank credit to private non-financial sector.

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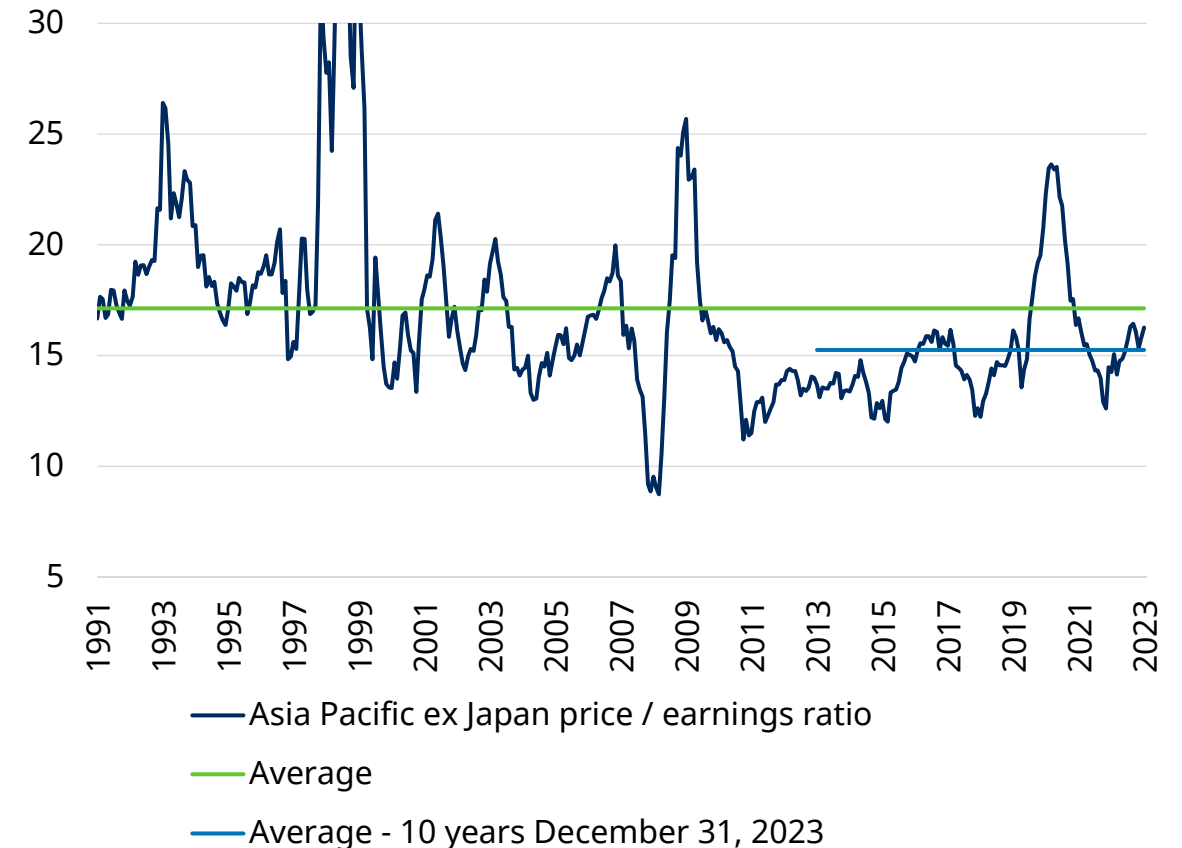
# Asian market valuations

Valuations in aggregate off the bottom but still reasonable versus long term averages

## Price to book (x)



## Historic price/earnings (x)



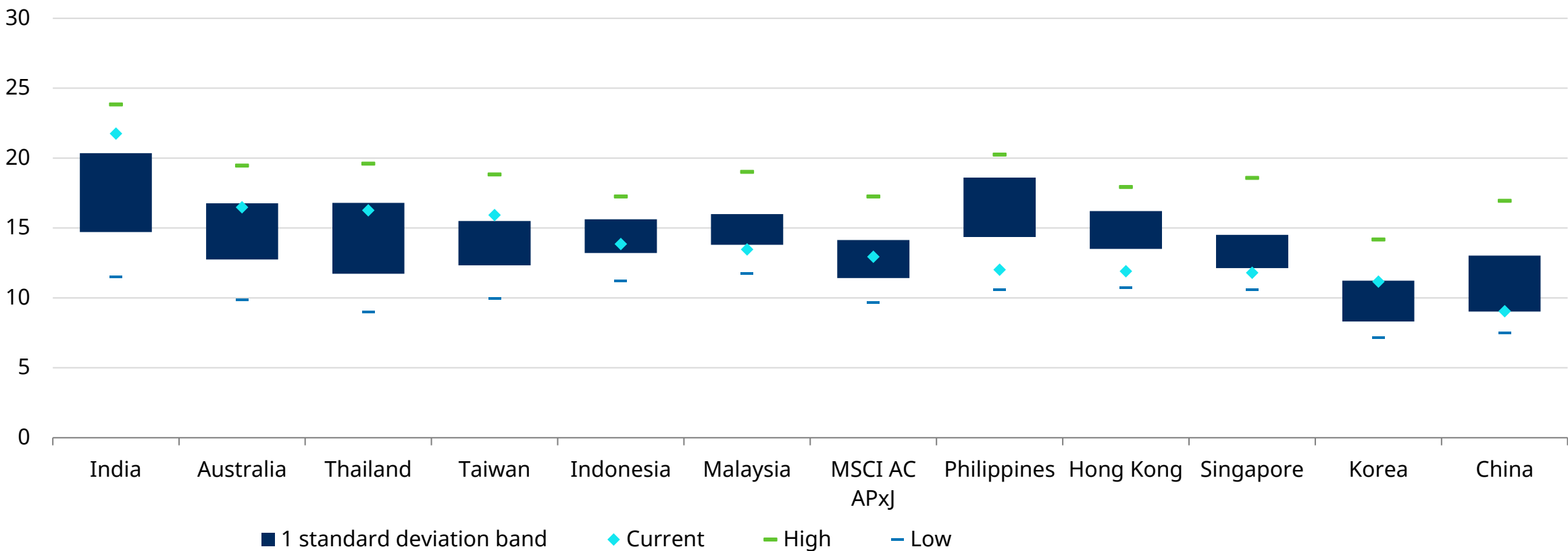
Past Performance is not a guide to future performance and may not be repeated.

Source: Citi Investment Research, MSCI, Refinitiv Datastream as at 31 December 2023. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

# Valuation picture mixed across countries

However, less extreme than towards the end of last year

Price earnings ratio (P/E) Next 12 Months of MSCI AC Asia Pacific ex Japan markets since 2010

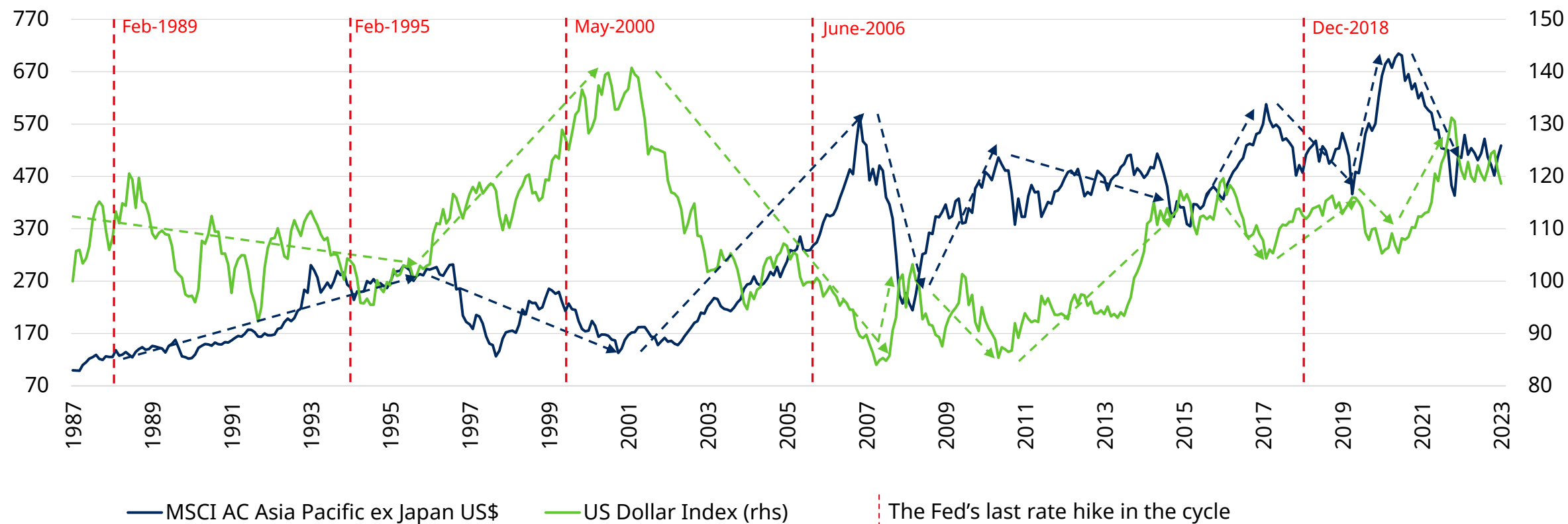


Past Performance is not a guide to future performance and may not be repeated.

Source: Factset, MSCI, December 31, 2023. Notes: PE data based on forecast data. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell. Forecast risk warning: please refer to the important information slide at the end of this presentation.

# Peaking US rates and a softer US dollar historically supportive for Asian markets

Softer dollar and US rates peaking should be supportive



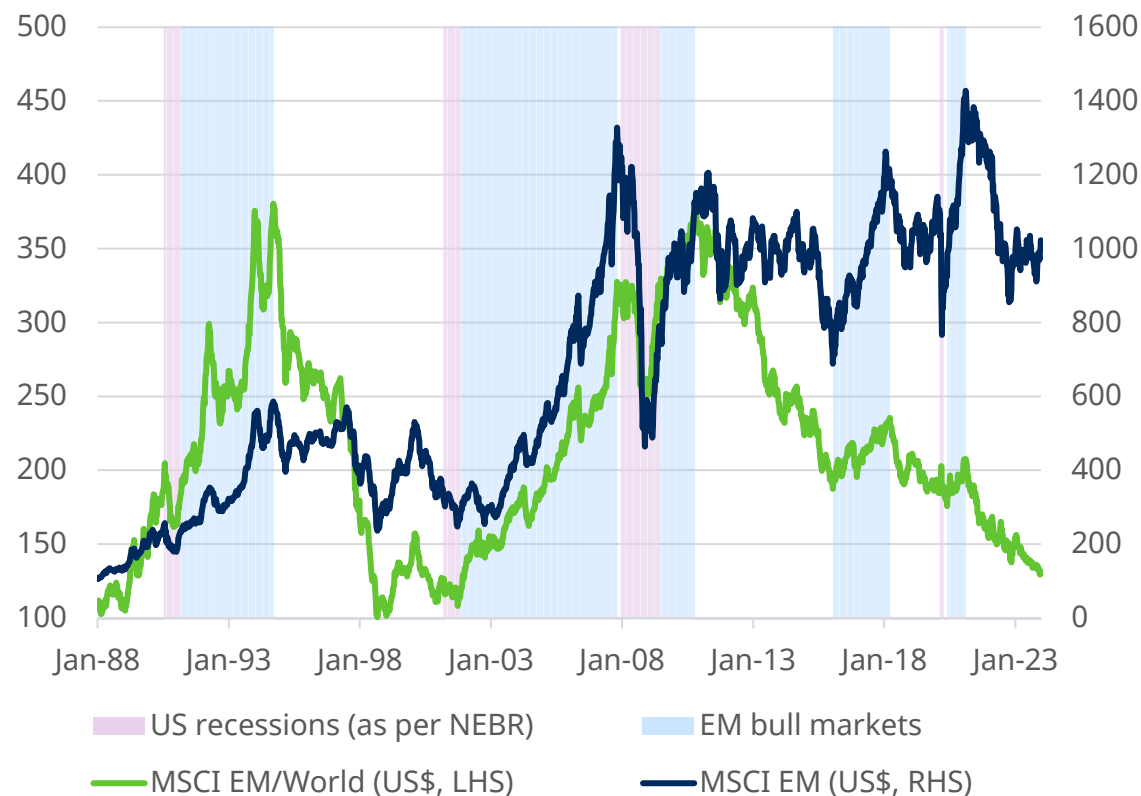
Past Performance is not a guide to future performance and may not be repeated.

Source: Refinitiv Eikon Datastream, as at 31 December 2023, in US\$. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

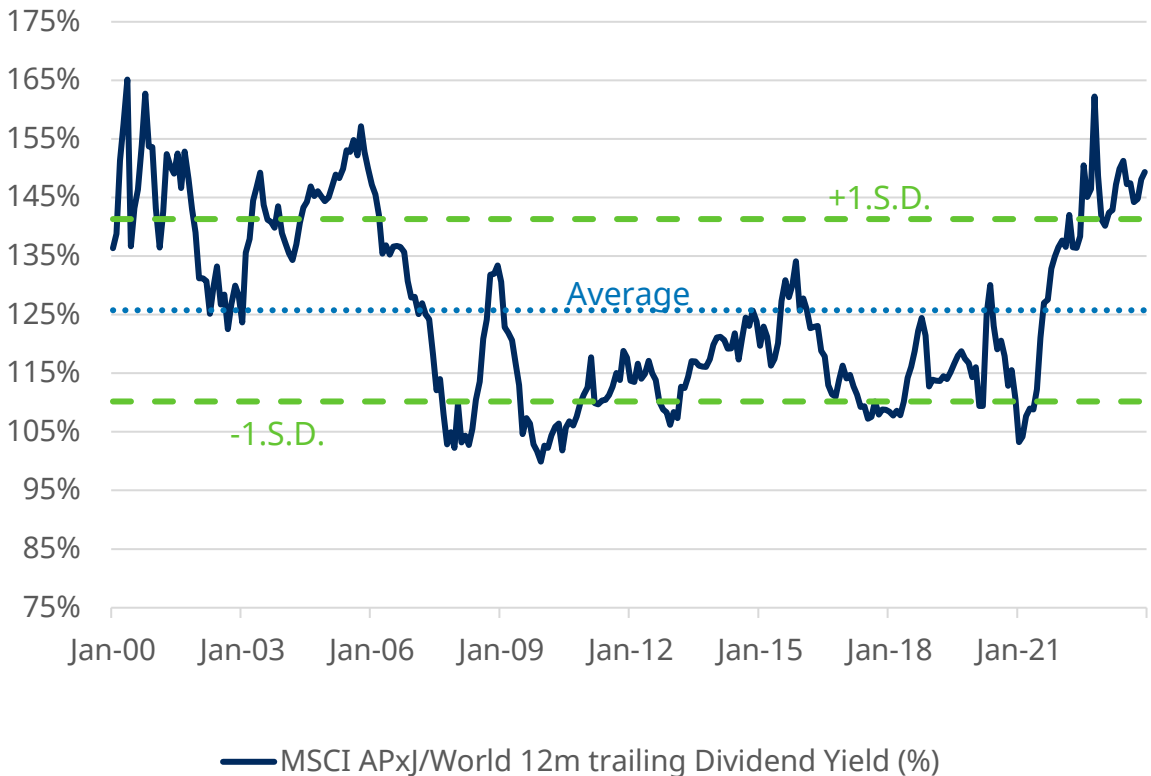
# Reasons for Optimism?

Despite our structural caution on China we are relatively positive on Asian equities

Emerging equities are an early cycle play: EM equity outperformance phases post US recessions



MSCI AC Asia Pacific ex Japan versus MSCI World relative dividend yield<sup>1</sup>

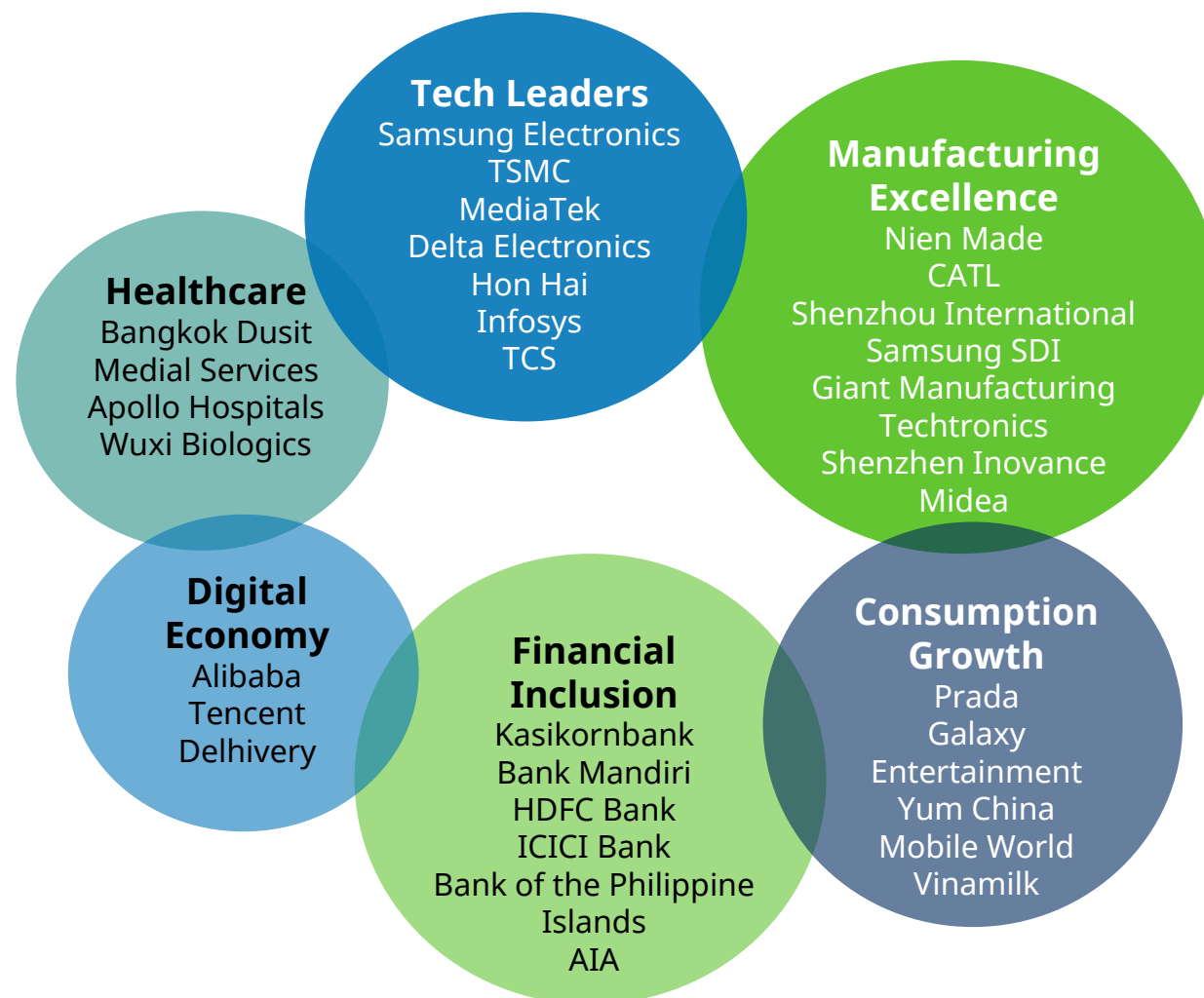


**Past Performance is not a guide to future performance and may not be repeated.**

Source: <sup>1</sup>CLSA, MSCI, December 2023. <sup>2</sup>Factset, MSCI as at 31 December 2023. The regions and countries shown are for illustrative purposes only and should not be viewed as a recommendation to buy or sell.

# What we like in the region

## Key investment themes

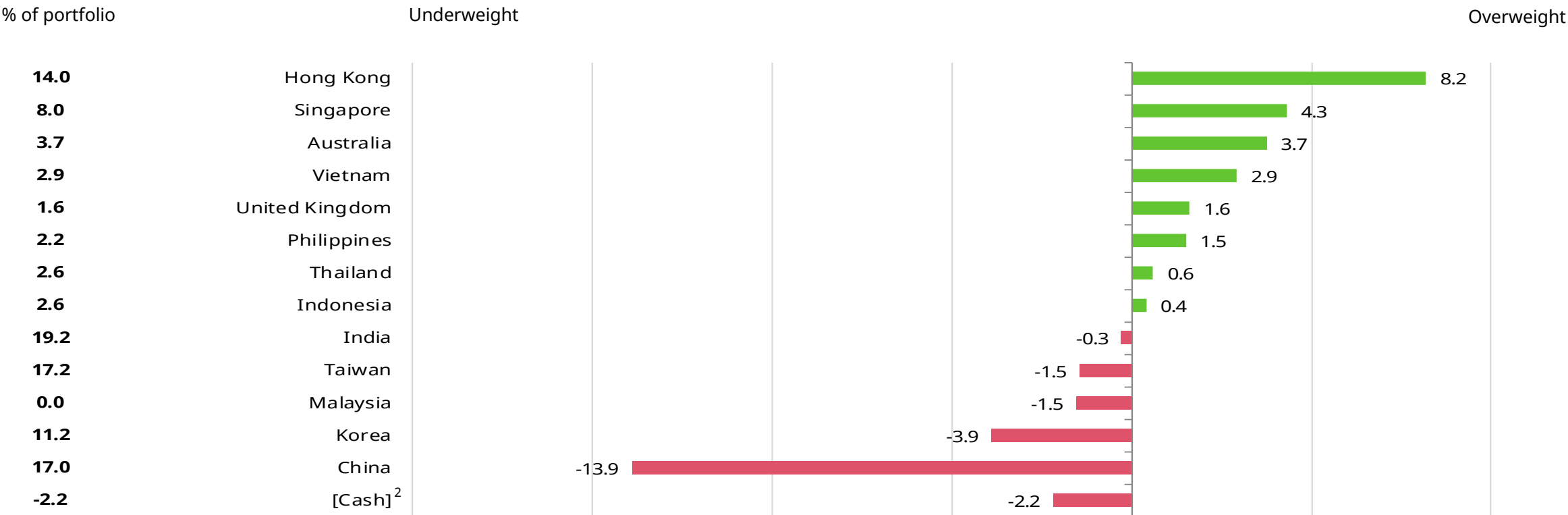


Source: Schroders, 31 December 2023. The stocks shown above are for illustrative purposes only and are not to be considered a recommendation to buy or sell.

# Schroder AsiaPacific Fund plc

## Active country<sup>1</sup> positions as at 31 December 2023

### Overweight/underweight positions



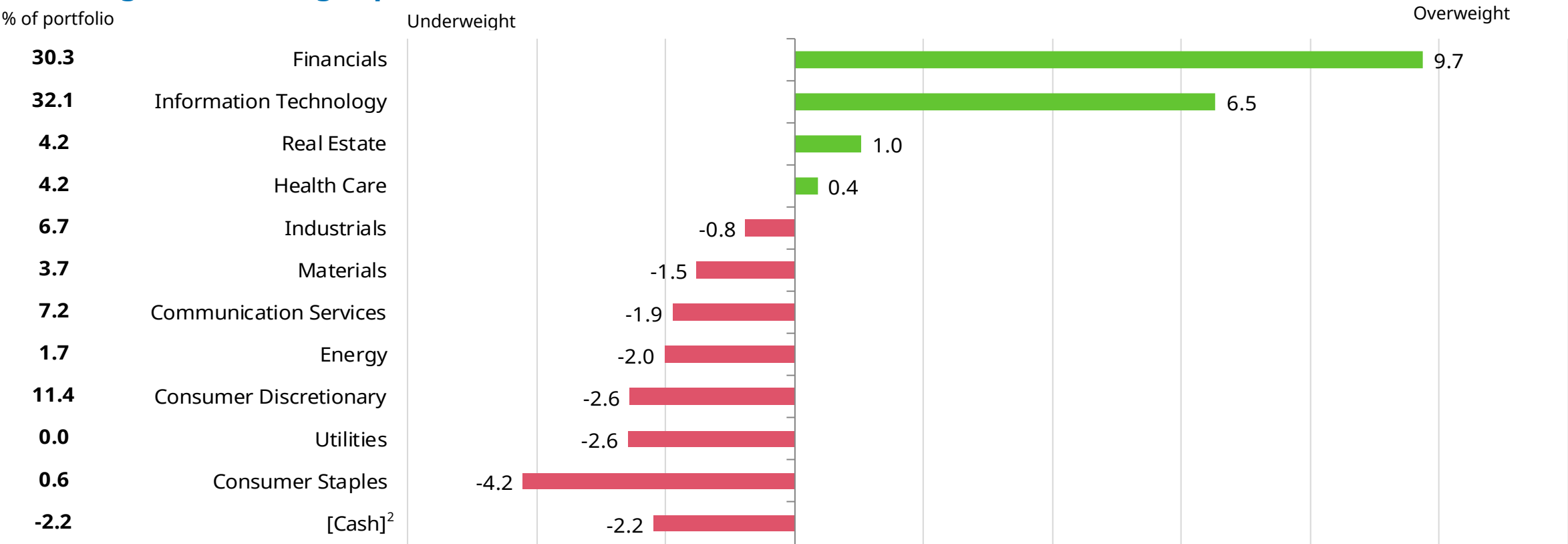
Source: Schroders, Factset, HSBC. <sup>1</sup>Fund position (based on underlying portfolio adjusted for loans outstanding) less benchmark weight (MSCI AC Asia ex Japan Index). <sup>2</sup>Net cash less loans outstanding. The accounting data used by FactSet is un-audited, therefore any subsequent cleaning of data will not be reflected in FactSet. The sectors, securities, regions and countries shown above are for illustrative purposes only and are not to be considered a recommendation to buy or sell.



# Schroder AsiaPacific Fund plc

Active sector<sup>1</sup> positions as at 31 December 2023

## Overweight/underweight positions



Source: Schroders, Factset, HSBC. <sup>1</sup>Fund position (based on underlying portfolio adjusted for loans outstanding) less benchmark weight (MSCI AC Asia ex Japan Index). <sup>2</sup>Net cash less loans outstanding. The accounting data used by FactSet is un-audited, therefore any subsequent cleaning of data will not be reflected in FactSet. The sectors, securities, regions and countries shown above are for illustrative purposes only and are not to be considered a recommendation to buy or sell.

# Top 10 holdings by absolute weight

## Schroder AsiaPacific Fund

As at 31 December 2023

Stock	Country	Sector	Portfolio weight (%)	Benchmark <sup>1</sup> weight (%)	Active weight (%)
Samsung Electronics*	Korea	Information Technology	9.5	5.4	+4.1
TSMC	Taiwan	Information Technology	9.4	7.8	+1.6
Tencent	China	Communication Services	5.0	4.1	+0.9
HDFC Bank	India	Financials	4.0	0.9	+3.1
ICICI Bank	India	Financials	3.5	1.0	+2.5
AIA Group	Hong Kong	Financials	3.2	1.6	+1.6
MediaTek	Taiwan	Information Technology	2.7	0.8	+1.9
Bank Mandiri	Indonesia	Financials	2.5	0.2	+2.2
Oversea-Chinese Bank	Singapore	Financials	2.5	0.5	+1.9
Apollo Hospitals	India	Health Care	2.1	0.1	+2.0
<b>Total</b>			<b>44.6</b>	<b>22.7</b>	

Source: Schroders, FactSet. Portfolio weights shown do not include gearing. <sup>1</sup>MSCI AC Asia ex Japan Index. \*Prefs and ordinaries.

The accounting data used by FactSet is un-audited, therefore any subsequent cleaning of data will not be reflected in FactSet.

The sectors, securities, regions and countries shown above are for illustrative purposes only and are not to be viewed as a recommendation to buy or sell

# Summary

- Asian Markets have been impacted by the global rise in interest rates and economic slowdown, as well as geopolitics
- China's recovery has disappointed – ongoing 'piecemeal' stimulus measures expected but property sector remains a risk
- Geopolitical risks remain – US-China, Taiwan, Ukraine, Middle East
- Information technology sector remains relatively attractive
- Potential for export recovery as inventories normalising across various sectors
- Historically, peaking of US rates and a softer US dollar have been supportive of Asia
- Valuations reasonable versus long term averages

# Important information

## **Marketing material.**

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Thank you