

IRC: F48:158:372:2022

21.10.2022

The Manager,
National Stock Exchange of India Ltd,
Exchange Plaza, 5th Floor,
Plot No. C/1, 'G' Block,
Bandra- Kurla Complex,
Bandra (East), Mumbai - 400051

The Manager, Bombay Stock Exchange Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001

Scrip Code: KARURVYSYA

Scrip Code: 590003

Dear Sir,

Sub: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Intimation of Investor Presentation – Unaudited Financial Results of the Bank for the Quarter and Half-Year ended 30th September 2022.

\*\*\*\*\*

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results of the Bank for the Quarter and Half-Year ended 30<sup>th</sup> September 2022 and the same has been updated in our Bank's website.

Kindly take the same on record.

Yours faithfully,

Srinivasarao M Company Secretary & Deputy General Manager

Encl: a.a.

THE KARUR VYSYA BANK LIMITED Investor Relations Cell, Registered & Central Office, No.20, Erode Road, Vadivel Nagar, L.N.S., Karur - 639 002.

©: 04324-269431,35,40-43, Fax: 04324-225700

Email: kvbshares@kvbmail.com Website: www.kvb.co.in CIN: L65110TN1916PLC001295





**Investor Presentation** 

30.09.2022

### **Disclaimer**



This presentation has been prepared by Karur Vysya Bank Limited ("the Bank") solely by the Bank for information purposes only. This presentation is not a complete description of the Bank and the information contained herein is only current as of its date and has not been verified by anyone else. All financial numbers are based on the Audited Financials or the Reviewed Financial results or based on Management estimates. Figures for the previous period(s) have been regrouped wherever necessary; totals in columns / rows may not agree due to rounding off. The accuracy of this presentation is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank.

This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of the Bank by any person / entity based in India or in any other country. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities.

This presentation may contain statements that constitute forward-looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated. Factors that could cause actual results to differ materially include, inter-alia, changes or developments in the Bank's business, political, economic, legal and social conditions. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. Except as otherwise stated, all of the information contained herein is indicative and is based on management information, current plans and estimates / projections. Any opinion, estimate or projection in the presentation constitutes a judgment as of the date of this presentation and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Further, past performance is not necessarily indicative of future results. Anyone placing reliance on the information contained in this presentation or any other communication by the Bank does so at his / her / their own risk. Neither the Bank nor anyone else shall be liable for any loss or damage caused pursuant to any act or omission based on or in reliance upon the information contained in the presentation.

The Bank may, at its sole discretion, alter, modify or otherwise change in any manner the contents of this presentation, without obligation to notify anyone of such change(s). This presentation is not to be distributed, redistributed, copied or disseminated in any manner whatsoever, either directly or indirectly.

Forward-looking statements speak only as of the date they are made, and the Bank undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.

0





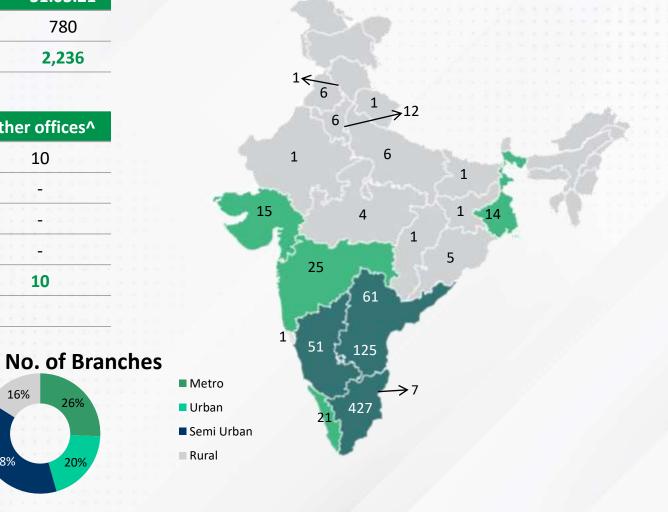
### Strong presence in India's fast growing hinterland



Category	30.09.22	31.03.22	31.03.21
Branches	792	789	780
ATM's + Cash Recyclers	2,238	2,223	2,236

Category	No. of Branches	BBU*	CBU*	Other offices^
Metro	204	10	9	10
Urban	157	3	<del>-</del>	
Semi Urban	304	2		
Rural	127			
Total	792	15	9	10
BC Outlets	145		13153113	

<sup>\*</sup>BBU – Business Banking Unit









16%

<sup>\*</sup>CBU – Corporate Business Unit

<sup>^</sup> Other offices - Asset Recovery Branches, NEO and PMI

### **Key Highlights**



**Total Business** 

#### **Business**

**Advances** 

### **Deposits**

**CASA** 

₹ 1,35,460 cr 14% YoY 1 4% QoQ

₹ 61,846 cr

₹ 73,614 cr **13% YoY** 

**★** 3% QoQ

**1** 20%YoY

₹ 25,914 cr

12% YoY

**Sustained Earnings** 

#### **Net Profit**

**PPOP** 

H1 - ₹ 1,048 cr **1**33%YoY

Other Income

**Net Interest Income** 

H1 - ₹ 479 cr

**15% YoY** 

1 4% QoQ

H1 - ₹ 441 cr

H1 - ₹ 1,567 cr 19%YoY

**Asset Quality** 

#### **GNPA**

**↑75%YoY** 

**NNPA** 

**PCR** 

**Market PCR** 

3.97%

🤳 341bps YoY 🦊 124bps QoQ

1.36%

163bps YoY
55bps QoQ

86.94%

**★**10.66bps YoY **★** 4.20bps QoQ

66.67%

**1** 6.83bps YoY **1** 2.02bps QoQ

**Key Ratios** 

**ROA** 

Q2 - 1.16%

H1 - 1.13%

ROE

Q2 - 12.59%

H1 -12.05% **1** 

**CRAR** 

18.31%

Tier I - 16.42%

NIM

Q2 - 4.07%

H1 -3.95% **1** 







# **Key Performance Indicators – KPIs (Quarter)**



Particulars	Sep 22	Sep 21	Growth %/bps	Jun 22	Mar 22	Dec 21
Net interest income	821	680	21	746	710	686
Operating profit	572	375	53	475	441	401
Net profit	250	165	52	229	213	185
Advances (Gross)	61,846	53,850	15	59,612	57,550	55,793
Deposits	73,614	65,410	13	71,168	68,676	66,871
NIM(%)	4.07	3.74	0.33	3.82	3.79	3.68
ROA(%)	1.16	0.86	0.30	1.09	1.06	0.93
CRAR(%)	18.31	18.82	(0.51)	19.21	19.46	18.79
GNPA(%)	3.97	7.38	(3.41)	5.21	5.96	6.97
NNPA(%)	1.36	2.99	(1.63)	1.91	2.28	2.55
PCR(%)	86.94	76.28	10.66	82.74	80.27	78.81

0





### **Profit & Loss Statement**



	Quarter			Half year		
Particulars	Sep 22	Sep 21	Growth % (YoY)	Sep 22	Sep 21	Growth % (YoY)
Net Interest Income	821	680	21	1,567	1,318	19
Other Income	242	165	47	441	368	20
- Fee income	174	143	22	361	290	24
- Others	68	22	209	80	78	3
Total Income	1,063	845	26	2,008	1,686	19
Operating Expenses	491	470	4	960	899	7
- Employee expense	234	252	(7)	470	479	(2)
- Other operating expense	257	218	18	490	420	17
Operating Profit	572	375	53	1,048	787	33
Provisions	227	166	37	382	413	(8)
- Credit Related	202	171	18	365	448	(19)
- Others	25	(5)	-	17	(35)	-
Profit Before Tax	345	209	65	666	374	78
Tax (net of DTA/DTL)	95	44	116	187	100	87
Net Profit	250	165	52	479	274	75





# **Key Ratios**



Doublesslave	Qu	arter	Half year	
Particulars -	Sep 22	Sep 21	Sep 22	Sep 21
Cost of Deposits (%)	4.08	4.32	4.09	4.42
Yield on Advances (%)	8.55	8.62	8.41	8.59
Cost of Funds (%)	4.12	4.36	4.12	4.46
Yield on Funds (%)	7.52	7.42	7.40	7.41
Net Interest Margin (%)	4.07	3.74	3.95	3.65
Spread (%)	3.39	3.06	3.28	2.95
Cost to income (%)	46.16	55.57	47.81	53.31
Return on Equity (%)	12.59	9.20	12.05	7.63
Return on Asset (%)	1.16	0.86	1.13	0.72
EPS (Rs.) *	3.13	2.07	5.99	3.43







<sup>\*</sup> Not annualized

### **Key Ratios (Qtr)**

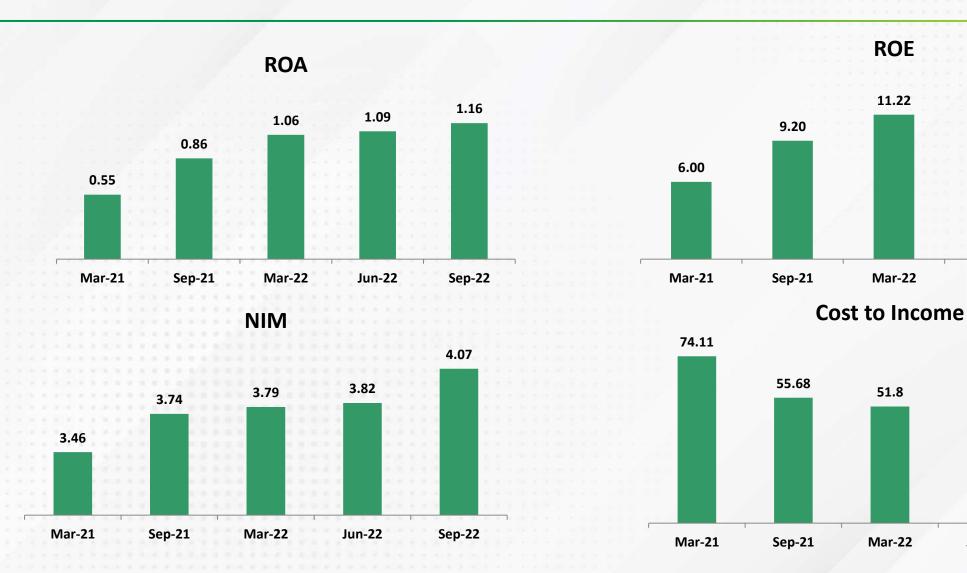


11.69

Jun-22

49.68

Jun-22





Sep-22

46.16



Sep-22



### **Balance Sheet**



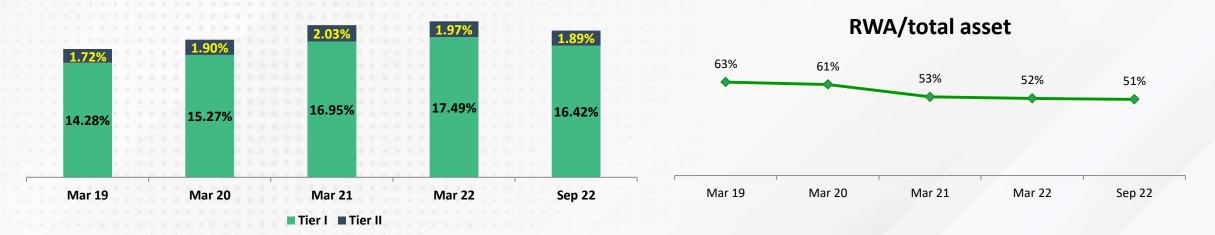
Particulars	Sep 22	Sep 21	YoY (%)
Capital & Liabilities			
Capital	160	160	Tall the manner has
Reserves and Surplus	7,789	7,034	11
Deposits	73,614	65,410	13
Borrowings	2,281	1,158	97
Other Liabilities and Provisions	2,521	2,112	19
Total	86,365	75,874	14
	888 888 - 444 44		
Cash and Balances with RBI	4,691	3,365	39
Balances with Banks	1,251	2,785	(55)
Investments (Net)	18,294	16,387	12
Advances (Net)	60,161	51,381	17
Fixed Assets	460	504	(9)
Other Assets	1,508	1,452	4
Total	86,365	75,874	14



### Capital to Risk Weighted Assets Ratio - Basel III



Particulars	Sep 22	Sep 21	Jun 22
CRAR %	18.31	18.82	19.21
Total capital	8,134	7,488	8,128
Tier I capital	7,293	6,681	7,299
Tier II capital	841	807	829
RWA	44,413	39,782	42,304
Credit risk	36,213	31,914	34,046
Operational risk	6,288	6,071	6,288
Market risk	1,912	1,797	1,970



0 (







**Driving growth** 

across verticals

### **Total Business**



Parameter	Sep 22	Sep 21	YoY %	Jun 22	QoQ %	Mar 22	YTD %
Deposits	73,614	65,410	13	71,168	3	68,676	7
Gross Advances	65,660	56,362	16	62,867	4	60,510	9
Advances (after t.w off)	61,846	53,850	15	59,612	4	57,550	7
Total Business	1,35,460	1,19,260	14	1,30,780	4	1,26,226	7

### **Deposits Portfolio**

Sep 22	Sep 21	YoY %	Jun 22	QoQ %	Mar 22	YTD %
8,019	6,970	15	7,978	1	6,921	16
17,895	16,190	11	17,938	-	16,983	5
25,914	23,160	12	25,916	-	23,904	8
35	35		36	-	35	- /
47,700	42,251	13	45,252	5	44,772	7
73,614	65,410	13	71,168	3	68,676	7
	8,019 17,895 25,914 35 47,700	8,019       6,970         17,895       16,190         25,914       23,160         35       35         47,700       42,251	8,019       6,970       15         17,895       16,190       11         25,914       23,160       12         35       35       -         47,700       42,251       13	8,019       6,970       15       7,978         17,895       16,190       11       17,938         25,914       23,160       12       25,916         35       35       -       36         47,700       42,251       13       45,252	8,019       6,970       15       7,978       1         17,895       16,190       11       17,938       -         25,914       23,160       12       25,916       -         35       35       -       36       -         47,700       42,251       13       45,252       5	8,019       6,970       15       7,978       1       6,921         17,895       16,190       11       17,938       -       16,983         25,914       23,160       12       25,916       -       23,904         35       35       -       36       -       35         47,700       42,251       13       45,252       5       44,772

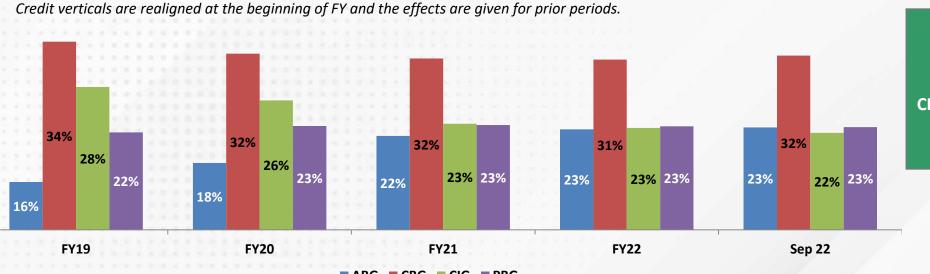




# KVB Karur Vysya Bank

### Growing our books responsibly

Particulars	Sep 22	Sep 21	YoY %	Jun 22	QoQ %
Agriculture	14,167	12,084	17	13,611	4
Retail (Personal Banking)	14,185	12,510	13	13,598	4
Commercial	19,761	17,231	15	18,677	6
Corporate	13,733	12,025	14	13,726	
Gross Advances	61,846	53,850	15	59,612	4



### Segments

ABG – Agri
CBG – Commercial (<= Rs. 25 crore)
CIG – Corporate (> Rs. 25 crore)
PBG – Personal







### **Retail Portfolio**



Particulars	Sep 22	Sep 21	YoY %	Jun 22
Housing loan	6,167	5,226	18	5,967
Jewel loans	1,858	1,778	4	1,906
Mortgage (LAP) loans	2,088	1,632	28	1,899
Vehicle loans	1,122	1,040	8	1,103
Personal loans	353	437	(19)	362
Educational loans	154	170	(9)	153
Others loans	2,443	2,227	10	2,208
Total	14,185	12,510	13	13,598

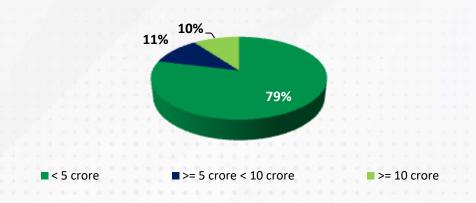




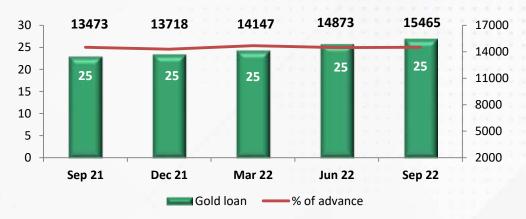
### **Driving growth across verticals**



### **Ticket size of Commercial Book**



### Gold Loan portfolio (Bank as a whole)





- Average ticket size Rs.44.5 lakh
- ~79% of commercial loans are less than Rs. 5 crore

### **Gold Loan portfolio**

(Rs. crore)

Category	Amount	SM	LTV	
	Amount	30.09.2022	30.06.2022	LIV
Agriculture	13,304	30	40	
Others	2,161	11	8	73
Total	15,465	41	48	





# **ECLGS (Emergency Credit Line Guarantee Scheme) Portfolio**



### **Vertical** wise

Vertical	Sep 22	Sep 21	Jun 22
Agriculture	4	5	4
Commercial	1,313	1,382	1,420
Corporate	902	745	947
TOTAL	2,219	2,132	2,371

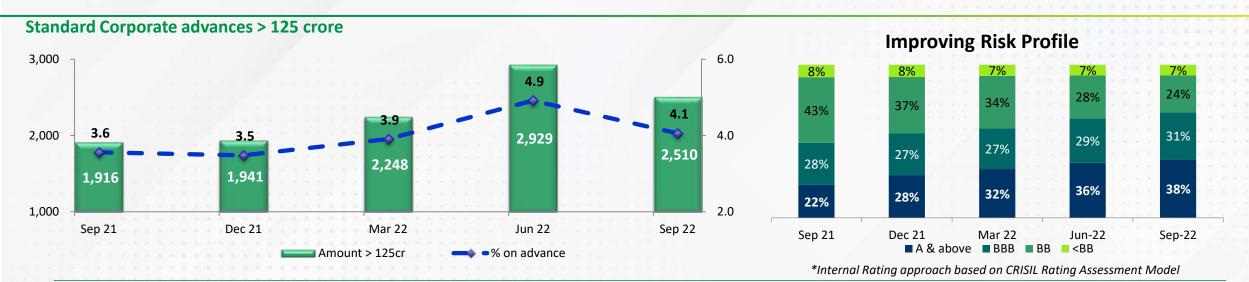
	Sep 2	22	2		
Particulars	Outstanding	NPA	Outstanding	NPA	
ECLGS 1.0	1,747	70	1,878	63	
ECLGS 2.0	418	-	440	- N	
ECLGS 3.0	53	-	52	-	
ECLGS 4.0	1	-	1	-	
TOTAL	2,219	70	2,371	63	



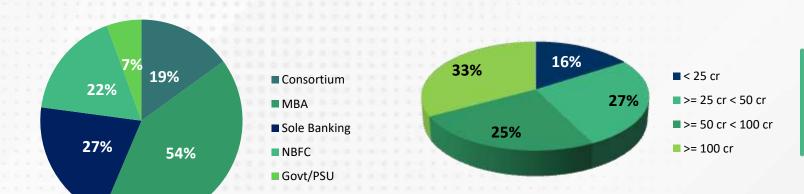


### **Corporate Loan Book**





### **Breakup of Corporate Book**





- ~67% of corporate loans are less than Rs. 100 crore
- Average ticket size Rs. 37.24 crore

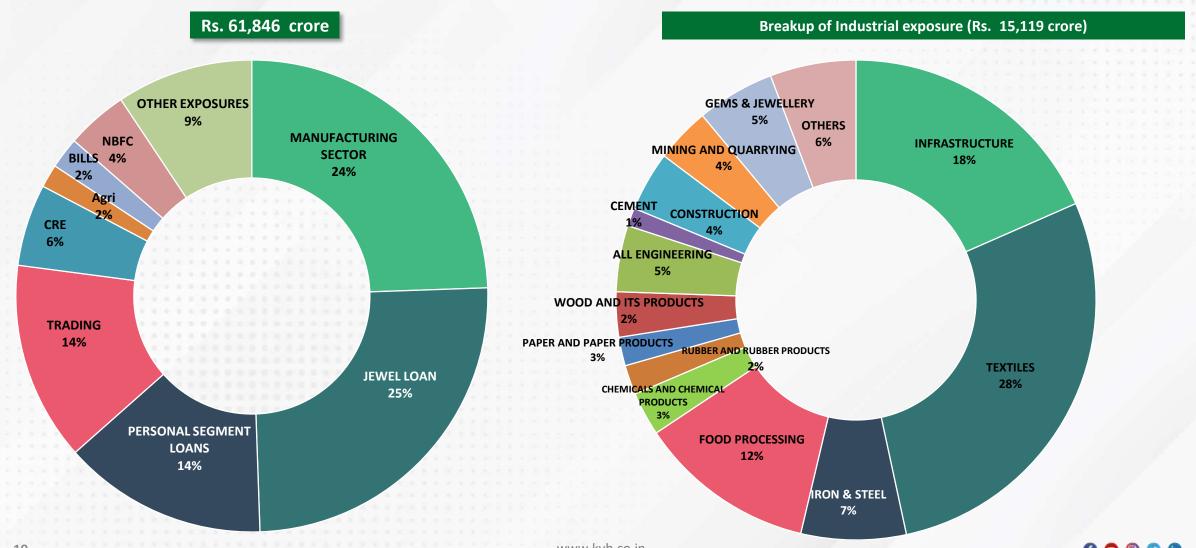
0 6





# **Sectoral composition**









# **Secured Exposure**



Nature of security	30.09.2022
Exposure backed by -	
Letter of Credit	307
Govt. Guarantee (Emergency Credit Line Guarantee Scheme- ECLGS)	2,219
Liquid Assets ^	16,429
Vehicles	2,521
Commodities	145
Total (1)	21,441
Exposure secured by Immovable Property ( Coverage)	
> 100	29,081
90 to <100	8,878
75 to <90	2,524
50 to <75	3,895
<50	2,813
Total (2)	47,191
Exposure without Immovable property as security	
Corporate, Consortium, Government etc.	2,221
Unsecured Exposure	913
Total (3)	3,134
Total Risk Assets outstanding - Fund and Non Funded (1+2+3)*	71,766

<sup>\*</sup> Total risk assets including technical write off accounts







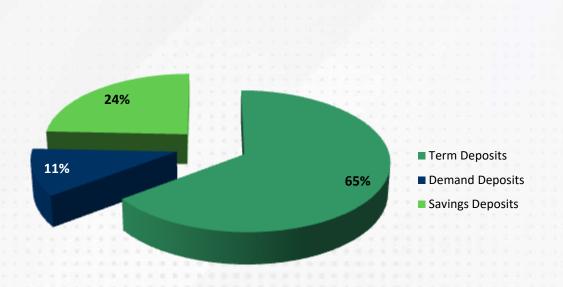


<sup>^</sup> Liquid Assets - Cash, Jewels, NSC/Insurance policies & other liquid assets

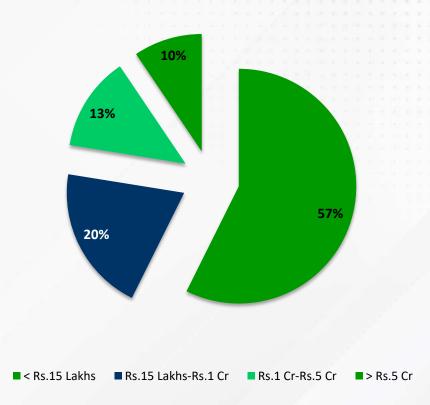
### **Liability Franchise: Predominantly Retail**



### Low dependence on wholesale deposits



Term deposits are primarily retail deposits



~90% of term deposits are < Rs.5 Cr

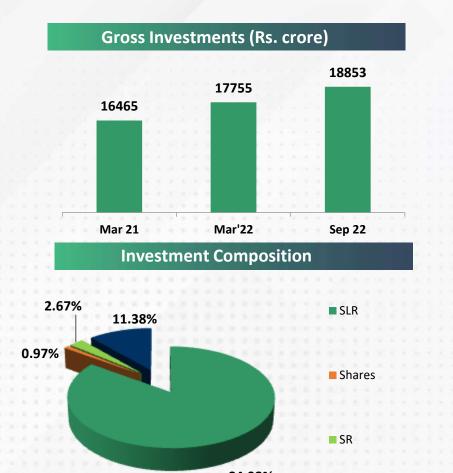


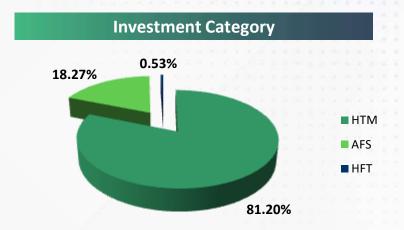




### **Investment Portfolio**







### **Duration**

AFS	HFT	HTM	Total
1.30	0.01	3.37	3.02

### **Yield on Investments**









■ Debentures/CD/MF/CP



Disciplined approach to

reduce stressed assets

# **Movement of NPA for the quarter**



Particulars Particulars	Jun 22	– Sep 22	Jun 21 – Sep 21	
Gross NPAs				*::::::::::::::::::::::::::::::::::::::
Opening Balance		3,107		4,167
Additions during the period		131		164
Reductions during the period		781	demand the second	360
-Of which Recoveries/Upgradation	205		358	
Tech Write offs	576		2	A
Closing Balance		2,457		3,972
Provisions				
Opening Balance		1,968		2,170
Provision made during the period		340		322
Write off/Write back of excess provision		710		115
-Of which Recoveries/Upgradation	134		113	
Tech Write offs	576		2	
Closing Balance		1,598		2,377
Net NPAs	8	19	1,5	538





### **Vertical wise NPA**



	Advances O/s.	NPA as on	NPA Additions	NPA Red	uction Q2	NPA as on	Provisions
VERTICAL	VERTICAL Sep 22	Jun 22	Q2	Recoveries / upgradation	Tech W/off	Sep 22	Sep 22
Agriculture	14,167	127	8	9		126	82
Retail (Personal Banking)	14,185	377	42	38		381	236
Commercial	19,761	1,255	74	93	36	1200	705
Corporate	13,733	1,348	7	65	540	750	575
TOTAL	61,846	3,107	131	205	576	2,457	1,598

# **Collection efficiency**

Particulars Particulars	Sep 22	Aug 22	Jul 22
Term Loan (%)	98.8	98.2	98.1
Working Capital (%)	99.4	99.0	95.5

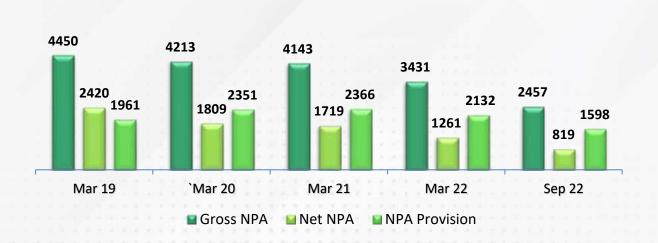


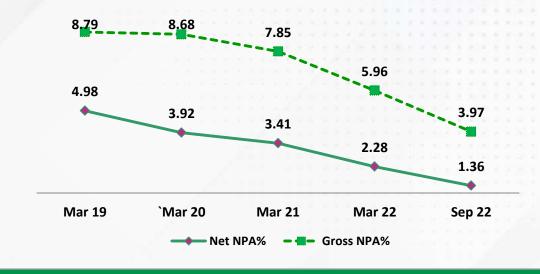




### **Improving Asset Quality**







4.63%			
3.30%			
	1.82%	1.46%	
			0.76%
		******	

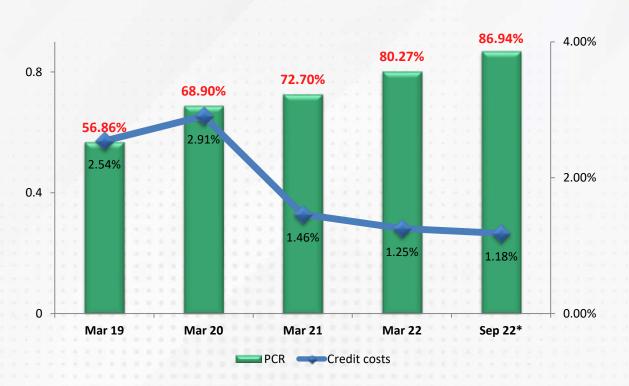
	Sep 22		Sej	o 21
Particulars	Amt	% of Adv	Amt	% of Adv
SMA 1	252	0.41%	716	1.33%
SMA 2	159	0.25%	288	0.53%
SMA 30+	411	0.66%	1,004	1.86%





### **Provisions Coverage**







\*annualized

→ • Provision Coverage Ratio % — Market PCR (excl technical write off)

Credit cost for Q2 FY23 - 0.33%; Q1 FY23 - 0.27%







# **Provisions and Contingencies**



Durantatan fan	Qua	irter	Half year		
Provision for —	Sep 22	Sep 21	Sep 22	Sep 21	
NPA	206	115	347	393	
Standard Assets	11	8	20	4	
Restructured Advances	(18)	56	(1)	63	
Other credit related items	3	(7)	(1)	(11)	
Sub-total – Credit Provisions	202	171	365	448	
Others	25	(5)	17	(35)	
-Of which NPI	(5)	(5)	(5)	(6)	
Others	30		22	(29)	
Total Provisions (excl. Tax)	227	166	382	413	
Tax Expense	95	44	187	100	
Total Provisions	322	210	569	513	





### **Restructured Accounts**



Doublesslave	Sep 22		Sep	Sep 21		Jun 22	
Particulars –	Standard	NPA	Standard	NPA	Standard	NPA	
Resolution Framework - 2.0	675	60	723	13	723	52	
COVID 19 - Resolution Framework	373	47	490	14	406	47	
MSME	181	215	356	113	203	221	
CDR	-	-	-	3			
Others*	2	42	10	215	193	43	
Total	1,231	364	1,579	358	1,525	363	

<sup>\*</sup> Others include restructured accounts due to stress, natural calamities and extension of DCCO.

Vertical viica	Sep 22		Sep 2	Sep 21		Jun 22	
Vertical wise -	Standard	NPA	Standard	NPA	Standard	NPA	
Agriculture	-	12	2	18	- /	12	
Retail (Personal Banking)	508	81	679	18	559	70	
Commercial	442	190	549	111	475	199	
Corporate	281	81	348	211	491	82	
Total	1,231	364	1,579	358	1,525	363	



# **Movement of Standard Restructured Advances for the quarter**



Particulars —	Jun 22 t	to Sep 22	Jun 21 to Sep 21		
Particulars	A/c's	Amt.	A/c's	Amt.	
A. Position at the beginning of the period	2,987	1,525	1,951	1,028	
B. Addition during the period	-	-	1,608	561	
C. Additions in existing A/c's	-	27	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	36	
D. Addition through upgradation from NPA	34	12	36	7	
E. Accounts closed during the period	88	165	36	6	
F. Accounts upgraded	1	54	1	7	
G. Recoveries during the period	0	82	-	24	
H. Slippages during the period	111	32	79	16	
Position at the end of the period A+B+C+D- (E+F+G+H)	2,822	1,231	3,479	1,579	

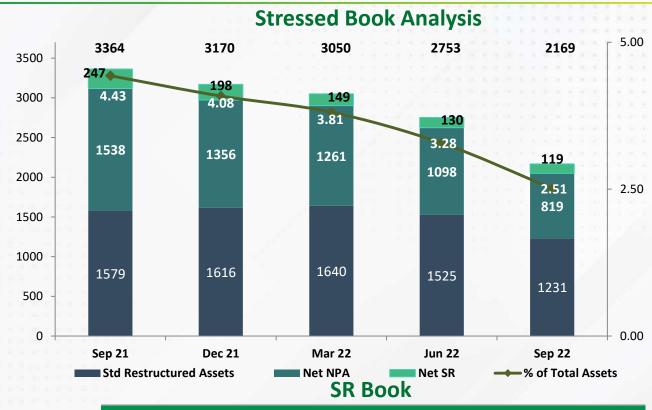




### **Sector-wise Standard Restructured Advances**



S. SECTOR	Amo	Amount			
N. SECTOR	Sep 22	Jun 22			
1 Housing Loan	292	324			
2 Real Estate	157	368			
3 Trade	116	134			
4 Textile	76	87			
5 Personal Loan	54	60			
6 Basic Metal & its Products	79	81			
7 Infrastructure	60	60			
8 Hotels and restaurants	67	72			
9 All Engineering	40	41			
10 Food & Food Processing	41	36			
11 Auto Loan	43	48			
12 Transportation	21	24			
13 Wood & Wood Products	21	23			
14 Education Loan	10	10			
15 Gems and Jewelry	11	12			
16 Construction	14	8			
17 Others	129	137			
TOTAL	1,231	1,525			
% to Total Advances	1.99	2.56			



Doubleslave	Amo	Amount			
Particulars	Sep 22	Sep 21			
Gross SR	504	597			
Less : Provisions	385	350			
Net SR	119	247			





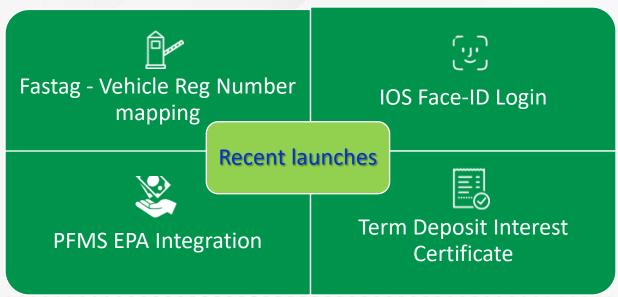


**Building a** 

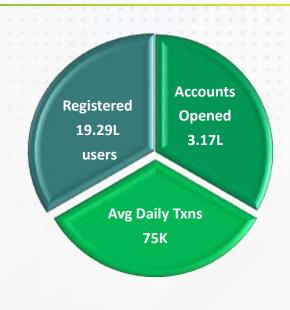
strong digital ecosystem

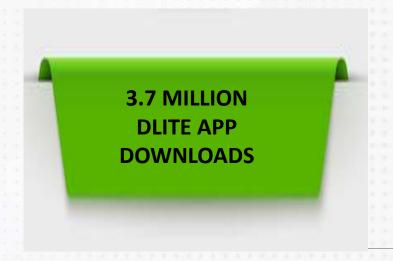
### **Digital Banking - DLite**

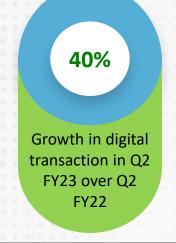


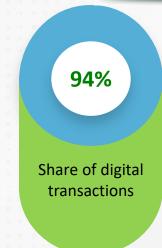


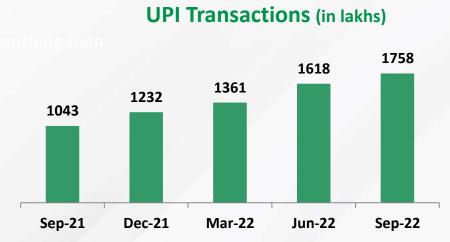


















### **DIGITAL PARTNERSHIPS**







### Awards and Accolades for the half year





**TECH ENABLED EASE OF BANKING AWARD KRYPTON BFSI LEADERSHIP AWARDS** 



**TECH ENABLED EASE OF BANKING QUANTIC INDIA** 



DATA CENTRE COMPANY OF THE YEAR **SYNNEX GROUP & INDIA BANKING SUMMIT** 



**BANKING RPA INTEGRATOR OF THE YEAR SYNNEX GROUP & INDIA BANKING SUMMIT** 



**FINNOVITI - CERSAI FRONT END AUTOMATION BANKING FRONTIERS** 



**BANK WITH BEST TECHNOLOGY ORIENTATION** NATIONAL AWARD FOR EXCELLENCE IN BFSI







# **External Ratings**



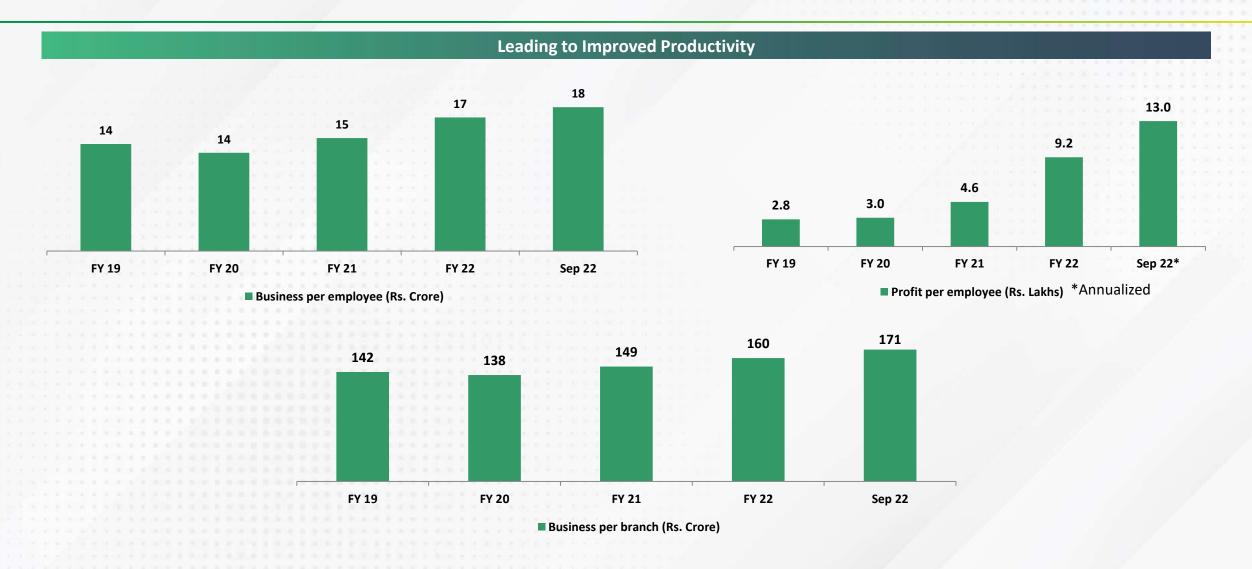
Rating Agency	Instrument	Ratings A1+		
CRISIL An S&P Global Company	Certificate of Deposits			
India Ratings & Research	Tier II Bonds	A+		
(R) ICRA	Certificate of Deposits	A1+		
	Tier II Bonds	A+		





### **Dynamic workforce**











### **Decade of Sustained Growth**



Year	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Paid up Capital	107	107	122	122	122	145	160	160	160	160
Reserves	2,978	3,219	4,124	4,451	4,723	6,066	6,205	6,440	6,760	7,436^
Owned funds	3,085	3,326	4,246	4,573	4,845	6,211	6,365	6,600	6,920	7,596
Basel III (%)	14.41\$	12.60	14.62	12.17	12.54	14.43	16.00	17.17	18.98	19.46
Deposits	38,653	43,758	44,690	50,079	53,700	56,890	59,868	59,075	63,278	68,676
Advances	29,706	34,226	36,691	39,476	41,435	45,973	50,616	48,516	52,820	57,550
Total Business	68,359	77,984	81,381	89,555	95,135	1,02,863	1,10,484	1,07,591	1,16,098	1,26,226
Total Income	4,695	5,680	5,977	6,150	6,405	6,600	6,779	7,145	6,389	6,357
Operating Profit	849	838	943	1,303	1,571	1,777	1,711	1,761	1,291	1,630
Net Profit	550	430	464	568	606	346	211	235	359	673
Cost of Deposit	8.30	8.24	7.96	7.40	6.60	5.99	5.80	5.76	4.96	4.30
Yield on Advance	12.77	12.28	12.14	11.67	11.34	10.30	9.75	9.63	8.93	8.47
Dividend (%)	140	130	130	140	130	30	30	-	25	80
Branches (No.)	551	572	629	667	711	790	778	779	780	789
EPS (Rs.)	51.35	40.08	39.86	46.59	9.95	4.78	2.64	2.94	4.50	8.42
Return on Assets (%)	1.35	0.86	0.88	1.03	1.00	0.53	0.31	0.32	0.49	0.86
Book Value(Rs.)	287.85	308.91	348.42	375.25	79.51	85.49	79.63	82.57	86.57	94.95
Business per employee	10.16	10.63	11.31	12.42	12.86	12.93	14.42	13.56	14.99	17.28
No of Employees	6,730	7,339	7,197	7,211	7,400	7,956	7,663	7,935	7,746	7,306

^Includes proposed dividend;\$ Basel II CRAR;

www.kvb.co.in









# Thank You