



Event: Plus500 Ltd Q3 Trading Update

Date: 22.10.2014

Speakers: Gal Haber and Elad Even-Chen

Call Duration: 36:20

Conference Ref No: EV00018721

Operator: Hello and welcome to Plus500's third quarter trading update conference call and webcast. At this time all participants are in listen-only mode. Later we will conduct a question and answer session and please note, if you do wish to ask a question, you must participate via the conference call facility. This webcast can be accessed via the investor relations section of Plus500's website. I'll now turn the call over to your host Gal Haber. Sir, please begin.

Gal Haber: Hi, good morning everyone, thanks for joining us. I'm very happy to welcome you all to Plus500's third quarter business and trading update conference call. We will report on another quarter of strong growth. I'm Gal Haber, CEO of the company. Also present with me here is Elad Even-Chen our VP of business development. Many of you will probably know him as the person who handles our investor relations. Before I go into the details of the third quarter KPI, let me give you a brief overview of what is happening in the business and highlight a few significant developments since interim announcement in August 2014.

First, for those who are less familiar with our business, let me remind you that Plus500 only is open to retail customers and is not available to institutional traders. We have created an easy use interface for all our retail customers who trade CFDs in global equities, FX, indices, ETS and commodities using our own proprietary technology. The [inaudible] interface and our automated online marketing campaigns are the secret of our revenue and profit growth over the years.

In the nine months to 30th September 2014, revenue was \$162 million, 151% higher than revenues for the comparative period of 2013 and surpassing the total generated in the whole year of 2013 by 41%, thereby positioning the company for another year of strong growth. We did experience some headwind in Q2 2014 due to inactive markets. However we were confident that the customers are not going away and would return but in the view this has turned, this was more about customers becoming inactive because the markets were inactive globally.

So how were we able to achieve growth this quarter? This was a result of undertaking numerous in-house initiatives as well as improving market activity. We were able to react quickly to market conditions and offer customers the ability to trade CFDs immediately following events such as the initial public offerings of Alibaba and GoPro, for example.

With the increased market volatility as a result of the geopolitical situation in Europe, as well as changing global macro environment, we saw strong growth in the trading in commodities as well as equities. We continue to improve brand awareness across multiple advertising channels and this enabled us to attract greater number of high-value customers. As a result of 30 – of introducing 300 new instruments this year, the company now offers over 2,100 instruments to our customers.

During the third quarter, one popular initiative we introduced was to reduce the spread of the most popular instruments to very competitive levels, such as the FTSE 100, which is now at 0.88 pips and it's popular for [inaudible] like GBP/USD and EUR/USD which are both down to 1 pip, and oil, for example, which is down to 3 pips. The same spreads, by the way, are offered to the entire customer base. Also the iOS app was updated to be fully compatible with iOS 8. This happened on the same day that Apple rolled out the new operating system. The average version was also updated, and has seen a step-up in its usability.

The company also expanded its live chat feature to offer more native language support worldwide. We will elaborate further on the geographical distribution of our revenues in Q3 2014, but first let's turn to the KPIs. In Q3 2014, the number of new customers amounted to 14,850 compared with 12,500 in the equivalent period last year. That – this brings the total of the nine months of 30th September 2014 to 47,500, an increase of 27% over the equivalent period last year. For those who are unfamiliar with that terminology, I'll just describe the new customers, it's somebody who deposited money for their account for the first time.

In Q3 2014 the number of active customers amounted to 43,500 compared with 37,000 in the equivalent period last year. That brings a total of the nine months to 85,100, an increase of 35% over the equivalent period last year. Terminology again is an inactive customer, we describe them as someone who makes at least one money trade during a period – the relevant period. It's noted that the total number of active users for the first three quarters of 2014 is only fractionally lower than total of the full year 2013 – 85,000 compared with 85,700 – and we still have three months to go. So in addition as I said previously our revenues have already surpassed significantly those for the full year 2013.

We saw ARPU increase to \$1,290 which was more than double the level in Q3 2013 but, more importantly, it represents an increase of 10% over Q2 2014. AUAC[?], or the average cost requisition, was only 1% higher than Q2 2014. However, we are committed to maintaining our marketing spend and also creating targeted campaigns to attract a greater number of high-value customers. We are comfortable with increasing AUAC, by the way, in order to gain higher value customers because the ultimate function of our marketing machine ensures that we will not in aggregate acquire customers that won't generate profits for us.

Okay, so turning to where we generate revenues from. The majority of trading occurred in the UK and Western Europe. Revenues from the UK increased in actual terms and accounted for 15% of the total revenues in the quarter. The UK remains our largest market. Other revenues from the UK combined with Western European countries – such as, let's say, France, Germany – accounted for 70% of the revenues in the quarter.

Most importantly, overall, in Q3 2014, 94% of the total revenues was from regulated markets. The remaining 6% of revenue was generated from countries we operate with the legal opinion, countries such as Israel. We expect the profile of the revenues to be similar to the full year in 2014 – these revenue breakdown. Plus500 views its ongoing FCA-regulated status as one of its most important assets and we continue to invest in our operational and compliance infrastructure to maintain that status. We are very pleased to announce that, to complement our existing regulatory authorisations in the UK and Australia, we've been granted a CFD market micro licence from the Cyprus Securities and Exchange Commission to operate as a regular investment firm. That brings the company in line with other CFD providers that maintain multiple licenses throughout Europe. We will continue to seek additional regulatory approvals in jurisdictions that represent attractive commercial opportunities.

Looking at the outlook, we entered Q4 2014 with greater momentum and stronger trading compared to Q3 2014 as well the same period of 2013. The continued market volatility, focused marketing strategy and ongoing improvements in our brand strength are expected to be significant contributors to our ability to gain new customers at attractive cost. We are also on target to add an extra 200 new instruments to our platform this year which would continue to contribute to the attraction and retention of customers. As a result, we now expect to exceed credit market expectations for both revenue and profit for the year ending on 31st December 2014.

Okay, to summarise everything we just said, we are very happy to report that Q3 2014 saw significant growth as more people traded on our platform than before. We are also encouraged by the success of our proprietary marketing machine in attracting higher value customers, and we will look to create targeted campaigns to continue to attract such customers in all territories. We are delighted to be building close relationships with our customers throughout the world and are now able to offer live chat and support in many of their own languages. We believe this will provide a solid foundation to leverage a significant growth opportunities as more individuals find it easy to use platforms to trade CFDs. That's our briefing, I will now thank you for listening. I will be happy – we'll be happy to take questions now.

Operator: Thank you. Ladies and gentlemen, if you wish to ask a question and you're on the phones could you please press 0 and then 1 on your phone keypad now in order to enter the queue. And then, after I announce you, simply ask your question and, if you find that question has been answered before it's your turn to speak, just press the 0 and then 2 to cancel and there will be a brief pause while

questions are being registered. Our first question is from the line of Cormac Leech at Liberum. Please go ahead with your question sir, your line is now open.

Cormac Leech: Yeah hi guys. Good morning. A couple of questions, could I invite you to talk a bit about the monthly revenue progression during the third quarter because, you know, we heard from IG that you know they had a – I think they had a relatively difficult June and then things picked up a bit in July and August. And then I think they updated the market in mid-September. They were saying the September was looking like it was going to be quite a good month for IG. I was wondering, you know, could I invite you guys to give some colour on month by month, you know, how the third quarter evolved and then you know that obviously has implications kind of looking into the fourth quarter. As you said, you know, the fourth quarter has started well to date. And that's my first question.

Gal Haber: Yeah, I mean, so July and August traditionally are quite more subdued because people are on holiday. But actually we saw the July and August were pretty strong compared to other months of July and August in the past. So we were happy with that.

And then, going into September, September was obviously a little bit stronger than both of them; here we saw that the breakdown was relatively even that it was in the past. We can see that the trading was done along all the different categories of instruments. It wasn't just one instrument. Of course there was some highlights like the Alibaba IPO, for example, which generated some additional traction, but overall we were happy actually with all the last three months.

Cormac Leech: Okay thanks. And then – I mean the other couple of questions I had was, could I invite you to comment on how the revenue breaks out in terms of spread revenue, premium revenue and market P&L? Because I mean historically you've given that to us in the past.

And then the other question I had was, you know, slightly more strategic. I mean, could you comment on, you know, where you and the board have got to in terms of considering using some of the group's own capital to initiate a buyback to, you know, I guess dampen some market volatility as and when it occurs? I mean it looks, you know, increasingly obvious that there are times when, you know, it would be in the interest of the company and shareholders to initiate a buyback, you know. And given, you know, volatility in – today or, you know, over a series of days, you know, if the shares you know, are increasingly obviously mispriced in terms of just being too cheap.

Gal Haber: Yes so the spread and the premium breakdown, we didn't give these numbers but I can say that it was similar to what we saw in Q2 and Q1 this year. It was quite similar to it in the past, so most of it coming from spreads and then the rest is premiums.

With regards to a buyback, we are not, I mean we're not ruling it out in the future but at the moment we don't think about doing it currently, yeah.

Cormac Leech: Okay thanks. Those are my questions for now.

Operator: Okay the next question is from the line of Bhaven Patel at Whitman Howard. Please go ahead with your question. Your line is now open.

Bhaven Patel: Hi, guys. Just a quick one on the targeting of higher value customers: could you just give an idea of what your definition is? Is this based on account size opening in terms of monetary amount that they deposit, or it is it based on the frequency of the trading of these kind of customers. And as a follow on from that, is – when you say targeted marketing, is that predominantly through Google and are you finding it – that to be quite an expensive way of getting those customers?

Gal Haber: It's no secret that most of our marketing is done online. Most of it is done through our – you can say through our marketing machine. The way the marketing machine operates, in a nutshell, is that is that it tries to attract as many customers as it can for 50% of what they are going to be worth to

us over a lifetime. So the point is, that I'm making here, is that we are very comfortable actually with an increased AUAC because – or cost per requisition, because we know that, over the lifetime of the customer, if we were paying a little bit more, the marketing machine knows that, on average, on aggregate, we will get those – that money back. The way we say what a customer is worth to us is by the commissions that he generates. So that's how we measure the customers overall.

I think one important thing is – to mention is that we can attract those higher customers – higher value customers thanks to better brand awareness. Credibility with the business is really important – the transparency. All those were – those were one of the main reasons why we went public in the first place and over time we have seen that, because our brand has improved, because our credibility has improved, that our customers – we find it easier to attract those more higher value customers and this is why the marketing machine, for example, can target now these customers for let's say the more lucrative keywords, for example.

Bhaven Patel: Yes, just so in terms of what a higher value customer is. So you're saying it's on the commission value that they generate, but is this the top 20% of what you consider to be top tier? What is the actual value of that? That's what I'm looking for because then I can make some comparatives to what IG or even the likes of London Capital Group, amongst others, consider to be higher value, if you are just pretty much on the same hymn sheet or not.

Gal Haber: Yes, we see that about 20% of our customers generate about 80% of the revenues, so that rule is in effect. The nice thing is also is that those 20% stick with us for longer periods of time as well. So they can be with us for years, these loyal customers, and again they generate most of the revenue in total.

Bhaven Patel: And that's down to – so regardless of if they put, you know, a couple of thousand pounds on and they're trading away very frequently, or are you also looking for the guys who have got, you know, what IG consider to be the premier clients, which is over £100,000 on account?

Gal Haber: We are looking for traders who actually create volumes. Again, initially you know, it depends on how they want to trade: if they want to put in an initial – larger deposit initially or over time. It's an ongoing process for them. By the way, we give all our customers the same deal, the same spreads, the same commissions, the same everything.

Bhaven Patel: No, that is very good.

Gal Haber: And that's quite unique with other – in our peer group, yeah.

Bhaven Patel: No definitely, definitely. In terms of the other marketing thing I know I actually opened an account a few months ago on the basis that you offered, I think it was a nominal £10 to kind of trade with. And of course I did go on to use the platform a bit more. One of the – I think – I like the platform in terms of the ease of using it. I think it works quite well on a mobile device as well. But I think the one caveat I had about your offering was the kind of back-office side of things. So you know, in terms of, if I wanted to submit – I had to submit some documentation to kind of – to get some money back or I think I even tried to put in another credit card, and it required me to upload stuff. It just seemed a little bit tedious. It wasn't – I just wanted to put some money on – it seemed like there were a few barriers there. Has that improved do you think in the last six months?

Gal Haber: That's been a thing. It's part of the – part of the regulations; that's part of the compliance. We are required by the regulators to do these sort of things: to collect photo IDs, address verifications, and we do those. That's just part of the regulation, and initial internal monitoring as well. So that's part of the deal.

Bhaven Patel: It just seemed like it took a little bit longer than what it may do at some of your competitors and I think the other thing was the fact that – and I don't know if this has changed but you only allow one withdrawal per week from an account and then the others would be paid for.

Gal Haber: That sounds like maybe a guideline but actually we don't actually enforce that. We would usually pay you whenever you withdraw money. So that's not really put into effect. But no, we try to make it as easy as possible because you can use – for example, our mobile app, you can use it. You can use the mobile phone. I mean, the camera feature of it to upload those documents so we try to –

Bhaven Patel: That's exactly what I did. That's exactly what I did. Okay, and the final question, sorry to go on about this. In terms of kind of the protection of that information and also the processing of the payments, have you guys outsourced that to any particular company or are you looking after that all in house?

Gal Haber: It's all done in house.

Bhaven Patel: Okay, thank you.

Operator: Our next question is from the line of Jonathan Goslin and at Numis. Please go ahead with your question Jonathan, your line is open. Jonathan, you may want to take your phone off mute.

Jonathan Goslin: Hi guys, just a quick one from me. On the average user acquisition costs of – you know, that's around a thousand dollars. You've mentioned in the past that this is sort of the higher value customers, closely linked to the GDP of a country. Are you able to give us a sort of breakdown then of what the different costs are, you know, across the various regions? So maybe just your maximum AUAC and your – the minimum AUAC, if possible? Thanks.

Elad Even-Chen: Well, we don't really give a breakdown by country for – actually, for obvious reasons. I can tell you of course that Western European countries – countries like the UK you know, France, for example, Italy – they are bit more expensive of course than Eastern European. There's more competition. Those keywords, for example, cost more. So that is the rule of thumb here. I think, over time, I mean as our – again as our brand keeps on improving, it makes the challenge a little bit easier and as our retention initiatives also improve over time, that also helps, you know, growing the ARPU over time as well with our customers, which we have seen. That has happened.

Jonathan Goslin: So maybe just as a rough guideline then would you say that the spread would be 20% higher for you know the more expensive countries and maybe 20% lower? Or is the range a bit higher than that, sort of more like 50% or something?

Elad Even-Chen: It could be even much higher than that. Western European countries over Eastern European could be like even 200%, 300%, 400% higher, the revenues from those countries or the average ARPU per customer could be much higher than that from one country to another.

Jonathan Goslin: So you're meaning the acquisition costs are 200% to 300% higher in western countries – in some countries?

Elad Even-Chen: Yeah, because they correlated both.

Jonathan Goslin: Okay, great thanks.

Operator: Okay the next question is from the line of Minh Tran at Liberum. Please go ahead with your question. Your line is open.

Minh Tran: Hi Gal. Hi Elad. Just a quick couple of questions for me. I know at the beginning of the year you mentioned that potential geographical expansion. So would you be able to give a quick

update on that. And also, in this IMS, you mentioned that you're working on a new – the next generation version of the web browser. So could you give us some colours on what kind of new functionality that will have?

Gal Haber: Yes, so first of all with the geographic: we are working on additional licenses. Right now it's still a bit too early to actually commit to a date for when we will be able to obtain those licences, so I can't comment more than that. With regards to the web version, it's a complete overhaul of the user interface. It's supposed to help with the usability. It's going to be even easier to use. It's going to look at a lot more – the look and feel is going to look a lot less dated than it does I think right now, so that should help that.

Additionally, we are also working, by the way, on a Windows Phone version that should launch in the next few months. It's not just going to be for Windows Phone; it's also going to be for Surface machines. So we're going to cover all these. And Windows Phone, by the way, the operating system, is not as small as some would think especially in Europe so we think that should help us you know. This way we are going to cover all the mobile devices, which is another good thing. By the way the web version, already – that was an update which we've launched a few months ago, runs without any flash components. So it's all HTML5 and JavaScript, so it runs on mobile phones and tablets perfectly right now but again we are giving it a big overhaul together with the Windows Phone version. And also, like we said, iOS and Android, which were also recently updated a couple of weeks ago, that we still are adding new features and making those more attractive to customers.

Minh Tran: Right, thank you.

Operator: Our next question is from the line of Paul McGuinness at [inaudible]. Please go ahead with your question. Your line is open.

Paul McGuinness: Oh good morning. It's Shore Capital, in terms of the company. Two quick questions: churn levels look like they'd fallen quite substantially in this quarter versus the previous quarter. I'm just wondering, in terms of moving forwards, is the kind of the right level in terms of an assumption somewhere in between those two levels? I'm just wondering why basically it had been quite so low in the current quarter.

And then second question was, there was an article in the White Times[?] last month around account opening procedures and whether the FCA was having a look to make sure all the relevant checks were done prior to any trading taking place, as opposed to prior to any money being withdrawn. I just wondered if you could comment on that particular issue as well, thank you.

Gal Haber: Yeah first of all, the churn: it was indeed a much lower this quarter. It was about 25%. It was – last quarter it was about 48%. The reason is that, first of all, internally we don't really call it churn, we call it inactivity because we do see customers are linked to the financial news that is being generated over the media. So if there is less financial opportunities, then customers just trade less and then they become inactive, which is what we saw in Q2. Then in Q3 when financial news were, you know, making headlines then we did see these customers also come back and we see the churn level fall. I mean the guidance that we had, we don't really give the guidance, but we could see that, you know, some of [inaudible] that cover us we believe that what's said over there seems about right which is a little bit higher than what we had in Q3 but overall it should remain pretty stable on the yearly average.

With regards to the on boarding process, it's – I mean, it's a pretty complex procedure. It's dependent of course on where the customer comes from and his risk profile and what we do with it. We believe that we are fully compliant with the FCA and also ASIC regulation, and of course we always look to improve these procedures to make them, you know, more straightforward and also for the customer's benefit. I mean, we use engines like GBGroup, for example, that help us with automatic electronic identification, and we also have a very good consultant that help us with all the processes in the

company, all the policies and procedures. We work with Deloitte as our compliance advisors. SJ Berwin[?] is our legal advisers, so we also have a lot of advice on how to do things properly. Like I said before, we believe that we are compliant.

Paul McGuinness: Okay, thank you very much.

Operator: Just to remind all participants that, if you wish to ask a question, could you please press 0 and then 1 on your phone keypad now to enter the queue and then, after I announce you, simply ask your question. We now go to the line of Ben Williams at GSA. Please go ahead with your question, your line is open.

Ben Williams: Good morning gentlemen. Just a quick question in terms of expectations: I think the – couple of analysts we've heard from earlier are expecting your ARPU over the next couple of years to be broadly flat, while obviously the trend of the last three quarters has been for – has been of considerable rises and, as you've just said, regarding your AUAC, you see your marketing machine as correctly targeting higher value clients. Could you just comment on your expectations, not in the short term but in the medium term, for the evolution of your ARPU? Obviously we're conscious of the fact that your ARPU is currently, what, a third of CMC's and a quarter of IG's. Thanks.

Gal Haber: Yeah, first of all, I mean, our ARPU is dependent on many countries. So if you put into the equation countries from Eastern Europe, usually that also means that the average is a little bit lower than some of our peer group that maybe concentrate even more on Western Europe. Although, like we've said before, over 70% of our revenues now are Western European. We considered our peer group in – we know internally what, you know, our breakdown for ARPU is in each and every country and we can see that, some of our competitors, their ARPU is three times, four times higher than ours.

So that's definitely one of the challenges and one of the things that we are striving and aiming to do is to keep on growing our ARPU over the medium and long term because, again, we can see that our peer group – it is much higher than ours. But that's all tied in also to some of our retention initiatives, our instrument portfolio, and ultimately our brand, which we are, you know, trying to improve over time. I mean, you can see that, over the last couple of years, we have been able to make good progress in that, in raising our ARPU, and it is becoming closer and closer to them, and also the way we attract customers now. So we are – this is one of the things – one of our challenges that we are aiming at.

Operator: Once again if you have any further questions, could you please press 0 and then 1 on your phone keypad now. Okay we go over first of all to Charles Elliott. Please go ahead with your question. Your line is open.

Charles Elliott: Hi guys, congratulations. Just like to ask about – more about commodities during Q3. I think that commodities were basically in a downmarket, but were you able to exploit a downmarket as well as an upmarket, or gain market share? Just interested that, when things go down, you still manage to grow your revenue after them.

Gal Haber: Yeah, of course, customers can benefit from a downmarket as well. That's one of the benefits. We saw that oil was quite strong with us over time. We also lowered the spread for commodities as well: that was one of the – some of the instruments that we did lower the spread for, and we did see increased volumes as a result. So commodities were definitely, yeah, a good one for the last quarter.

Charles Elliott: Thanks.

Operator: We now go to the line of Kartik Kumar of Artemis. Please go ahead with your question. Your line is open.

Kartik Kumar: Hi guys. Could you please just remind us all what your policy is towards pursuing a premium listing? Thanks.

Gal Haber: Yeah, this is a process that we you know kind of kicked off. We are, you know, still in the very early stages. Definitely something that we want to pursue. We think we are at the right stage to do it now. You know, hoping that, you know, sometimes next year would be where we are aiming at, and I hope to give you some more news about it soon.

Kartik Kumar: Thanks.

Operator: Now at this stage, as there are no further questions in the queue, may I please pass the call – actually, sorry one has just jumped in from Cormac Leech again of Liberum. Please go ahead, your line is open.

Cormac Leech: Yeah, hi. Sorry, if you don't mind, I'll ask one more. The live chat feature, I know, I think that you've been doing some work in terms of, you know, implementing that and I think you talk about adding the capability in more native languages. Just wondering, could you update us on to what extent that's rolled out and what are the rollout plans for that over the overall business? And you know, if you have any estimates of what the likely impact might be in terms of client retention as well?

Gal Haber: Yeah, I mean the live chat is a feature that we are strengthening over time. We still see it as the early stages but we are supporting, I think, right now it's five or six languages with live chat, and we are looking to add more and more native languages. I mean our software is in 31 languages, so we still have a way to go with it, but it's definitely a feature which we think is important to our customers and we look to strengthen it in their own native languages.

Cormac Leech: Okay and is it currently offered in English? Because we've just been logging in here in London, we don't seem to be able to get the live chat feature.

Gal Haber: It's – like I said, some of it is also, it's still in testing. We are checking how it affects different markets. So it still works – it's a work in progress.

Cormac Leech: Okay, got it. Thanks.

Operator: Okay our next question is from the line of Martin Collis[?] at Octopus. Please go ahead with your question your line is open.

Martin Collis: Yes, good morning gentlemen. What I want to talk about is the share price and the extreme volatility. Obviously it's been moving very positively the last two weeks. Prior to that, for a lot of this year, it's been moving very negatively. You don't have any control over that but, from your side of the fence, what do you see as the major factors that have been negative in respect of the share price?

Gal Haber: Well like you said, we don't control the share price, that's up to the public to decide. Our job is pretty much just to make sure the company is the best company we can produce. We want to make sure it's – that the business is sustainable, that it keeps on growing and I think that ultimately in the long term that will define how the investors perceive us. And then they will give us different, sort of, multiplier I assume. Again we don't control the share price.

I think in many ways, that we were little bit victims of our own success. There's been some rumours around the industry that, you know, no secret, but again I think that's part of being a young public company. So that was expected in my opinion. But over the long term, again, my only control is just to make sure this business is the best business that can be and to keep on growing, keep on paying dividends and then I think in the long term all these things will be taken care of.

Martin Collis: So you have no perception, then, of what these negative things are although approximately two months ago you did rush out a statement saying you could see no reason for the significant decline in the share price and we appreciate as you – we both said, you have no control but clearly there were some major factors in some people's minds affecting the price, very concerning.

Gal Haber: Yeah there were some – we heard some rumours, like I said before. I thought those rumours were unjustified and this is why we issued a statement saying that, you know, we actually see that the business is running as – same as usual, and keeps on growing and, as we just published our Q3 results right now, you could see that we weren't lying. So that's what we – I believe that, in the long term, we are going to have to keep on doing, keep on producing results. And if you ask me the key drivers of the business and the share price is to keep on delivering results, to keep on paying dividends and over time this will be taken care of and then investors and the public will believe that this business is sustainable.

Martin Collis: Yeah, keep up the good work. We love your dividends, thank you.

Gal Haber: We love them as well.

Operator: We now go over to the line of David Stredder at Southside. Please go ahead with your question, your line is open.

David Stredder: Hi guys. I've got two and possibly a third question. The first one – and I've been a shareholder from the float, so I'm a long term individual shareholder. And I attended the AGM and, if you remember, we asked about the mention that you have in the final results about a possible full listing. Could you tell us if there's been any progress on that or have you put that on the backburner now because of the volatility? So that's the first question.

The second question, as the previous caller mentioned, there seems to have been a lot of rumour around – I know that there is a limit to what you can do especially putting out official announcements. You can't attack every rumour or balance every rumour. But what you possibly could do, and there are a lot of individual shareholders in Plus, obviously a lot of users of the brand, but it's based in Israel and, as an individual shareholder, you know, it's great if we can meet regularly with the directors, and even better if we can get to see a lot more about the system.

So how about we have – I have mentioned it before. We have a huge investor event in November called Mello 2014, and we've got 700 investors, very serious investors. They've all paid for their tickets, so really serious guys, lots of fund managers, lots of the ones that came in on the recent placing. It would be great if you could have one day with us. It's a three-day event. If you have one day with us, I think you'll find that lots of investors will be a lot calmer if they physically get to meet you and get a feel for the system. It would be beneficial two ways: you might even be able to build your customer base.

Gal Haber: Yes let me just tackle one thing at a time so that, regarding the full listing, like I said before, it's a work in progress. It's still too early to, you know, set dates of when we think this will happen. By the way our office is always open to investors. We've had some institutional investors come and fly over, even to Israel, and visit us over here in the office. And I think they like what they saw. Those are usually – they become the ones who stick with us. So we actually – we have nothing to hide. We welcome everybody. If an investor wants to come over and see the operation and can speak with the management, they are more than welcome to come over. We try to be in London as much as possible. You know, we fly over regularly to – also to meet with the institutional investors.

And I think that the last thing is you also said something about the rumours. And again we try, you know, to also surround ourselves with the best advisors in our – our numbers are audited by PwC, compliance advisors are Deloitte. So we always have like the best around us and I think that should – over time, that should remove those ...

David Stredder: Yeah I mean, I'm not quite as worried about the rumours as maybe a lot of individual investors who don't have contact with you. All I guess I'm saying is, if as much as possible you can meet with investors – and it doesn't mean that you all have to come over from Israel, and clearly it's inefficient if 700 of us go over to Israel. So you know, one day spent over here at a huge investor event with 700 investors would be a lot more beneficial than everybody going over to Israel. I just think one day spent is very valuable and that, you know, if you have a look at the website, there's a lot of serious fund managers there, a lot of top entrepreneurs. I mean when you floated, AO floated and that was a 1.6 billion float and that one is still on a massive PE rating compared to Plus. You know, it just shows you the difference by meeting with investors. You know I know their place in this country but –

Gal Haber: But it's also because – again, I think it's because we're a young public company. I think what drives the price of the share in the end is delivering results like paying dividends. In any case, I think it's a good idea – always when there's opportunities to meet investors, you know, it's a good idea. Maybe we should take this offline and – you know, and we'll discuss this, either email or on the phone, of when the dates are, so we can see what we can do with that.

David Stredder: Yeah, it's 6th to 8th November and it's Mello 2014. Its got a good website, you can see everything, you can see all the speakers. We've got 65 companies coming to us so, you know, you would have us much time as all the rest.

Gal Haber: Okay interesting.

Operator: Thank you, as that was the final question, Gal, can I please pass the call back to you to close.

Gal Haber: Yes, thank you everybody for, you know, joining us on this inaugural webcast. Thank you for listening. I want to, you know, also say thanks to all the team here at Plus500 and all the employees, everybody who's been working really hard to make sure this company continues succeeding and continues delivering results. So if there is any additional questions, you're free to call us, you're free to send us emails and we'll see you soon. Goodbye.

Operator: This now concludes the call. Thank you all very much for attending. You may now disconnect your lines.