

NOTES TO THE INTERIM FINANCIAL REPORT FOR THE 3RD QUARTER ENDED 30 SEPTEMBER 2014 PURSUANT TO FINANCIAL REPORTING STANDARD (FRS) 134

1. Basis of Preparation

The interim financial report is unaudited and has been prepared in accordance with requirement of Malaysian Financial Reporting Standard 134 (MFRS 134): Interim Financial Reporting issued by the Malaysian Accounting Standards Board ("MASB"), International Accounting Standard ("IAS") 34: Interim Financial Reporting issued by the International Accounting Standards Board ("IASB") and paragraph 9.22 (Appendix 9B part A) of the Main Market Listing Requirements ("Listing Requirements") of the Bursa Malaysia Securities Berhad ("Bursa Securities").

The interim financial report has been prepared in accordance with Malaysian Financial Reporting Standards ("MFRSs"), International Financial Reporting Standards and the requirements of the Companies Act, 1965 in Malaysia,

The significant accounting policies and methods of computation adopted in the preparation of this interim financial report are consistent with those adopted in the audited financial statements of the Company for the financial year ended 31 December 3 2013.

The Group had adopted the following existing, new and revised MFRSs, amendments/improvements to MFRSs, new IC Int and amendments to IC Int that are mandatory for the current financial year:-

- MFRS 1 First-time Adoption of Malaysian Financial Reporting Standards
- MFRS 2 Share-based Payment
- MFRS 3 Business Combinations
- MFRS 5 Non-current Assets Held for Sale and Discontinued Operations
- MFRS 7 Financial Instruments: Disclosures
- MFRS 8 Operating Segments
- MFRS 10 Consolidated Financial Statements
- MFRS 11 Joint Arrangements
- MFRS 12 Disclosure of Interest in Other Entities
- MFRS 13 Fair Value Measurement
- MFRS 101 Presentation of Financial Statements
- MFRS 102 Inventories
- MFRS 107 Statement of Cash Flows
- MFRS 108 Accounting Policies, Changes in Accounting Estimates and Errors
- MFRS 110 Events After the Reporting Period
- MFRS 112 Income Taxes
- MFRS 116 Property, Plant & Equipment
- MFRS 117 Leases
- MFRS 118 Revenue
- MFRS 119 Employee Benefits
- MFRS 121 The Effects of Changes in Foreign Exchange Rates
- MFRS 123 Borrowing Costs
- MFRS 124 Related Party Disclosures
- MFRS 126 Accounting and Reporting by Retirement Benefit Plans
- MFRS 127 Consolidated and Separate Financial Statements
- MFRS 128 Investment in Associates



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MFRS 132	Financial Instruments: Presentation
MFRS 133	Earnings Per Share
MFRS 134	Interim Financial Reporting
MFRS 136	Impairment of Assets
MFRS 137	Provisions, Contingent Liabilities and Contingent Assets
MFRS 138	Intangible Assets
MFRS 139	Financial Instrument: Recognition and Measurement
MFRS 140	Investment Property
IC Int. 1	Changes in Existing Decommissioning, Restoration and Similar Liabilities
IC Int. 2	Members' Shares in Co-operative Entities and Similar Instruments
IC Int. 4	Determining Whether an Arrangement contains a Lease
IC Int. 9	Reassessment of Embedded Derivatives
IC Int. 10	Interim Financial Reporting and Impairment
IC Int. 16	Hedges of a Net Investment in a Foreign Operation
IC Int. 17	Distributions of Non-cash Assets to Owners
IC Int. 19	Extinguishing Financial Liabilities with Equity Instruments
IC Int. 107	Introduction of the Euro
IC Int. 112	Consolidation – Special Purpose Entities
IC Int. 115	Operating Leases – Incentives
IC Int. 125	Income Taxes – Change in the Tax Status of an Entity or its Shareholders
IC Int. 127	Evaluating the Substance of Transactions Involving the Legal Form of a Lease
IC Int. 131	Revenue – Barter Transactions Involving Advertising Services
IC Int. 132	Intangible Assets – Web Site Costs

The audited financial statements of the Group for the financial year ended 31 December 2013 are prepared in accordance with FRS. As the requirements under FRS and MFRS are similar, the adoption of the above MFRSs and IC Interpretations does not have any significant impact on the financial performance and financial position of the Group. In compliance with MFRS 1, First-time Adoption of MFRS, the Group has presented the statement of financial position as at 1 January 2014 which is the beginning of the earliest comparative period, in the interim financial report without any restatement on the financial information.

The Group has not applied in advance the following new MFRSs, Amendments to MFRSs and IC Interpretations that have been issued by MASB but not yet effective for the current financial year:

		Effective Date
<u>New MFRS</u> MFRS 9	Financial Instruments	To be announced by the MASB
Amendments	s/Improvements to MFRSs	
MFRS 1	First-time Adoption of Malaysian Financial Reporting	1 July 2014
	Standards	
MFRS 2	Share-based Payment	1 July 2014
MFRS 3	Business Combinations	1 July 2014
MFRS 7	Financial Instruments: Disclosure	Applies when
		MFRS 9 is applied
MFRS 8	Operating Segments	1 July 2014
MFRS 9	Financial Instruments	To be announced
		by the MASB



MFRS 13	Fair Value Measurement	1 July 2014
MFRS 116	Property, Plant and Equipment	1 July 2014
MFRS 119	Employee Benefits	1 July 2014
MFRS 124	Related Party Disclosures	1 July 2014
MFRS 138	Intangible Assets	1 July 2014
MFRS 139	Financial Instruments: Recognition and Measurement	Applies when
		MFRS 9 is applied
MFRS 140	Investment Property	1 July 2014

The interim financial report should be read in conjunction with the audited financial statements of the Company for the financial year ended 31 December 2013 and the accompanying explanatory notes attached to this interim financial report.

2. Auditors' Report

There was no qualification on the audited financial statements of the Group for the financial year ended 31 December 2013.

3. Seasonal and Cyclical Factors

The principal business operations of the Group were not affected by any seasonal and cyclical factors.

4. Exceptional and Extraordinary Items

There were no exceptional or extraordinary items in the current quarter under review.

5. Changes in Accounting Estimates

There were no changes in accounting estimates for the current quarter under review.

6. Issuances, Cancellations, Repurchase, Resale and Repayments of Debt and Equity Securities

Share Buyback

During the current quarter under review, the Company did not conduct any share buyback transactions. As at 30 September 2014, the number of shares retained as treasury shares stood at 3,000,000.





7. Dividend Paid

Dividends paid to-date are tabulated below:

Financial Year	Description	Payment Date	Dividend (%)	Value (RM'000)
2001	1st & final tax exempt dividend	28.08.2002	3.6%	1,440
2002	1st & final tax exempt dividend	27.08.2003	4.5%	1,800
2003	1st & final tax exempt dividend	27.08.2004	4.5%	3,638
2004	1st & final tax exempt dividend	18.07.2005	5.0%	4,486
2005	Interim tax exempt dividend Final tax exempt dividend	09.01.2006 18.07.2006	3.0% 3.5%	2,695 3,960
2006	1st & final tax exempt dividend	18.06.2007	6.5%	7,357
2007	Interim tax exempt dividend Final tax exempt dividend	28.01.2008 28.06.2008	3.0% 3.5%	3,979 4,626
2008	Interim tax exempt dividend Final tax exempt dividend	08.01.2009 08.07.2009	3.0% 3.5%	3,922 4,545
2009	Interim tax exempt dividend	18.11.2009	5.0%	6,567
	Special tax exempt dividend	20.04.2010	9.0%	12,213
	Final tax exempt dividend	28.06.2010	8.0%	10,856
2010	1 st interim tax exempt dividend	01.10.2010	5.0%	8,486
	2 nd interim tax exempt dividend	18.03.2011	5.0%	8,502
	Final tax exempt dividend	28.07.2011	5.0%	8,502
2011	Interim tax exempt dividend	08.12.2011	6.0%	10,202
	Final tax exempt dividend	28.06.2012	3.5%^	11,903
2012	Interim tax exempt dividend	18.01.2013	4.0%^	13,583
	Final tax exempt dividend	18.06.2013	6.0%^	20,404
2013	Interim tax exempt dividend	21.01.2014	4.0%^	13,583
	Final tax exempt dividend	30.06.2014	6.0%^	20,374
2014	Interim single tier dividend*	28.01.2014	4.0%*	13,543
	Total			201,166

^ Note that the dividend rate is based on 680.2 million shares following a 1-for-1 bonus issue completed on 31 January 2012

* Declared by Board of Directors



8. Segmental Reporting

For management purposes, the Group is organized into the following operating divisions:

- Investment holding
- Manufacturing of gloves
- Trading of gloves
- Others

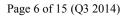
THE GROUP CUMULATIVE 9 MONTHS	Investment Holding RM '000	Manu- facturing RM '000	Trading RM '000	Others RM '000	Elimination RM '000	Consolidated RM '000
Revenue						
External sales	-	115,945	631,209	1,601	-	748,755
Inter-segment sales	20,378	555,837	54,168	5,537	(635,920)	-
	20,378	671,782	685,377	7,138	(635,920)	748,755
Segmental results	19,601	91,684	15,808	1,656	(11,463)	117,286
Depreciation & Amortisation						(19,466)
Finance costs						(6,838)
Interest income Share of profit in associated						-
companies						5,797
PBT					-	96,779
Tax expenses						(16,046)
РАТ					-	80,733

9. Valuation of property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation. The carrying amounts of property, plant and equipment are reviewed at each balance sheet date to determine whether there is any indication of impairment.

10. Capital Commitments

As at 3 November 2014, the Group had capital commitments amounting to RM 58.4 million for the purchase of plant and equipment to be installed at its various factories.





11. Material Events Subsequent to the End of Period Reported

There are no material events subsequent to the end of the interim period that have not been reflected in the financial statements for the interim period.

12. Changes in the Composition of the Group

There were no significant changes in the composition of the Group during the quarter ended 30 September 2014.

13. Contingent liabilities and contingent assets

The Group has no outstanding contingent liabilities and contingent assets as at 3 November 2014 which might materially and adversely affect the position or business of the Group.



Additional information required by Bursa Malaysia Securities Bhd Listing Requirements

1. Review of the Performance of the Company and Its Principal Subsidiaries

The Supermax Group's performance for the quarter under review versus the corresponding quarter of the previous financial year is tabled below:

Description	3 rd Qtr 2014	3 rd Qtr 2013	Increase/(Decrease)		
Description	RM '000	RM '000	RM'000	%	
Revenue	278,383	284,564	(6,181)	(2.2)	
Profit before tax (PBT)	32,381	40,526	(8,145)	(20.1)	
Profit after tax (PAT)	27,506	36,449	(8,943)	(24.5)	

The Group's revenue was 2.2% or RM 6.2 million lower compared to the previous year's corresponding quarter. In terms of pieces of gloves sold and average selling prices (ASPs), the numbers were similar for the 2 comparative quarters except that the quantum of gloves sold in the current quarter was slightly lower as a result of the on-going automation program. This contributed to the slightly lower revenue.

Meanwhile, PBT and PAT were lower by 20.1% and 24.5% respectively. The lower profitability was largely on account of realised and unrealised foreign exchange losses totalling RM 5.9 million incurred in the current quarter.

2. Comparison with Preceding Quarter's Result

Description	3 rd Qtr 2014	2 nd Qtr 2014	Increase/(Decrease)		
Description	RM'000	RM'000	RM'000	%	
Revenue	278,383	238,100	+40,283	+16.9	
Profit before tax (PBT)	32,381	32,259	+122	+0.4	
Profit after tax (PAT)	27,506	26,920	+586	+2.2	

The Group's current quarter performance versus the preceding quarter is tabled below:

On a preceding quarter basis, the Group's revenue rose by 16.9% as its Alor Gajah plant had since fully recovered from the fire that broke out at the plant late-2013.

The Group posted higher PBT and PAT by 0.4% and 2.2% respectively but could have achieved higher profitability if not for the RM 5.9 million realised and unrealised foreign exchange losses incurred during the current quarter and stocking-up costs relating to new factories and for resumption of full-running of Alor Gajah plant during the current quarter.



3. Prospects

Latex Material Prices

The downtrend in **natural rubber latex** prices has continued into the 3rd quarter of 2014, where prices averaged RM4.25 per kg wet for the quarter compared to RM4.65 in Q2'2014, RM4.81 in Q1'2014 and RM5.62 for the whole of 2013. The contributing factors continue to be the ample supply of rubber in the market as well as rising concerns over slower economic growth in China, the top consumer of rubber. More recently, rubber latex had traded as low as RM3.68 per kg wet on 13 October 2014 before moving back up to RM3.99 per kg wet as at 3 November 2014. Prices of latex material are expected to remain at depressed levels going forward.

In terms of **synthetic nitrile latex** material, the prices of this raw material have remained generally stable in recent quarters. In the 3rd quarter, prices averaged USD1,116 per mtw compared to USD1,050 in the preceding quarter. Nitrile prices have remained at prevailing levels despite geopolitical tensions in the Middle East and Eastern Europe. More recently, oil prices have fallen sharply and unexpectedly by more than 20% off recent levels. We have yet to see any action from OPEC and observers believe that there is little likelihood of any collective action to support prices when OPEC members meet again in November 2014. Nitrile prices are expected to remain stable with some downward bias going forward.

Foreign exchange rates

The Ringgit has strengthened gradually against the US Dollar for most of 2014. The currency pair traded at an average of USD1:RM3.19 in Q3'2014 vs USD1:RM3.23 in Q2'2014 and USD1:RM3.29 in Q1'2014. Nevertheless, amid a backdrop of heightened geopolitical tensions and sustained economic recovery in the US, the US Dollar has since strengthened, closing at USD1:RM3.31 as at 3 November 2014.

Robust global demand

Global demand for gloves remains robust. In the developed countries, the demand continues to grow at a steady and moderate pace while stronger double digit growth can be seen from the emerging markets as hygiene and healthcare awareness continues to rise in the regions such as the Middle East and also Africa, not to mention Asia with China and India leading the way. The on-going Ebola scare in Africa which has since broken out of the continent with a few cases reported in the US and then Spain has certainly further raised awareness about the importance of gloves in infection control.

Manufacturing and Process Automation

Most of the manufacturing plants in the industry, including Supermax's plants, are already highly automated. However, there are some remaining processes, particularly the stacking and packing processes, which still require a lot of manual labour. The automation programme to automate these remaining processes is being fast-tracked in response to the need to reduce dependency on foreign labour. This process has invariably lead to some output loss but it is a necessary step for future gain. Ultimately, this would enable the Supermax Group to further



increase productivity and manufacturing efficiency and remain at the forefront in terms of global competitiveness. In addition, all the new manufacturing facilities would be fully automated and equipped with manufacturing automation processes fully built-in as part of the capital expenditure.

Update on Price trend of NR latex and Nitrile material and foreign exchange fluctuation and its impact on glove price movements

The following are the tables showing historical average quarterly price trend of NR and nitrile latex, foreign exchange fluctuations and glove price movements:

NR & Nitrile Latex Prices and MYR/USD Exchange Rates

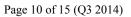
Natural Rubber Latex	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	YOY %
USD	1,653	1,637	1,463	1,439	1,330	(20%)
RM	5,354	5,256	4,813	4,648	4,246	(21%)
(MYR/USD)	3.24	3.21	3.29	3.23	3.19	(2%)
Synthetic Latex (Nitrile)	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	YOY %
USD	1,125	1,138	1,105	1,053	1,116	(1%)
RM	3,645	3,654	3,635	3,401	3,560	(2%)
(MYR/USD)	3.24	3.21	3.29	3.23	3.19	(2%)

Average Selling Prices

(USD/ 1,000 pcs)	Q3 2013 USD	Q4 2013 USD	Q1 2014 USD	Q2 2014 USD	Q3 2014 USD
Powdered Latex Gloves	19.75 - 28.95	19.75 - 22.95	19.25 - 22.95	19.00 - 22.95	19.00 - 22.95
Powder-Free Latex Gloves	26.95 - 33.95	24.95 - 29.95	24.25 - 28.95	23.70 - 29.95	23.70 - 29.95
Nitrile - 2.5mil	22.55 - 27.95	22.35 - 25.95	22.20 - 25.95	22.20 - 25.95	22.95 - 25.95
Nitrile - 3.2mil	22.95 - 27.95	22.50 - 26.95	22.35 - 26.95	22.35 - 26.95	23.25 - 26.95
Nitrile - 4.0mil	24.75 - 29.95	24.25 - 27.95	24.25 - 27.95	24.25 - 27.95	25.25 - 27.95
Nitrile - 5.0mil	27.95 - 33.95	26.25 - 29.95	26.25 - 29.95	26.25 - 29.95	27.95 - 29.95
(MYR/USD)	3.24	3.21	3.29	3.23	3.19

Average selling prices (ASPs) have been trending lower for most of this year in tandem with falling raw material prices. For the current quarter, natural rubber prices have continued to decline while nitrile latex prices have stabilised.

For Supermax, while we are increasing production output of Nitrile gloves in line with the current market demand, we have been maintaining our manufacturing margins of Nitrile Glove at between 9% - 11% to be in line with global market prices, especially Nitrile gloves from China & Thailand. This is in line with our objective to be globally competitive.



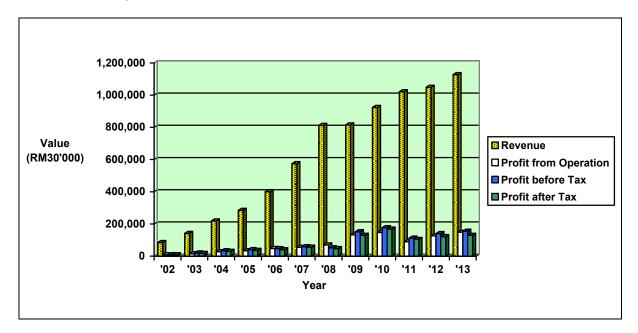


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The Group's yearly performances and current H1 2014 performance are tabled below:

Description	Year 2009 (RM '000)	Year 2010 (RM '000)	Year 2011 (RM '000)	Year 2012 (RM '000)	Year 2013 (RM '000)	9 mths 2014 (RM '000)
Revenue	803,633	977,281	1,021,358	997,374	1,048,151	748,755
Profit from operations	131,710	155,458	89,807	122,677	155,789	97,820
EBITDA	205,670	223,373	148,732	170,408	182,481	123,084
EBITDA Margin	25.6%	22.9%	14.6%	17.1%	17.4%	16.4%
Profit before Tax (PBT)	151,470	183,835	112,132	137,306	148,157	96,780
PBT Margin	18.8%	18.8%	11.0%	13.8%	14.1%	12.9%
Profit after Tax (PAT)	126,585	158,955	104,051	121,412	118,990	80,733
Core Profit after Tax (PAT)	126,585	158,955	108,051	121,412	118,990	80,733
Core PAT Margin	15.8%	16.3%	10.6%	12.2%	11.4%	10.8%
No. of Shares	268,250	340,077	340,077	680,154	680,154	680,154
Net Tangible Asset (NTA)	558,835	691,468	769,038	833,780	897,648	953,839
NTA per share (RM)	2.08	2.03	2.26	1.23	1.32	1.40
Core EPS (sen)	48.61	46.74	31.77	17.90	17.63	11.93
Return on Assets (ROA)	13.4%	14.9%	8.6%	9.7%	8.7%	N/M
Return on Equity (ROE)	22.7%	23.0%	13.5%	14.6%	13.3%	N/M

NM= Not meaningful





4. Variance of Actual and Forecasted Profit and Shortfall in Profit Guarantee

This is not applicable to the Group for the current quarter under review.

5. Taxation and Variance between the Effective and Statutory Tax Rate

	Quarter Ended 30.9.2014 RM '000	Year-to-Date Ended 30.9.2014 RM '000
Income tax	4,874	16,046
Deferred Tax	-	-
Total	4,874	16,046

The effective tax rate of the Group is lower than statutory income tax mainly because of tax incentives such as reinvestment allowances is still claimed by certain subsidiary companies.

6. Profit/(Loss) On Sale Of Unquoted Investment and/or Properties

There were no sales of investment and /or properties for the financial period under review.

7. Quoted Investment

There were no purchases or sales of quoted securities during the current financial period.

8. Status of Corporate Proposals Announced

There were no corporate proposals announced as at 3 November 2014 (the latest practicable date that shall not be earlier than 7 days from the date of this quarterly report).

9. Group Borrowings and Debt Securities

Group borrowings as at 30 September 2014 are as follows: -

	Secured RM'000	Unsecured RM'000	Total RM'000
Short term borrowings	4,901	215,632	220,533
Long term borrowings	5,523	140,985	146,508
Total borrowings	10,424	356,617	367,041

91% of the short term borrowings comprise trade facilities amounting to RM 200.7 million that are revolving in nature for working capital purposes. These facilities bear interest rates that are attractive and competitive ranging from 1.0% to 3.6% p.a.



10. Financial Instruments with Off Balance Sheet Risks

There were no financial instruments with off balance sheet risk as at 3 November 2014 (the latest practicable date which shall not be earlier than 7 days from the date of this quarterly report).

11. Pending Material Litigation

The Group has no outstanding material litigation which might materially and adversely affect the position or business of the Group as at 3 November 2014, being the latest practicable date.

12. Dividends Declared/Proposed

The Board of Directors has declared an interim dividend of 4% tax exempt for the current financial year ending 31 December 2014 and to be paid on 28 January 2015.

13. Earnings per Share (EPS)

Basic earnings per share

	2014 Current Quarter Ended 30.9.2014	2014 Year-to-date Ended 30.9.2014
Net profit / (loss) (RM'000) attributable to ordinary shareholders	27,506	80,733
Weighted average ('000) Number of ordinary shares in issue	680,154	680,154
Basic earnings per share (sen)	4.09	11.93

14. Realised and Unrealised Profits/Losses

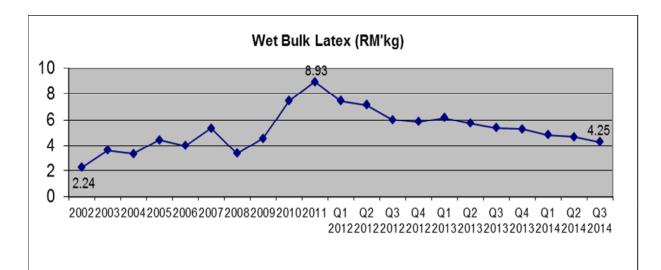
	As at 30.9.2014 RM '000	As at 31.12.2013 RM '000
Total retained profits of the Company and its Subsidiaries:		
- Realised	360,975	412,649
- Unrealised	(2,146)	3,145
	358,829	415,794
Less: Consolidation adjustments	318,082	194,936
Total Group retained earnings as per consolidated accounts	676,910	610,730

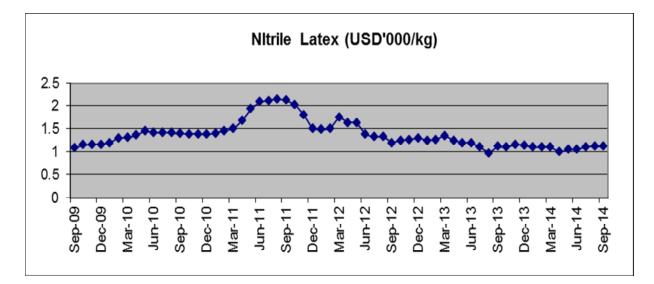


15. Management of Latex Material Cost Fluctuations

Rubber latex costs, the main raw material cost in the manufacturing of rubber gloves, forms a high percentage of the Group's costs and any increase in this cost item must be well managed.

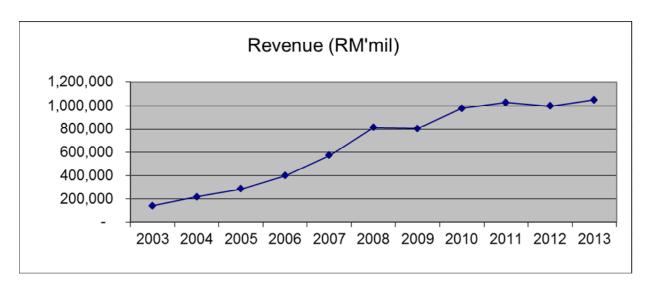
The Group has a pricing mechanism in place whereby any fluctuation in this cost component is factored into the pricing process for the Group's rubber glove products. What this means is that effectively, the cost increases can be passed on to consumers, albeit with a short time lag, thus maintaining the Group's profitability. However, should latex costs rise continuously, the ability to fully pass on all rising costs is adversely affected and results in margin squeeze. Below are 3 line graphs depicting the correlation between the price of NR and nitrile rubber latex and the Group's Sales Revenue.





NR Latex	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014
RM/kg wet	5.85	6.14	5.72	5.35	5.26	4.81	4.65	4.25
USD/kg wet	1.27	1.29	1.22	1.07	1.14	1.10	1.05	1.12





16. Management of Foreign Exchange Rate Fluctuations

Currency trend for competing nations

Foreign exchange is another factor that may have a significant impact on the Group's performance. Of the currencies belonging to the major rubber glove producing countries, the Thai Baht and Chinese Yuan together with the Ringgit has been relatively stable and trending similarly against the USD in recent quarters.

The rupiah, however, has been rather volatile and depreciated sharply against the USD over the last one year and remained depressed. This trend is largely on account of concerns over the country's widening current-account deficit, rising inflation and slowing economic growth.

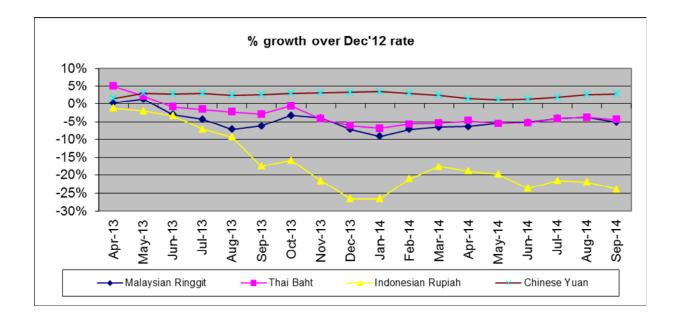
In conclusion, Malaysian exports remain competitive against the major competing nations.

A table showing the movement in USD:MYR exchange rate over the last 2 years is as follows:

FOREX	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2012	2013	2013	2013	2013	2014	2014	2014
(MYR/USD)	3.06	3.08	3.07	3.24	3.21	3.29	3.23	3.19



Below is a graph and table depicting the currency trend of the major rubber glove producing countries.



Exchange rate (1USD) vs Dec'12 rate

Currencies of Major Rubber Glove Producing Countries

	Oct- 13	Nov- 13	Dec- 13	Jan- 14	Feb- 14	Mar- 14	Apr- 14	May- 14	Jun- 14	Jul- 14	Aug- 14	Sept- 14
	-	-	-									
Malaysian RM	-3%	-4%	-7%	-9%	-7%	-7%	-6%	-6%	-5%	-4%	-4%	-5%
Thai Baht	-1%	-4%	-6%	-7%	-6%	-5%	-5%	-6%	-5%	-4%	-4%	-4%
Indonesian												
Rupiah	-16%	-22%	-27%	-27%	-21%	-18%	-19%	-20%	-24%	-22%	-22%	-24%
Chinese Yuan	3%	3%	3%	3%	3%	3%	1%	1%	1%	2%	3%	3%

So long as the MYR fluctuation against the USD is in tandem with the currencies of the other major rubber glove producing countries, gloves made in Malaysia will remain globally competitive.