

Gníomhaireacht Bainistíochta an Chisteáin Náisiúnta National Treasury Management Agency

Ciste Infheistíochta Straitéisí d'Éirinn Ireland Strategic Investment Fund

# Economic Impact Report FY 2016

### **Highlights 2016**

Committed €2.6bn to Irish investments (total €7.5bn including third party capital).

**€1.4bn** of capital deployed to date from the **€2.6bn** commitment (increased impact through third party capital deployed alongside this).

**Employment** supported by ISIF increased c.**4,000** to almost **22,000 jobs**. The majority of these new jobs from the SME and Real Estate sector with the **regional split of employment 51% Dublin/49% ex-Dublin**.

**Gross Value Added** (GVA), at **€721 million** is running **34%** above the 2015 rate. This figure represents the fund's **economic impact** on the Irish economy.

**Strong pipeline** of transactions for 2017, all made with strong commercial foundation.

#### **ISIF** investing across three Strategic Drivers

ISIF's **€2.6bn** has unlocked third party capital leading to a total commitment of **€7.5bn** to Ireland



#### **Summary Metrics – Irish Portfolio**

		31 <sup>st</sup> Dec 2015 12 months	31 <sup>st</sup> Dec 2016 12 months	
	Discretionary Portfolio (Global1+ Irish Portfolio)	€7,859m	€8,084m	+3%
a	ISIF – Capital Committed	€2,165m	€2,644m	+23%
Capital	Project Size in Ireland/Co-investor Multiple	€5,364m/2.5x	€7,463m/2.8x	+39%
Ü	Market Value of Capital Invested	€1,028m	€1,432m	+39%
	ISIF Capital Deployed by Region	54% Dublin/46% ex-Dublin	57% Dublin/43% ex-Dublin	
(0)	Employment	17,940 jobs	21,930 jobs	+22%
sdol	Wage Bill -	€505m	€688m	+36%
	Employment by Region	40% Dublin/60% ex-Dublin	51% Dublin/49% ex-Dublin	
Economic Activity	GVA (Profit + Depreciation + Wage Bill) Exports	€538m €356m	€721m €311m	

Good progress across all metrics, continuing to deliver on "double bottom line" mandate and proactively support Irish projects and businesses

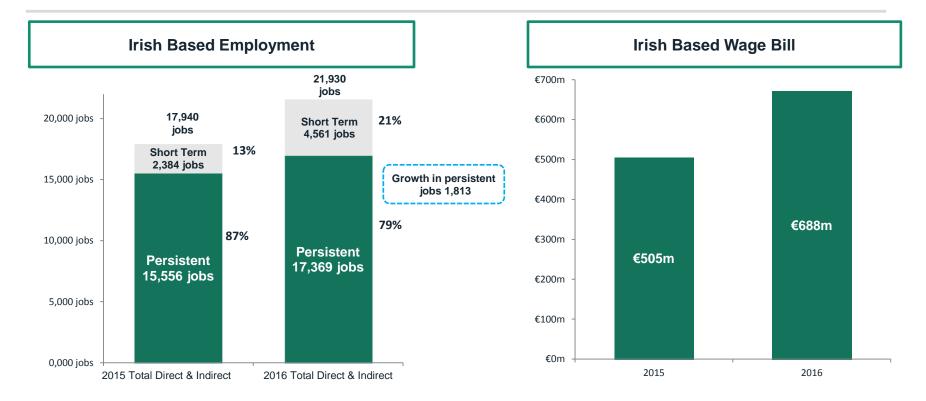
<sup>1</sup> Global Portfolio will be transitioned to investments in Ireland over a number of years

### **Continued progress in 2016**

- ISIF committed €522m to new investments in 2016, with a total of €2.0bn including third party capital. This is well diversified across the portfolio with 22 transactions in the €1m €55m range.
- The market value of the ISIF's Irish portfolio rose by net €404m or +39% vs. December 31st 2015. This was due to new drawdowns (+€410m), distributions (-€83m) and valuation gains (+€77m) across the portfolio.



#### Steady growth in employment figures resulting from ISIF investment



#### **Snapshot of Underlying Investees 2016**



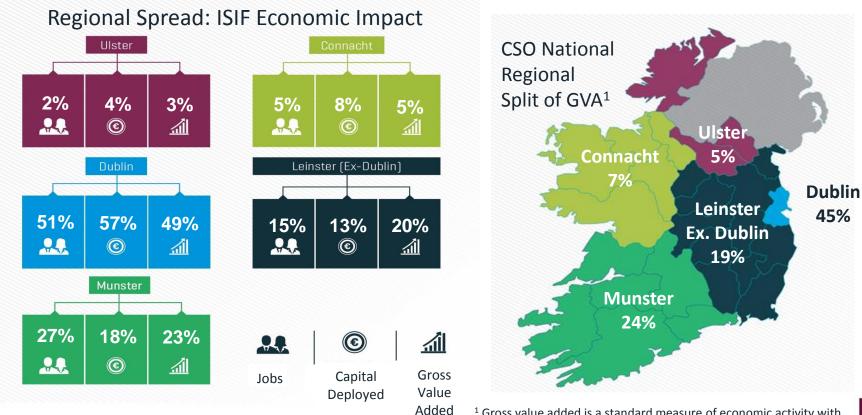
#### **Regional impact of investments in line with Irish Economy**

- ISIF analyses the regional economic impact of investments made across the country.
- We compare our economic impact against the national regional spread of economic activity as measured by gross value added.
- Depicted on the right is the national regional spread of economic activity as measured by gross value added.
- On the next slide we show the regional spread of jobs supported, capital deployed and gross value added against CSO gross value added.



<sup>1</sup> Gross value added is a standard measure of economic activity with GDP comprising the aggregate of GVA at enterprise level across the economy

#### **Regional impact of investments in line with Irish Economy**



<sup>1</sup> Gross value added is a standard measure of economic activity with GDP comprising the aggregate of GVA at enterprise level across the economy

45%

## **1. Enabling Ireland**

Future-proof and strengthen the foundations of the economy via connectivity, commercial real estate, housing, infrastructure, waste management and clean energy Enabling	Investment Buckets Water Infrastructure Energy Real Estate	
Economic Impact Metrics	Real Economy	
46% of Employment	338Mw of Renewable Energy	
63% of Gross Value Added	600,000 tons of waste processed	
54% of Capital Invested	>20,000 residential units potentially	

#### 1. Enabling Ireland – Housing and accommodation

Activate Capital has to date provided funding for approximately 1,900 new residential units in the Dublin area and has an advanced pipeline of 1,600 units. Activate has the capacity to support the construction of up to 11,000 new units.

The Ardstone Fund has to-date acquired sites with the potential to deliver up to 2,500 new housing units which will be delivered over a 5-7 years' time frame and it is targeting a total delivery of up to 3,750 new units.



ISIF's €54m investment in the DCU student accommodation business has helped enable DCU's overall €230m campus development plan. This plan has the potential to

ultimately deliver 3,200 student accommodation units. More student accommodation opportunities in pipeline, at similar scale

In the area of financing **infrastructure which enables residential development**, ISIF is seeking to structure solutions for a number of opportunities with a focus on sites of scale and strategic importance. Potential to enable 6,000 housing units. ISIF is seeking to work alongside other sources of funding including LIHAF, Local Authority resources and commercial investment.

#### 1. Enabling Ireland – Real Estate

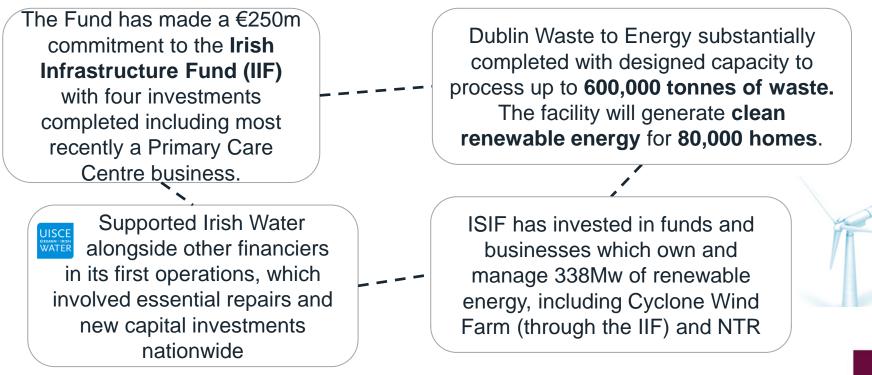


- ISIF is involved in providing finance for retail, office, light industrial and construction development projects in Ireland
- Opportunities to provide financing for Urban Renewal projects in towns and cities across Ireland, directly and through commercial real estate finance facilities. This includes a joint venture agreed with Kilkenny County Council.

- WLR Cardinal Fund is the only longterm, fully capitalised provider of real estate mezzanine finance in Ireland
- Accelerating the delivery of prime Grade-A office space – required for foreign direct investment opportunities – with Quadrant

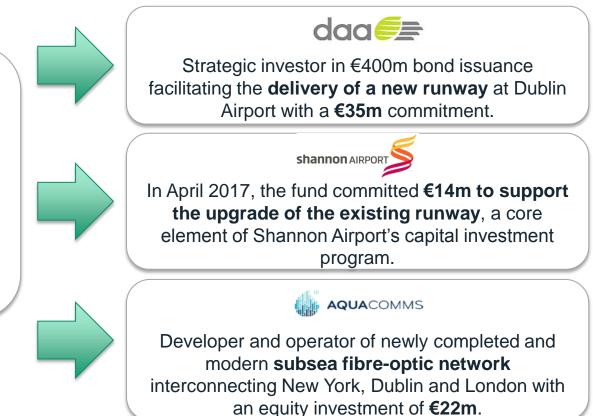
#### **1. Enabling Ireland – Infrastructure**

The Fund has made commitments of **almost €900m** in infrastructure, energy and water.



### 1. Enabling Ireland – Connectivity Fund

€335m Connectivity Fund with the aim of enabling and enhancing Ireland's physical, virtual and energy connectivity. Three investments have been completed to date.



#### 2. Growing Ireland

Supporting engines of growth across the economy using natural competitive advantages and ISIF's patient, diverse capital	Investment Buckets SME Food and Agri Growth Equity
	wing land Real Economy
Economic Impact Metrics 42% of Employment 36% of Gross Value Added 22% of Capital Invested	Flexible funding for farmers Filling funding gaps for SMEs – equity and debt Direct investment in scaling Irish businesses

#### 2. Growing Ireland – Scaling Irish Companies

<b>Finance Ireland</b> SME Asset Backed Finance	<b>BMS</b> Venture debt €0.5m - €5m	<b>Bluebay</b> Flexible Debt €5m- €45m	Causeway Capital Equity €2.5m-€10m	Carlyle Cardinal Equity €5m-€50m	Silicon Valley Bank Growth Equity
Asset Backed Finance for SMEs/ the Agri sector including leasing, vendor finance, vehicle leasing and contract hire. Commercial property loans also provided to SMEs.	Venture debt to Irish SMEs who are at or approaching profitability. Funding growth capital, acquisition finance and refinancing, MBO funding to growth companies.	Direct lending vehicle to support the borrowing requirements of SMEs in Ireland by offering a flexible approach to debt financing solutions – target borrowers requiring debt financing €5m- €45m	Investing equity of €2.5m - €10m with an exclusive focus on SMEs across a range of sectors Funding growth capital, acquisitions, buy-outs, refinancing and liquidity.	Buyout and growth equity investments in mid-sized companies across a variety of sectors in Ireland.	Bank for innovative businesses and their investors, supports the technology economy in Ireland through lending In 2016 ISIF and SVB committed a further \$100m to Ireland following original 2012 collaboration

#### 2. Growing Ireland – Agriculture and Food



ISIF followed up its investment in the First Forestry Fund with a commitment of €55m to the €112m Dasos Timberland Fund II to potentially deliver **2,800** hectares of afforestation in Ireland



#### 3. Leading Edge Ireland

Positioning Ireland at the global forefront of innovation and technological advancements for years to come	Investment Buckets Venture Innovation Direct Equity
	ng Edge land
Economic Impact Metrics 12% of Employment 1% of Gross Value Added 23% of Capital Invested	<u>Real Economy</u> Nurturing a high tech economy Building a well-educated workforce Innovative healthcare businesses

#### 3. Leading Edge Ireland - Venture Capital

ISIF has invested in over 26 Venture Capital Funds

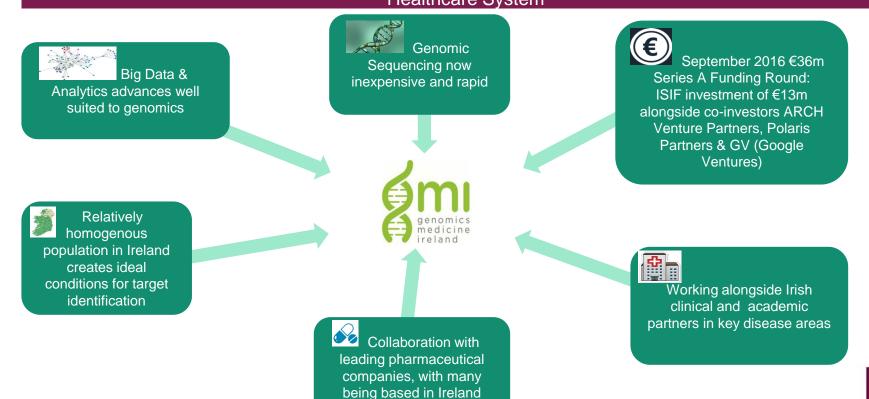


Typical Ticket Size

ISIF's broad involvement supports the VC ecosystem in Ireland

#### 3. Leading Edge Ireland – GMI Case Study

GMI to build <u>rich genomic database reflective of Irish population</u> to drive <u>development of novel</u> <u>therapeutic drugs and diagnostics</u>, in collaboration with leading pharmaceutical companies and Irish Healthcare System

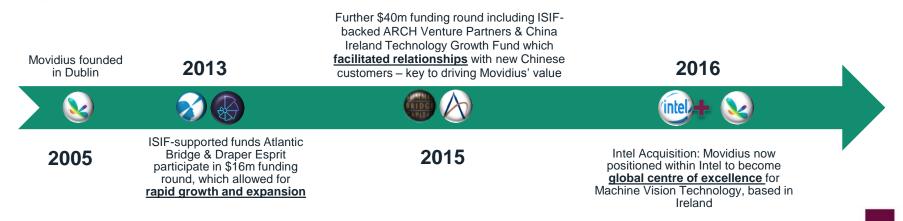


## 3. Leading Edge Ireland – Movidius Case Study

#### ISIF-backed technology company Movidius is Ireland's biggest success story in recent years

- Irish start-up which has become a global leader in <u>Machine</u> <u>Vision Technology</u> – technology that allows a computer to "see"
- Applications in Virtual/Augmented Reality, Drones, the Internet of Things and Security Markets
- Customers include Google, DJI & numerous other high profile firms

- ISIF has supported Movidius at various stages along its maturation through 4 of its venture fund investments
- In September 2016 Intel bought Movidius, with the aim of establishing it as a <u>global centre of excellence</u> for machine-vision technology, based in Ireland



#### 3. Leading Edge Ireland – Neuravi Case Study

#### Acquisition by J&J in April 2017 reported to be the largest European medtech exit in a decade

**Fig 1** - Strokes are the second most common cause of death for those over 60 years old with estimated societal cost of \$33bn



**Fig 2** - Neuravi's EmboTrap targets blood clots, capturing them within the device and allowing for immediate restoration of blood flow while also cleaning up any particles disturbed.



- Parkmore Business Park West, Galway
- Neuravi develops and globally markets innovative medical devices for neurointerventional therapy that are based upon extensive research into the clot and occlusions that cause stroke.
- Neuravi supports collaboration between engineers, clinicians and researchers to deepen the understanding of clot and occlusion dynamics, in order to improve patient outcomes in stroke.
- Strong founding team previously founded Mednova (acquired by Abbott for \$100m+ in 2005):
  - Co-founder and CEO Eamon Brady 25 years in endovascular industry. Previously with Abbott Vascular, he has developed and commercialised many devices over his career and holds over 150 patents.
  - Co-founder and CTO David Vale has 25 years of R&D experience. Previously he was Director of Advanced Research & Technology at Abbott Vascular following Mednova acquisition, holds 130 patents.
- ISIF has supported Neuravi through multiple stages along its maturation through 2 of its venture fund investments: Fountain Healthcare I and Delta Partners III. Other major shareholders included Enterprise Ireland, Western Development Commission and Abbott.
- In April 2017 J&J acquired Neuravi for an undisclosed consideration, signalling its intention to develop further the technology and team in Galway for widescale commercialisation.

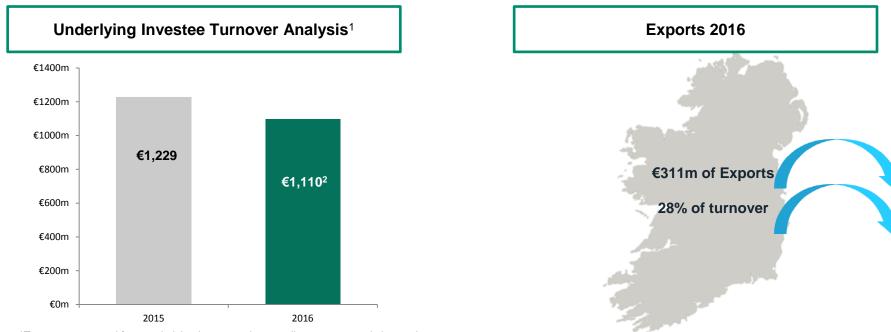
# Appendices



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Ciste Infheistiochta Straitéisi d'Éirinn Ireland Strategic Investment Fund

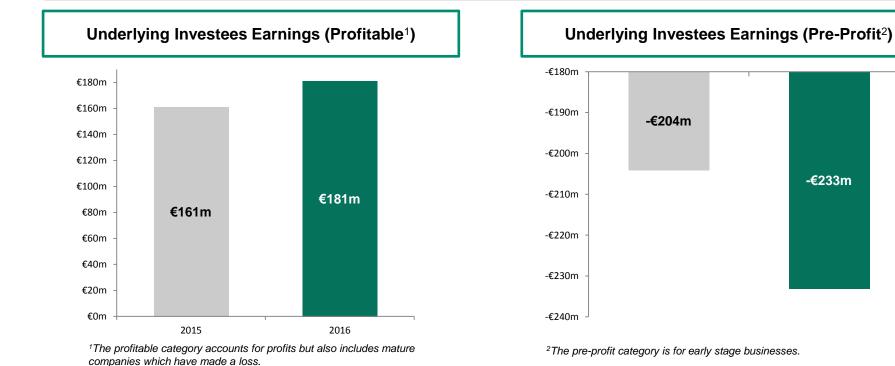
# **Appendix 1 - Underlying Data (Turnover and Exports)**



<sup>1</sup>Turnover generated from underlying investees that contribute no economic impact in Ireland is excluded (e.g. foreign businesses). Additionally, turnover does not necessarily capture all of the economic impact benefits associated with an investment – many of the early stage companies in the ISIF portfolio are at pre-revenue stage. <sup>2</sup>Turnover is €1,097m on an annualised basis – this is down on 2015 due to lower revenues in Irish Water, which we exclude from our figures.

Significant turnover generated from underlying investees despite the number of early stage companies, with a significant portion of turnover from exports (28%)

# **Appendix 1 - Underlying Data (Profitability Analysis)**



Early stage investees/projects in construction (69% of investees) initially generate low levels of economic activity but should improve as businesses transition from the start-up stage to the growth/expansion stage.

-€233m

## Appendix 2 – Assumptions, Methodology and Disclaimer

#### Assumptions and Methodology

- 1. The NTMA collected data on 140 underlying investees. While economic impact data is somewhat complicated, the NTMA has adopted a structured approach to the collection and analysis of the data.
- 2. Underlying investees are either direct or indirect (i.e. through Funds), the economic impact data is gathered through a semi-annual survey process of the direct and indirect underlying investees. The economic impact of an underlying investee is only included once i.e. where the ISIF has more than one indirect investment in an underlying investee the duplicate economic impact is removed from the analysis.
- 3. There is some time lag between the achievement of economic impact and the commitment to a investment. Typically, economic impact is generated when there is a draw down on committed capital and this can be months/years after a commitment to an investment.
- 4. The NTMA completes a check of all survey data for reasonableness. However, the NTMA is reliant on the underlying investees to provide accurate data and is not in a position to verify the data submitted.
- 5. Surveys provided in USD were converted to EUR, income statement metrics were converted to EUR using a 12 month average FX rate sourced from Bloomberg.
- 6. The regional distribution of capital deployed (slide 9) is weighted based on the capital deployed as at 31st December 2016 and data provided by the underlying investees detailing the location/regional activities of the underlying investee/project. Where underlying investees operate on a nationwide basis, the capital deployed is weighted by population, this population data is sourced from the Central Statistics Office.
- 7. The regional distribution of underlying investees employment and gross value added (slide 9) is based on data provided by the underlying investees detailing the number of jobs and earnings generated regionally. Where underlying investees operate on a nationwide basis and a reliable regional employment split is unavailable, the total jobs and gross value added is weighted by population.
- 8. The majority of underlying investees (126 out of 140 underlying investees) provided the number of jobs and wages paid as at 31st December 2016 directly. There are some exceptional cases where the data was unavailable and the following assumptions were applied:
  - In the case of construction projects where reliable headcount was not available, we evaluated the drawn capital of the project over the 12 month period to 31st December 2016 and applied a Construction Industry Federation multiplier to the capital expenditure to estimate the number of employees. All of these employees are accounted for in the short term employment numbers (slide 6).
  - In the case of construction projects where third party/contracted headcount was provided but a wage bill was not available, an average wage was applied to the third party/contracted headcount. The average wage by sector was sourced from the CSO.
  - In a small number of cases where survey data was unable to be completed for an underlying investee, a pro-rata figure based on 2015 figures was taken.
- 9. In line with industry standards, an indirect employment multiplier is applied to direct jobs. The NTMA calculation of employment multipliers is based on CSO methodology and verified by CSO (slide 6).
- 10. Exports are weighted based on turnover and an estimate provided by the underlying investee of the percentage of turnover generated from exports (slide 24).
- 11. The underlying investee profitability analysis (i.e. the earnings before interest and tax) is split between early stage companies, which have not yet made a profit, and more mature companies, which can either be profitable or loss-making (slide 25).

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# **Appendix 3 – Summary of Underlying Investments (1/5)**

Fund/Company/Project	Company/Project	Principal Product/Service
ACT	Silvercloud	Online health and eTherapy platform provider
Activate	Activate (One project as of 30/06/16)	Residential Development Finance
AMCS	AMCS	Supplier of smart resource software and vehicle technology solutions for the waste, recycling and resource industry
Aquacomms	Aquacomms	Specialist sub-sea cable connecting New York and Ireland with onward connections to London
	Carrick Therapeutics	Drug development targeting cancer resistance
Arch	Genomics Medicine Ireland	Products and services derived from advanced genomic research, analysis & global partnerships
	Movidius	A fabless semiconductor company in computer visioning sector
Ardstone	Ardstone	Residential Development Finance
	Accuris Networks	WiFi off-load and roaming technologies
	Boxfish	Second screen big data analytics
	Civic Connect	Internet of things
Atlantic Bridge	Fieldaware	Mobile field service management
	Hypergrid	Private cloud and security software
	Swrve	Mobile marketing automation
	Novaerus	Plasma generating technology
	Abrakebabra Investments	Leading fast food franchise owner and operator in Ireland with five trading businesses
	BB Muffins	Chain of coffee and muffin retail stores across the UK and Ireland
	Carne Global Financial Services	Provider of governance and oversight solutions within the asset management industry
	Centric Health	Healthcare services business providing (i) diagnostic imaging; (ii) primary care and (iii) medical recruitment services
	Excelsys	Designer and manufacturer of high power density high efficiency power supplies
	Irishrelo Group (Onomah)	Employee relocation support
Bluebay (BICC 1)	Kardomagh Holdings	Sale and hire of fast track building solutions
Биерау (БІСС І)	Kenmare Bay	Hotel accommodation, Food & Beverage, Leisure Centre, Self-Catering
	Knockfargal Ltd	4* hotel in Kinsale, Co. Cork
	Mainstream Renewable Power	Leading player in the global renewable energy development market focusing on wind (onshore and offshore) and solar power
	Magnet	Irish telecommunications company providing data, voice and IP services to business and residential customers.
	Mater Private	Provision of healthcare services
	Rye River	Irish Craft Beer brewer and agent distributor
	Sigma Communications	Seller of professional communications systems

## Appendix 3 – Summary of Underlying Investments (2/5)

Fund/Company/Project	Company/Project	Principal Product/Service
	Adtower	Out of home advertising
	Aerodocs	Document management and in-flight entertainment software for the airline industry
	Blue Tree Systems Limited	Trailer and vehicle telematics solutions
BMS	Coolnagour T/A iCabbi	Taxi dispatch software
	RAPT Touch Ltd	Touch Technology
	Wide Eye Media	Cinema Advertising
	XS Direct	Car Insurance
	AA Ireland	Insurance brokers and roadside assistance providers
	Abtran	Business Process Outsourcing
Carlyle Cardinal Ireland	Carroll Cuisine	Production and distribution of sliced cooked ham and other food products
Carlyle Carullian Telanu	General Secure Logistics Services (GSLS)	Cash-in-transit and money processing
	Lily O'Briens	Manufacturer and distributor of chocolate
	Payzone	Multi-channel payment solutions
	BB Muffins	Chain of coffee and muffin retail stores across the UK and Ireland
Causeway Capital	Bizimply	Time and attendance software
	Harkglade Limited (T/A Celtic Linen)	Commercial laundry business
Covanta	Dublin Waste to Energy Limited	Waste treatment, power and heat production
Daa	Dublin Airport	Commercial semi-state airport company
	Betapond	Marketing app provider for social networks
	Clavis	Reference data quality solutions
	Cleverbug (CleverCards) Davra Networks	Personalised greeting cards and gifts Management system for Internet of Things devices for Cisco distributed networks
	Davra Networks Digit Game Studios	Management system for internet of inings devices for Lisco distributed networks Online multiplayer multiplatform games
	Homestay	Online inaupage inaupation games
Delta Partners	Luzern Solutions	Accommodation portal Online retailer and online store provider for new and refurbished goods
	mADme	Mobile advertising solutions
	Mobatravel (MobaCar)	Online car rental software platform
	Neuravi	Developer of clot retrieval medical devices
	Sim Travel	Local sims for international travellers
	What Clinic	Medical treatment search portal
	Zapa Technologies	Telecom expense and value management

# Appendix 3 – Summary of Underlying Investments (3/5)

Fund/Company/Project	Company/Project	Principal Product/Service		
Draper Esprit	Movidius	A fabless semiconductor company in computer visioning sector		
Finance Ireland	Finance Ireland	Commercial and consumer lending		
First Forestry Fund	First Forestry Fund	Invests directly in forestry plantations diversified across Ireland		
	Inflection Biosciences	Developing small molecule therapeutics for the treatment of cancer.		
	Mainstay Medical	Manufacturer of medical device for treatment of chronic lower back pain		
	Neuravi	Developer of clot retrieval medical devices		
Fountain	Neuromod Devices Limited	Medical devices		
	Opsona Therapeutics	Developer of drugs for the treatment of autoimmune and inflammatory diseases		
	Trino Therapeutics	Drug Discovery and early drug development company that focuses on anti inflammatory therapeutics		
	Vivasure Medical	Research and Development medical device company		
	AQ Metrics	Risk/Compliance technology		
	Boxever Ltd	SaaS customer intelligence platform for airline and travel industry		
	CurrencyFair Ltd	P2P Currency Exchange		
Frontline	Drop	Connected kitchen products		
	Linked Finance	P2P SME Lending Marketplace		
	PageFair Ltd.	Adblocking Software		
	Qstream	Mobile sales enabling service		
	Roomex	Hotel Booking Platform		
GMI	Genomics Medicine Ireland	Creation of population database		
Highland Europe	AMCS	Software solutions for the waste management industry		
Highland Europe	Malwarebytes	Anti-malware software		
	Convention Centre Dublin	Ireland's only purpose built convention centre positioned on the banks of the River Liffey in the centre of Dublin		
Irish Infrastructure Fund	Cyclone Wind Farm Portfolio	Portfolio of 10 wind farms located in both the RoI and NI, generating electricity for sale into the Single Electricity Market		
	Towercom Limited	Largest independent telecom tower / mast owner in the Republic of Ireland and owns/controls 406 telecom tower/mast sites		
Irish Water	Irish Water	National service provider of water and treatment of wastewater		
	Alexo Therapeutics	Developer of novel biologics with goal of discovering new drugs to help the human immune system to eradicate cancer		
Lightstone Ventures	FIRE1	Developing a novel, therapeutic medical device for a major unmet medical need		
	Carrick Therapeutics Limited	Developer of novel biologics with goal of discovering new drugs to help the human immune system to eradicate cancer		

#### Appendix 3 – Summary of the Underlying Investments (4/5)

Fund/Company/Project	Company/Project	Principal Product/Service
	Accuris Networks	WiFi off-load and roaming technologies
	AMCS	Software solutions for the waste management industry
	Betapond Ltd	Marketing app provider for social networks
	BlueTree	Developer of GPS fleet software, telematics and vehicle tracking solutions
	Davra Networks	Management system for Internet of Things devices for Cisco distributed networks
	Diona Technologies	Diona is addressing the demand for mobile solutions in the HHS market
	Ferfics	The company designs and develops components (radio frequency switches)
Investec Ventures	HeyStaks Technologies	HeyStaks enables users to collaboratively search the web using search engines
	Mick's Garage	The company e-tails car parts and is Ireland's leading on-line car-parts retailer
	Rainmaker Business Technologies	Provider of business intelligence and performance software to the airline sector
	RAPT Touch	Develops multi-touch screen technologies for incorporation into large screens
	SilverCloud Health	SilverCloud Health Limited provides online therapeutic solutions via tailored clinical programs
	Terminal Four Solutions	Developer of enterprise web content management software for the higher education market globally
	Vearsa	Helps traditional publishers distribute electronic copies of their books ("eBooks")
	Zamano	Zamano is a mobile marketing and mobile products company
	Altan	Develops, manufactures and markets generic injectable drugs
	AN2H Discovery	Designs novel small molecule therapeutics
	Emba Medical	Develops vascular embolisation devices
Malin	Emba Neuro	Develops embolisation devices for application in neurovascular field
	NeuVT Limited	Develops vascular devices
	Seranus	Specialises in in-licensing, registering and commercialising certain approved therapeutics to address unmet needs in the African market
	3D4 Medical	Develops medical, educational and health fitness apps
MilkFlex	MilkFlex	Dairy loan repayment fund
NTR Small Wind	2 Rol Projects	Wind Energy
	Boxever	SaaS customer intelligence platform for airline and travel industry
	Novaerus	Manufacturer of wall mounted airborne pathogen control devices
Polaris Partners	Profitero	Competitive pricing, intelligence and e-commerce insights for brand manufacturers and retailers
	GMI	Human genomic sequencing
	Voysis	Voice AI platform

# Appendix 3 – Summary of Underlying Investments (5/5)

Fund/Company/Project	Company/Project	Principal Product/Service
Quadrant	QREA Financing Financing office development	
	Heart Metabolics	Biopharmaceutical development company focusing on clinical development of a therapy for hypertrophic cardiomyopathy
	Novate Medical	Convertible vena cava filter for prevention of pulmonary embolism
Seroba Kernel	Opsona Therapeutics	Developer of drugs for the treatment of autoimmune and inflammatory diseases
	PQ Bypass	Medical devices required to perform a percutaneous femoro-politeal bypass procedure
	Veryan Holdings	Development of stents with a unique 3D geometry, for treatment of vascular disease
Silicon Valley Bank*	Three underlying investees – bank confidentiality precludes disclosure of borrower names	
Sofinnova	Innocoll	Collagen based drug delivery platform
Swrve	Swrve	Mobile marketing automation software platform
	Investment 1	Apartment development
	Investment 2	Commercial real estate
	Investment 3	Commercial real estate
WLR Cardinal*	Investment 4	Commercial real estate
	Investment 5	Commercial real estate
	Investment 6	Commercial real estate
	Investment 7	Commercial real estate

\*Note: this appendix does not include a small number of investees where confidentiality precludes disclosure of investee names. Note: this appendix excludes investments where capital is committed but not invested as at 31<sup>st</sup> December 2016

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