# **Corporate Profile**



TECHMATRIX CORPORATION (Code: 3762)



# **Corporate Profile**



Company Name	TECHMATRIX ( (Stock code:3		I	
Date of establishment	August 30, 198	34		
Paid-in capital	¥1,298.12 mill	ion		
President, Chief Executive Officer	Takashi Yuri			
Head office	2-70,Konan 1	-chome, Mina	to-ku, Tokyo	
Domestic offices and representative office	West Japan Branch Kyushu Sales Office			ngkok (Thailand)
Number of employees	1,442 [138] (Consolidated; as of December 31, 2022)  **The number of employees is the number of full-time employees.  **The figures in parentheses in the "Number of employees" column indicate the average number of temporary employees (including temporary and contract employees).			
The number of the issued stocks	44,518,400			
Fiscal year-end	March 31 (Ado	pted : IFRS)		
Board	President & CEO	Takashi Yuri	Director	Yoshihisa Yoda
composition	Director	Takaharu Yai	Director	Takeshi Suzuki
(Company with Audit	Outside Director	Hiroaki Yasutake	Outside Director*1	Michi Kaifu
and Supervisory Committee / Executive	Outside Director*1	Ari Horie	Outside Director*2	Hideyuki Sasaki
officer system)	Outside Director*2	Ken Takayama	Outside Director*2	Ryota Miura
	Outside Director*2	Akio Sugihara	*1 : Female	*2 : Audit & Supervisory Committee Member





#### \_ 🕙 P\$P

Hokkaido, Aomori, Iwate, Miyagi, Yamagata, Fukushima, Tochigi, Gunma, Saitama, Tokyo, Kanagawa, Yamanashi, Nagano, Nigata, Kanazawa, Shizuoka, Aichi, Mie, Osaka, Tottori, Hiroshima, Kagawa, Ehime, Fukuoka, Kumamoto, Kagoshima, Okinawa, Thailand, Shingapore, Nepal

#### **Tokyo Head Office**

#### **West Japan Branch**









1980	Aug-84	TechMatrix was founded as Nichimen Data Systems Co., Ltd., a strategic subsidiary of the IT division of Nichimen Corporation (currently Sojitz Corporation).
1990	Dec-96	Entry into the packaged software business; developed and started selling a Customer Relationship Management (CRM) package called "FastHelp"
	Oct-98	Entry into the packaged software business; developed and started selling a Medical image server "Secured DICOM Server"
2000	Jul-00	Nichimen Corporation sold all shares of the Company to ITX Corporation, making it a consolidated subsidiary of ITX
	Nov-00	Changed the company name to TechMatrix Corporation
	Feb-01	Rakuten, Inc. made an equity invest in TechMatrix through a private allocation of shares to strengthen the relationship between the two companies
	Feb-05	Listed on the JASDAQ Securities Exchange
	Aug-07	Established Ichigo LLC
	Jan-08	Made CROSS HEAD a consolidated subsidiary
	Aug-09	Made CASAREAL, Inc. a wholly owned subsidiary
2010	Jun-10	Listed on the second section of the Tokyo Stock Exchange
2010	Feb-13	Listed on the first section of the Tokyo Stock Exchange
	Mar-14	Acquired 100% ownership of CROSS HEAD and Okinawa Cross Head Co., Ltd.
	Aug-15	Repurchase of treasury stock from Rakuten
	Apr-18	NOBORI Ltd. was founded
		Established Representative Office in Bangkok
	Nov-19	Business and capital alliance with Information Design Architecture Yamazaki Co., Ltd. in the field of Capital markets for financial institutions
2020	Oct-20	Established Kyushu Sales Office in Fukuoka City, Fukuoka Prefecture
-2020	Feb-22	NOBORI Ltd. was merged with PSP Corporation (PSP Corporation is a surviving company)
	Apr-22	Okinawa Cross Head Co., Ltd. changed the company name to OCH Co.,Ltd.
	Dec-22	Yamazaki Information Design, Co.,Ltd. changed its company name to ARECCIA Fintech Corp. Head office relocated to Konan, Minato-ku, Tokyo



# **Techmatrix Corporate Philosophy**



# **Mission Statement**

# The IT professional group who create a better future

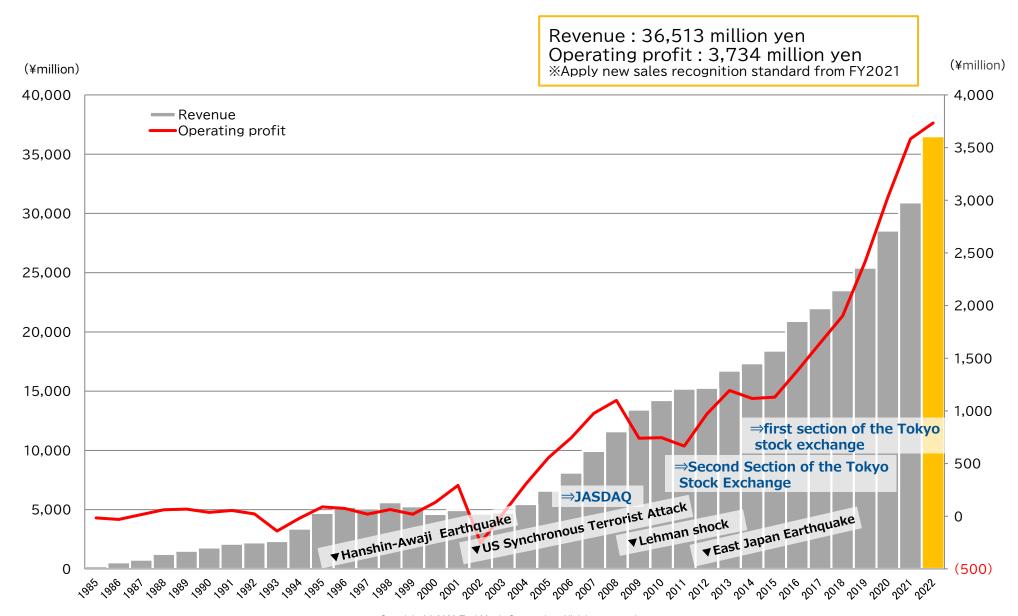
# **Action Guidelines**

- In a spirit of co-existence and co-prosperity, we work hard to make a contribution to our customers and society.
- Keeping in mind the importance of humbly learning something new, we continue to challenge new technologies and new businesses.
- All the members make a strong commitment to a team success and team growth through open discussion.



# **Performance trends (Consolidated)**



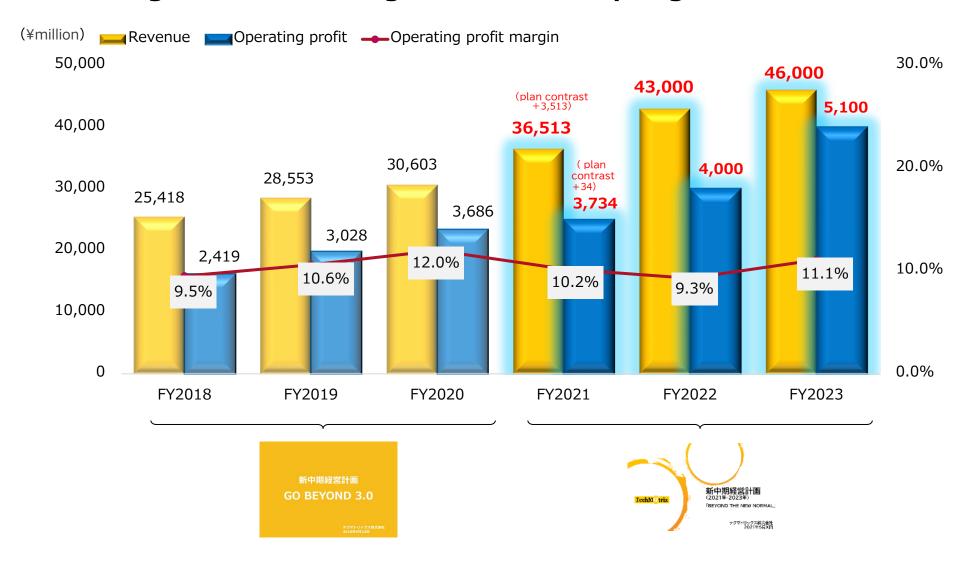




# Forecast (Consolidated) (Total)



# Building a stable earnings base and adapting to the cloud-native era

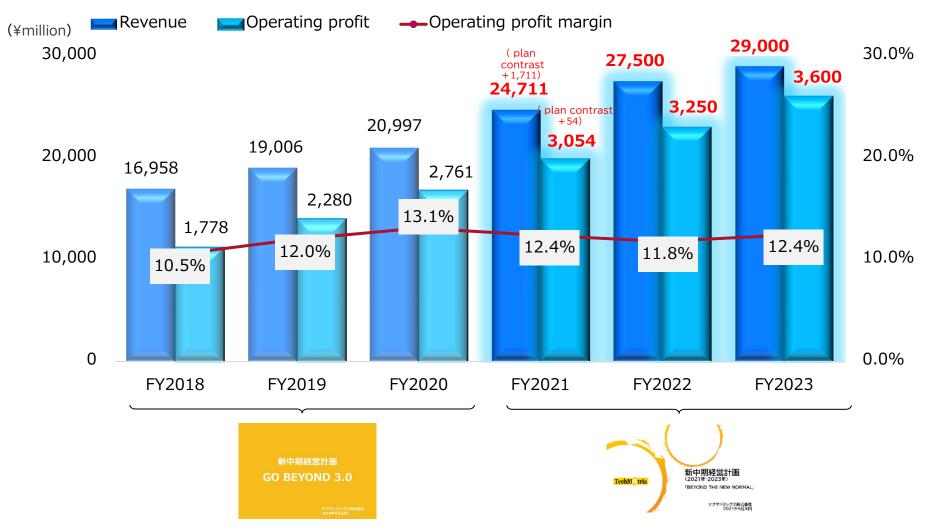




# **Forecast (Consolidated) Information Infrastructure Business**



## Building a stable earnings base and adapting to the cloud-native era

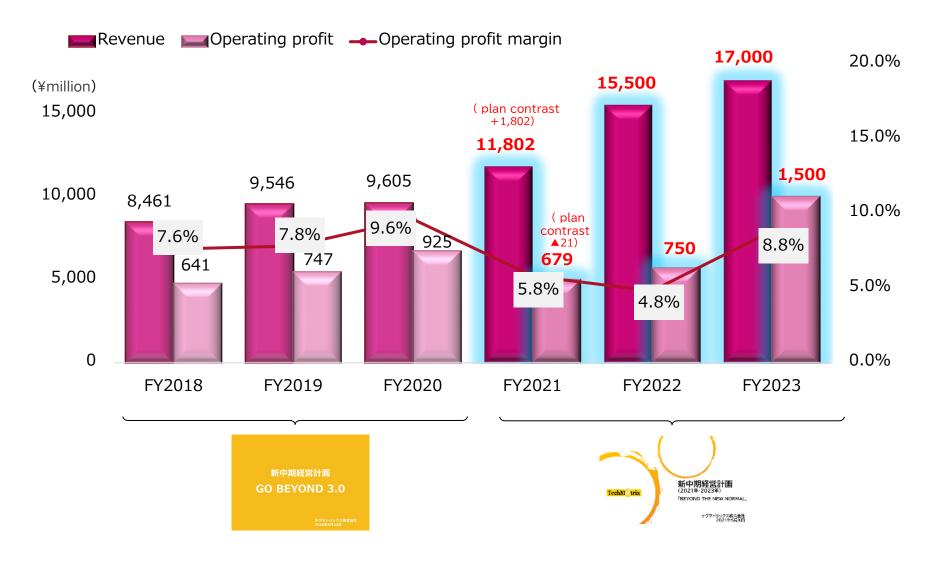




# Forecast (Consolidated) Application Services Business + Medical System Business TechMutrix



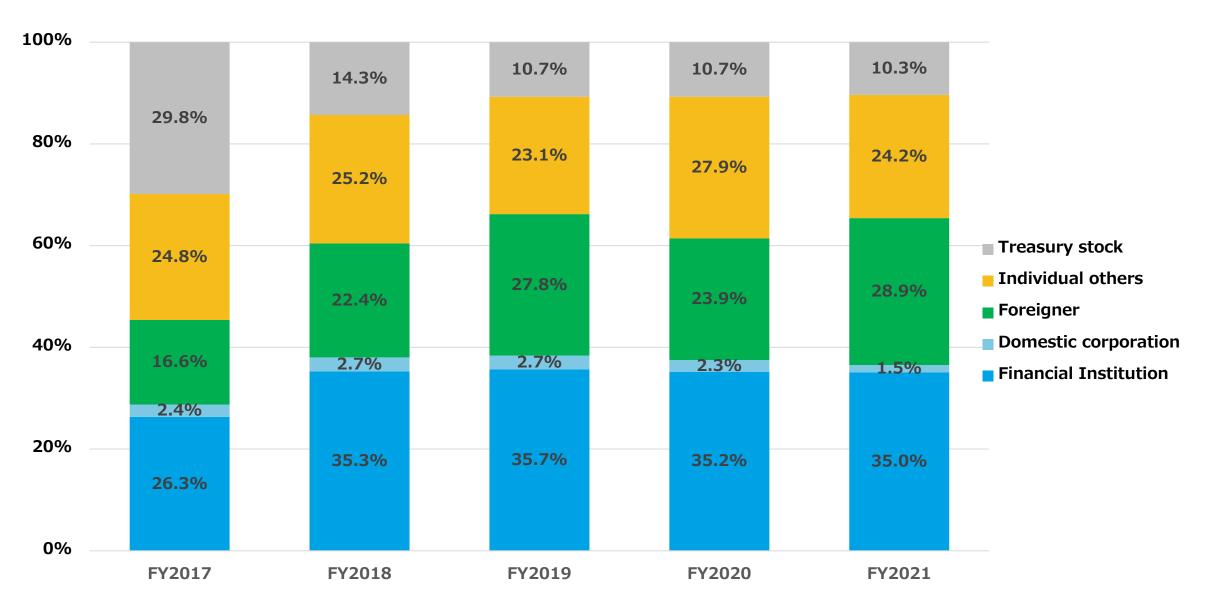
## Balance between investment and growth





# **Shareholder composition**







# **Main shareholders**



As of September 30, 2022

Shareholder's name	Stock	Ratio (%)
Custody Bank of Japan, Ltd. (account in trust)	6,665,900	14.97
The Master Trust Bank of Japan ,Ltd. (account in trust)	6,633,600	14.90
TECHMATRIX CORPORATION	4,599,219	10.33
STATE STREET BANK AND TRUST COMPANY 5 0 5 0 2 5	3,122,700	7.01
個人	1,426,000	3.20
GOVERNMENT OF NORWAY	1,037,500	2.33
NORTHERN TRUST CO. (AVFC) RE 009-016064-326 CLT	1,022,300	2.29
TECHMATRIX's Employee Shareholding Association	799,000	1.79
THE BANK OF NEW YORK MELLON 140042	672,185	1.50
KIA FUND 136	584,800	1.31



# Segment (TechMatrix group)



#### **Information Infrastructure Business**



**Providing secure information** infrastructure, security products and services as social infrastructure to ensure safety and security in today's digital society

- Provision of "Cutting-edge products for network and security"
- Integration of "Secure infrastructure"
- Provision of "24 x 7 operation and monitoring"



## **Application Service Business**



**Cloud-based business applications** with a UI/UX that anyone can use with ease

#### **CRM**

- Provision of "CRM system (call tracking) system)" for contact centers
- Provision of "FAQ knowledge system"

#### Software quality assurance

 Provision of "Test tools " for quality assurance of embedded software in ToT era

#### **Business solution**

- Provision of solution for "Internet services" and "Financial field"
- Provision of "Advanced training programs for IT engineers"

#### **Education**

Provision of "School communication

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### **Medical System Business**



**Providing applications and services** that aim to build a medical information infrastructure that supports the rest of life of each and every consumer

- Provision of cloud-based "Picture Archiving communication system (PACS) "
- Provision of "PHR service" on Smartphone
- Provision of "IT infrastructure to support teleradiology and telepathology"













# **Group structure**







Network Security Division

CROSS HEAD [100%]



OCH Co.,Ltd. [100%]



### **Application Service Business**

**CRM Solutions Division** 

Software Engineering Division

**Business Solutions Division** 

EdTech Division

CASAREAL, Inc. [100%]



ARECCIA Fintech Corp. [51%]



### **Medical System Business**

PSP Corporation [50.02%]



Ichigo LLC [95%]



A-Line Co., Ltd. [84.1%]



M3 AI, Inc. [40.0%]





# **Company profile of group companies**



Company's name (investment ratio)	Business activities
PSP Corporation (50.02%)  *On April 1, 2022, PSP Corporation and NOBORI Corporation will merge, with PSP Corporation as the surviving company.	Provision of On-Premise image management system "EV Insite", cloud service for healthcare information "NOBORI", a platform for other healthcare services "NOBORI PAL" and PHR service for the individual (Patient) . "NOBORI" has the largest number of medical images in Japan. We promote new businesses using data.
Ichigo LLC (PSP 95.0%)	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field
A-Line Co.Ltd. (PSP 84.1%)	Provision of cloud type medical radiation dose management system "MINCADI"
M3 AI, Inc. (PSP 40.0%)  **Company accounted for by the equity method*  M3 AI	Provides a variety of diagnostic imaging support AI services as a platform
CROSS HEAD (100.0%)	Provision of network solution, SDN, storage products, IT security products and temporary dispatch and employee placement services for IT technicians
OCH Co.,Ltd. (CROSS HEAD 100.0%) *On April 1, 2022, Company name changed. (Formerly Okinawa Cross Head CO., Ltd.)	Provision of network solution and temporary dispatch and employee placement services for IT technicians in Okinawa
CASAREAL,Inc. (100.0%)	System development using open source software and training services for skill-development of IT technicians
*On December 1, 2022, Company name changed.  (Formerly Information Design & Architecture Yamazaki CO., Ltd.)  *ARECCIA Fintech Corp. (51.0%)  *ARECCIA Fintech Corp.	Strength in system planning and design in the area where financial engineering and information technology overlap (Provision of series of Apreccia is main business.)



# Portion of segment (FY2021)

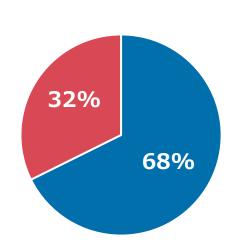


(百万円)

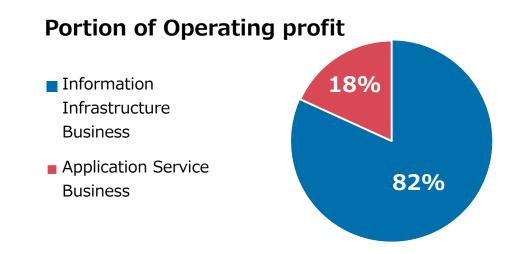
### **Portion of revenue**

Information Infrastructure **Business** 

Application Service **Business** 



Revenue	FY2020	FY2021
Information Infrastructure Business	20,943	24,711
Application Service Business	9,985	11,802



(百万円)

Operating profit	FY2020	FY2021
Information Infrastructure Business	2,741	841
Application Service Business	314	679

\*Medical System Business Unit was spun off from the Application Services Business Unit in FY2022.



### **Information Infrastructure Business** business overview

**Network & Security** 

**Medical System** 

**Business solution** 

**CRM** 

Software quality assurance



Network & Security: Provision of integration of cutting-edge information infrastructure technologies in cloud era In collaboration with CROSS HEAD Co., Ltd., a wholly owned subsidiary of Techmatrix, we provide customers with various services, including 1 Products, 2 Design and integration, 3 maintenance services, Operation and monitoring to improve customers' ICT environments.



### **4**Operation and monitoring:

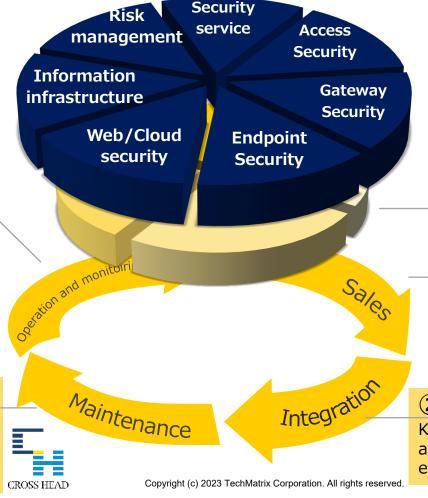
Wide coverage from alive monitoring, remote security monitoring to on-site operational support





# **3 Maintenance:**

24 x 7 support services provided by technical staff who have in-depth knowledge about the products we sold as a 1st-tier distributor



### Various support services:

**EdTech** 

✓Assessment support ✓Evaluation support ✓Integration support ✓Operational support

### ①Sales:

Introducing cutting-edge technology for Japanese market



# ②Design and Integration :

Know-how gained as a 1st-tier distributor and sufficient pool of experienced engineering resources





# Main product and service

**Network &** Security

**Medical System** 

Software quality assurance

EdTech



#### **Access Security**

#### SSL-VPN

F5 Networks

#### SD-WAN

Palo Alto Networks

#### Zero Trust

- appgate
- Palo Alto Networks

#### One-time password

RSA

#### Web / Cloud security

#### WAF

- F5 Networks
- NGINX

#### CASB

Skyhigh Security

Proxy

Skyhigh Security

Palo Alto Networks

#### Application vulnerability diagnosis

**Business solution** 

AppScan

**CRM** 

VERACODE

#### Microservices (container / serverless) security

- Skyhigh Security
- Palo Alto Networks
- NGINX

#### **Gateway Security**

#### Firewall

- · Palo Alto Networks
- F5 Networks

#### Mail

Proofpoint

#### IPS/IDS Intrusion detection

- Trellix
- Palo Alto Networks

#### Sanitizing

VOTIRO

#### **Endpoint Security**

#### Next generation anti virus

- Black Berry
- Palo Alto Networks
- Trellix

#### **EDR**

- Visibility / Cyber hygiene
- SentinelOne Black Berry
- Trellix Tanium

- Tanium
- Forescout

#### Risk management

#### Vulnerability management

Tenable

#### Security risk management

· RSA

#### Prevention insider threats

- Proofpoint
- Palo Alto Networks
- Trellix
- Vectra AI

#### Security service

#### Integrated supervision system





#### Vulnerability diagnosis





 Attack Surfaces Management Services

Cloud Native **Utilization Solution** 



#### Information infrastructure

#### Load balancer

Data storage

Data protection

- F5 Networks
- NGINX

- Dell Technologies
- Cohesity



# **Relation of sales partners**

Network & Security **Medical System** 

**CRM** 

Business solution EdTech

Software quality assurance



<u>Provision of optimal services to customers based on our Japan's top class track record of supporting product deployments.</u>

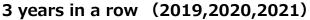


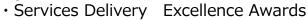


5 years in a row (2018,2019,2020,2021,2022)

- Distributor of the year
- Excellence in support of the year (2018,2019)











#### **2021 Award**

MVP Partner of the year



### proofpoint.

2 years in a row (2020,2021)

PARTNER OF THE YEAR



#### Others



















# **TechMatrix Premium Support**

Network & Security Medical System

**CRM** 

Business solution

Software quality assurance

**EdTech** 



Provision of "TechMatrix Premium Support powered by TRINITY (TPS)" which is a comprehensive high-end remote monitoring and operation services for threat detection, visibility and response to most effectively protect clients from sophisticated and malicious cybersecurity threats.





#### **TechMatrix Security Lab.**

Investigation / Analysis of threats
Development of correlation analysis rules
Analysis of incidents
Analysis of malware
Threat trend survey by using honeypot
Support for building SOC/CSIRT
Survey of using AI for security



(Members)

Engaged in analyst / consulting work at a major security company Engaged in analyst / consulting work at a major antivirus software vendor Engaged in vulnerability assessment services for more than 1000 sites



#### Integrated security monitoring

Correlation analysis of Gateway  $\times$  Endpoint  $\times$  NW Flow

- ∨ Correlation analysis of log × NW flow
- √ Support for hybrid environment on premises and cloud

# 2 More diverse analysis

#### Threata and Alerat detection

Making best use of in-dept product knowledge and know-how

- ✓ Correlation analysis of a status of Gateway/ Endpoint/Network
- ∨ Correlation analysis by using AI, machine learning and analyst



#### Integrated equipment operation

FW · IPS · URLF · Next generation Endpointsec · Mail-sec · LB · Storage · SDP

- ∨ One-stop operation
- ✓ Immediate response (Confirmation and blocking)



# **Application Service Business Medical System Business**

Network & Security

**Medical System** 

EdTech

Software quality assurance



**Medical System** 



Provision of PACS
Provision of "PHR platform service"
Provision of "utilization of

medical information"



Provision of "IT infrastructure to support teleradiology and telepathology"



Provision of cloud-based medical radiation dose management system "MINCADI"



Provides a variety of diagnostic imaging support AI services as a platform



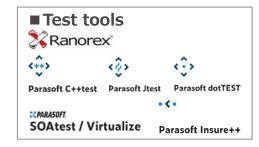
CRM system/ FAQ knowledge system

TechM Utrix

Software quality assurance



Provision of total support services ranging from "Test tools" to "Consulting" for improving the quality of embedded software and enterprise software



### EdTech



Provision of cloud-based "School communication platform + School affairs support system"



#### **Business solution**



**Business solution** 

**CRM** 





BI solution
Business intelligence/
Budget management solution

TechM\(\mathcal{U}\)trix



ARECCIA Fintech Corp.



- Financial engineering solution
- Comprehensive risk management solutions

CASAREAL, Inc.



- Advanced technical training services for IT engineers
   Cloud-native technologies
- Cloud-native technologies training services

Institute Ltd.

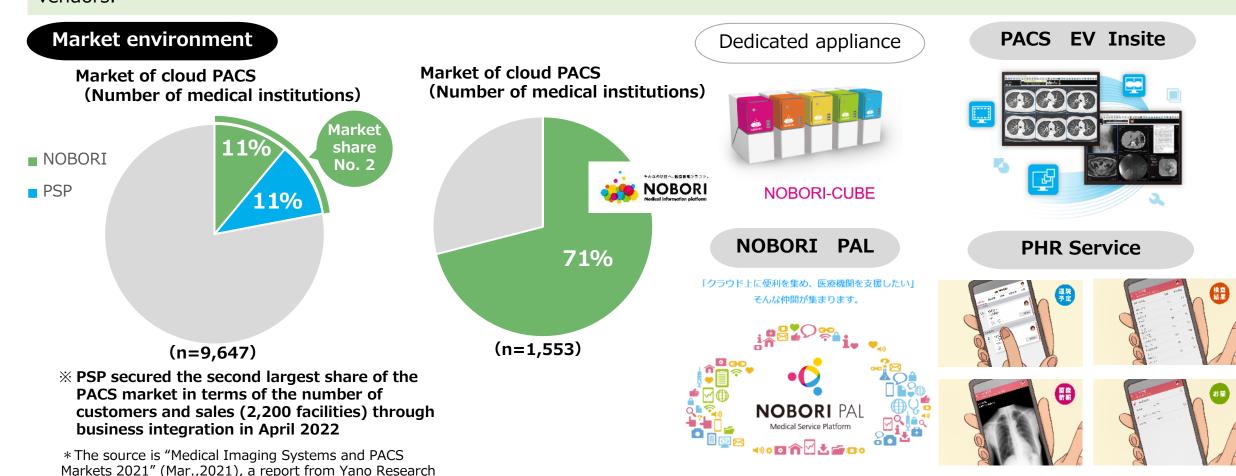
**Business solution** 

EdTech



In the medical field, PSP Corporation provides "EV Insite" which is a on-premise-based image management system for medical images (PACS), "NOBORI" which is a cloud-based integrated management system for medical images (Cloud PACS), "NOBORI PAL" which is plug-in cloud services on top of NOBORI and "PHR (Personal Health Record) service".

Also, we provide a "Diagnosis support services" through NOBORI by using AI technologies developed by various healthcare AI vendors.



<sup>18</sup> 



# Medical (Ichigo LLC.)

Software quality assurance

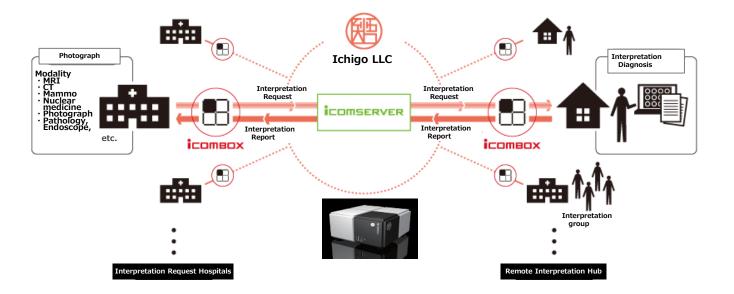


Ichigo LLC. provides "Ichigo" which is IT infrastructure to support teleradiology and telepathology.

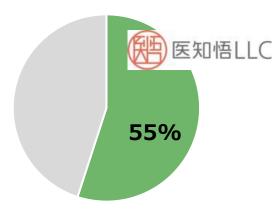


The number of customers is over 650 from a service start in April, 2008 The number of medical images transmitted monthly is about 200,000 (34% market share)

No.1 market share in teleradiology infrastructure services in Japan with over 1,400 radiologists registered



# <u>Market of infrastructure teleradiology</u> <u>(Number of transactions)</u>



(n=418,000 number/month)

\* The source is "Medical Imaging Systems and PACS Markets 2021" (Mar.,2021), a report from Yano Research Institute Ltd.



# Medical (A-Line Co.Ltd.)

Network & Security

Medical System

**Business solution** 

EdTech

Software quality assurance

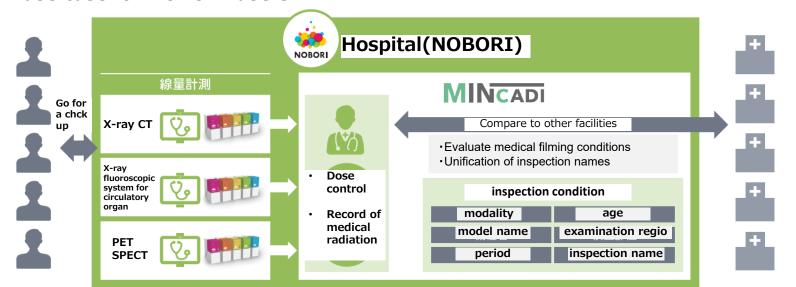


A-Line Co., Ltd. provides "MINCADI" which is a cloud-based management system for medical radiation exposure dose. Management for medical radiation exposure dose is regulatorily mandatory from April 2020 Japan.

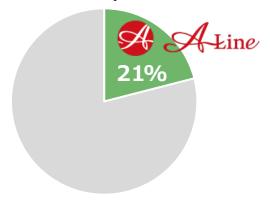


- Market share is at the top of this category (based on the number of systems delivered)
- Market share is at the second place (more than 200 medical institutions) (based on the number of medical institutions)

#### ■ A use case for NOBORI users



Market for Medical radiation exposure dose management system
(the number of systems delivered)



(n=744 number of systems)

\*The source is "Medical Imaging Systems and PACS Markets 2021" (Mar.,2021), a report from Yano Research Institute Ltd.

CRM

**EdTech** 



Provision of "CRM system" and "FAQ knowledge system" which are aimed at improving productivity in contact centers and customer satisfaction.

Promoting business expansion in overseas markets (ASEAN region).

Realizing omni-channel support for customer services

# CRM system/ FAQ knowledge system

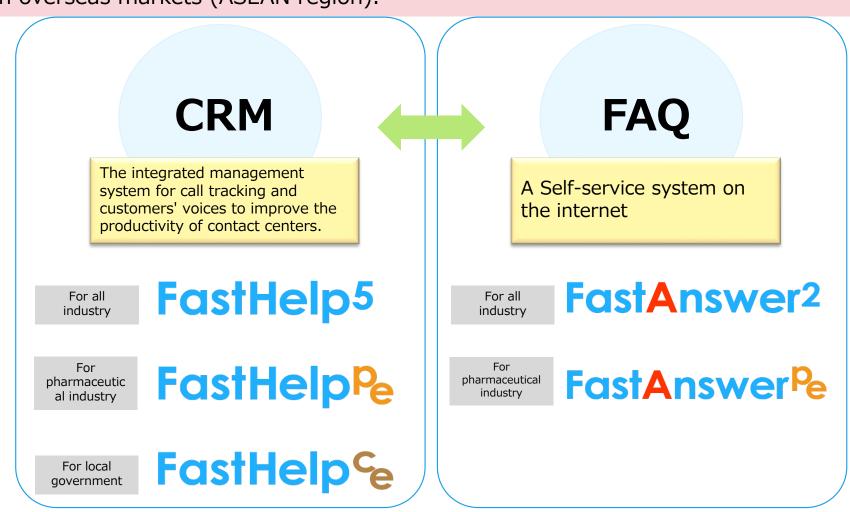


On premises





- Cloud
- ✓ Based on On-premises
- Based on cloud
   Either is available upon request





# **Software quality assurance**

Network & Security

**Medical System** 

Software quality assurance

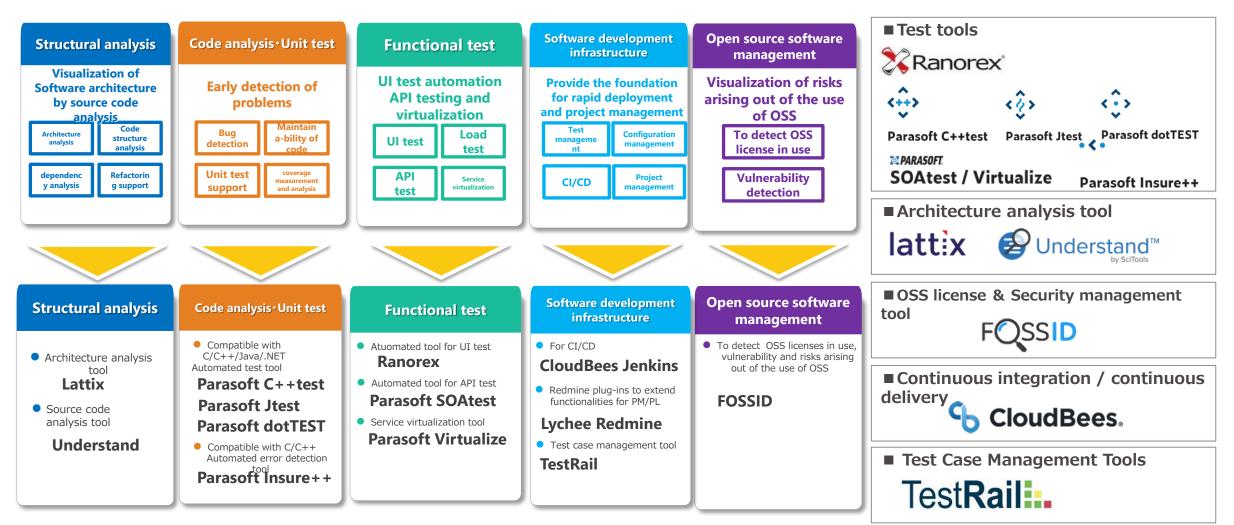
CRM

**Business solution** 

EdTech



Provision of **total support services ranging** from **"Test tools"** to **"Consulting"** for improving the quality of embedded software and enterprise software.





# **Business solution**

Network & Security

**Medical System** 

**Business solution** 

CRM

Software quality assurance

EdTech



Provision of "Financial solution", "Funding agency support systems for academic research" and "BI (Business Intelligence) solution" mainly

#### **Financial solution** Integrated risk management solution Apreccia4 Integrated management Apreccia 4 system for Capital Markets Trading-VaR n Trading VaR Market risk management system ALARMS **♦** ALARMS Integrated ALM management system FINCAD Pricing and valuation tool for FINCAD financial instruments FINCAD Analytics Suite(FAS) IIMS Investment information IIMS management system

### **Support of academic research**

Finding agency • Big data solution for research institution

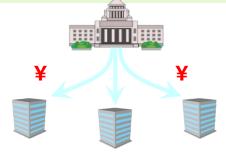
Funding agency support systems for academic research Management for research topics, fund information and researcher information

Electronic journal publishing

Registration and publication of research papers and journals etc.

Management system used by DOI registration agencies

Issuance and management system for DOI (Digital Object Identifier) to be allocated to research papers and data



#### **BI** solution

Business intelligence/ Budget management solution





**CRM** 

**Business solution** 

EdTech

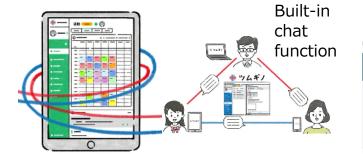


**Spinning learning into the future + innovation** (Service concept) Provision of school communication platform+school affairs support system cloud service



tsumugino

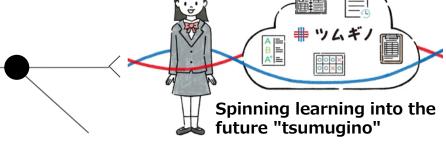
Supporting children's independent and interactive learning at a deeper level



Daily activity results and reflections are recorded as a learning history.

Apply the latest security
Monthly paid cloud service

Multi-device support Excellent UI / UX



Centralized management of various information





- Easy sharing of information among teachers and staff
- Analysis of individual children's qualities and abilities is also possible.

#### **Supporting Faculty and Staff Work Styles**







# appendix



# Company profile of group companies \_ CROSS HEAD Co., Ltd.



# **Corporate overview**

Name	CROSS HEAD
Location	2-70 Konan 1-chome, Minato-ku, Tokyo Shinagawa Season Terrace 24F
established	September 14, 1992
Representative	Takashi Sekine
Paid-in capital	¥395 million
Corporate Philosophy	Based on "an advanced network technology and human skill", we aim at "the value provider" which can realize the growth of the customer businesses and contribution to the society by creating "the scalable network".



### **Core competence**

The power of talented people who are full of human being powers. We lay emphasis on the training of our employees, and our excellent engineers, i.e. the source of the collective strength, enable Cross Head to offer high-quality ICT services.



# Company profile of group companies \_ OCH Co., Ltd.



### **Corporate overview**

Name	OCH Co.,Ltd.  *On April 1, 2022, Company name changed.  (Formerly Okinawa Cross Head CO., Ltd.)
Location	1-9 Asahimachi, Naha, Okinawa
established	June 21, 2006
Representative	Tadaaki Tokashiki
Paid-in capital	¥51 million
Corporate Philosophy	Social Contribution through creating, connecting and maintaining IT Infrastructure





nas2cloudコンボ

Converting our business base to product services centered on our own services.

We aim to aggressively develop IT services that are easy to be used by small and medium-sized companies.



# **Core competence**

Create and maintain IT infrastructure, providing easy-to-use Package solution by IoT



# Company profile of group companies \_PSP Corporation



# **Corporate overview**



Name	PSP Corporation *On April 1, 2022, PSP Corporation and NOBORI Corporation will merge, with PSP Corporation as the surviving company.
Location	2-70 Konan 1-chome, Minato-ku, Tokyo Shinagawa Season Terrace 25F
established	January 22, 2018
Representative	Yoshihisa Yoda, Yuko Yagi
Paid-in capital	¥1,100 million
Business activities	Provision of On-Premise image management system "EV Insite", cloud service for healthcare information "NOBORI", a platform for other healthcare services "NOBORI PAL" and PHR service for the individual (Patient) . "NOBORI" has the largest number of medical images in Japan. We promote new businesses using data.







NOBORI-

「クラウド上に便利を集め、医療機関を支援したい」 そんな仲間が集まります。





# Company profile of group companies \_ Ichigo LLC.



### **Corporate overview**



Name	Ichigo LLC
Location	2-70 Konan 1-chome, Minato-ku, Tokyo Shinagawa Season Terrace 25F
established	August 1, 2007
Representative	Yoshihisa Yoda
Paid-in capital	¥150 million
Business activities	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field





### Both are our customers;

- The medical institutions where the image diagnosis is needed
- Radiologists who intend to begin teleradiology and telepathology services

The Ichigo LLC does not intervene in the contracts about a teleradiology and telepathology services which are concluded between radiologists and hospitals. We provide only information infrastructure which realizes teleradiology and telepathology in an independent position and support both customers.



# Company profile of group companies \_ A-Line Co.Ltd.



### **Corporate overview**



Name	A-Line Co.Ltd.
Location	2-7 Nakano-shima 2-chome, Kita-ku, Osaka
established	December 11, 2015
Representa tive	Yasutomo Kitanaka
Paid-in capital	¥40,505,000yen
Business activities	Provision of cloud type medical radiation dose management system "MINCADI" and any more.



#### **About "MINCADI"**

MINCADI is a new cloud-based service that enables patients to receive radiology data when inspected, in addition to managing the exposures of radiology tests required at medical sites.

We provide a realistic information with great transparency by centrally managing large volumes of medical information data contained in medical images captured at each medical institution using data servers located outside the medical institutions.



# Company profile of group companies \_ CASAREAL, Inc.



# **Corporate overview**



Name	CASAREAL, Inc.
Location	2-70 Konan 1-chome, Minato-ku, Tokyo Shinagawa Season Terrace 24F
established	July 2, 1999
Representative	Shinichiro Kubo
Paid-in capital	¥50 million
Corporate Philosophy	We realize the growth of customers' businesses led by the growth of our employees. We always value a motivation "to learn" and "teamwork" to contribute to the society through the growth of each employee.

### **Business activities**

- Application development
- Web application development using JAVA·PHP
- Application development for smartphones
- Training services for engineers
- Technical training for engineers by the engineers experienced in application development
- Testing service
- Consulting services for testing





# Company profile of group companies \_ARECCIA Fintech Corp. TechMUtrix



### **Corporate overview**

Name	*On December 1, 2022, Company name changed.  (Formerly Information Design & Architecture Yamazaki CO., Ltd.)
Location	2-70 Konan 1-chome, Minato-ku, Tokyo Shinagawa Season Terrace 24F
established	December 1999
Representative	Hiroshi Yamazaki
Paid-in capital	¥110 million
Corporate Philosophy	Strength in system planning and design in the area where financial engineering and information technology overlap (Provision of series of Apreccia is main business.)



### **Corporate Philosophy**

Identifying the essential requirements of business from the perspective of "designing information", discovering generalized models, and devoting ourselves into lean system design.







<Handling of this material>

Description of future prospect contained in this material, etc. is based on current information.

It may fluctuate due to Macroeconomic trends, Market environment, Our related industry trends, Other internal • external factors, etc.

Therefore, there are risks and certainty that actual performance may differ from the descriptions of future prospect, etc.

<Contact>

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