

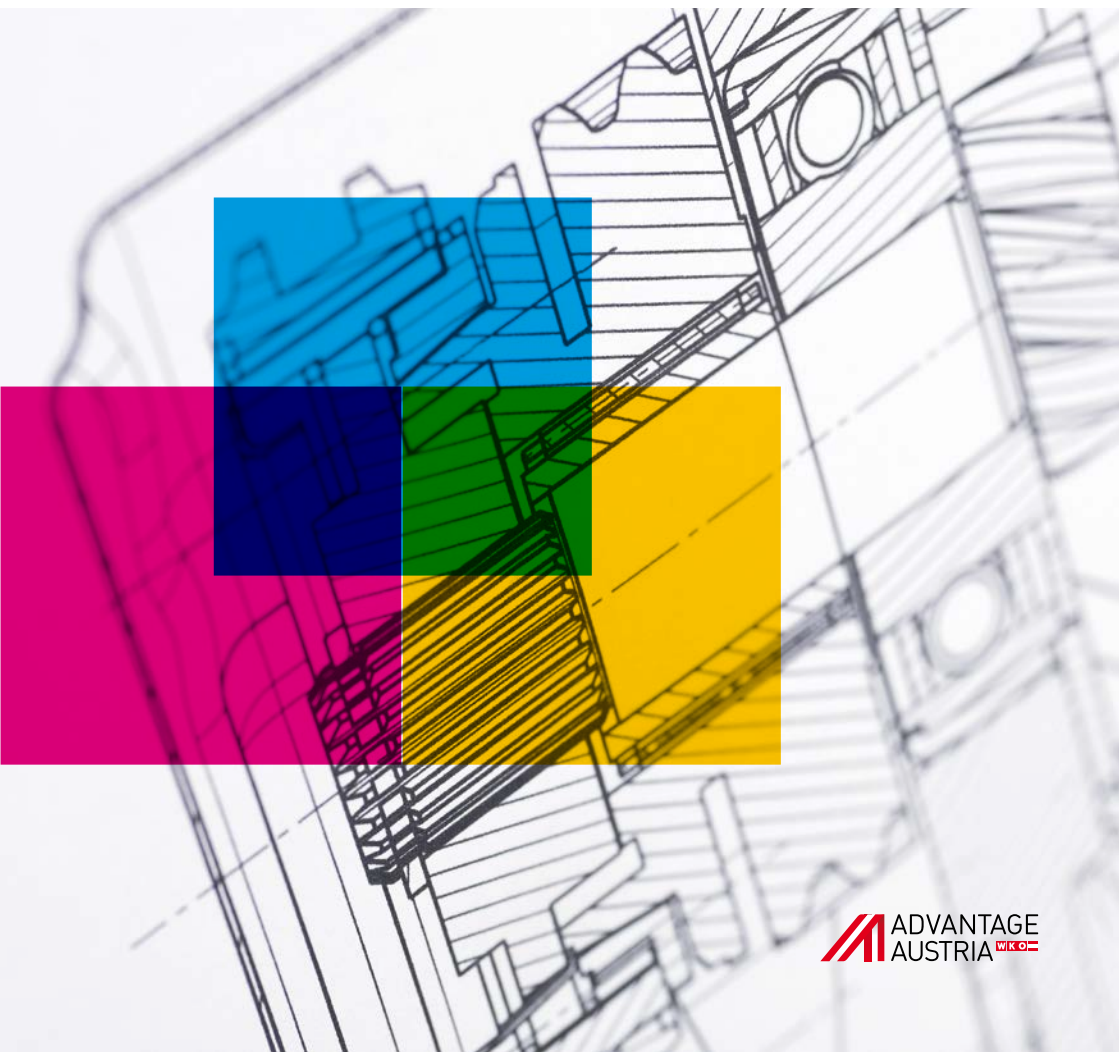
Special edition | en
Edited by the Austrian Federal Economic Chamber ADVANTAGE AUSTRIA



FRESH VIEW

Special edition:

Austria's Born Global Champions VI









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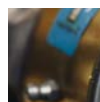
www.advantageaustria.org





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ULTIMATE FLEXIB ILITY



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„Austria's Born Globals convince customers with their fresh ideas and innovative products. Their heavy focus on international markets right from the very beginning makes them especially resilient to crisis and prone to success. We want to share their latest success stories with you.“

Harald Mahrer

President of the Austrian Federal Economic Chamber



© AUSSENWIRTSCHAFT AUSTRIA

“As experts in internationalisation, we are happy to assist you in contacting our Born Global Champions and other promising Austrian ScaleUps. Our vast network of local offices in more than 70 countries is at your disposal and will help you find suitable innovative partners who contribute to the future success of your business.“

Michael Otter

Director General of ADVANTAGE AUSTRIA

Born Global Champions – The Game-Changers in Business

In contrast to the path which is traditionally taken when a business is internationalised, where activities firstly focus on the domestic market, a rising number of entrepreneurs – the so-called “Born Globals” – are incorporating globalisation into their business strategies from the very beginning.

They serve clients worldwide, providing new, innovative products and services and often act as game-changers in their respective fields of expertise. This phenomenon has grown rapidly in recent years, becoming increasingly important and gaining momentum.

Born global enterprises compete in the global market right from the start or often create completely new markets. This occurs either by introducing totally new ideas or by creating niches in the market by combining existing ideas with new solutions. This strategy usually implies the readiness to take additional risks, to aim at faster growth, to deploy necessary resources, to quickly adapt to new markets and to develop advanced managerial skills.

For the purpose of the sixth edition of this brochure the term “born global” has again been defined as follows:

- foundation of the company in 2014 or later
- company with an international focus
- innovative product or service
- international growth as one of the company’s main priorities

On the following pages you will find a selection of Austrian companies which meet these criteria, companies which will probably change our future with their innovative ideas for everyday life. A short summary of their exciting products and services are included, as well as their contact details. If you are looking for a company in a specific sector please consult the index.



CRE ATIVE APPR OACHES

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Manuel Zeller and his three co-founders ambitiously dreamed of a candy shelf without sugar. Manuel therefore created a unique product – NEOH, the world's first CrossBar. It tastes as good as any sweet treat but offers top nutritional values and no added sugar. It is available in three different flavours: chocolate, raspberry and coconut.

All CrossBars are vegetarian, free of palm oil, low calorie, high protein and contain only 1g sugar and 3g net carbs. In Austria they are available at Spar, OMV and Eni, as well as online through Amazon. Moreover, German, Swiss and American customers are able to enjoy NEOH. Through the use of white label agreements Alpha Republic GmbH sells CrossBars all over the world.





bgood GmbH

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Climate change and plastic pollution are some of the biggest challenges of our time. The bgood GmbH develops digital experiences to provide a service that enables companies to protect the environment together with their customers in a truly interactive way.

Their leading product, a smart reusable shopping bag called goodbag, establishes a contactless connection with the user's phone, which means people can plant trees, collect plastic waste out of the ocean or receive discounts every time they bring their own bag to the store.

In the goodbag app users can track their impact in real-time. The goodbag system is currently active in over 1,000 stores in Austria, Germany, Great Britain, the Netherlands, Portugal and Switzerland.

Interest in a cooperation:

The company is interested in finding cooperation partners in the retail and FMCG sector.





Bitpanda

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bitpanda

Bitpanda is a firm believer in the innovative power of crypto-currencies, digitised assets and blockchain technology. The FinTech is based in Vienna, Austria and was founded in 2014 by Paul Klanschek, Eric Demuth and Christian Trummer.

Today, Bitpanda has more than 1,1 million users and 180 staff. With a PSD2 payment service provider licence, state-of-the-art security and streamlined user experience, Bitpanda has grown to become a popular trading platform for newbies and experts alike.

Further information: <https://www.bitpanda.com/en>



Blockpit GmbH

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Blockpit is developing high quality software as a service product for the monitoring, analysis and investigation of digital assets based on blockchain technology. The focus is on tax calculation and reporting, anti money laundering risk reporting and fraud detection. This means for every blockchain-based transaction in the future, Blockpit's software services will be of relevance for the fulfilment of regulatory requirements.

Interest in a cooperation:

The company is looking for partnerships with tax advisors and financial institutions ((crypto-)exchanges, funds, banks) in the whole of Europe, Japan, Korea and Singapore.





Braun Feuerwehrtechnik GmbH

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Braun Feuerwehrtechnik GmbH is a young start-up from Rudersdorf in southern Burgenland. The company was founded in spring 2018 and has four employees. Their mission statement is: "We are not a company but a partner for firefighters!"

Under this motto the start-up has already been able to build up a large customer base and enjoys a high reputation in large parts of Austria and Germany. The fields of activity include the construction and modification of fire engines, the construction of firefighting equipment and special technical solutions in firefighting technology.

Interest in a cooperation:

BFT is looking for partners worldwide who work in the distribution of equipment for firefighters or other similar organisations. Investors may also become involved, providing they already have experience in the firefighting branch.



Chatvisor GmbH

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Chatvisor is a combined customer engagement and analytics platform powered by co-browsing, providing improved customer communication for companies. By bringing multiple channels under one roof, Chatvisor opens up all lines of communication between customer and agent, creating fluid, digital conversations that increase efficiency, reduce support costs and deliver a better customer experience.

Chatvisor co-browsing enables customers to share their screen with customer service representatives through advanced, hassle-free screen sharing technology. It is equally effective across any device, on any site and on all browsers, without any necessary downloads or installation for customers.

Interest in a cooperation:

Chatvisor is currently open to talks with investors (Series A). Also, thanks to its newly introduced partner programme, Chatvisor is looking for software resellers and integration partners worldwide.



Cubes GmbH

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What CUBES does

CUBES uses a specially developed material to produce close contour blocks for model and mould making, the contours of which are approximated by a grid. Ordering is simple and intuitive via the company's website.

Technology

CUBES produces close contour casts in a revolutionary digital process. This new technology requires only very little input from the customer as far as preparation and post-processing are concerned.

Material

A new high quality material has been developed for the CUBES process. The density of the material can be set between 1.00 – 1.78 kg/l.

Advantages

Quick delivery – up to 40% less costs – autoclavable up to 60°C – no bonding necessary – green technologies

**custom
shaped
blocks**





doing circular gmbh | plasticpreneur

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plasticpreneur ^{BY} doing
circular

Plasticpreneur empowers people and is cleaning up nature through plastic recycling and entrepreneurial skills.

Plastic waste is everywhere. Due to the lack of recycling facilities, know-how and a want of awareness, only 9% of this is recycled globally. The majority of the plastic waste gets burned, is used in landfill or ends up polluting the environment. Plasticpreneur offers all the necessary machinery and services for a simple and cost-efficient access to plastic recycling.

Combined with entrepreneurial skills such as product design and business modelling, the company creates employment and training positions, as well as opportunities to start new self-sustaining projects and businesses.

Interest in a cooperation:

Plasticpreneur is looking for partners to cooperate in the setting up of plastic recycling projects. Here the geographical focus is on sub-Saharan Africa and Latin America. Furthermore the company is in search of cooperation partners for the further and new development of machines and product groups.



ENPULSION

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ENPULSION

ENPULSION is an Austrian company based in Wiener Neustadt. The company was founded in 2016 and has quickly become a central figure in the space industry through the production of propulsion solutions based on one of the most advanced technologies for small satellites - Field Emission Electric Propulsion - which uses indium as fuel.

ENPULSION's most well-established product, the IFM Nano Thruster, is only 10 x 10 x 8 cm in size and can be assembled modularly into larger units. This means it is possible to provide individual propulsion solutions for different satellite sizes.

Interest in a cooperation:

ENPULSION sells its products worldwide to customers ranging from big corporations to small university projects and is interested in finding partner companies for which to provide propulsion solutions.



Fact AI GmbH

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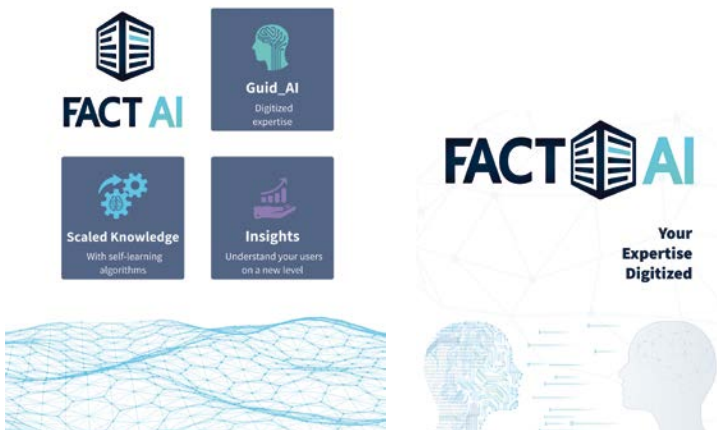
Fact AI develops artificial intelligence (AI) for companies who want to help their users make better decisions. Companies can easily digitise their consulting processes and scale these processes with every user interaction.

The AI learns from user behaviour and optimises the processes autonomously to serve users' needs better. For example, Fact AI is used in the sales processes to identify users' needs and to direct them to the right product or service. This boosts conversion rates and drastically improves the quality of customer service interactions.

Additionally the AI generates insights, which are highly valued as a basis for more informed business decisions.

Interest in a cooperation:

Fact AI is looking for partners in Europe and the USA to reach a wider audience and continue developing individual markets.



FD3D GmbH | Extrudr

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Extrudr is specialised in the production and development of sustainable technical monofilaments and is in constant collaboration with research institutes and companies in order to materialise their visions.

The product portfolio includes all suitable materials for additive manufacturing, particularly for FDM/FFF technology (i.e. ABS, PA6, TPE, PETG) and also next generation heat resistant bio compounds for industrial and medical usage. As part of the service, materials which are to be used for mass production can also be sampled for prototyping usage.

Interest in a cooperation:

Cooperation partners from industry and research institutes which focus on the medical and technical sector.



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FINABRO is the digital distribution platform for company pension products. The pension gap is one of the major challenges facing generations X, Y and Z across Europe. FINABRO's digital platform helps more people profit from pension savings. How? By helping pension brokers sell more via digital tools and marketing automation AND making it simple for companies to adopt. FINABRO is based in Austria but its founder is a Danish national. This means that FINABRO is able to combine insights, methods and technology from some of Europe's leading markets (e.g. Scandinavia) with deep roots in the German speaking region. The result: a pension company with a European-wide relevance and ambition.

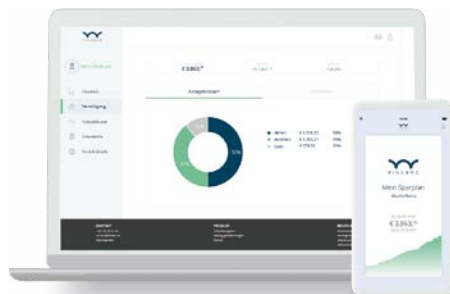
Interest in a cooperation:

Cooperation partner:

Product partner with focus on company pension schemes (life insurance companies, pension funds) | Pension & insurance brokers focused on corporate pension products

Investors:

Venture Capital | Family offices | Corporate Venture Capital





Heart Regeneration Technologies GmbH

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Heart Regeneration Technologies GmbH was founded in 2016 as a spin-off of the Medical University of Innsbruck to develop and market revolutionary shock wave therapy devices.

A heart attack is one of the leading causes of death worldwide. Survivors often experience a significantly impaired heart function, which is known as chronic heart failure. Heart failure patients suffer from a severely reduced quality of life, repeatedly need to stay in hospital, often cannot return to their jobs and therefore incur increased costs for the health care systems.

Despite extensive research on stem cell and gene therapy, the regeneration of the infarcted heart muscle is something which modern medicine can still only dream of.



IPEAK SYSTEMS GmbH

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IPEAK

IPEAK provides a platform for trainings and any sequences of motion for a great variety of sports. You can create, find and share trainings – create them for yourself or for friends or clients.

Search through all the different categories and find trainings that suit you best, reach your own goals and track your performances.

If you want to create a business, use IPEAK to share your trainings with your community and clients in a more professional way.

Interest in a cooperation:

The company is looking for investors in the US, UK, Dubai and Israel.





Medicus AI

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Medicus AI is a fast-growing company committed to bringing health literacy and positive behavioural change to patients and users everywhere through the building of innovative tech products that transform businesses and improve people's lives.

The company's mission is to contribute to today's continuously evolving healthcare industry by changing the way doctors and patients think about health. Medicus AI's products include web, tablet and mobile products that serve the needs of patients, doctors, diagnostic labs, hospitals and clinics, and insurance providers.

Medicus AI always places the patient at the centre, creating products that improve the lives and jobs of everyone in the healthcare ecosystem.

Interest in a cooperation:

Medicus has successfully closed the EUR 5m Series A funding and has launched the Series B funding round of EUR 20m, which is set to close in 2020. Due to its plans for global expansion, Medicus is keen on partnering with investors that have an international presence.



ONDEWO GmbH

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ONDEWO GmbH is an award-winning Austrian high-tech company developing artificial intelligence (AI) for the human \leftrightarrow machine communication of the future. ONDEWO offers an "all-in-one" voice automation solution for enterprises including Speech-2-Text, Natural Language Processing (NLP) and Understanding (NLU), as well as Text-2-Speech capabilities.

ONDEWO customers value the company's best-in class dialogue automation rates, easy self-service customisation for non-technicians and on-premise capability for full data control. Solutions provided on top of ONDEWO are email routing and answering, phone call routing, outbound and inbound call automation and voice-based application and machine controlling applications.

Interest in a cooperation:

ONDEWO is looking for partner companies to jointly develop and test innovative voice-enabled products on the market. Partner companies should have market proven products benefiting from voice-enablement and good distribution networks.





presono GmbH

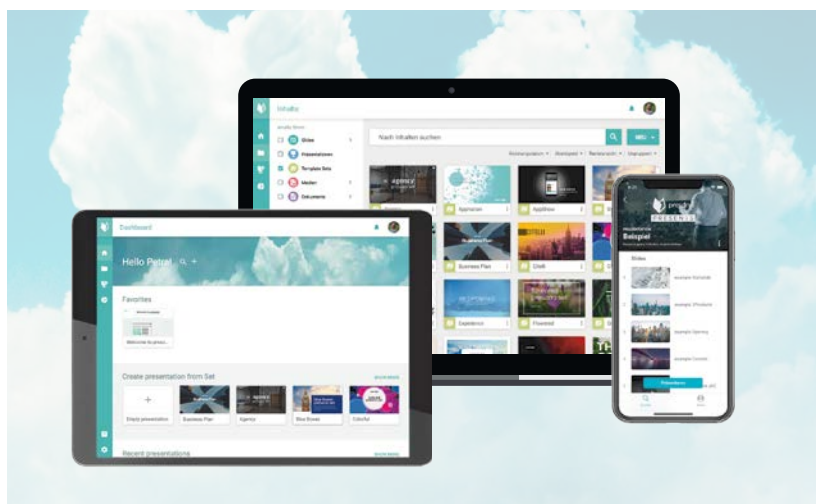
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W www.presono.com



presono is completely rethinking the topic of presentation and combines professional presentation, visually appealing design and perfect management in one solution. Challenges such as outdated slide duplicates, incorrect content and design, stiff presentation sequences and complicated updates become history with this solution.

Although it was originally only available as a business solution for enterprises, since the end of 2019 it has also become available as a self-service cloud solution which means that everyone can present professionally: no matter whether within the company, during sales calls or at trade fairs. Present, collaborate and manage all in one - with presono.





RateBoard GmbH

Fallmerayerstraße 6
6020 Innsbruck
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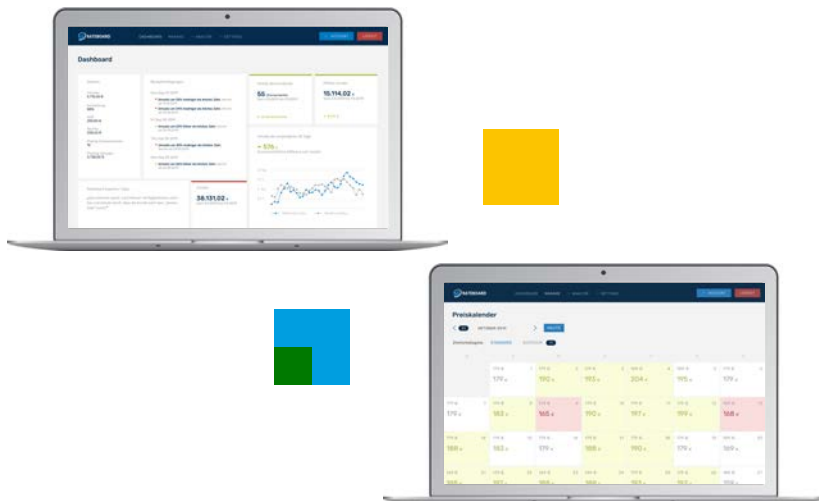
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RateBoard is an intelligent Revenue Management System for the hospitality industry. The Austrian company was founded in 2015 by Matthias Trenkwalder and Simon Falkensteiner.

A data-based algorithm uses various factors, such as historical and future hotel data, competitor prices, market demand, holiday periods, etc., to forecast the optimal price for the upcoming 365 days. With its intuitive user interface, RateBoard thus not only offers more efficiency in price management but also maximises occupancy and increases revenue by 8 to 15 percent.

With over 50 interfaces to various property management systems and channel managers, the company is already number one in Europe in terms of interfaces.



Refurbed GmbH

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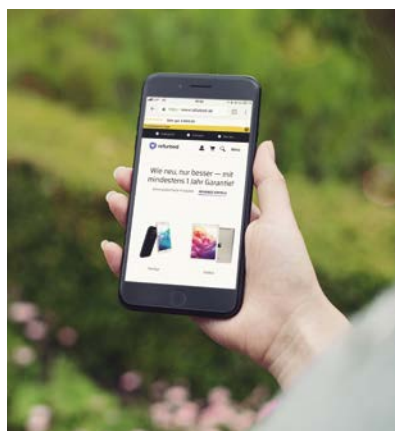


refurbed is revolutionising shopping for consumer electronics by offering customers completely renewed and environmentally-friendly, electronic devices of the best quality. This makes refurbed the fastest-growing online marketplace for refurbished products in the entire DACH region.

refurbed products are completely renewed in a 40-step process, look like new and function like new, but are up to 40% cheaper than new products. Each refurbed product has at least one year of warranty and a free 30-day test period.

The goal of refurbed is to make sustainable electronics affordable for everyone. In order to reach that goal, refurbed devices must be good for both customers and the environment.

© refurbed



sanSirro GmbH | QUS Body Connected

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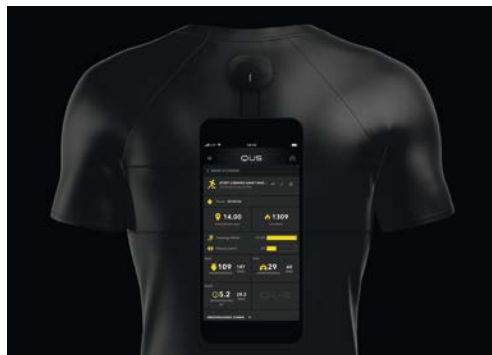
More than just simple functional clothing as we already know it, the QUS Shirt with integrated textile sensor technology simply redefines the term smart shirt completely.

The Styrian technology company based in Lebring has found a really smart solution for many individual and competitive athletes who want to consciously measure and monitor their vital data: a washable shirt that is unrivalled in functionality and design.

Without sewn wires, with highest wearing comfort, precise data measurement and unlimited washability, the shirt has already inspired numerous football clubs and competitive athletes.

Interest in a cooperation:

Investors | Strategic partners | Retailers | Agents (except for CH) |
Distributors | Sales managers



sticklett technologies GmbH

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As a trendsetter, sticklett provides the fashion industry with an answer to stylish, digital items of clothing which are at the same time e-health wearables for use in different areas of life, no matter whether by young or old.

For its youngest customers, sticklett is distributing the world's first smart removable textile appliqué in the form of a ladybird called Mary, which provides information about the vital state (breathing, temperature, activity) of babies and toddlers and alerts in case of an emergency.

The sticklett team's vision is to create a world in which people can connect and express themselves digitally in a flexible way by wearing comfortable and individual clothing.

Interest in a cooperation:

sticklett wants to position a trend for stylish, digital clothing and the networking of e-health wearables for young and old. For this purpose the company is looking for a suitable strategic industrial partner.



Symflower GmbH

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Symflower is testing software without humans.

Quality:

Symflower finds bugs and security issues in your software that a human being can never find. The product quality of your self-developed software increases to a level never seen before. Through the enormous reduction of bugs and security issues, you exponentially increase your customer satisfaction.

Costs:

You can reach up to 60% cost savings in your internal software development. The corporate risk and legal claims, due to undetected bugs and security issues in your software, are reduced enormously. Reduction in recruiting costs and reduced skill bottlenecks as you can develop more software with your existing staff in a shorter time.

Interest in a cooperation:

Symflower is looking for an additional investment of 10 million Euros. This money will be used for marketing and international sales. The company is also looking for new resellers to sell their software worldwide.



The MoonVision GmbH

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MoonVision uses visual detection to facilitate automation. For example, a combination of the most innovative technologies (machine learning, object mining and deep learning, etc.) can be used to automatically detect and book food in canteens or to inspect product quality.

Dishtracker recognises food and transmits this information to the cash register, completely automatically and without the need for manual input. This shortens waiting times, reduces errors and minimises the burden on employees and customers.

In order to return to business as quickly as possible after COVID-19, hospitality companies are implementing non-contact business models. Together with its partners, Dishtracker offers an end-to-end solution that can be implemented in a very short time.

With Dishtracker customers are also able to follow the exact status of their business at any time and place!

Interest in a cooperation:

The company is in search of partners and customers with the focus on the DACH region in 2020.

Sectors: Gastronomy | Quality Control



Tremitas GmbH

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The Tremitas GmbH is a med tech company from Klagenfurt am Wörthersee in Austria that is focused on the development of medical devices for use in areas of movement disorders.

Tremipen® is the first mobile measurement device that can measure the shaking of people's hands (tremor) objectively in just 30 seconds. The Tremipen® is as easy to use as a clinical thermometer: start the measurement by holding for 30 seconds and then read the results on the display.

Two parameters are captured by the Tremipen®, the tremor amplitude and the tremor frequency. The amplitude shows the intensity of shaking, the frequency shows the speed of shaking. These two parameters are important for the quantification of tremor.

Interest in a cooperation:

Tremitas is open for cooperation with the pharmaceutical industry and with manufacturers of tremor therapy solutions. Distribution companies from all over Europe and USA are highly welcome.





tubics GmbH

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Research shows that more than 50% of consumers want to see videos from brands. That is more than any other type of content genre. YouTube videos are the most important here, also because they are usually displayed at the top of search engines.

The Viennese startup tubics supports companies from all over the world with marketing technology and YouTube consulting services. Customers not only include Samsung and Western Union but also the Austrian National Bank.

Interest in a cooperation:
tubics is looking for early-stage VCs experienced in SaaS for further expansion.

© Armin Mössinger



Unverschwendet GmbH

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Unverschwendet (which translated means “unwasted”) was founded in 2016 in Vienna by the siblings Cornelia and Andreas Diesenreiter. They produce delicacies such as jam and chutney made from surplus fruit and vegetables which they buy from local farmers in order to prevent unnecessary food waste in agriculture.

The vision of Unverschwendet is to create a sustainable impact in food waste prevention. Ecological: by utilising as much surplus as possible. Social: by supporting local farmers, strengthening Austrian agriculture and raising awareness amongst the general public. Economical: based on a functional and scalable business model.

Interest in a cooperation:

Unverschwendet is looking for companies who share their vision and want to contribute to preventing even more food waste. In addition they are looking for potential impact investors.



Waterdrop Microdrink GmbH

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Waterdrop® is an Austrian company disrupting the beverage industry with the first “microdrink”, a small cube packed with real fruit and plant extracts and enriched with vitamins that dissolves in water to make a tasty, sugar-free beverage, anytime, anywhere.

Waterdrop® uses tap or filtered water as a basis, so the product is not the drink itself, but the cube. This means that waterdrop® can be sold online, directly to its consumers, a rare advantage among traditional players in the market. Waterdrop® also sells glass and steel bottles, enabling you to drink sustainably on the go. The brand’s model means it is far more sustainable than the average brand thanks to reduced plastic and lowered emissions.

Interest in a cooperation:

Waterdrop® is looking for international investors and retail partners to help them accelerate in different markets and expand the distribution. The company is also interested in agencies to continue building the brand.



WisR GmbH

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WisR (www.growwisr.com) - pronounced "wiser" - is an Austrian start-up that, through its online recruitment platform for older people, actively brings together generations and is committed to creating shared value.

Founded in Vienna at the end of 2017 by Klaudia Bachinger (CEO), Carina Roth (CFO) and Martin Melcher (CTO), since May 2019 the company has also been finding jobs in Germany for so-called "senior talents", i.e. people aged 59+. Registration on the platform is free of charge for job seekers. Companies can use numerous recruiting tools such as the active sourcing search as well as place classic job advertisements.

WisR currently employs six people and has more than 6,000 registered users, including 5,500+ senior talents and 500+ companies.





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woomTM
pedal your planet

woom started with a search for the perfect bike for the founders' own children. They were unable to find one so instead they built it themselves.

Today, woom has become an international brand with an impressive growth record. New innovations are continuously being added to the portfolio to perfect the cycling experience for children.

woom strives to be simply the best way for children to explore the world by bike.



younix Identity AG

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YOUNIQX
Secure Identity

In keeping with the tradition of its parent company – the Austrian State Printing House – younix Identity is pursuing its mission of delivering highly secure identity solutions for the digital age.

With its flagship product, MIA – My Identity App, younix is heralding a new era in the field of identity management. MIA digitises security documents like ID-cards or driving licences for use on our smartphones, thus enabling citizens to identify themselves in the physical and the digital world.

As a result, MIA ensures a significant increase in convenience and security and prepares the ground for the digitisation of private and public (eGovernment) services. This, in turn, is the basis for taking societies to the next level of digitisation

Interest in a cooperation:

younix Identity is carefully selecting partners to help commercialise MIA during the presentation and implementation phase. Partners should be highly trustworthy, IT-skilled and ideally experienced in public sector projects.



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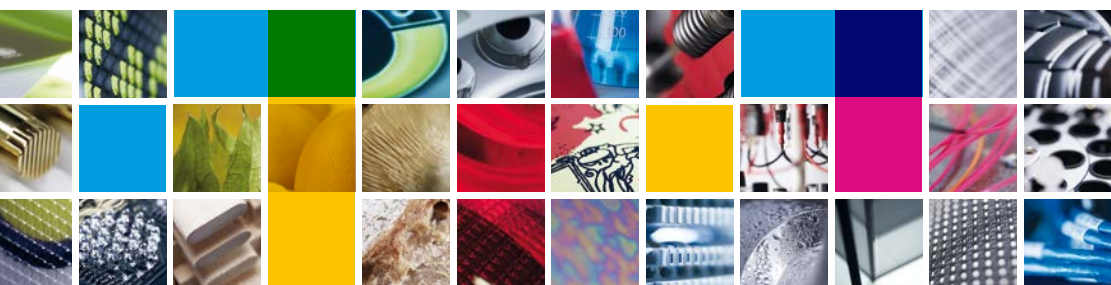
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