

Clean Science & Technology Ltd.

SUBSCRIBE

Issue Details										
Listing	BSE & NSE									
Open Date	7 th July 2021									
Close Date	9 th July 2021									
Price Band	INR 880-900									
Market Lot	16 shares									
Minimum Lot	1 Lot									

Clean Science & Technology Ltd (CSTL), established in 2003, is one of the leading companies engaged in the manufacturing of functionally critical specialty chemicals such as Monomethyl Ether of Hydroquinone – MEHQ, Butylated Hydroxy Anisole – BHA, and Ascorbyl Palmitate (Performance Chemicals), Guaiacol and Dicyclohexyl Carbodimide – DCC (Pharmaceutical Intermediates), and Methoxy Acetophenone – 4MAP and Anisole (FMCG Chemicals). For the products MEHQ and BHA, CSTL is the top global producer, while it ranks 3rd globally for Guaiacol. For the other products that it manufactures, namely Ascorbic Palmitate, DCC, 4-MAP and Anisole, it is India's largest producer.

Issue StructureOffer for sale100%Fresh Issue0%Issue SizeINR 1,547 crTotal no of shares106,218,960QIB share (%)≥ 50%Non Inst share (%)≤ 15%Retail share (%)≤ 35%

To cater to the increasing demand requirements for all the above products, the company is undertaking a capex of ~INR 150 cr, which should be operational by early FY23. Accordingly, we expect CSTL to sustain its revenue growth rates of 20.4% to INR 894 cr over the period of FY21-24E. Exports contribute over 65-70% of CSTL's total business, while the rest comes from the domestic market.

Shareholding Pattern Pre (%) Post (%) Promoters 94.7 78.5 Institutional 5.3 13.4 Public 0.0 8.1

EBITDA and net profit over the same period are set to grow at a CAGR of 17.7% to INR 422 cr and 17.1% to INR 318 cr, respectively. EBITDA and net margin are expected to deteriorate by 330bps (to 47.2%) and 312bps (to 35.6%), respectively, since the operationalization of the new facilities would lead to an increase in overhead costs. As a result, return ratios RoE and RoIC are expected to be at 26.8% (-994bps) and 62.0% (-166bps), respectively, by FY24.

Phenol and hydrogen peroxide are the key raw materials used, along with Acetone, Cyclohexylamine, Methanol, Tertiery Butyl Alcohol and Acetic Anhydride. The company procures all the raw materials on spot contracts, and passes-on the prices to its clients. CSTL's customers include manufacturers and distributors in India, China, Europe, the US, Taiwan, Korea and Japan.

Key Financials (in ₹ crores)

	Sales	EBITDA	Net Profit	EBITDA (%)	Net Profit (%)	EPS ₹	BV ₹	RoE (%)	RoIC (%)	P/E (x)	P/BV (x)	EV/EBITDA (x)
FY20	419	185	140	44.2	33.3	13.1	32.2	40.8	63.3	68.5	27.9	50.8
FY21	512	259	198	50.5	38.7	18.7	50.8	36.8	63.6	48.2	17.7	36.0
FY22E	652	322	236	49.4	36.2	22.2	69.7	31.9	62.3	40.5	12.9	28.5
FY23E	778	378	280	48.5	36.0	26.3	90.7	29.0	61.7	34.2	9.9	23.9
FY24E	894	422	318	47.2	35.6	30.0	111.7	26.8	62.0	30.0	8.1	20.9

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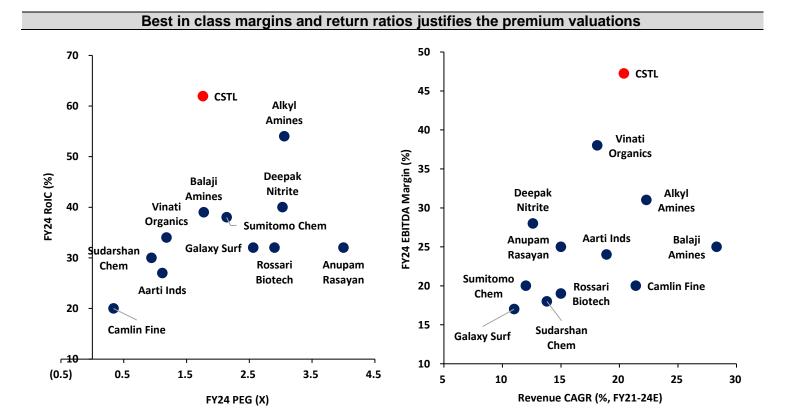
The company operates two manufacturing facilities in Kurkumbh (Maharashtra) with an aggregate installed capacity of 29,900 metric tonnes (MT), which is split across its three verticals

- Performance chemicals capacity of 9,640 MT (~74% utilization in FY21)
- Pharmaceutical intermediaries capacity of 4,060 MT (~64% utilization in FY21)
- FMCG chemicals capacity of 16,200 MT (~73% utilization in FY21)

The ongoing capex (3rd facility) is coming up at the same location with the 4th facility (planning stage) expected to come up over the next couple of years.

We initiate coverage with a BUY and recommend a SUBSCRIBE for long term investment. At the offer for sale price of INR 900, the stock is valued at 30X FY24 earnings. The high valuations are justified given the

- high growth potential
- dominant producer status
- best in class profitability, and
- sustainable high return ratios



Source: Bloomberg & Ventura Research

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	Chemical Sector Peer Comparison											
Particulars	Revenue	EBITDA	Net Profit	EBITDA Margin (%)	Net Margin (%)	EPS ₹	BVPS ₹	RoE (%)	RoIC (%)	P/E	P/B	EV/EBITDA
Clean Science 8	& Technologies Lt	td (CMP: Rs.	900 Mkt Ca					. ,				
FY19	393	136	98	34.7	24.8	9.2	25.6	35.9	49.0	97.9	35.1	69.5
FY20	419	185	140	44.2	33.3	13.1	32.2	40.8	63.3	68.5	27.9	50.8
FY21	512	259	198	50.5	38.7	18.7	50.8	36.8	63.6	48.2	17.7	36.0
FY22	652	322	236	49.4	36.2	22.2	69.7	31.9	62.3	40.5	12.9	28.5
FY23	778	377	280	48.5	36.0	26.3	90.7	29.0	61.7	34.2	9.9	23.9
	td. (CMP: Rs.252			•		0.5.4						
FY19	943	193	117	20.5	12.4	36.1	177.3	20.4	23.3	69.9	14.3	43.2
FY20	936	181	105	19.3	11.2	32.3	177.3	18.2	17.7	78.2	14.3	46.3
FY21 FY22	1,293 1,670	352 425	220 276	27.2 25.4	17.0	67.9	257.6	26.4 26.5	36.4	37.2	9.8	23.8
FY23	1,974	493	323	25.4	16.5 16.4	85.2 99.8	321.9 400.8	24.9	36.5 34.9	29.7 25.3	7.9 6.3	19.7 17.0
	1,974 hemicals Ltd. (CN				10.4	99.8	400.8	24.9	34.9	25.5	0.3	17.0
FY19	846	164	4 Wikt Cap. 86	19.4	10.2	16.9	74.3	22.7	26.9	210.4	47.8	111.3
FY20	993	257	202	25.9	20.3	39.5	74.3	53.1	38.9	90.0	47.8	70.8
FY21	1,161	380	259	32.7	22.3	50.8	154.0	33.0	53.0	70.0	23.1	47.9
FY22	1,474	443	307	30.0	20.8	60.2	194.4	31.0	51.0	59.0	18.3	41.1
FY23	1,817	540	373	29.7	20.5	73.1	229.0	31.9	51.9	48.6	15.5	33.7
	Ltd. (CMP: Rs.17											
FY19	2,675	414	174	15.5	6.5	12.7	78.6	16.2	15.0	137.2	22.2	60.4
FY20	4,193	1,026	611	24.5	14.6	44.8	78.6	57.0	33.5	39.0	22.2	24.3
FY21	4,110	1,128	701	27.4	17.0	51.4	162.8	31.6	33.6	34.0	10.7	21.7
FY22	5,447	1,499	974	27.5	17.9	71.4	233.7	30.6	38.6	24.5	7.5	16.0
FY23	5,991	1,662	1,089	27.7	18.2	79.9	303.8	26.3	37.1	21.9	5.7	14.2
Sumitomo Che	mical India Ltd. (CMP: Rs.380).5 Mkt Cap	: Rs.18992 cr)								
FY19	2,223	291	167	13.1	7.5	3.3	16.2	20.6	37.6	113.9	23.5	48.7
FY20	2,425	334	205	13.8	8.4	4.1	24.2	16.9	33.9	92.8	15.7	43.7
FY21	2,632	480	338	18.2	12.8	6.8	30.7	22.0	39.0	56.2	12.4	38.7
FY22	2,983	552	396	18.5	13.3	7.9	37.3	21.3	38.3	47.9	10.2	33.2
FY23	3,403	658	476	19.3	14.0	9.5	45.3	21.1	38.1	39.9	8.4	27.5
	ants Ltd. (CMP: R											
FY19	2,732	353	191	12.9	7.0	53.9	247.3	21.8	27.3	56.6	12.3	31.2
FY20	2,563	369	230	14.4	9.0	65.0	247.3	26.3	22.7	46.9	12.3	30.1
FY21	2,717	440	285	16.2	10.5	80.3	365.0	22.0	34.0	38.0	8.3	25.2
FY22	3,163	506	327	16.0	10.3	92.1	435.2	21.2	33.2	33.1	7.0	21.9
FY23	3,516	576	378	16.4	10.7	106.6	512.9	20.8	32.8	28.6	5.9	19.2
Aarti industries FY19	Ltd. (CMP: Rs.88	963	494		10.6	147	75.0	18.7	16.0	62.5	11.7	24.2
FY19 FY20	4,659 4,105	986	536	20.7 24.0	13.1	14.2 15.4	75.9 75.9	20.3	16.9 15.9	62.5 57.6	11.7	34.2 33.4
FY21	4,559	1,010	1,068	22.2	23.4	30.6	195.6	15.7	8.7	28.9	4.5	32.8
FY22	5,709	1,295	682	22.7	11.9	19.6	126.0	15.5	25.5	45.3	7.0	25.3
FY23	6,897	1,616	896	23.4	13.0	25.7	150.1	17.1	27.1	34.5	5.9	19.9
	Ltd. (CMP: Rs.18				13.0	25.7	130.1	17.1	27.1	34.3	3.5	13.3
FY19	1,108	423	282	38.2	25.5	27.5	102.3	26.9	41.5	65.6	17.6	43.5
FY20	1,011	414	334	41.0	33.0	32.5	102.3	31.8	38.1	55.5	17.6	44.1
FY21	915	344	273	37.6	29.8	26.6	144.7	18.4	32.4	67.9	12.5	53.6
FY22	1,329	502	334	37.8	25.2	32.5	179.4	18.1	32.1	55.4	10.0	37.0
FY23	1,664	613	453	36.8	27.2	44.0	216.3	20.4	34.4	40.9	8.3	30.1
	mical Industries I											
FY19	1,593	203	135	12.8	8.5	19.5	82.0	23.8	14.9	34.3	8.2	24.6
FY20	1,708	246	145	14.4	8.5	20.9	82.0	25.5	16.6	32.1	8.2	20.6
FY21	1,792	278	127	15.5	7.1	18.3	99.2	18.5	16.8	36.6	6.8	18.4
FY22	2,182	350	173	16.0	7.9	25.0	119.5	20.9	28.9	26.8	5.6	14.9
FY23	2,515	423	214	16.8	8.5	31.0	141.0	22.0	30.0	21.6	4.8	12.1
Camlin Fine Sci	ences Ltd. (CMP:	Rs.171.1 M	kt Cap: Rs.2	182 cr)								
FY19	878	69	1	7.8	0.1	0.1	30.6	0.2	5.5	3,421.0	5.6	36.6
FY20	1,017	131	32	12.9	3.1	2.5	30.6	8.2	11.4	68.4	5.6	20.0
FY21	1,186	189	75	16.0	6.3	5.9	47.4	12.4	15.4	29.2	3.6	13.8
FY22	1,450	256	99	17.7	6.8	7.8	52.6	14.8	17.8	22.0	3.2	
FY23	1 821	343	144	18 9	7 9	11 3	65.8	17 2	20.2	15.1	2.6	7.6

Source: Bloomberg & Ventura Research

FY23

1,821

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18.9

7.9

11.3

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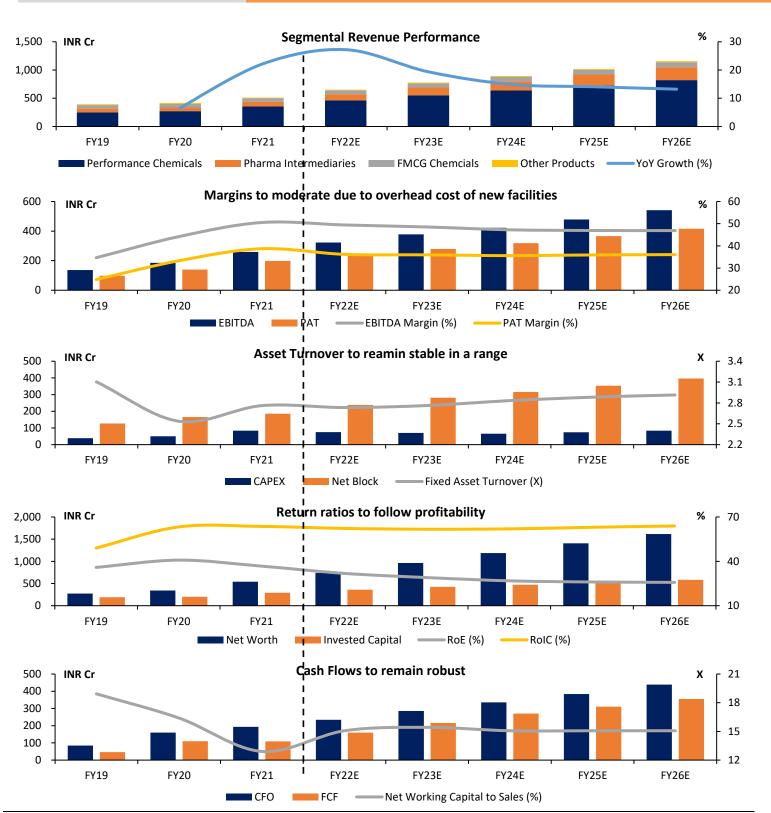
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144

343



CSTL story in charts



Source: Company Reports and Ventura Research

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Key Business Segments									
Segment	Products	Global Market Size	Application	CSTL Position					
	MEHQ	12,500 MT	Used as a main polymerization ingrediant in dermatology, polymers & monomers, ink, agrochemicals, etc.	No 1 producer globally					
Performance Chemicals (FY21 revenue contribution: 69%)	BHA 9,000 MT		Used as anti-oxidant in food and animal feed industry	No 1 producer globally					
	Ascorbyl Palmitate	450 MT	Used in infant food formulations, food items and cosmetics	No 2 producer in India					
Pharmaceutical Intermediates	Guaiacol	60,000 MT	A chemical intermediate used for manufacturing of API.	No 3 producer globally					
(FY21 revenue contribution: 16%)	DCC	7,000 MT	Mainly used as a reagent in anti-retroviral drugs and also used for the preparation of amides, esters, and anhydrides.	No 1 producer in India					
FMCG Chemicals (FY21 revenue contribution: 12%)	4-MAP	7,200 MT	Used as ultra voilate blocker in cosmetic industry	No 1 producer in India					
	Anisole	34,000 MT	It is a percursor to perfumes, insect pheromones, and pharmaceuticals.	No 1 producer in India					

Source: Company Reports

Performance Chemicals

The performance chemical industry finds applications across segments ranging across cosmetics, food, textiles and pharma industries, as they are the vital ingredients for various industries. There are very few manufacturers of such chemicals in the global market and CSTL is one of them. Over the period FY19-21, CSTL's revenues from this segment grew at a CAGR of 19.4% to INR 355 cr.

The tightening of environmental norms in developed countries has resulted in a slowdown in China and created a significant opportunity for Indian companies in the performance chemicals space. We expect the revenues from this segment to grow at a CAGR of 21.5% to INR 636 cr by FY24.

Pharmaceutical Intermediates

India's pharmaceutical intermediates market has grown at a CAGR of 9.7% during FY19-21, fueled by a substantial increase in domestic demand for APIs and a rise in export orders. Over the same period, CSTL's revenue from this segment grew at a CAGR of 10.4% to INR 83 cr.

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The government is taking various initiatives to boost the industry, such as allocating land in different states to develop API Mega Parks, increasing investment in R&D, etc., which could improve the consumption for pharma intermediates at a CAGR of over 15% over the period of FY21-24E.

CSTL is India's largest producer of DCC and 3rd largest globally for Guaiacol. We expect the revenues from this segment to grow at a CAGR of 25.6% to INR 164 cr by FY24.

FMCG Chemicals

4-MAP is the key ingredient in CSTL's FMCG chemical segment, which is an aromatic chemical compound used in spices, cosmetics, medicines, etc. Globally, the 4-MAP market clocked a CAGR of 3.6% to USD 35 mn during FY19-21. Over the period, CSTL's revenue from this segment grew at a CAGR of 1.6% to INR 63 cr. CSTL underperformed the global growth due to slower than expected growth in the domestic premium FMCG industry.

With the rapid urbanization and rising income levels, we are expecting a gradual increase in demand for premium FMCG products in the Indian market. We expect the revenues from this segment to grow at a CAGR of 8.0% to INR 80 cr by FY24.

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Management Team									
Key Person	Designation	Details							
Mr Pradeep Ramwilas Rathi	Chairman and Non Executive Director	He holds a bachelor's degree in science from University of Poona and master's degree of science in chemical engineering practice from Massachusetts Institute of Technology, USA. He also holds a master's degree in business administration from Columbia University, USA. He has close to 25 years of experience in the chemical industry and is currently a director of Sudarshan Chemical Industries Ltd, Pune, India.							
Mr Ashok Ramnarayan Boob	Managing Director	He holds a bachelor's degree in chemical engineering from the Institute of Chemical Technology, Mumbai. He has close to 25 years of experience in the chemical industry and has previously worked as an executive director at Mangalam Drugs and Organics Ltd.							
Mr Siddhartha Ashok Sikchi	Whole Time Director	He holds a master's degree in science from the University of Manitoba, Canada and a bachelor's degree in technology from the Institute of Chemical Technology, Mumbai. He has over 14 years of experience in the chemical industry.							
Mr Krishnakumar Ramnarayan Boob	Whole Time Director	He holds a bachelor's degree in pharmacy from the University of Bombay, India. He has close to two decades of experience in the chemical industry and has previously worked as a director at Mangalam Drugs and Organics Ltd.							
Mr Pratik Abhaykumar Bora	CFO	He has been associated with CSTL since January 27, 2020 and has been promoted to the post of Chief Financial Officer in February 2021. He holds a bachelor's degree in engineering (computer science and engineering) from Dr. Babasaheb Ambedkar Marathwada University, Aurangabad and a master's degree in business administration (capital markets) from Narsee Monjee Institute of Management Studies, Mumbai.							

Source: Company Reports

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Issue Structure and Offer Details

The proposed issue size of CSTL's IPO is INR 1,547 cr and the entire amount is an offer for sale. The price band for the issue is in the range of INR 880 – 900 and the bid lot is 16 shares and multiples thereof.

Issue Structure										
Category	No. of shares offered	No of shares Offered								
QIB	At least 8,592,334	At least 50% of public issue								
Non-Institutional Bidders	Not more than 2,577,700	Not more than 15% of public issue								
Retail	Not more than 6,014,633	Not more than 35% of public issue								
* No of charge based on higher price band	-f IND 000									

* No of shares based on higher price band of INR 900

Source: Company Reports & SEBI

Shareholding Pattern									
Category Pre-issue Post-									
Promoters	94.7%	78.5%							
Institutions	5.3%	13.4%							
Public	0.0%	8.1%							

Source: Company Reports and SEBI

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Financial Projections											
Figures in INR Crores	FY20	FY21	FY22E	FY23E	FY24E	Figures in INR Crores	FY20	FY21	FY22E	FY23E	FY24E
Income Statement					<u>'</u>	Per Share Data (Rs) & Yield (%)					
Revenue	419.3	512.4	651.8	778.0	893.9	Adjusted EPS	13.1	18.7	22.2	26.3	30.0
YoY Growth (%)	6.6	22.2	27.2	19.4	14.9	Adjusted Cash EPS	14.4	20.3	24.3	28.9	32.9
Raw Material Cost	129.2	123.6	163.0	202.3	241.4	Adjusted BVPS	32.2	50.8	69.7	90.7	111.7
YoY Growth (%)	(24.5)	(4.4)	31.9	24.1	19.3	CFO per share	15.1	18.2	22.1	26.9	31.6
Employee Cost	31.0	43.6	58.1	69.4	82.9	CFO Yield	1.7	2.0	2.5	3.0	3.5
YoY Growth (%)	24.8	40.4	33.4	19.5	19.3	FCF per share	10.3	10.3	15.0	20.3	25.4
Power & Fuel Cost	34.8	34.9	44.5	53.1	61.0	FCF Yield	1.1	1.1	1.7	2.3	2.8
YoY Growth (%)	7.8	0.6	27.2	19.4	14.9						
Other Expenses	39.0	51.4	64.2	75.8	86.5	Solvency Ratio (X)					
YoY Growth (%)	36.2	31.7	24.9	18.1	14.1	Total Debt to Equity	0.0	0.0	0.0	0.0	0.0
EBITDA	185.3	259.0	322.2	377.5	422.3	Net Debt to Equity	(0.4)	(0.5)	(0.5)	(0.6)	(0.6)
YoY Growth (%)	35.9	39.8	24.4	17.2	11.9	Net Debt to EBITDA	(0.8)	(1.0)	(1.2)	(1.4)	(1.7)
Margin (%)	44.2	50.5	49.4	48.5	47.2		(0.0)	(2.0)	(=:=)	(=)	(2.7)
Depreciation	13.7	17.2	22.2	26.8	31.1	Return Ratios (%)					
Depreciation to Gross Block (%)	6.1	6.6	6.6	6.6	6.6	Return on Equity	40.8	36.8	31.9	29.0	26.8
EBIT	171.6	241.7	300.0	350.7	391.2	Return on Capital Employed	37.2	34.4	30.3	27.2	24.7
YoY Growth (%)	37.0	40.9	24.1	16.9	11.6	Return on Invested Capital	63.3	63.6	62.3	61.7	62.0
Margin (%)	40.9	47.2	46.0	45.1	43.8	Neturi on invested capital	05.5	03.0	02.5	01.7	02.0
Other Income	10.9	25.6	15.1	23.2	34.1	Working Capital Ratios					
Finance Cost	0.1	0.1	0.0	0.0	0.0	Inventory Days	97.7	156.2	150.0	125.0	100.0
PBT	182.3		315.1	373.9	425.2	Receivable Days	60.8	52.9	55.0	55.0	55.0
		267.3				•					
YoY Growth (%)	33.5	46.6	17.9	18.7	13.7	Payable Days	100.8	180.1	150.0	120.0	100.0
Margin (%)	43.5	52.2	48.3	48.1	47.6	Net Working Capital Days	57.7	29.0	55.0	60.0	55.0
Reported Tax	42.7	68.9	79.3	94.1	107.0	Net Working Capital to Sales (%)	16.4	12.9	15.1	15.4	15.1
Tax Rate	23.4	25.8	25.2	25.2	25.2	Valuation (V)					
PAT	139.6	198.4	235.8	279.8	318.2	Valuation (X)	CO F	40.2	40.5	24.2	20.0
YoY Growth (%)	43.0	42.1	18.9	18.7	13.7	P/E Ratio	68.5	48.2	40.5	34.2	30.0
Margin (%)	33.3	38.7	36.2	36.0	35.6	P/BV Ratio	27.9	17.7	12.9	9.9	8.1
						EV/EBITDA	50.8	36.0	28.5	23.9	20.9
Balance Sheet						EV/Sales	22.5	18.2	14.1	11.6	9.9
Share Capital	1.3	10.6	10.6	10.6	10.6						
Total Reserves	340.8	529.0	729.5	953.3	1,176.0	Cash Flow Statement					
Shareholders' Fund	342.1	539.7	740.1	963.9	1,186.7	Profit Before Tax	182.3	267.3	315.1	373.9	425.2
LT Borrowings	0.3	0.3	0.0	0.0	0.0	Adjustments	14.8	(8.1)	30.7	27.5	31.7
LT Provisions	0.3	0.4	0.5	0.6	0.7	Change in Working Capital	5.7	2.6	(32.1)	(21.8)	(14.7)
Deferred Tax Liabilities	10.2	17.6	17.6	17.6	17.6	Less: Tax Paid	(42.7)	(68.9)	(79.3)	(94.1)	(107.0)
Total Liabilities	352.9	557.9	758.2	982.1	1,204.9	Cash Flow from Operations	160.1	192.8	234.4	285.5	335.2
Gross Block	224.0	260.2	335.2	405.2	470.2	Net Capital Expenditure	(50.3)	(84.0)	(75.0)	(70.0)	(65.0)
Less: Accumulated Depreciation	58.6	74.6	96.8	123.6	154.6	Change in Investments	(56.0)	(102.8)	(56.7)	(59.1)	(53.2)
Net Block	165.3	185.6	238.4	281.6	315.5	Cash Flow from Investing	(106.3)	(186.8)	(131.7)	(129.1)	(118.2)
Fixed Asset Turnover Ratio	2.5	2.8	2.7	2.8	2.8	Change in Borrowings	0.1	(2.4)	(0.3)	0.0	0.0
Capital WIP	3.4	55.0	55.0	55.0	55.0	Less: Finance Cost	(0.1)	(0.1)	(0.0)	0.0	0.0
Other Intangible Assets	0.3	0.3	0.3	0.3	0.3	Buyback of Eq Shares (incl Tax)	(40.1)	(0.1)	0.0	0.0	0.0
LT Loans & Advances	1.2	2.1	2.7	3.2	3.7	Divided Paid (incl Tax)	(15.3)	(3.3)	(35.4)	(56.0)	(95.5)
Other LT Financial Assets	0.4	15.5	19.7	23.5	27.0	Cash Flow from Financing	(55.4)	(5.9)	(35.7)	(56.0)	(95.5)
Income Tax Assets	0.3	1.4	1.4	1.4	1.4	Net Cash Flow	(1.6)	0.2	66.9	100.4	121.5
Other Non Current Assets	2.0	4.9	6.2	7.4	8.5	FOREX Effect	1.4	(0.0)	0.0	0.0	0.0
Net Current Assets	177.5	290.4	431.7	606.8	790.6	Opening Balance of Cash	9.4	9.2	9.3	76.3	176.7
Total Assets	352.9	557.9	758.2	982.1	1,204.9	Closing Balance of Cash	9.2	9.3	76.3	176.7	298.2

Source: Company Reports & Ventura Research

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