# INDUSTRIAL GROWTH



**Quarterly Update** Fourth Quarter 2021

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Presented by SOLIC Capital Advisors Realizing Value. Delivering Results.

**RESTRUCTURING • INVESTMENT BANKING • DISTRESSED ASSET SUPPORT SERVICES** 

## KEY HIGHLIGHTS

### INDUSTRIAL GROWTH FOURTH QUARTER 2021

We are pleased to share with you SOLIC Capital Advisors' *SOLIConnect* Industrial Growth report, which contains news, statistics, and key trends for industrial sectors that we actively cover for our corporate clients, institutional capital sources, legal and accounting professionals, and other interested groups. These sectors are: (i) Analytical Instrumentation and Testing Equipment, (ii) Electronics and Components, (iii) Precision Machine Products, Tooling and Stampings, (iv) Metals, (v) Resource Recovery and Waste Management, (vi) Chemicals and (vii) Plastic and Packaging companies.

**Q4 2021 Equity Capital Market Returns:** The SOLIC Industrial Sector Growth Index ("SISG Index") increased 8.0% as compared to the broader S&P (+8.9%) and NASDAQ (-4.0%) indices over the same period, and experienced positive results across six of the seven subsectors:

- SISG Metals subsector performance: +6.4%
- SISG Electronics & Components subsector performance: +15.8%
- SISG Plastics & Packaging subsector performance: -1.7%
- SISG Chemicals subsector performance: +11.6%
- SISG Analytical Instrumentation & Testing Equipment subsector performance: +13.4%
- SISG Precision Machine Products subsector performance: +0.2%
- SISG Resource & Recovery subsector performance: +10.4%

The Industrial sector's capital markets performance relative to the previous quarter was due to spikes in certain commodities prices and ongoing supply chain constraints, adversely impacting margins in certain subsectors.

**Q4 2021 M&A Activity:** 190 industrial sector transactions closed in Q4 2021, a 42% increase from the transaction volume in Q3 2021 (n = 134) and a 35% increase from Q2 2021 (n = 99). Notable deals included:

- Platinum Equity's acquisition of Solenis for \$5.25B (1.8x Revenue multiple)
- Lone Star Funds' acquisition of AOC Resins for \$2.0B (7.6x Revenue multiple)
- Celanese's (NYS: CE) acquisition of Exxon Mobil's Santoprene TPV Elastomers Business for \$1.15B (multiples undisclosed)
- One Rock Capital Partner's acquisition of Eastman Chemical's Tire Additives business for \$800M (multiples undisclosed)

**Q4 2021 Industrial Sector Key Indices:** The industrial manufacturing sector of the U.S. economy continues to recover from the COVID-19 virus impact on the global economy as reflected in the performance of certain key indicators:

- Purchasing Managers' Index (PMI) decreased to 58.7 in December from 61.1 in September and 60.6 in June
- U.S. Industrial Production Index (IPI) increased to 101.7 in December from 100.9 in September and 99.9 in June

We welcome your comments and hope you find our SOLIConnect report informative.



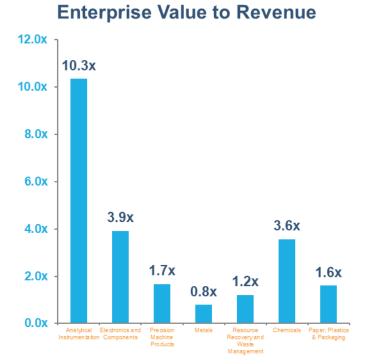
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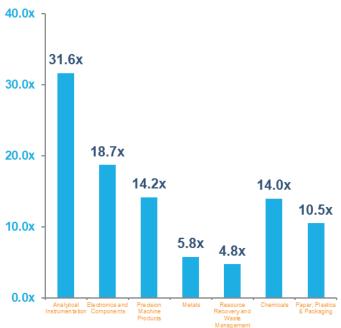
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### MARKET OVERVIEW





**Enterprise Value to EBITDA** 

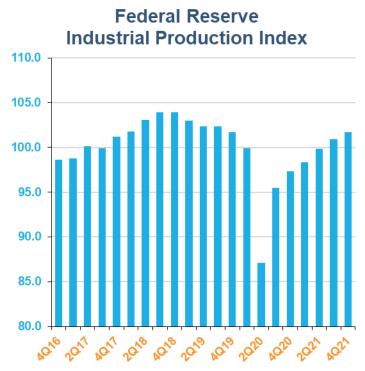
#### Industrial Growth Sectors: **Total Enterprise Value / Revenue** 9.0x 30.0x 8.0x 7.0x 6.0x 5.0x 4.0x 3.0x 2.0x 1.0x 0.0x Dec.20 nalytical Instrumentation Electronics & Components Precision Machine Products Plastics & Packaging Resource & Recover - Metals

Industrial Growth Sectors: Total Enterprise Value / EBITDA



Please see pages 6-9 for public companies chosen for the "SOLIC Industrial Sector Growth Index ("SISG Index")" and additional information in the "Notes" section at the end of this report

### MARKET OVERVIEW



SOLIC Industrial Sector Growth Index





SOLIC Industrial Sector Growth Index ("SISG Index") - Detailed



## **SELECTED M&A TRANSACTIONS**

				EN		
DATE	TARGET	BU	YER	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA
11/09/2021	Solenis	Platinum Equity		\$5,250.0	1.8x	na
10/15/2021	AOC Resins	Lone Star Funds	5	\$2,000.0	7.6x	na
12/01/2021	Exxon Mobil (Santoprene TPV Elastomers Business)	Celanese (NYS:	CE)	\$1,150.0	na	na
11/01/2021	Eastman (Tire Additives Business Product Lines)	One Rock Capita	al Partners	\$800.0	na	na
12/01/2021	ecobee	Generac Power S GNRC)	Systems (NYS:	\$770.0	na	na
12/01/2021	Chemours Mining Solutions	bpd partners		\$521.0	na	na
11/12/2021	The ExOne Company	Desktop Metal (N	NYS: DM)	\$438.5	8.2x	(32.6x)
11/01/2021	GT Advanced Technologies	onsemi (NAS: Ol	N)	<b>\$415.0</b>	na	na
10/01/2021	Fabri-Kal	Pactiv Evergreer	n (NAS: PTVE)	\$377.0	1.1x	na
10/15/2021	Farrar Scientific	Trane Technolog	gies (NYS: TT)	\$365.0	na	na
10/19/2021	Caper	Instacart		\$350.0	na	na
11/30/2021	Carling Technologies	Littelfuse (NAS:	LFUS)	\$315 <b>.0</b>	na	na
10/12/2021	USNR	One Equity Partr	ners	\$315 <b>.0</b>	na	na
11/05/2021	Oculii	Ambarella (NAS:	: AMBA)	\$307.5	na	na
12/16/2021	Acme Cryogenics	Dover (NYS: DO	V)	\$295.0	na	na
10/05/2021	IEC Electronics	Creation Techno Goldberg	ologies, Lindsay	\$242.2	1.3x	22.8x
12/30/2021	Luxx Lighting	Scotts Miracle-G	iro (NYS: SMG)	<b>\$215.0</b>	na	na
12/20/2021	Revolution Retail Systems	Glory (TKS: 6457	7)	\$185.0	na	na
12/10/2021	BasX Solutions	Aaon (NAS: AAC	Aaon (NAS: AAON)		2.6x	na
11/01/2021	NDC Technologies	Nordson (NAS: N	NDSN)	\$180.0	na	na
			High Low Mean	\$5,250.0 \$180.0 \$733.6	8.2x 1.1x 3.8x	22.8x 22.8x 22.8x

Notes:

Calculations of high, low and mean EV/Revenue multiples exclude those below 0x or greater than 10x Calculations of high, low and mean EV/EBITDA multiples exclude those below 0x or greater than 25x

#### ANALYTICAL INSTRUMENTATION AND TESTING EQUIPMENT

			% OF 52	MARKET	ENT	ERPRISE VA	LUE	
COMPANY/TICKER <sup>[1]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
AMETEK	AME	\$147.04	99.3%	\$34,014.1	\$36,484.5	7.0x	24.0x	36.9x
Cognex	CGNX	\$77.76	76.4%	\$13,747.9	\$13,382.1	13.2x	38.5x	47.1x
ESCO Technologies	ESE	\$89.99	77.7%	\$2,348.8	\$2,474.6	3.5x	19.8x	37.2x
HEICO	HEI.A	\$128.52	92.0%	\$18,268.1	\$18,696.7	10.0x	38.4x	58.2x
Mettler-Toledo International	MTD	\$1,697.21	99.0%	\$39,011.5	\$40,520.9	11.2x	37.6x	53.3x
					Mean	10.3x	31.6x	46.5x

#### **ELECTRONICS AND COMPONENTS**

			% OF 52	MARKET	EN1	ERPRISE VA	LUE ——	
COMPANY/TICKER <sup>[2]</sup>		STOCK PRICE	WEEK	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Amphenol	APH	\$87.46	98.9%	\$52,303.5	\$56,312.5	5.5x	23.8x	37.0x
Acuity Brands	ΑΥΙ	\$211.72	94.3%	\$7,407.5	\$7,473.1	2.2x	14.4x	25.3x
Bel Fuse	BELFA	\$15.00	68.2%	\$164.8	\$226.9	0.4x	5.4x	9.1x
Eaton	ETN	\$172.82	98.3%	\$68,886.1	\$77,676.1	4.0x	20.1x	33.6x
Littelfuse	LFUS	\$314.68	94.0%	\$7,751.2	\$7,734.4	4.0x	16.6x	26.9x

Mean 3.9x 18.7x 30.7x

### **PRECISION MACHINE PRODUCTS, TOOLING AND STAMPINGS**

			% OF 52	MARKET	EN		LUE ——	
COMPANY/TICKER <sup>[3]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Curtiss-Wright	CW	\$138.67	99.1%	\$5,441.4	\$6,380.3	2.5x	13.2x	23.3x
Hurco Companies	HURC	\$29.70	76.5%	\$196.1	\$127.1	0.6x	22.3x	185.6x
Kennametal	KMT	\$35.91	83.4%	\$3,003.7	\$3,578.6	1.9x	11.5x	26.8x
RBC Bearings	ROLL	\$201.97	80.6%	\$5,830.9	\$4,524.5	7.3x	30.6x	64.7x
The Timken Company	TKR	\$69.29	75.0%	\$5,256.3	\$6,624.2	1.6x	9.6x	14.9x

Mean 1.7x 14.2x 21.7x

#### **METALS PROCESSORS**

			% OF 52	MARKET	ENT	ERPRISE VA	LUE ——	
COMPANY/TICKER		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Allegheny Technologies	ATI	\$15.93	63.6%	\$2,027.1	\$3,449.6	1.3x	nm	nm
Commercial Metals	СМС	\$36.29	98.5%	\$4,412.7	\$4,985.0	0.7x	6.6x	10.7x
Reliance Steel & Aluminum	RS	\$162.22	89.5%	\$10,163.8	\$11,379.7	0.9x	6.1x	9.3x
Russel Metals	TSX:RUS	\$26.38	88.1%	\$1,661.0	\$1,712.3	0.6x	4.2x	6.5x
Schnitzer Steel Industries	SCHN	\$51.92	87.5%	\$1,444.6	\$1,630.3	0.6x	6.0x	9.2x
Sims Metal Management	ASX:SGM	\$11.64	84.2%	\$2,300.1	\$2,512.1	0.6x	6.6x	13.8x
Worthington Industries	WOR	\$54.66	72.4%	\$2,803.8	\$3,528.8	0.9x	5.3x	6.7x
					Mean	0.8x	5.8x	9.4x

#### **TUBE AND PIPE PRODUCERS**

			% OF 52	MARKET	ENT	ERPRISE VA	LUE	
COMPANY/TICKER <sup>[4]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Northwest Pipe Company	NWPX	\$31.80	83.5%	\$313.9	\$345.3	1.2x	10.5x	21.8x
Steel Dynamics	STLD	\$62.07	83.5%	\$12,317.9	\$14,311.4	0.9x	4.1x	5.6x
Synalloy	SYNL	\$16.43	99.9%	\$167.0	\$248.1	0.8x	12.6x	45.6x
Tenaris	MIL:TEN	\$10.46	82.1%	\$12,310.3	\$12,251.2	2.2x	8.1x	14.7x
United States Steel	Х	\$23.81	77.9%	\$6,434.2	\$9,023.2	0.5x	2.1x	2.0x
					Mean	1.2x	4.8x	10.2x

#### **RESOURCE RECOVERY AND WASTE MANAGEMENT**

			% OF 52	MARKET	EN1	ERPRISE VA	LUE ——	
COMPANY/TICKER <sup>[5]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Casella Waste Systems	CWST	\$85.42	95.1%	\$4,390.4	\$4,961.6	5.9x	28.5x	45.0x
CECO Environmental	CECE	\$6.23	65.8%	\$223.1	\$269.5	0.9x	14.8x	103.8x
Clean Harbors	CLH	\$99.77	83.9%	\$5,428.7	\$6,409.6	1.8x	10.5x	28.3x
Heritage-Crystal Clean	HCCI	\$32.02	88.2%	\$774.5	\$781.0	1.6x	8.7x	15.6x
Republic Services	RSG	\$139.45	95.5%	\$44,218.9	\$53,716.4	4.9x	18.1x	36.8x
US Ecology	ECOL	\$31.94	69.9%	\$1,006.5	\$1,738.2	1.8x	48.1x	nm
Waste Connections	WCN	\$136.27	98.2%	\$35,502.0	\$40,211.3	6.8x	24.0x	61.4x
Waste Management	WM	\$166.90	99.3%	\$69,817.0	\$82,750.0	4.8x	18.2x	40.5x
					Mean	4.3x	16.5x	33.2x

### **DIVERSIFIED CHEMICALS**

			% OF 52	MARKET	—— ENT	ERPRISE VA	LUE ——	
COMPANY/TICKER <sup>[6]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Ashland Global Holdings	ASH	\$107.66	97.2%	\$6,126.8	\$8,019.8	3.8x	17.9x	38.2x
Cabot	СВТ	\$56.20	86.1%	\$3,192.3	\$4,413.3	1.3x	7.3x	12.9x
Dow Incorporation	DOW	\$56.72	79.5%	\$41,950.9	\$56,057.9	1.1x	4.9x	7.4x
Eastman Chemical Company	EMN	\$120.91	92.7%	\$16,255.2	\$21,113.2	2.1x	15.8x	32.5x
FMC	FMC	\$109.89	88.9%	\$13,928.7	\$17,007.0	3.6x	16.6x	23.1x
LyondellBasell Industries	LYB	\$92.23	78.2%	\$30,692.7	\$43,927.7	1.1x	5.0x	5.4x
Olin	OLN	\$57.52	88.8%	\$9,167.4	\$12,278.7	1.5x	6.1x	9.8x
					Mean	2.1x	10.5x	11.7x

#### **SPECIALTY CHEMICALS**

			% OF 52	MARKET	ENT	ERPRISE VA	LUE ——	
COMPANY/TICKER <sup>[7]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Albemarle	ALB	\$233.77	80.2%	\$27,345.6	\$28,973.7	8.7x	56.5x	123.7x
Avient	AVNT	\$55.95	91.0%	\$5,118.9	\$6,531.8	1.4x	12.2x	18.7x
DuPont de Nemours	DD	\$80.78	92.6%	\$41,852.4	\$51,417.4	2.9x	8.8x	26.1x
Ecolab	ECL	\$234.59	98.2%	\$67,225.8	\$72,685.4	5.8x	29.1x	60.0x
Ferro	FOE	\$21.83	99.2%	\$1,806.3	\$2,036.9	1.8x	13.6x	34.1x
H.B. Fuller	FUL	\$81.00	<b>99.</b> 1%	\$4,256.9	\$5,853.3	1.9x	15.1x	28.8x
Huntsman	HUN	\$34.88	<b>98.1%</b>	\$7,604.9	\$9,294.9	1.2x	6.8x	9.7x
International Flavors & Fragrances	IFF	\$150.65	95.9%	\$38,347.5	\$50,136.5	5.1x	33.2x	114.1x
Minerals Technologies	MTX	\$73.15	82.5%	\$2,435.4	\$3,200.0	1.8x	9.9x	16.1x
PPG Industries	PPG	\$172.44	94.2%	\$40,937.4	\$47,489.4	2.9x	18.9x	29.0x
Quaker Chemical	KWR	\$230.78	76.4%	\$4,129.7	\$4,905.4	2.9x	17.7x	27.2x
Stepan	SCL	\$124.29	89.2%	\$2,786.1	\$3,021.3	1.4x	10.4x	19.2x
					Mean	<b>2.0</b> x	12.6x	23.2x

### **INDUSTRIAL GASES**

			% OF 52	MARKET	ENT	ERPRISE VA	LUE	
COMPANY/TICKER		STOCK PRICE	WEEK	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
Air Products and Chemicals	APD	\$304.26	96.2%	\$67,449.7	\$70,416.4	6.8x	17.7x	33.4x
Linde	LIN	\$346.43	99.8%	\$177,564.3	\$191,005.3	6.4x	19.8x	51.0x
					Mean	6.6x	18.8x	42.2x

#### PAPER AND CORRUGATED PACKAGING

			% OF 52	MARKET	ENT	ERPRISE VA	LUE ——	
COMPANY/TICKER <sup>[8]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TOLTM REVENUE	TO LTM EBITDA	P/E
Graphic Packaging	GPK	\$19.50	90.4%	\$5,988.4	\$10,075.4	1.5x	10.8x	24.7x
Greif	GEF	\$60.37	83.8%	\$2,918.5	\$5,398.4	1.0x	6.7x	9.2x
International Paper	IP	\$46.98	76.0%	\$18,193.6	\$26,907.6	1.2x	7.8x	10.3x
Packaging Corporation of America	PKG	\$136.15	87.0%	\$12,933.0	\$14,564.5	2.0x	9.7x	17.3x
Sonoco	SON	\$57.89	82.9%	\$5,692.1	\$7,247.9	1.3x	122.9x	nm
WestRock	WRK	\$44.36	71.5%	\$11,670.6	\$19,595.2	1.0x	6.7x	14.2x
					Mean	1.3x	8.3x	15.2x

#### **PLASTICS/FILMS**

			% OF 52	MARKET	ENTERPRISE VALUE			
COMPANY/TICKER <sup>[9]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TO LTM REVENUE	TO LTM EBITDA	P/E
AptarGroup	ATR	\$122.48	77.0%	\$8,062.5	\$9,144.1	2.9x	15.9x	34.6x
Berry Global	BERY	\$73.78	99.0%	\$10,004.6	\$18,839.6	1.4x	9.0x	13.9x
Intertape Polymer Group	ITP	\$20.64	76.0%	\$1,223.8	\$1,827.1	1.2x	9.7x	16.5x
Myers Industries	MYE	\$20.01	83.4%	\$725.1	\$862.1	1.2x	13.6x	25.0x
Tredegar	TG	\$11.82	64.3%	\$398.8	\$511.0	0.6x	6.1x	9.2x
					Mean	1.3x	12.0x	13.2x

#### **FLEXIBLE PACKAGING**

			% OF 52	MARKET	ENTERPRISE VALUE			
COMPANY/TICKER <sup>[10]</sup>		STOCK PRICE	WEEK HIGH	CAP (\$ MM)	(\$ MM)	TOLTM REVENUE	TO LTM EBITDA	P/E
Braemar Shipping Services	BMS	\$3.66	80.0%	\$117.8	\$157.8	1.1x	7.4x	9.2x
CCL Industries	CCL.B	\$53.20	88.5%	\$9,535.8	\$10,513.4	2.4x	11.3x	20.3x
Sealed Air	SEE	\$67.47	99.2%	\$9,996.1	\$13,476.7	2.5x	13.9x	22.6x
Winpak	WPK	\$29.15	80.6%	\$1,894.9	\$1,578.7	1.7x	8.5x	18.7x
					Mean	2.2x	11.2x	20.6x
OVERALL INDUSTRIAL GROWTH SECTOR:					Mean	3.1x	13.8x	23.1x

Notes:

- [1] ESE excluded from mean calculation of Revenue multiple
- [2] BELFA excluded from mean calculation of all multiples
- [3] ROLL excluded from mean calculation of Revenue and EBITDA multiples; ROLL and HURC excluded from mean calculation of P/E multiple
- [4] NWPX and SYNL excluded from mean calculation of all multiples; X excluded from mean calculation of P/E multiple
- [5] CECE and HCCI excluded from mean calculation of Revenue multiple; ECOL and WCN excluded from mean calculation of EBITDA multiple; CECE, ECOL and WCN excluded from mean calculation of P/E multiple
- [6] ASH and EMN excluded from mean calculation of P/E multiple
- [7] ALB, ECL and IFF excluded from mean calculation of all multiples
- [8] SON excluded from mean calculation of EBITDA multiple
- [9] ATR excluded from mean calculation of Revenue and P/E multiples; MYE excluded from mean calculation of EBITDA and P/E multiples; TG excluded from mean calculation of Revenue and EBITDA multiples
- [10] BMS excluded from mean calculation of all multiples

## **REPRESENTATIVE ENGAGEMENTS\***

HEALTHCARE	As been acquired by has been acquired by ESCUND PHYSICIANS a subsidiary of Fresenius North America Sell Side Advisor	Three dialysis centers have been acquired by FRESENUS ENDICAL CARE Sell Side Advisor	\$456,700,000 <u>Memorial</u> University Medical Center has been acquired by <u>HCA*</u> Financial Advisor	Inited Surgical Partners has acquired an interest in SURGERY CENTER Sell Side Advisor
FINANCIAL SERVICES	\$100,000,000 Capital Placement	<b>\$750,000,000</b> Assets under Management <b>SageCrest II, LLC</b> Fiduciary Oversight	\$4,500,000,000 of Assets SENTINEL MANAGEMENT GROUP, INC Financial Advisor to Bankruptcy Trustee Chapter 11 Reorganization	\$5,000,000,000 Pre-Filing Secured Indebtedness
REAL ESTATE AND INFRASTRUCTURE	\$118,000,000 Sale of senior notes secured by property located at 610 Lexington Avenue New York 610 LEX Financial Advisor	\$212,320,000 Debt Restructuring SunCal Companies The Westland Project Albuquerque, New Mexico Financial Advisor	\$87,000,000 Debt Restructuring for the Illinois Tollway Oasis Project WILTON PARTNERS REAL ESTATE DEVELOPMENT Financial Advisor	\$357,000,000 HQ GLOBAL WORKPLACES has been acquired by Regus, PLC Sell Side Advisor
ENERGY	\$40,000,000,000 Energy Future Holdings Financial Advisor	Pre Restructuring Invested Capital of Over \$800,000,000	\$240,600,000 Restructured Debt	\$13,100,000 ••••••••••••••••••••••••••••••••
INDUSTRIAL AND OUTSOURCING SERVICES	Hancock Park Associates has made a strategic investment in Project Time & Cost Project Time & Cost, Inc. Financial Advisor to Project Time & Cost, Inc.	Tensar Corporation has completed a capital restructuring of \$280,000,000 of senior debt and \$100,000,000 of subordinated debt Financial Advisor	ALS Resolvion has been acquired by EFRINOS BARBER JESSE &CO Sell Side Advisor	Heartland Automotive Holdings, Inc. Heartland Automotive Services America's Largest Jiffy Lube Franchisee Capital Restructuring 2008: \$289,800,000 2015: \$259,400,000 Sale to Wynnchurch Capital 2018: \$250,000,000 William William William Capital 2018: \$250,000,000

\*includes transactions led by the team of SOLIC professionals at predecessor firms

### NOTES

#### SOURCES

PitchBook, Bloomberg, Federal Reserve, Institute for Supply Management, company 10-K, 10-Q and 8-K SEC filings, annual reports, press releases, and others as indicated.

Any public companies chosen for the "SOLIC Industrial Sector Growth Index ("SISG Index")" are companies commonly used for industry information to show performance within a sector. They do not include all public companies that could be categorized within the sector and were not created as benchmarks; they do not imply benchmarking and do not constitute recommendations for a particular security and/or sector. The charts and graphs used in this report have been compiled by SOLIC Capital Advisors solely for purposes of illustration.

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