ARROW GREENTECH LTD.

Investor Presentation

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Chairman & MD's Comments on Results





Mr. Shilpan Patel

Chairman and MD

"Arrow Greentech Ltd has achieved remarkable growth in this quarter, with Revenue from Operations increasing by 51% Y-o-Y to Rs. 661 Millions. Our EBITDA grew by an impressive 95% to Rs. 281 Millions, and our Profit After Tax surged from 93 Millions to Rs. 202 Millions.

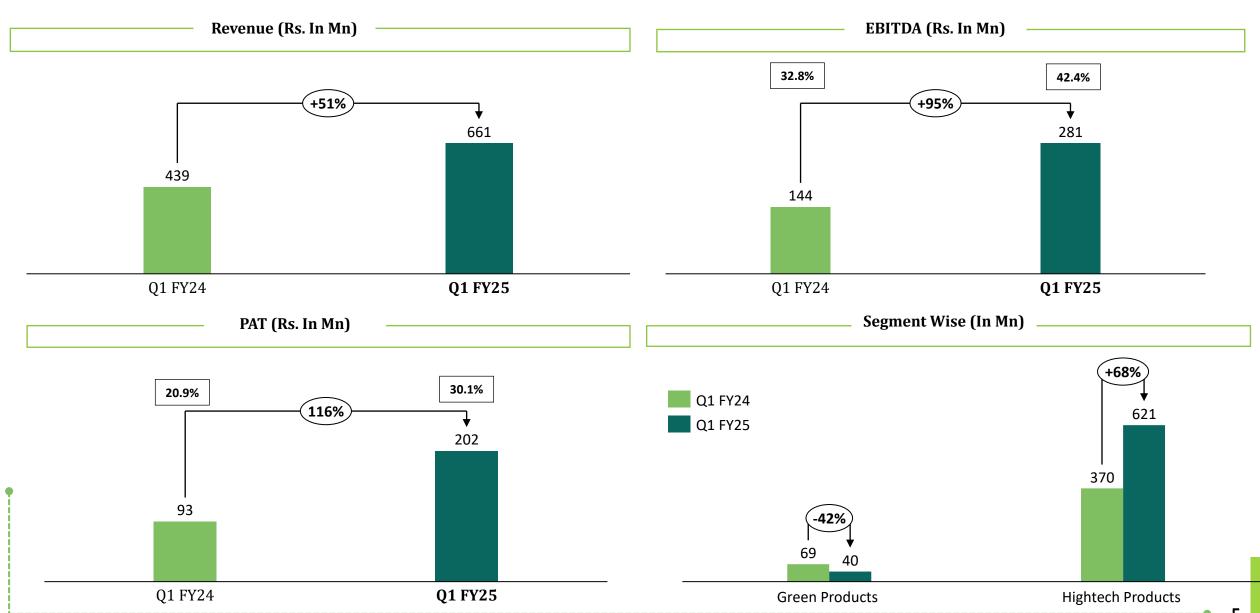
We are stepping into a period of strong growth, thanks to the innovative work of our team. We're concentrating on high-tech security products and creating solutions under the Atma-Nirbhar Bharat initiative, which will boost our revenues and export opportunities. Our dedication to the Make in India initiative shows in our active participation in government procurement tenders and our efforts to replace imports with better domestic products. By investing in our people, processes, R&D, and eco-friendly technologies, we're aiming to secure a sustainable and prosperous future for company.

Looking ahead to FY25, our roadmap would be to increase capacity utilization and to explore global markets for niche products where competition is limited, while capitalizing on the cost advantages offered by Indian manufacturers and service providers. As we progress, we remain steadfast in our dedication to fostering growth and delivering significant value to our stakeholders."

- Total Revenue for Q1FY25 stood at Rs. 661 Millions, as compared to Rs. 439 Millions in Q1FY24, registering a growth of 51%
- EBITDA for Q1FY25 was Rs. 281 Millions, as compared to Rs. 144 Millions in Q1FY24
- EBITDA margin for Q1FY25 stood at 42% as against 33% in Q1FY24
- PAT for Q1FY25 was at **Rs. 202 Million**, registering a growth of **116%**; PAT margins expand by 920 bps in Q1FY25 marking a strong recovery in a challenging industry environment
- Overall better performance in this quarter is due to robust performance from high-tech products.

Q1 FY25 Result Highlights





Consolidated Profit & Loss Statement



| Particulars (Rs.Mn) | Q1FY25 | Q1FY24 | Y-o-Y | Q4FY24 | Q-o-Q | FY24 |
|--|--------|--------|-------|--------|-------|-------|
| Revenue from Operations | 661 | 439 | 51% | 506 | 31% | 1,485 |
| Cost of Material Consumed | 237 | 129 | | 214 | | 544 |
| Purchase of stock in trade | 27 | 77 | | 0 | | 83 |
| Change in Inventories of Finished goods & Work in Progress | 16 | -10 | | -24 | | -40 |
| Total Raw Material | 281 | 196 | | 190 | | 587 |
| Gross Profit | 380 | 243 | 57% | 316 | 20% | 898 |
| Gross Profit Margin (%) | 57.5% | 55.4% | | 62.4% | | 60.5% |
| Employee Expenses | 38 | 31 | | 39 | | 137 |
| Other Expenses | 62 | 68 | | 121 | | 297 |
| EBITDA | 281 | 144 | 95% | 156 | 80% | 463 |
| EBITDA Margin (%) | 42.4% | 32.8% | | 30.8% | | 31.2% |
| Other Income | 8 | 7 | | 7 | | 26 |
| Depreciation | 17 | 17 | | 21 | | 78 |
| EBIT | 271 | 134 | 103% | 142 | 90% | 411 |
| EBIT Margin (%) | 41.0% | 30.5% | | 28.1% | | 27.7% |
| Finance Cost | 0 | 1 | | 2 | | 4 |
| Exceptional Items/Share from Associates | 0 | 0 | | 0 | | 0 |
| Profit before Tax | 271 | 133 | 104% | 141 | 92% | 407 |
| Profit before Tax(%) | 41.0% | 30.3% | | 27.8% | | 27.4% |
| Tax | 69 | 40 | | 41 | | 113 |
| Profit After Tax | 202 | 93 | 116% | 100 | 101% | 293 |
| PAT Margin (%) | 30.1% | 20.9% | | 19.5% | | 19.4% |
| EPS (As per Profit after Tax) | 13.36 | 6.19 | | 6.72 | | 19.56 |







Leadership Team :Board Of Directors





Mr. Shilpan P. Patel
Chairman & M.D

He holds a Master's in Business
Administration from Sam Houston State
University, Texas. With experience in the
coating industry from Grace Paper Industries
Pvt. Ltd, he developed the award-winning
Water Soluble Film in 1990, a product with
significant environmental impact.

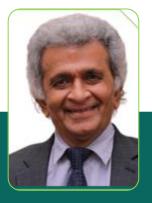
Appointed to the Board on October 30, 1992, Mr. Patel oversees Business Development and Strategic Management. Under his leadership, Arrow has secured over 40 patents worldwide and received several awards, including the National IP Award for Patents & Commercialization.



Mr. Neil PatelJt. Managing Director

He possess excellent entrepreneurship and organizational skills and demonstrating keen interest in assuming operational responsibilities since joining the company.

He serves as a member of the Audit and Stakeholders Relationship committee of the company.



Mr.Haresh Mehta
Independent Director

He is certified in Packaging Technology and director in Jayna Packaging Pvt LTD.

He is a Chairman of Audit Committee and a member of the Investor Grievance Committee of the company.

Leadership Team :Board Of Directors

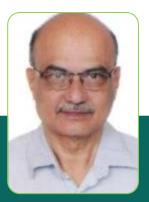




Mrs. Jigisha Patel
Woman Director

She possess a great knowledge in supervising and co-ordinating the administration along with Managing and Handling Team.

She also have a wide range of experience and knowledge in Corporate Affairs.



Mr. Prashant MehtaIndependent Director

He is a Company Secretary with over 40 years of experience, has held key roles in renowned companies such as Premier Ltd, Jindal Iron and Steel Co Ltd. (now JSW Steel), and Shoppers Stop, bringing invaluable expertise in legal and secretarial affairs to the table.

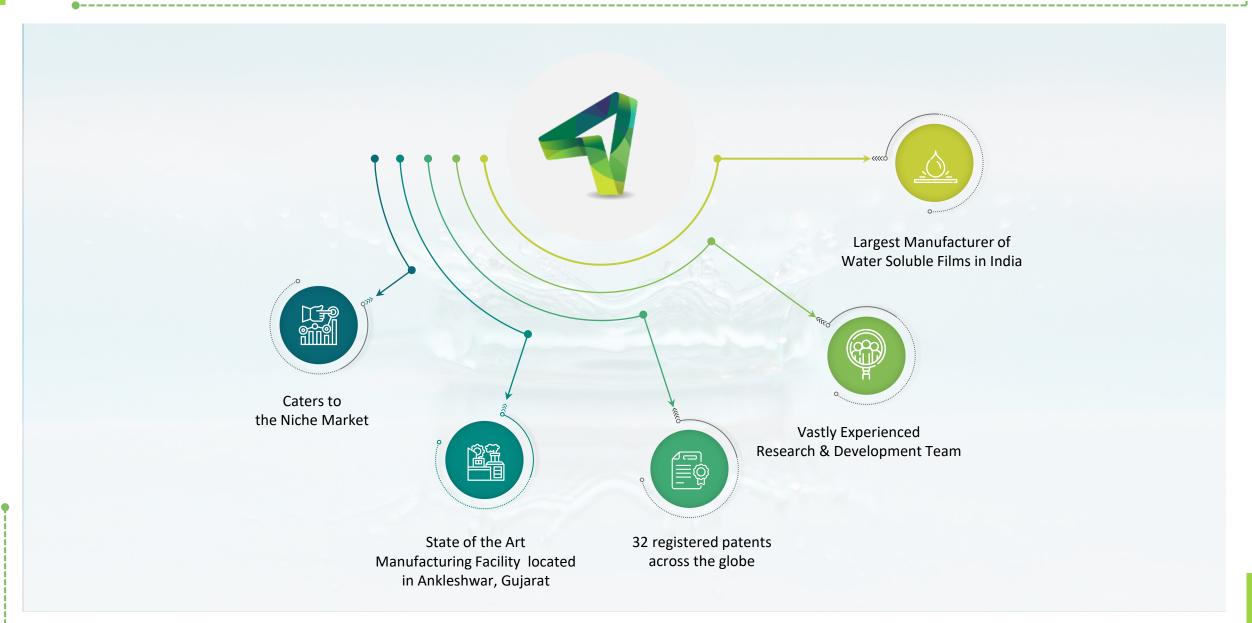


Mrs. Barkharani Nevatia
Independent Director

She is a Chartered Accountant practicing in Pune and Mumbai, offers extensive experience in corporate tax, statutory audits, and specialized knowledge in GST and Income Tax, backed by an LLB degree from Mumbai University and education from Narsee Monjee College of Commerce and Economics.

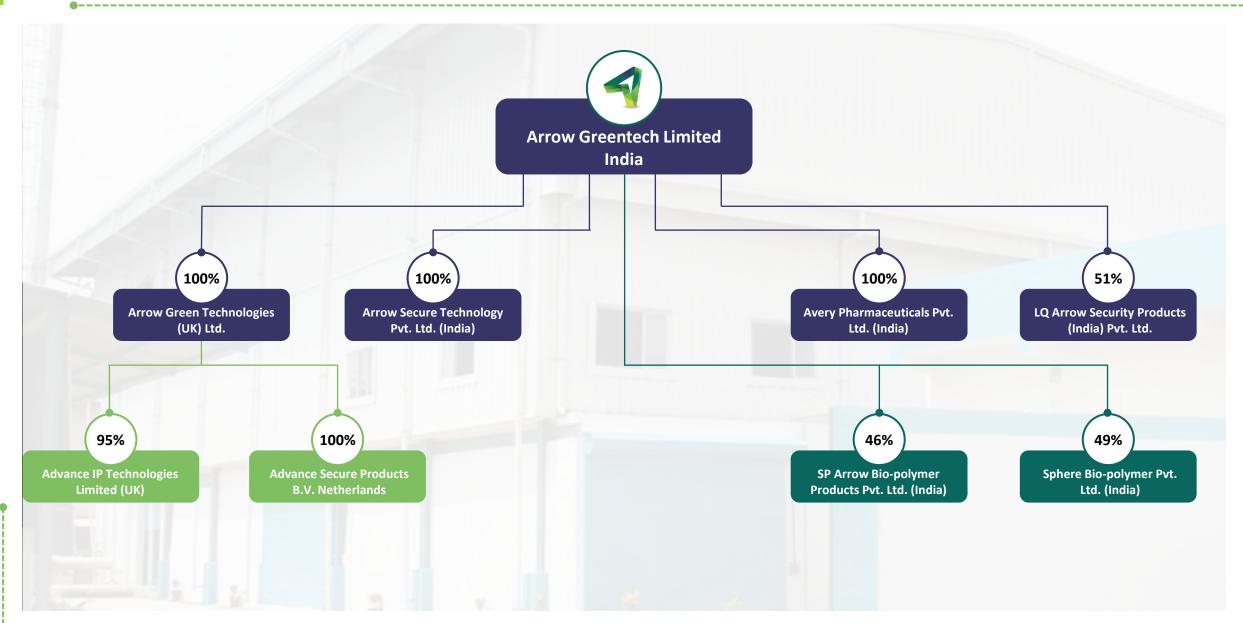
Arrow Greentech In A Snapshot...





Corporate Structure





Business Overview



Water Soluble Films

Development, Production & Marketing of Wide Range of Water Soluble Films



Intellectual Property

Total of 32 granted patents across the World across all key business verticals of paper and packing industry, Security products, Health, Hygiene & Food and Printing & PSA Materials

Security Products

Security products include Anti-counterfeit security thread for high security papers, brand protection technologies etc.

Other

The other segments include Klenz Pro and BioPlast.

- KlenzPro: The most concentrated range of hygiene products which are supplied in watersoluble capsules, without generating plastic waste
- > Bioplast: The bio-compostable film is an ecofriendly alternative to replace single-use plastic for our future generations

Avery Pharma

A 100% wholly-owned subsidiary of Arrow Greentech Limited, the company is committed to the cause of enhancing patient outcomes with a novel approach to oral drug administration, via its Mouth Dissolving Strips (MDS)



WATER SOLUBLE FILM (WSF)



What Is Water Soluble Film (WSF)?



Packaging material that is environmentally safe & fully biodegradable when disposed in water.

Arrow manufactures water-soluble PVA / PVOH (Poly Vinyl Alcohol) film by solution casting. Casting machines are custom-built to suit the customer's requirements best

Properties of WSF

Optimum Tensile Strength

Excellent Moisture/Heat Sealing

Flexibility for using in multiple forms of packaging

Eco-friendly

Watersol is the trademark product of Arrow Greentech Ltd.

Applications of WSF

Eco Friendly
Packaging
(Agrochem
Packaging, Detergent
Packaging, other
Primary Packaging)

Industrial
Consumables
(Mould release,
Embroidery, etc.)

Printing
(Hydrographic /
Hydro dipping)

Laundry Bags

Protective Packaging Film

Applications
(Battery separator, active embedded film, anti counterfeit film)

Other

PVA + Other Additives

Process

Batching - Casting - Slitting - PVA film

Value Addition

Embossing - Printing

Features



01

Optimum tensile strength to handle weight from 10 grams to 10 kg.

02

Excellent moisture/ heat sealing for blocks, bars, powder, and granular product packaging.



03

Helps achieve an Accurate dosing system.

04

Optimum tear strength.

05

Flexible for machine automation.

06

Non-toxic and safe for the environment.

07

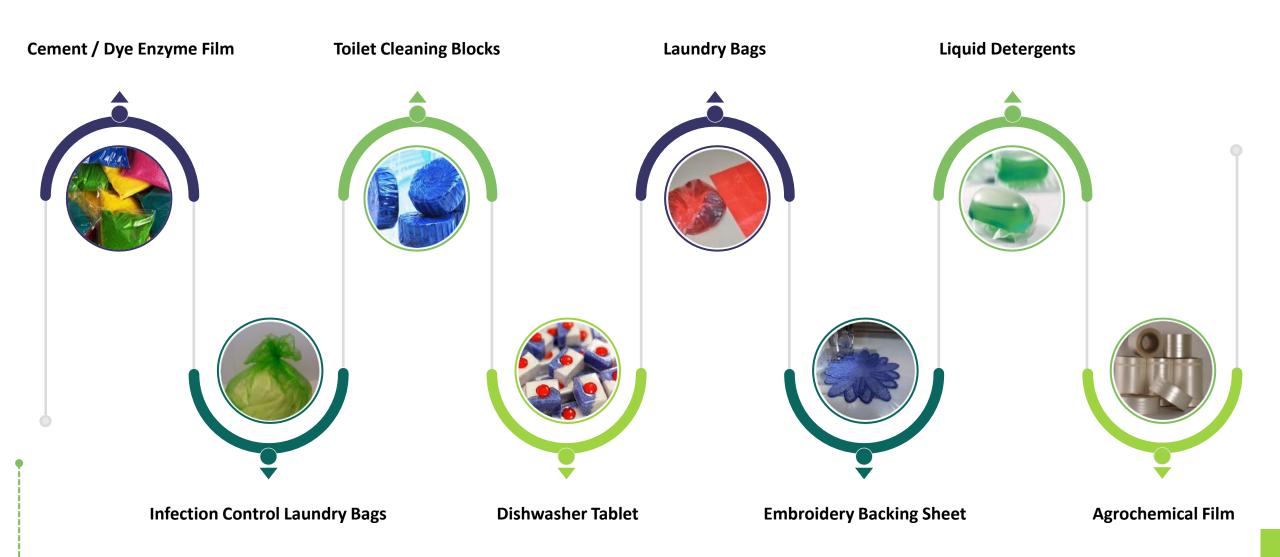
High puncture resistance.

08

Excellent organic solvent resistance.

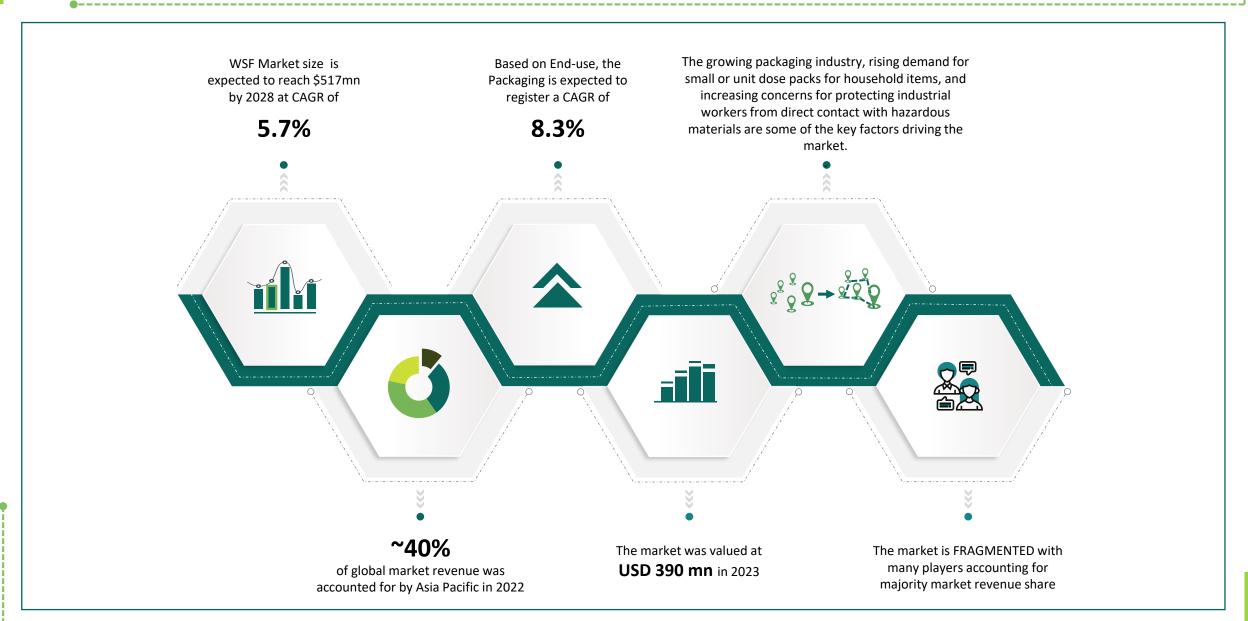
Use Of Water-soluble Film





Water Soluble Films (WSF) Industry Snapshot





State Of The Art Manufacturing Facilities



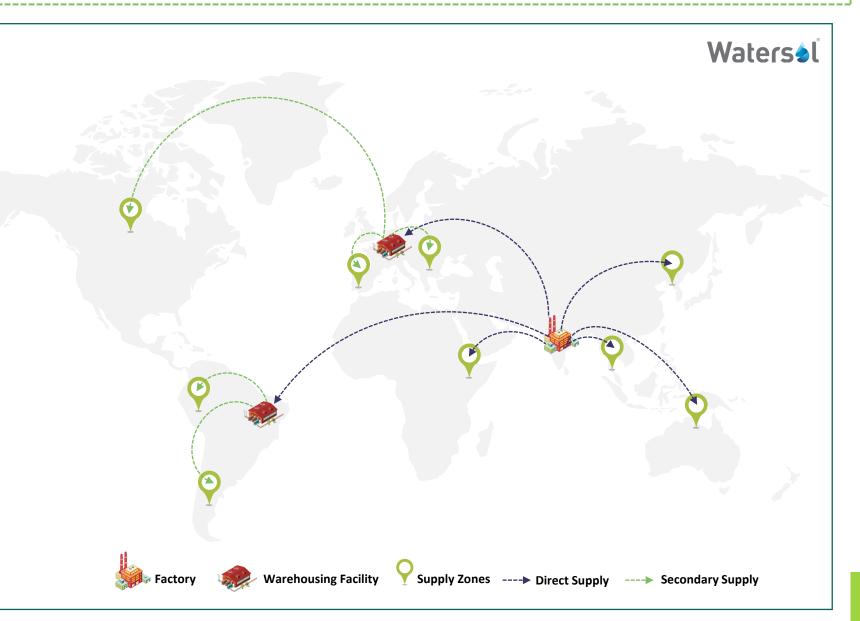


Global Presence





 Wide Distribution channel to service our clients from around the world



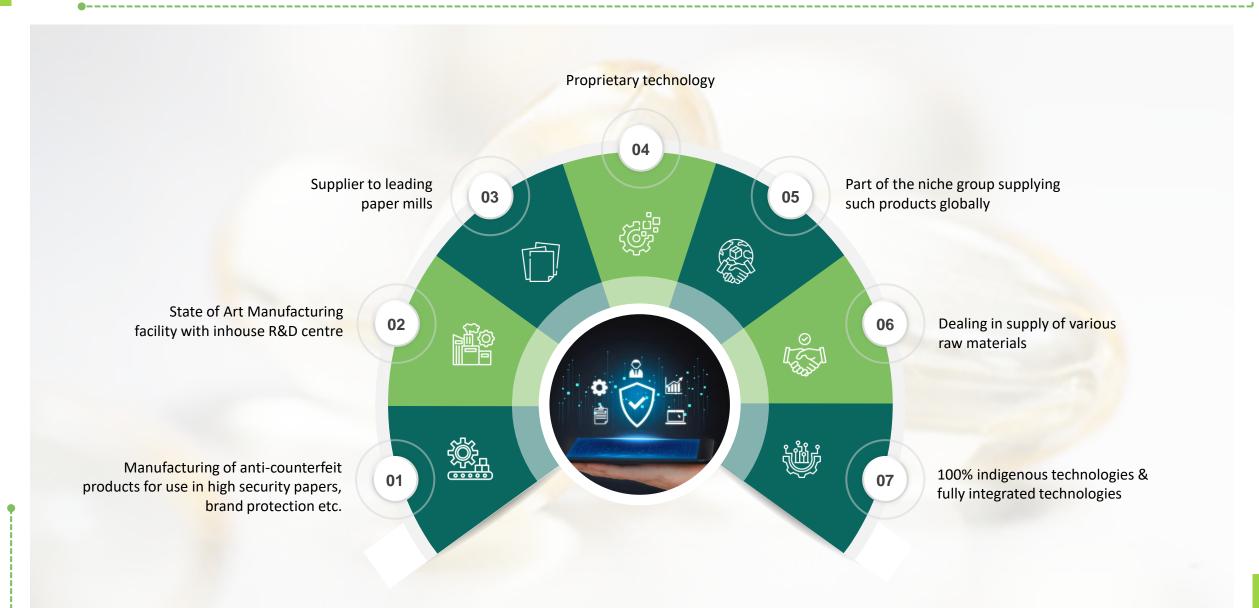


SECURITY PRODUCTS



Security Products





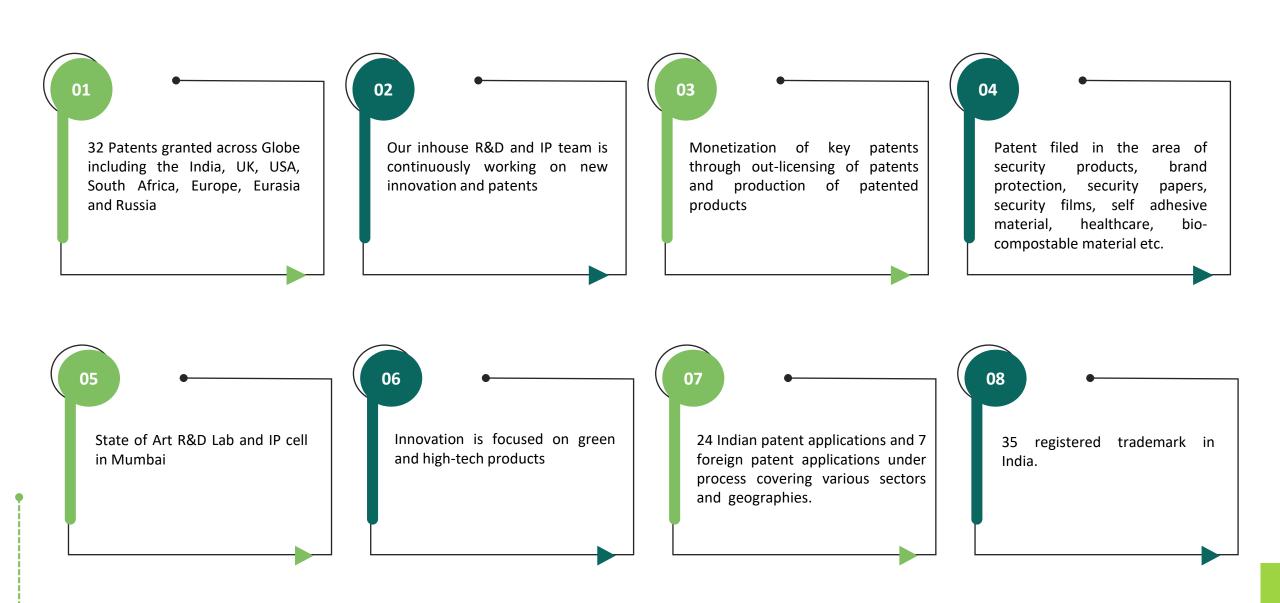






Intellectual Property





Arrow's Intellectual Property



Granted Patents

Arrow Greentech Limited at present has 32 granted patents globally covering the territories of – India, UK, USA, South Africa, Europe, Eurasia and Russia

Patent Applications

Arrow Greentech Limited also has 28 Indian patent applications and 8 foreign patent applications under process covering various sectors, through mainly covering Water-Soluble Films and Security Section

Trademarks

Arrow Greentech Limited has 35 in-force registered Trademarks along with 9 Trademark application currently under processing

Group 1 – Paper and Packing Industry

| Cold Water Soluble Film | Vater bluble High strength paper and process of manufacture | | High security paper and process of manufacture | | Self destructive irreversible security packaging film | | | Method of producing a high security film and high security film produced by the said method | | | Bio-Compostable Multi-Layered composite and methods of manufacturing the Same | | | | |
|----------------------------------|---|----------------------------|--|--------------------------|---|----------------------|---------------------|---|---------------------------|--------------------------|---|--------------------------------|----------------------|---------------------|----------------------------|
| India (20.02.24) | India (23.09.09) | South Africa (28.10.09) | United States (22.11.11) | Europe (23.08.17) | Russia (20.01.11) | Europe (13.09.17) | India (03.01.18) | India (21.01.09) | Eurasia (30.12.09) | Europe (05.05.10) | United States (23.08.2016) (Div) (07.12.21) | United States (29.05.12) | Europe (15.08.12) | India (31.10.18) | India (10.01.24) |

Group 2 – Packaging Industry

| Improved Water Soluble Film and method of making the same | Cold Water Soluble Film | Packaging Material | High stre | ngth paper and | d process of ma | nufacture | Self destru | Self destructive irreversible security packaging film | | Bio-Compostable Multi-Layered composite and methods of manufacturing them | Edible water soluble packaging film and package made out of the said film | |
|---|----------------------------|--------------------------------|---------------------|----------------------------|-----------------------------|--------------------------|---------------------|---|----------------------|---|---|---------------------|
| India (12.12.23) | India (20.02.24) | South Africa (27.05.09) | India (23.09.09) | South Africa (28.10.09) | United States (22.11.11) | Europe (23.08.17) | India (21.01.09) | Eurasia (30.12.09) | Europe (05.05.10) | United States (23.08.16) (Div) (07.12.21) | India (10.01.24) | India (05.06.12) |

Arrow's Intellectual Property



Group 3 – Security Products

| Security Laminates | High se | curity paper and | d process of mar | nufacture | Self destructive irreversible security packaging film | | Method of producing a high security film and high security film produced by the said method | | | Bio Degradable Smart Cards | Security Yarn | | |
|-----------------------|--------------------------|--------------------------|---------------------|-----------|---|------------------------------|---|--|---------------------------------|-------------------------------|---------------------|---------------------|---------------------|
| UK (24.01.24) | Russia (20.01.11) | Europe (13.09.17) | India (03.01.18) | | India (21.01.09) | Eurasia (30.12.09) | Europe (05.05.10) | United States (23.08.16) (Div) (07.12.21) | United States (29.05.12) | Europe (15.08.12) | India (31.10.18) | India (21.08.17) | India (08.09.23) |

Group 4 – Health, Hygiene & Food

| Improved Water Soluble Film and method of making the same | Cold Water Soluble Film | Medicated Bands | Packaging Material | Edible water soluble packaging film and package made out of the said film | | A water soluble film based matrix to contain samples extracted from living species | | Water Soluble Drug delivery system | A Cleaning Device with Sustained Release of Actives |
|---|----------------------------|---------------------|--------------------------------|--|---------------------|--|-----------------------|--|---|
| India (12.12.23) | India (20.02.24) | India (13.05.24) | South Africa (27.05.09) | India (05.06.12) | India (27.03.12) | Europe (24.07.13) | USA (18.03.14) | United Kingdom | India (01.02.23) |

Group 5 – Printing and PSA Materials

| New Improved Self adhesive materials with a water soluble films | Wide format printed graphics without release liner | Self adhesive materials with a | water soluble protective layer | Self Adhesive Wall Paper with Reduced Adhesive Material and Water Soluble Film |
|---|--|--------------------------------|---------------------------------|---|
| India (30.10.23) | India (27.12.10) | South Africa (1.12.08) | United States (09.11.10) | India (16.03.23) |

Key Granted Patents across the Globe





Health

- Mouth Melting strips,
 Gel strips, Enzyme
 strips
- Vitamins, Drugs, Medicine, Disinfectants and other Pharma ingredients
- For clinical setting like blood, serum, urine testing etc.



Hygiene

 Used to add Active ingredients of Detergents,
 Softeners, Cleaning Laundry, Dishes,
 Floorings, Walls,
 Furnitures and other cleaning agents that are retained and remained intact for a longer time



Packaging

- Used in agronutrients such as fertilizers, urea, agrochemicals etc.
- Used for packaging for food products, liquid cement, shopping bags etc. or other biodegrable material



Security

- Used in making security labels or secure packaging of the products for identification
- Used in manufacturing of security documents such as cheques, bank notes, passport papers etc.



Printing

- Used for printing fabrics, net or perforated cloth
- Used for printing paper, vinyl
- Used in printing of hoardings, one-way vision films



Self-Adhesive

 Used in making labels for product identification and/or advertising etc.

Key Granted Patents across the Globe







ARROW RX

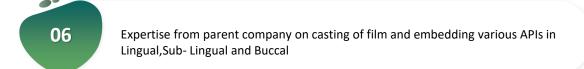
Mouth Dissolving Strip(An Innovative Drug Delivery Solution)



Arrow RX

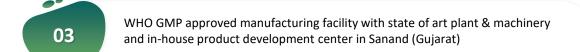


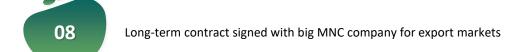












Product Approval from Food and Drug Controller Administration (FDCA) and Central FSSAI License received for approx. 50 products including new products i.e. Sildenafil, Ondansetron, Amoldipine, Vitamin D3, Vitamin B12, Vitamin K2, Vitamin B3, Folic Acid, Iron, Zinc strips, Nicotine, Curcumin+Piperine etc.

In discussion with various domestic and international companies for long-term supply contract

Who-GMP, FSSAI, GLP, ISO 9001 and ISO 22000 certified facility



The company is also undertaking CDMO project (Contract Development and Manufacturing Organization) services. Successfully completed one CDMO project. Received repeat order from customer for new projects

Product Development & Approvals



List of FASSAI Products

| Sr. No. | Name of Approved Products | Catagory |
|---------|--|--------------------------|
| 1 | | Category Nutraceuticals |
| | Vitamin B12 (Cyanocobalamin) 1500 mcg Mouth Dissolving Strip | |
| 2 | Food Grade Edible Film for Packaging | Nutraceuticals |
| 3 | Vitamin D3 800 IU Mouth Dissolving Strip | Nutraceuticals |
| 4 | Vitamin D3 + K2 + Calcium (1000 IU + 9 mcg + 90 mg) Mouth Dissolving Strip | Nutraceuticals |
| 5 | Natural Probiotics Strips 5 BCFU Mouth Dissolving Strip | Nutraceuticals |
| 6 | Folic Acid 400 mcg Mouth Dissolving Strip | Nutraceuticals |
| 7 | Caffeine + Vitamin B12 + Ginkgo (15 mg + 4 mg + 3 mg) Mouth Dissolving Strip | Nutraceuticals |
| 8 | Hangover Mouth Dissolving Strip | Nutraceuticals |
| 9 | L-Methyl Folate 1 mg Mouth Dissolving Strip | Nutraceuticals |
| 10 | Vitamin D3 + K2 (2000 IU +15 mcg) Mouth Dissolving Strip | Nutraceuticals |
| 11 | Vitamin K2 200 mcg Mouth Dissolving Strip | Nutraceuticals |
| 12 | Folic Acid 500 mcg Mouth Dissolving Strip | Nutraceuticals |
| 13 | Astaxanthin 5 mg Mouth Dissolving Strip | Nutraceuticals |
| 14 | Vitamin D3 1000 IU Mouth Dissolving Strip | Nutraceuticals |
| 15 | Astaxanthin 10 mg Mouth Dissolving Strip | Nutraceuticals |
| 16 | Vitamin D3 2000 IU Mouth Dissolving Strip | Nutraceuticals |
| 17 | Vitamin B12 (Cyanocobalamin) 500 mcg Mouth Dissolving Strip | Nutraceuticals |
| 18 | Vitamin B-Complex Mouth Dissolving Strip | Nutraceuticals |
| 19 | Vitamin B12 (Cyanocobalamin) 1000 mcg Mouth Dissolving Strip | Nutraceuticals |
| 20 | Ashwagandha 50 mg Mouth Dissolving Strip | Nutraceuticals |
| 21 | Ashwagandha 100 mg Mouth Dissolving Strip | Nutraceuticals |
| 22 | Curcumin + Piperine (45 mg + 5 mg) Mouth Dissolving Strip | Nutraceuticals |
| 23 | Melatonin 0.5 mg Mouth Dissolving Strips | Nutraceuticals |
| 24 | Melatonin 1 mg Mouth Dissolving Strips | Nutraceuticals |
| 25 | Melatonin 3 mg Mouth Dissolving Strips | Nutraceuticals |
| 26 | Melatonin 5 mg Mouth Dissolving Strips | Nutraceuticals |
| 27 | Melatonin 10 mg Mouth Dissolving Strips | Nutraceuticals |

| Sr. No. | Name of Approved Products | Category |
|---------|--|----------------|
| 28 | Lutein + Zeaxanthin (10 mg + 2 mg) Mouth Dissolving Strip | Nutraceuticals |
| 29 | Curcumin 50 mg Mouth Dissolving Strip | Nutraceuticals |
| 30 | Astaxanthin 4 mg Mouth Dissolving Strip | Nutraceuticals |
| 31 | Curcumin 100 mg Mouth Dissolving Strip | Nutraceuticals |
| 32 | Clove Oil 8 mg Mouth Dissolving Strip | Nutraceuticals |
| 33 | Hemp Mouth Dissolving Strip 0.3% w/w | Nutraceuticals |
| 34 | Melatonin and Valerian (10 mg + 3 mg) Mouth Dissolving Strip | Nutraceuticals |
| 35 | Melatonin 10 mg, HOPS 4 mg and Valerian Root 3 mg Mouth Dissolving Strips | Nutraceuticals |
| 36 | Echinacea Purpuria & Honey Propolis (100 mg + 5 mg) Mouth Dissolving Strips | Nutraceuticals |
| 37 | L-Arginine & Caffeine (10 mg + 25 mg) Mouth Dissolving Strips | Nutraceuticals |
| 38 | Vitamin D3 400 IU Mouth Dissolving Strip (Health Supplements) | Nutraceuticals |
| 39 | Vitamin D3 600 IU Mouth Dissolving Strip (Health Supplements) | Nutraceuticals |
| 40 | Iron 17 mg Mouth Dissolving Strips (Nutraceutical) | Nutraceuticals |
| 41 | Vitamin C 50 mg Mouth Dissolving Strip (Health Supplement) | Nutraceuticals |
| 42 | Vitamin C 40 mg Mouth Dissolving Strip (Health Supplement) | Nutraceuticals |
| 43 | Vitamin C + Zinc + Vitamin D3 (40 mg + 10 mg + 400 IU) Mouth Dissolving Strip | Nutraceuticals |
| 44 | Vitamin B3 (Nicotinamide) 14 mg Mouth Dissolving Strip (Health Supplement) | Nutraceuticals |
| 45 | Vitamin B3 (Niacin) 14 mg Mouth Dissolving Strip (Health Supplement) | Nutraceuticals |
| 46 | Vitamin C + Zinc (40 mg + 10 mg) Mouth Dissolving Strip (Health Supplement) | Nutraceuticals |
| 47 | Vitamin K2 55 mcg Mouth Dissolving Strips (Health Supplement) | Nutraceuticals |
| 48 | Vitamin D3 + K2 (400 IU + 55 mcg) Mouth Dissolving Strip (Health Supplement) | Nutraceuticals |
| 49 | Zinc Picolinate 10 mg Mouth Dissolving Strip (Nutraceutical) | Nutraceuticals |
| 50 | Caffeine 50 mg Mouth Dissolving Strips (Health Supplements) | Nutraceuticals |
| 51 | Lactoferrin 5 mg Mouth Dissolving Strips (Health Supplements) | Nutraceuticals |
| 52 | Lactoferrin 10 mg Mouth Dissolving Strips (Health Supplements) | Nutraceuticals |
| 53 | Immune Booster Mouth Dissolving Strips (Nutraceutical) | Nutraceuticals |
| 54 | Folic Acid 200 mcg Mouth Dissolving Strips (Health Supplement) | Nutraceuticals |

Product Development & Approvals



List of RX Approved Products

| SR No | Name of Product | Strength | Grade |
|-------|--------------------------------------|----------------|-------|
| 1 | Sildenafil Citrate | 25 mg | IP |
| 2 | Sildenafil Citrate | 50 mg | IP |
| 3 | Ondensentron Hydrochloride Dihydrate | 4 mg | IP |
| 4 | Ondansetron Hydrochloride Dihydrate | 8 mg | IP |
| 5 | Amlodipine Besylate | 5 mg | IP |
| 6 | Amlodipine Besylate | 10 mg | IP |
| 7 | Sildenafil Citrate | 25 mg | USP |
| 8 | Sildenafil Citrate | 50 mg | USP |
| 9 | Ondansetron Hydrochloride Dihydrate | 4 mg | USP |
| 10 | Ondansetron Hydrochloride Dihydrate | 8 mg | USP |
| 11 | Vitamin D3 (Cholecalciferol) | 2000 IU | IP |
| 12 | Vitamin B12 (Methylcobalamin) | 1500 mcg | IP |
| 13 | Eliglustat Sublingual Film | 12/16/20/24 mg | IH |
| 14 | Tadalafil | 10/20 mg | USP |
| 15 | Nicotine Polacrilex | 2/4 mg | USP |



- Various other products are under development or approval phase
- Inhouse product development team is continuously working on new development and innovation and New drug application projects







MDSTM Films – NDDS

- Mouth Dissolving Strips (MDS) Thin Films loaded with Actives for Drug Delivery
- Taken Orally and melts instantaneously in the mouth when placed on or under the tongue
- The active substance enters the bloodstream directly via the oral mucosa without having to pass through the gastrointestinal tract
- · Achieve highest loading of active ingredient into mouth dissolving film successfully



Novel Drug Delivery Device -NDDD

- NDDD contains Actives embedded within and/or coated upon Water Soluble or Water Dispersible Polymers
- The active ingredients are released at a precise controlled rate from a readily soluble polymer into an aqueous environment through one or more perforated bio-digestible films, post which DDD dissolves overtime and is bio absorbed over time



RX Matrix

- Novel system of collecting and storing blood samples, urine samples, serum samples or any other type of samples extracted from living species to avoid cross infection or spillage of the samples
- It eliminates the problem of disposal of used containers
- Non contaminating container for collecting liquid and semi solid bio waste

Arrow RX





- Granted Patent for Actives Embedded Water Soluble film (WSF).
- One or more actives can be embedded or entrapped at selected concentrations and dispositions therein such that the material embedded can be delivered at precise and selected dosages to the point of application
- Arrow Trade Name MDS "Mouth Dissolving Strips"
- Drug gets delivered by three different routes i.e. Lingual, Sublingual and Buccal. The three different route offers benefits of Quick onset of action and sustained release of drug for any of the categories of patients especially, veterinary, psychosomatic, schizophrenic, pediatric and geriatric patients
- Identified various molecules to be embedded in WSF in first phase

Why Arrow MDS

- Quick disintegration on contact with saliva.
- Customizing MDS as lingual, sublingual & Buccal.
- Immediate drug release.
- Ensure Precision Dosing.
- Increase Bioavailability of drug.
- Taste masking of bitter drug using patented technology.
- Safer and faster drug deliverance.
- Enables faster systemic absorption and bypass hepatic metabolism. hence improves bioavailability of drug.
- Instant onset of action.
- Longer Shelf life
- Reduces side effects as low in chemical combinations.
- Can be easily administered to non-cooperative and difficult patients

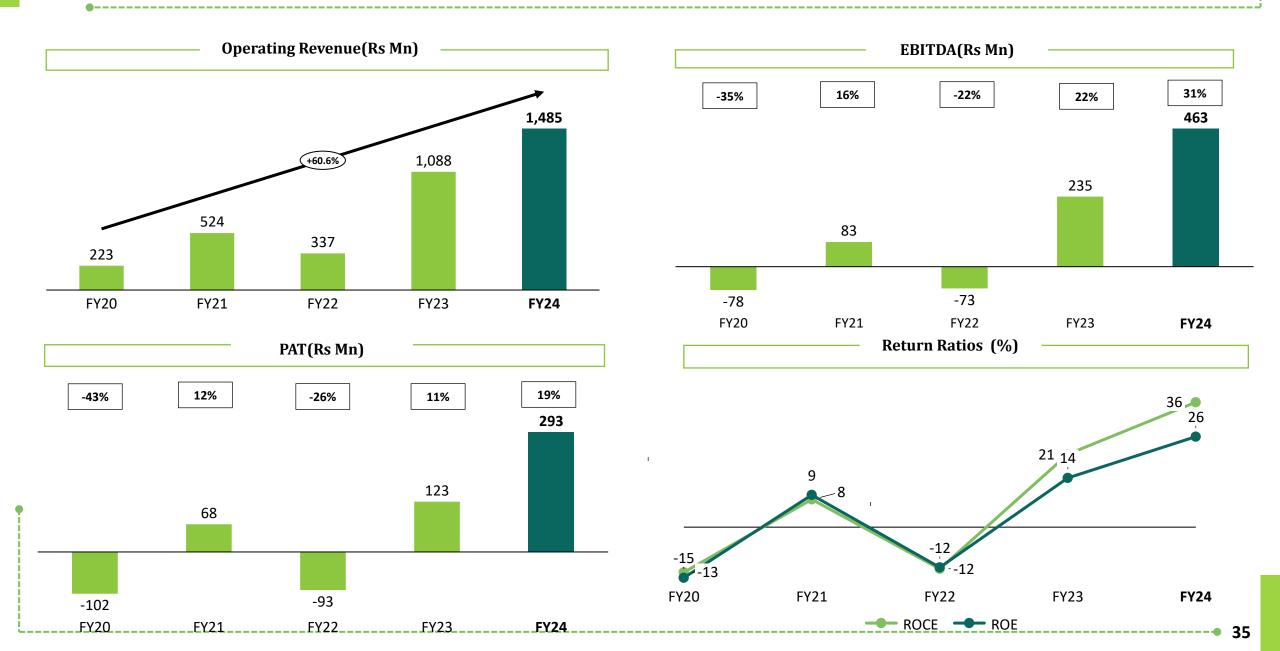






FY24 Result Highlights







For further information, please contact:

Company:



Arrow Greentech Ltd. (BSE: 516064 | NSE: ARROWGREEN)

Poonam Bansal

Company Secretary & Compliance Officer Email: poonam@arrowgreentech.com

Investor Relations Advisors:



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Thank You