

# ResMed Inc.

# Philips' multi-year consent decree agreed... but limited details provided

Maintain Rating: BUY | PO: 220.00 USD | Price: 190.15 USD

# Consent Decree terms agreed. More info on finalisation

This evening (SYD time), Philips a competitor (PHIA) announced it agreed CD terms with the DoJ. Key takeaway is no new CPAP/BiPAP devices to be sold in the US until relevant CD requirements met (multi-year plan). Terms of the agreement including "relevant requirements" and timeline have not been disclosed. However, PHIA's call commentary suggests CD costs to continue into 2025 and beyond, and CEO's BBG TV interview suggest CDs could span "5-7 years in totality". US sales ex-devices and servicing offering not impacted. PHIA 4Q23 EUR363m provision recorded and expect 100bpts (2024) of costs relating to US remediation activities and disgorgement payments. PHIA said it will provide further details when CD is finalised and is awaiting relevant US court submission

# Implications for RMD: Recall tailwinds for longer

We expected CD conditions to be onerous given the severity of the recall. However, the multi-year plan is longer than we anticipated (BofAe c12 months). This provides further tailwinds for RMD to capture US new patient starts and rePAP sales; as well as mask attachment revenues. We leave our estimates unchanged; forecasting PHIA resuming US sales in FY25. We look forward to more information once CD is finalised.

# Reiterate Buy on RMD. PO unchanged at \$220

We maintain our Buy rating on RMD. Shares attractive at 24x P/E (hist avg 34x) for 11% FY23-26 EPS CAGR. We believe the stock has oversold on GLP-1 risk. Continued GM expansion and topline growth (as evidenced in 2Q24 results) should disprove the bears. Recall tailwinds for longer provides further stock support. PO unchanged \$220/shr. We note upcoming SURMOUNT-OSA study readout (Mar24) likely to cause near term share price volatility.

Estimates (Jun) (US\$)	2022A	2023A	2024E	2025E	2026E
Net Profit b/f Abnormals	779	898	969	1,100	1,237
EPS	5.79	6.49	7.44	8.03	8.95
EPS Change (YoY)	63.6%	14.9%	7.9%	13.9%	12.4%
Dividend / Share	1.68	1.83	2.06	2.26	2.54
Free Cash Flow / Share	1.47	3.89	7.10	7.59	9.84
Common - Dual Listed EPS (US\$)	0.579	0.649	0.744	0.803	0.895
Common - Dual Listed Dividend / Share (US\$)	0.168	0.183	0.206	0.226	0.254
Valuation (Jun)					
P/E	32.86x	29.29x	25.56x	23.69x	21.23x
Dividend Yield	0.884%	0.965%	1.08%	1.19%	1.34%
EV / EBITDA*	24.67x	22.89x	20.17x	17.64x	15.42x
Free Cash Flow Yield*	0.773%	2.05%	3.74%	3.99%	5.17%
* For full definitions of <i>iQ</i> method <sup>≤M</sup> measures, see page 6.					

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Refer to important disclosures on page 7 to 10. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

Timestamp: 29 January 2024 05:58AM EST

#### 29 January 2024

#### Equity

Lyanne Harrison >> Research Analyst Merrill Lynch (Australia) +61 2 9226 5028 lyanne.harrison@bofa.com

Hannah Mitchell >> Research Analyst Merrill Lynch (Australia) +61 2 9226 5175 hannah.mitchell2@bofa.com

#### **Stock Data**

Price (NYS / ASX)	190.15 USD / 28.44 AUE
Price Objective	220.00 USD / 33.00 AUE
Date Established	17-Oct-2023 / 17-Oct
	2023
Investment Opinion	B-1-7 / C-1-7
52-Week Range	132.24 USD-243.52 USE
Market Value (mn)	27,968 USE
Shares Outstanding (mn)	147.1 / 1,470.8
Average Daily Value (mn)	179.06 USE
Free Float	99.1%
BofA Ticker / Exchange	RMD / NYS
BofA Ticker / Exchange	RSMDF / ASX
Bloomberg / Reuters	RMD US / RMD.N
ROE (2024E)	24.7%
Net Dbt to Eqty (NAA)	32.7%
ESGMeter™	High

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

# Glossary:

CD: Consent decree

DoJ: US Department of Justice

FDA: US Food and Drug Administration

OUS: Outside US PHIA: Philips

#### Relevant notes:

<u>Philips: O4 FY23 Results: Consent Decree</u> <u>finally there, medium-term outlook</u> <u>confirmed</u>

<sup>&</sup>gt;> Employed by a non-US affiliate of BofAS and is not registered/qualified as a research analyst under the FINRA rules.

# **iQ**profile<sup>™</sup>ResMed Inc.

Key Income Statement Data (Jun)	2022A	2023A	2024E	2025E	2026
US\$ Millions)					
Sales	3,578	4,223	4,635	4,885	5,270
Associates & Other Revenue	0	0	0	0	(
Operating Expenses	(2,418)	(2,935)	(3,195)	(3,289)	(3,513)
EBITDA	1,160	1,288	1,440	1,596	1,757
Depreciation & Amortization	(160)	(156)	(179)	(179)	(179
EBIT	1,000	1,132	1,261	1,417	1,578
Net Interest & Other income Pretax Income	(22) 978	(47) 1,085	(53) 1,208	(38) 1,379	(28 1,55(
Tax (expense) / Benefit	(199)	(187)	(239)	(279)	(313
Outside Equity interest in Npat	(199) NA	(167) NA	(239) NA	(279) NA	(313) N
Preference dividends	NA	NA	NA	NA	N/
Net Profit b/f Abnormals	779	898	969	1,100	1,23
Non-Recurring Items	0	0	0	0	(
Net Income (Reported)	779	898	969	1,100	1,23
Key Cash Flow Statement Data					
EBITDA	1 100	1 200	1 440	1 500	1.75
Change in Working Capital	1,160 (708)	1,288 (462)	1,440 (95)	1,596 (55)	1,75
Other C'flow Items before int & tax	(708)	(462)	(95)	(55)	14
Net Interest Paid	0	0	0	0	
Tax Paid	NA	NA	NA	NA	N.
Other C'flow from Operations	(101)	(132)	(198)	(317)	(341
Cash Flow from Operations	351	693	1,147	1,225	1,55
Capital Expenditure (PP&E)	(135)	(120)	(100)	(110)	(110
(Acquisition) / Disposal of Investments	(14)	(28)	(32)	0	
Other C'flow from Investing	(81)	(1,012)	(130)	0	
Cash Flow from Investing	(230)	(1,160)	(262)	(110)	(110
Shares Issue / (Repurchase)	47	49	21	0	
Dividend paid	(245)	(258)	(303)	(330)	(371
Other C'flow from Financing	70	632	(584)	NA	N.
Cash Flow from Financing	(128)	423	(867)	NA	N/
Free Cash Flow	216	574	1,047	1,115	1,44
Net Debt	644	1,352	927	134	(941
ey Balance Sheet Data					
Cash Equivalents	274	228	250	308	1,21
Receivables & Inventories	1,320	1,703	1,705	1,774	1,64
Property, Plant & Equipment	498	538	549	561	57.
Intangibles	2,282	3,323	3,375	3,285	3,20
Other assets	722	960	1,090	1,090	1,09
Total Assets	5,096	6,752	6,969	7,019	7,73
Payables	159	151	202	216	23
Provisions	10	91	89	89	8
Short term debt & Long term debt	918	1,580	1,177	442	27
Other Liabilities	649	800	740	740	74
Total Liabilities Total Equity	1,735 3,361	2,622 4,130	2,209 4,760	1,488 5,530	1,33 6,39
	3,301	4,130	4,700	3,330	0,33
Qmethod <sup>™</sup> - Bus Performance*					
Return on Capital Employed	19.2%	17.9%	16.5%	18.1%	19.09
Return on Equity	27.2%	25.6%	24.7%	22.9%	22.19
Operating Margin	28.0%	26.8%	27.2%	29.0%	29.99
EBITDA Margin	32.4%	30.5%	31.1%	32.7%	33.39
Qmethod <sup>sM</sup> - Quality of Earnings*					
Cash Realization Ratio	0.4x	0.7x	1.0x	1.0x	1.2
Dividend Payout Ratio	29.0%	28.3%	27.6%	28.2%	28.49
Tax Rate (Reported)	20.3%	17.2%	19.8%	20.2%	20.29
Net Debt-to-Equity Ratio	19.2%	32.7%	19.5%	2.4%	-14.79
Interest Cover	44.8x	23.9x	23.9x	37.3x	56.3
(ey Metrics					
Franking	0%	0%	0%	0%	09
For full definitions of <i>IQ</i> method <sup>SM</sup> measures, see page 6.	0 /0	0 /0	0 /0	0 /0	0-7

# **Company Sector**

Medical Technology

# **Company Description**

ResMed (RMD) is a leading developer and manufacturer of medical devices, masks and cloud-based software applications that diagnose, treat, and manage respiratory disorders. Headquartered in San Diego, California, RMD is focussed on connected health to deliver better outcomes for sleep apnea and chronic obstructive pulmonary disease sufferers.

#### **Investment Rationale**

We rate RMD as a Buy. Improved input supply and production ramp up will assist RMD in meeting strong CPAP demand. Peer challenges extend runway for RMD to capture market share.

# **Stock Data**

Shares / Common - Dual Listed 0.10
Price to Book Value 5.9x





# Price objective basis & risk

#### ResMed Inc. (RMD / RSMDF)

Our price objective on RMD is US\$220 per share / A\$33 (ADR) and is based on DCF valuation. Our five year DCF uses a 8% WACC, and a 4% terminal growth rate. We apply 66c AUD/USD to derive ADR price.

Upside risks are (i) further delays with peer recall, (ii) continued resupply strength, (iii) higher organic growth in SaaS business, (iv) supply constraints alleviate more quickly than anticipated.

Downside risks are (i) Philips returns to new start market with heavy discounting, (ii) GLP-1 momentum (iii) loss of momentum in the SaaS business (iv) marketing and education efforts do not achieve expected revenue growth (v) reimbursement changes by health ministries or Private Health Insurance (vi) poor reception of new product launches (vii) technological advancement in competitor's products (viii) FX headwind

# **Analyst Certification**

I, Lyanne Harrison, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

**APR - Healthcare Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Adicon Holdings	ADCNF	9860 HK	David Li
	Aier Eye Hospital	XAEOF	300015 CH	David Li
	Amvis Holdings	XEPSF	7071 JP	Ritsuo Watanabe
	Angelalign Technology Inc	AGLFF	6699 HK	David Li
	APM Human Services	XBZXF	APM AU	Lyanne Harrison
	Apollo Hospital	XWQAF	APHS IN	Neha Manpuria
	Asahi Intecc	AHICF	7747 JP	Ritsuo Watanabe
	Aurobindo	XLZFF	ARBP IN	Neha Manpuria
	Australian Clinical Labs	XAUKF	ACL AU	Lyanne Harrison
	Autobio Diagnostics Co Ltd	XQDXF	603658 CH	Sandra Sun
	AVITA	AVHHL	AVH AU	Lyanne Harrison
	AVITA	RCEL	RCEL US	Lyanne Harrison
	Baiyunshan	GZPHF	874 HK	Sandra Sun
	Bangkok Chain Hospital	BKKFF	BCH TB	Charti Phrawphraikul
	Bangkok Dusit Medical Services	BDUFF	BDMS TB	Charti Phrawphraikul
	Beijing Tongrentang Co., Limited	BJTGF	600085 CH	David Li
	Biocon	XLOFF	BIOS IN	Neha Manpuria
	Bumrungrad Hospital	BUHHF	BH TB	Charti Phrawphraikul
	Cansino Bio	CASBF	6185 HK	David Li
	Chugai Pharm.	CHGCF	4519 JP	Koichi Mamegano
	Chularat Hospital Group	XOCOF	CHG TB	Charti Phrawphraikul
	CSL Limited	CMXHF	CSL AU	Lyanne Harrison
	Daiichi Sankyo	DSKYF	4568 JP	Koichi Mamegano
	Daiichi Sankyo	DSNKY	DSNKY US	Koichi Mamegano
	Dr. Reddy's	DRYBF	DRRD IN	Neha Manpuria
	Dr. Reddy's	RDY	RDY US	Neha Manpuria
	EBOS Group Limited	EBOSF	EBO NZ	Lyanne Harrison
	EBOS Group Limited	XEBOF	EBO AU	Lyanne Harrison
	Eisai	ESALF	4523 JP	Koichi Mamegano
	Everest Medicine	XMLKF	1952 HK	David Li
	Fisher & Paykel Healthcare	XPAXF	FPH AU	Lyanne Harrison
	Fisher & Paykel Healthcare	FSPKF	FPH NZ	Lyanne Harrison
	Fortis Health	XFFTF	FORH IN	Neha Manpuria
	Frontage	FGHQF	1521 HK	David Li
	Gland Pharma	XGLPF	GLAND IN	Neha Manpuria

# **APR - Healthcare Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
· ·	Glenmark Life Sciences	XWDPF	GLS IN	Neha Manpuria
	Gushengtang	GSHTF	2273 HK	David Li
	Huadong Medicine	XCPDF	000963 CH	Ethan Cui
	Hualan Biological	XCBEF	002007 CH	Ethan Cui
	Hygeia Healthcare	HYHHF	6078 HK	Ethan Cui
	IHH Healthcare Berhad	IHHHF	IHH MK	Paul Dewberry
	IHH Healthcare Bhd	XFAHF	IHH SP	Paul Dewberry
	lmeik	ZMITF	300896 CH	Ethan Cui
	Innovent	IVBXF	1801 HK	David Li
	Integral Diagnostics	ITGDF	IDX AU	Lyanne Harrison
	Jinxin Fertility	JXFGF	1951 HK	Ethan Cui
	Jinyu Bio-Tech	XMTDF	600201 CH	David Li
	Kangji Medical	KMHLF	9997 HK	David Li
	Medley	XEQNF	4480 JP	Ritsuo Watanabe
	MicroPort	MCRPF	853 HK	Sandra Sun
	Mindray	XDVVF	300760 CH	Sandra Sun
	Nanosonics Limited	NNCSF	NAN AU	Lyanne Harrison
	Olympus Corp.	OCPNF	7733 JP	Ritsuo Watanabe
	Ovctek	XOCKF	300595 CH	David Li
	Pharmaron	PHBBF	3759 HK	David Li
	Polynovo	CALZF	PNV AU	Lyanne Harrison
	Praram 9 Hospital	XPNHF	PR9 TB	Charti Phrawphraikul
	ResMed Inc	RSMDF	RMD AU	Lyanne Harrison
	ResMed Inc.	RMD	RMD US	Lyanne Harrison
	Sawai Group Holdings	SWGHF	4887 JP	Ritsuo Watanabe
	Shanghai Pharmaceuticals	SHPMF	2607 HK	David Li
	Shanghai United Imaging	XCAOF	688271 CH	Sandra Sun
	Shionogi	SGIOF	4507 JP	Koichi Mamegano
	Shionogi	SGIOY	SGIOY US	Koichi Mamegano
	Sino Biopharm	SBMFF	1177 HK	David Li
	Sinopharm	SHTDF	1099 HK	David Li
	SMS	SMSZF	2175 JP	Ritsuo Watanabe
	Sonic Healthcare Limited	SKHCF	SHL AU	Lyanne Harrison
	Sosei	SOLTF	4565 JP	Koichi Mamegano
	Takeda Pharm.	TKPHF	4502 JP	Koichi Mamegano
	Takeda Pharm.	TAK	TAK US	Koichi Mamegano
	Terumo	TRUMF	4543 JP	Ritsuo Watanabe
	TigerMed	HTMDF	3347 HK	David Li
	TRYT	XHXTF	9164 JP	Ritsuo Watanabe
	Wuxi Apptec	WUXIF	2359 HK	David Li
	Wuxi Apptec	XLUHF	603259 CH	David Li
	Yifeng Pharmacy	XYHCF	603939 CH	Ethan Cui
	Yunnan Baiyao	YBAIF	000538 CH	Sandra Sun
	Zai Lab	ZLAB	ZLAB US	David Li
	Zai Lab	XCDZF	9688 HK	David Li
	Zhifei	XCHOF	300122 CH	David Li
NEUTRAL				
<del></del>	Ansell Limited	ANSLF	ANN AU	Lyanne Harrison
	Astellas Pharma	ALPMF	4503 JP	Koichi Mamegano
	Astellas Pharma	ALPMY	ALPMY US	Koichi Mamegano
	Beigene	XBETF	6160 HK	David Li
	Beigene	BGNE	BGNE US	David Li
	Healius Limited	PHCRF	HLS AU	Lyanne Harrison
	IMDC	JMDCF	4483 JP	Ritsuo Watanabe
	Joinn Lab	XQTSF	6127 HK	David Li
	Kyowa Kirin	KYKOF	4151 JP	Koichi Mamegano
	Max Healthcare	XMHLF	MAXHEALT IN	Neha Manpuria
	PHC Holdings	PHCCF	6523 JP	Ritsuo Watanabe
	Pien Tze Huang	XUVHF	600436 CH	Sandra Sun
	Ramsay Health Care Limited	RMSYF	RHC AU	Lyanne Harrison
	Sigma Healthcare Limited	SIGGF	SIG AU	Lyanne Harrison
	Sun Pharma	XPUCF	SUNPIN	Neha Manpuria
	Topchoice Medical	XZDXF	600763 CH	Ethan Cui
	Torrent Pharma	TOPHF	TRP IN	Neha Manpuria
	WuXi Biologics	WXIBF	2269 HK	David Li
		2		



# **APR - Healthcare Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Zydus Lifesciences	XMQLF	ZYDUSLIF IN	Neha Manpuria
UNDERPERFORM				
	Ain Holdings	AINPF	9627 JP	Ritsuo Watanabe
	Alkem	XAMLF	ALKEM IN	Neha Manpuria
	Asymchem Laboratories	XALPF	002821 CH	David Li
	Baiyunshan	XOUFF	600332 CH	Sandra Sun
	Beijing Wantai Biological Pharmacy	XBHIF	603392 CH	David Li
	Cipla	XCLAF	CIPLA IN	Neha Manpuria
	Cochlear Limited	CHEOF	COH AU	Lyanne Harrison
	CSPC Pharmaceutical	CHJTF	1093 HK	Ethan Cui
	Divis Laboratories	XXQPF	DIVI IN	Neha Manpuria
	Hansoh	HNSPF	3692 HK	David Li
	Hengrui Medicine	XMOKF	600276 CH	David Li
	Joinn Lab	JOLCF	603127 CH	David Li
	Lupin	XEFSF	LPC IN	Neha Manpuria
	M3	MTHRF	2413 JP	Ritsuo Watanabe
	Mankind Pharma	XDXZF	MANKIND IN	Neha Manpuria
	Medipal Holdings	MEPDF	7459 JP	Ritsuo Watanabe
	Ono Pharm.	OPHLF	4528 JP	Koichi Mamegano
	Otsuka HD	OTSKF	4578 JP	Koichi Mamegano
	Otsuka HD	OTSKY	OTSKY US	Koichi Mamegano
	Pharmaron	XLYGF	300759 CH	David Li
	Shanghai Pharmaceuticals	XKCRF	601607 CH	David Li
	Sysmex	SSMXF	6869 JP	Ritsuo Watanabe
	TigerMed	XHTHF	300347 CH	David Li

# **IQ**method<sup>SM</sup> Measures Definitions

<b>Business Performance</b>	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) $\times$ (1 $-$ Tax Rate) + Goodwill Amortization	Total Assets — Current Liabilities + ST Debt + Accumulated Goodwill Amortization
Return On Equity Operating Margin Earnings Growth	Net Income Operating Profit Expected 5 Year CAGR From Latest Actual	Shareholders' Equity Sales N/A
Free Cash Flow	Cash Flow From Operations – Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio Asset Replacement Ratio Tax Rate Net Debt-To-Equity Ratio Interest Cover	Cash Flow From Operations Capex Tax Charge Net Debt = Total Debt — Cash & Equivalents EBIT	Net Income Depreciation Pre-Tax Income Total Equity Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio Price / Book Value Dividend Yield Free Cash Flow Yield Enterprise Value / Sales	Current Share Price Current Share Price Annualised Declared Cash Dividend Cash Flow From Operations — Total Capex EV = Current Share Price × Current Shares + Minority Equity + Net Debt + Other LT Liabilities	Diluted Earnings Per Share (Basis As Specified) Shareholders' Equity / Current Basic Shares Current Share Price Market Cap = Current Share Price × Current Basic Shares Sales
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

\*\*Monethod shis the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of ignethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

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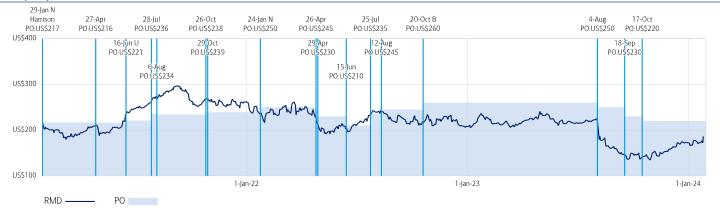
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# **Disclosures**

# **Important Disclosures**

#### ResMed (RMD) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

#### ResMed (RSMDF) Price Chart



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### Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

#### Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.



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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>R2</sup>

 Buy
 ≥ 10%
 ≤ 70%

 Neutral
 ≥ 0%
 ≤ 30%

 Underperform
 N/A
 ≥ 20%

INCOME RATINGS, indicators of potential cash dividends, are: 7 - same/higher (dividend considered to be secure), 8 - same/lower (dividend not considered to be secure) and 9 - pays no cash dividend. Coverage Cluster is comprised of stocks covered by a single analyst or two or more analysts sharing a common industry, sector, region or other classification(s). A stock's coverage cluster is included in the most recent BofA Global Research report referencing the stock.

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BofAS or one of its affiliates is willing to sell to, or buy from, clients the common equity of the issuer on a principal basis: ResMed.

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