

RBC Capital Markets

January 9, 2014

Aerie Pharmaceuticals, Inc.

A little more data, a lot more de-risking

Our view: PG324 Phase IIb results are key for visibility as a first-line blockbuster glaucoma product; Positive AR-133324 Phase III data in 2015 could also mean a large market opportunity. Both are supported by the data announced today.

Key points:

AERI shares present a potentially large upside opportunity with PG324 potentially becoming a blockbuster drug for glaucoma pending Phase II and Phase III data. In addition, AR-13324 also targets a large market opportunity with its new, safe and effective mechanism of action. Data announced shows another milestone met towards starting the Phase IIIs for AR-13324 and reinforcing the potential for efficacy and safety with AR-13324 and PG324 across almost all glaucoma patients. We are raising our price target by increasing the probability of success and market share and are buyers of AERI ahead of PG324 Phase IIb data and especially on any pullbacks.

Phase I pharmacokinetic study completed; another positive check mark. AR-13324 given once daily to 18 healthy individuals with normal IOP (range: 12-21 mmHg) for 8 days showed: 1) minimal systemic exposure (at or below limit of detection of 0.1 ng/mL at all times), 2) a decrease in intraocular pressure (IOP) of ~5 mmHg (to approximately 11 mmHg from 16 mmHg; diurnal avg.), and 3) no drug related systemic effects, especially on blood pressure and heart rate.

Why this matters? First, lack of systemic exposure and side effects, especially on the cardiovascular system, could give '324 an safety benefit. Second, currently available drugs are typically less effective in normotensive patients. The fact that AR-13324 solidly lowers IOP in healthy individuals shows it could work in patients with low tension glaucoma too. And third ...

• ...New potential mechanism of action. AR-13324 could be lowering episcleral venous pressure, which plays a part in maintaining normal IOP, and that could be the third way in which AR-13324 works.

Phase III AR-13324 study on track for mid-2014. Next up are interim 3-month data from animal ocular toxicity studies and end of Phase II meeting. Two Phase IIIs are expected around mid-2014 with 1,200 glaucoma patients in total (baseline IOPs: 21-26 mmHg) in the US with data around mid-2015.

Phase II PG324 study in 1Q:14. We believe all that remains is drug supply before starting the Phase II. AERI will evaluate PG324 (combination AR-13324 and latanoprost) in 300 patients and data from the 28 day study could be available around mid-2014/3Q:14. The primary efficacy endpoint is superiority of PG324 to AR-13324 and latanoprost.

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Outperform

Speculative Risk

NASDAQ: AERI; USD 18.30

Price Target USD 25.00 ↑ 20.00

WHAT'S INSIDE	
☐ Rating/Risk Change	☑ Price Target Change
☐ In-Depth Report	☐ Est. Change
☐ Preview	☑ News Analysis

Scenario Analysis*

4	Downside Scenario	Current Price	Price Target	Upside Scenario	
	8.00	18.30	25.00	35.00	—
	↓ 56%		† 37%	† 91%	

*Implied Total Returns

Key Statistics

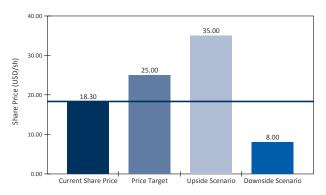
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Shares O/S (MM):	23.2	Market Cap (MM):	425
Dividend:	0.00	Yield:	0.0%

RBC Estimates

KDC Estimate	5			
FY Dec	2013E	2014E	2015E	
Revenue	0.0	0.0	0.0	
EPS, Adj Diluted	(1.51)	(1.01)	(1.06)	
P/AEPS	NM	NM	NM	
Revenue	Q1	Q2	Q3	Q4
2013	0.0A	0.0A	0.0A	0.0E
2014	0.0E	0.0E	0.0E	0.0E
EPS, Adj Diluted				
2013	(0.41)A	(0.28)A	(10.81)A	(0.22)E
2014	(0.24)E	(0.25)E	(0.26)E	(0.26)E
All values in USD unless of	therwise noted	i.		

Target/Upside/Downside Scenarios

Exhibit 1: Aerie Pharmaceuticals, Inc.



Source: RBC Capital Markets estimates

Target price/ base case

We value AERI at \$25 (previously \$20) per share, which includes US and EU sales of AR-13324 and PG324. We assign a 65% probability of success (previously 60%) and a value of $^{\circ}$ \$17 per share to the US and \$7 per share to the EU opportunity. We assume a US launch in 2017 and an EU launch in 2018. We forecast peak PG324 sales of \$800M and \$600M and AR-13324 sales of \$300 and \$200M the US and EU, respectively. Finally, we assume patent protection through 2030 and include a terminal value based on a discount rate of 15% and a growth rate of -50%.

Upside scenario

Our upside scenario includes ~\$25 (previously \$23) per share in value for the US opportunity and ~\$10 (previously \$9) per share in value for the EU opportunity. We forecast peak PG324 sales of \$1.2–1.3B in the US and \$900M–\$1B in the EU and AR-13324 sales of \$200–300MM in the US and \$200–300MM in the EU. We assign products in the pipeline a 60% probability of success, a discount rate of 15%, and a terminal growth rate of -50%.

Downside scenario

Our downside scenario assumes that PG324 will not be approved in the US or EU. We value the US opportunity for AR-13324 at ~\$5 per share and the EU opportunity at ~\$3 per share. We assume market share ramps up to roughly 15% of total second-line glaucoma prescriptions in the US and 10% in the EU. Under such a scenario, peak sales are forecast to be \$400–500M in the US and \$300–400MM in the EU. We assign AR-13324 a 60% probability of success, a discount rate of 15%, and a terminal growth rate of -50%.

Investment summary

We believe AERI shares offer the potential for significant upside as both products in development, AR-13324 and PG324, use a new mechanism of action for the treatment of glaucoma, a blockbuster potential market. AR-13324 will enter Phase III trials based on positive Phase IIb data and PG324 a Phase IIb study based on promising preclinical data in 2014. Results from these and additional studies are expected 2014–2016. Millions of patients worldwide suffer from glaucoma, most need multiple medications, and we forecast peak sales of AERI's products at ~\$1B.

AERI owns 100% of the rights to AR-13324 and PG324 worldwide and patent protection extends into 2030, which means the company is free to partner or be acquired. Given that ophthalmology remains an attractive therapeutic area and AERI's product candidates could have a convenient, one drop once per day efficacy and safety profile, progress through clinical and regulatory milestones, as well as a partnership, could all be upside catalysts.

Potential Catalysts for AERI Shares

- Phase IIb data for PG324 in 2014. Important catalyst as it could show differentiation in efficacy vs. latanoprost, the current market leader.
- Phase III data for AR-13324 in 2015. Important catalyst as positive data could lead to an NDA and MAA filing.
- Phase III data for PG324 in 2016. Key catalyst as clean safety and efficacy beyond latanoprost could make PG324 the firstline drug of choice.
- Potential partnership for AR-13324 and PG324. AERI owns worldwide rights to both product candidates and a partnership is likely after Phase III data.
- Potential approvals and launches in 2017 in the US and 2018 in the EU following regulatory filings in 2016.

Risks to Our Investment Thesis

- Pivotal Phase III and earlier-stage studies could fail.

 AR-13324 must show non-inferiority to a comparator over a longer period and PG324 must show a benefit in patients, which raises risk of failure.
- PG324 Phase IIb study could fail. Our assumption for success is based on pre-clinical data with PG324, and testing it in patients increases risk.
- AERI could fail to find a partner for AR-13324 and PG324 outside the US.
- Sales ramp of AR-13324 and PG324 could lag expectations
 as clinicians fail to take up AERI's drugs, payers put up
 hurdles for reimbursing branded drugs, and cheaper generic
 drugs with other mechanisms hamper market penetration.

News Flow

Timing	Expected News Flow	Program
Early 2014	Initiate Phase IIb studies in glaucoma	PG324
1Q:14	3-month data from 6- and 9 -month tox studies	AR-13324
1H:14/Mid-2014	Initiate Phase III trials in glaucoma	AR-13324
Mid-2014	Phase IIb results	PG324
2014 / 2015	Final 6- and 9-month data from 2 tox studies	AR-13324
2014 / 2015	Potential ex-US partnership(s)	
Mid-2015	Efficacy results from Phase III studies	AR-13324
1H / Mid-2015	Initiate Phase III trials in glaucoma	PG324
2H:15 / Early 2016	Phase III results in glaucoma	AR-13324
2015 / 2016	Initiate Phase I trials	AR-13533
Mid-2016	File NDA	AR-13324
1H / Mid-2016	Efficacy results from Phase III studies	PG324
2H:16 / Early 2017	Phase III results in glaucoma	PG324
1H / mid-2017	Expect approval and launch	AR-13324
Mid-2017	File NDA	PG324
Mid-2018	Expect approval and launch	PG324

Source: Company reports.

Pipeline

Product	Mechanism	Stage	Indication	Partner
AR-13324	Dual-action ROCK / NET inhibitor	Phase III planned	Glaucoma	
PG324	Triple-action ROCK / NET inhibitor and	Phase IIb planned	Glaucoma	
	latanoprost, a PGA			
AR-13533	Dual-action ROCK / NET inhibitor	Pre-clinical	Glaucoma	

Source: Company reports.



Valuation

We value AERI at \$25 (previously \$20) per share, which includes US and EU sales of AR-13324 and PG324. We assign a 65% probability of success (previously 60%) and a value of ~\$17 per share to the US and \$7 per share to the EU opportunity. We assume a US launch in 2017 and an EU launch in 2018. We forecast peak PG324 sales of \$800M and \$600M and AR-13324 sales of \$300 and \$200M the US and EU, respectively. Finally, we assume patent protection through 2030 and include a terminal value based on a discount rate of 15% and a growth rate of -50%.

Price target impediments

Our price target is dependent solely on the clinical, regulatory and commercial success of AR-13324 and PG324. A Phase IIb study for PG324 and a Phase III study for AR-13324 are expected in 2014 and failure to demonstrate efficacy or safety in one or both of these studies would be a significant setback. Furthermore, any setbacks in regulatory approvals in the US or EU, delay in launch, failure to secure a partnership outside the US for AR-13324 and PG324, increased competition or other limitations to the market potential of these products either due to better efficacy and/or safety outcomes or pricing pressure due to the availability of generic drugs for glaucoma, could negatively impact our valuation.

Company description

Aerie Pharmaceuticals, Inc. is a biotechnology company targeting ophthalmic disorders specifically glaucoma, which is a blockbuster potential markets. Sales of products targeting glaucoma totaled \$4.5B globally and more than 30 million prescriptions for glaucoma drugs were written in the US alone. AERI's drug candidates work by inhibiting rho-kinase and the norepinephrine transporter, a new mechanism of action, something not seen for glaucoma in nearly two decades. AR-13324 could enter Phase III trials in 2014 and PG324 could enter Phase II trials in 2014 and Phase III trials in 2015. These drugs could be used as stand-alone agents for first- or second-line therapy or combined with existing agents.



RBC Capital Markets

Aerie Pharmaceuticals - Income Statement FYE December 31																		in Butt (415 Inan.Butt@i	
(in MM; except per share)	10:13A	20:13A	30:13A	4Q:13E	2013E	10:14E	20:14E	30:14E	40:14E	2014E	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	2023
REVENUES																			
AR-13324													6.5	69.1	147.3	235.5	251.0	223.0	190.2
PG324													0.5	7.5	31.8	101.8	180.8	308.4	452.0
Product Sales													6.5	76.5	179.1	337.2	431.8	531.4	642.2
Royalties													0.5	10.0	24.8	44.6	54.4	63.9	73.6
Other														10.0	21.0	11.0	3	05.5	75.0
Total Revenues													6.5	86.6	203.9	381.8	486.2	595.2	715.8
EXPENSES													0.5	80.0	203.5	301.0	400.2	333.2	/13.0
COGS													0.6	7.7	17.9	33.7	43.2	53.1	64.2
R&D	3.2	3.2	2.4	3.4	12.1	3.8	4.0	4.3	4.5	16.5	20.0	22.5	20.0	10.0	5.0	5.0	5.0	5.0	5.0
SG&A	1.7	1.7	3.3	1.8	8.5	1.9	1.9	2.0	1.8	7.5	8.5	15.0	30.0	37.5	45.0	67.4	86.4	106.3	128.4
	1.7	1.7	3.3	1.8	8.5	1.9	1.9	2.0	1.8	7.5	8.5	15.0	30.0	37.5	45.0	67.4	86.4	106.3	128.4
Other		4.0			20.5					24.0	20.5	27.5	50.5	55.0	67.0	400.0	4045	454.4	407.0
Total Expenses	4.9	4.9	5.7	5.2	20.6	5.6	5.9	6.2	6.3	24.0	28.5	37.5	50.6	55.2	67.9	106.2	134.5	164.4	197.6
Operating Income (Expense)	(4.9)	(4.9)	(5.7)	(5.2)	(20.6)	(5.6)	(5.9)	(6.2)	(6.3)	(24.0)	(28.5)	(37.5)	(44.2)	31.4	136.0	275.6	351.7	430.8	518.1
OTHER																			
Interest income				0.1	0.1	0.1	0.1	0.1	0.1	0.4	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Interest expense	(0.2)	(0.2)		(0.1)	(0.4)	(0.1)	(0.1)	(0.1)	(0.1)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2
Other			(5.1)		l .														
Total Other Income (Expense)	(0.2)	(0.2)	(5.1)	0.1	(0.3)	0.1	0.1	0.1	0.1	0.2	0.2	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Income before Tax	(5.1)	(5.1)	(10.9)	(5.1)	(20.9)	(5.6)	(5.9)	(6.2)	(6.3)	(23.8)	(28.3)	(37.2)	(43.9)	31.7	136.3	275.9	352.0	431.1	518.4
Taxes														10.8	46.3	93.8	119.7	146.6	176.3
Net income (loss)	(5.1)	(5.1)	(10.9)	(5.1)	(20.9)	(5.6)	(5.9)	(6.2)	(6.3)	(23.8)	(28.3)	(37.2)	(43.9)	20.9	89.9	182.1	232.3	284.5	342.2
EPS, Basic (GAAP)	(\$0.41)	(\$0.28)	(\$10.81)	(\$0.22)	(\$1.51)	(\$0.24)	(\$0.25)	(\$0.26)	(\$0.26)	(\$1.01)	(\$1.06)	(\$1.24)	(\$1.44)	\$0.67	\$2.84	\$5.63	\$7.04	\$8.45	\$9.97
EPS, Diluted (GAAP)	(\$0.24)	(\$0.19)	(\$1.13)	(\$0.16)	(\$0.94)	(\$0.17)	(\$0.18)	(\$0.19)	(\$0.19)	(\$0.74)	(\$0.81)	(\$0.97)	(\$1.13)	\$0.53	\$2.24	\$4.46	\$5.60	\$6.75	\$7.99
Shares outstanding, Basic	12.5	18.4	1.0	23.3	13.8	23.4	23.6	23.7	23.8	23.6	26.6	29.9	30.5	31.1	31.7	32.4	33.0	33.7	34.3
Shares outstanding, Diluted	21.0	26.9	9.6	31.8	22.3	31.9	32.1	32.2	32.3	32.1	35.1	38.4	39.0	39.6	40.2	40.9	41.5	42.2	42.8
Operating Ratios	1Q:13A	2Q:13A	3Q:13A	4Q:13E	2013E	1Q:14E	2Q:14E	3Q:14E	4Q:14E	2014E	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	2023
COGS												<i>-</i> 8 E	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.09
Gross Margin	NA I	NA I	NA N	NA	NA	NA	NA I	NA	NA	NA	NA	NA	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%	90.09
R&D	NA N	NA I	NA N	NA	NA	NA	NA I	NA	NA	NA	NA	NA	308.7%	11.6%	2.5%	1.3%	1.0%	0.8%	0.79
SG&A	NA N	NA I	NA N	NA	NA	NA	NA I	NA	NA	NA	NA	NA	463.0%	43.3%	22.1%	17.7%	17.8%	17.9%	17.99
Operating Margin	NA I	NA I	NA N	NA.	NA	NA	NA I	NA	NA	NA	NA	NA	-681.7%	36.3%	66.7%	72.2%	72.3%	72.4%	72.49
Taxes	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.0%	34.09
Net Margin	NA I											NA	-677.1%	24.2%	44.1%	47.7%	47.8%	47.8%	47.89
Source: Company reports and RBC Capital Markets estimate					1									1					
Balance Sheet - Select Items	10:13A	2Q:13A	3Q:13A	4Q:13E	2013E	1Q:14E	2Q:14E	3Q:14E	4Q:14E	2014E	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2022E	2023
Cash and cash equivalents	10,15/1	2.4	(8.1)	55.6	55.6	55.7	50.2	44.5	38.7	38.7	102.0	64.5	20.3	29.0	89.6	225.7	432.6	690.4	1,002.8
Prepaid expenses and other current assets		0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total current assets		3.5	(7.0)	56.8	56.8	56.8	51.4	45.7	39.8	39.8	107.2	72.1	30.4	53.5	145.6	329.9	565.2	852.9	1.198.3
Property, plant and equipment, net		0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0	(0.0)	(0.1)	(0.1)	(0.2)	(0.2)	(0.3)	(0.3)	(0.4)	(0.4
Total assets		3.7	(6.8)	56.9	56.9	56.9	51.5	45.7	39.9	39.9	107.2	72.1	30.3	53.3	145.4	329.6	564.9	852.5	1.197.9
Current Liabilities		3.7	(0.0)	30.9	30.9	30.9	31.3	43.7	39.9	39.9	107.2	72.1	30.3	33.3	145.4	329.0	304.9	632.3	1,197.9
Total current liabilities			44.0	11.8	11.8	11.8	11.8			11.8	11.8	12.3	12.8	13.3	13.8	14.3	15.7	17.2	
Total current liabilities		44.0									11.8	12.3		13.3					
		11.8	11.8					11.8	11.8		4.0	4.0	4.6	4.0	4.0		4.0		18.8
Total liabilities		4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6	4.6
Total liabilities Share Capital		4.6 0.0	4.6 0.0	4.6 0.0	4.6 0.0	4.6 0.0	4.6 0.0	4.6 0.0	4.6 0.0	4.6 0.0	0.0	0.0	0.0	0.0	0.0	4.6 0.0	0.0	4.6 0.0	4.6
Total liabilities Share Capital Share Premium		4.6 0.0 0.1	4.6 0.0 0.1	4.6 0.0 68.5	4.6 0.0 68.5	4.6 0.0 68.5	4.6 0.0 68.5	4.6 0.0 68.5	4.6 0.0 68.5	4.6 0.0 68.5	0.0 162.5	0.0 162.5	0.0 162.5	0.0 162.5	0.0 162.5	4.6 0.0 162.5	0.0 162.5	4.6 0.0 162.5	4.6 0.0 162.5
Total liabilities Share Capital Share Premium Accumulated deficit		4.6 0.0 0.1 (74.0)	4.6 0.0 0.1 (84.5)	4.6 0.0 68.5 (89.2)	4.6 0.0 68.5 (89.2)	4.6 0.0 68.5 (94.4)	4.6 0.0 68.5 (99.8)	4.6 0.0 68.5 (105.6)	4.6 0.0 68.5 (111.4)	4.6 0.0 68.5 (111.4)	0.0 162.5 (138.1)	0.0 162.5 (173.7)	0.0 162.5 (216.0)	0.0 162.5 (193.4)	0.0 162.5 (101.9)	4.6 0.0 162.5 81.8	0.0 162.5 315.7	4.6 0.0 162.5 601.8	4.6 0.0 162.5 945.6
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity		4.6 0.0 0.1 (74.0) (12.7)	4.6 0.0 0.1 (84.5) (23.2)	4.6 0.0 68.5 (89.2) 40.5	4.6 0.0 68.5 (89.2) 40.5	4.6 0.0 68.5 (94.4) 35.3	4.6 0.0 68.5 (99.8) 29.9	4.6 0.0 68.5 (105.6) 24.1	4.6 0.0 68.5 (111.4) 18.3	4.6 0.0 68.5 (111.4) 18.3	0.0 162.5 (138.1) 85.6	0.0 162.5 (173.7) 50.0	0.0 162.5 (216.0) 7.7	0.0 162.5 (193.4) 30.3	0.0 162.5 (101.9) 121.8	4.6 0.0 162.5 81.8 305.5	0.0 162.5 315.7 539.4	4.6 0.0 162.5 601.8 825.6	4.6 0.0 162.5 945.6 1,169.3
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity		4.6 0.0 0.1 (74.0) (12.7) 3.7	4.6 0.0 0.1 (84.5) (23.2) (6.8)	4.6 0.0 68.5 (89.2) 40.5 56.9	4.6 0.0 68.5 (89.2) 40.5 56.9	4.6 0.0 68.5 (94.4) 35.3 51.8	4.6 0.0 68.5 (99.8) 29.9 46.3	4.6 0.0 68.5 (105.6) 24.1 40.6	4.6 0.0 68.5 (111.4) 18.3 34.7	4.6 0.0 68.5 (111.4) 18.3 34.7	0.0 162.5 (138.1) 85.6 102.0	0.0 162.5 (173.7) 50.0 66.9	0.0 162.5 (216.0) 7.7 25.1	0.0 162.5 (193.4) 30.3 48.2	0.0 162.5 (101.9) 121.8 140.2	4.6 0.0 162.5 81.8 305.5 324.4	0.0 162.5 315.7 539.4 559.7	4.6 0.0 162.5 601.8 825.6 847.3	4.6 0.0 162.5 945.6 1,169.3 1,192.7
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items	1Q:13A	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E	4.6 0.0 68.5 (94.4) 35.3 51.8	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E	0.0 162.5 (138.1) 85.6 102.0 2015E	0.0 162.5 (173.7) 50.0 66.9 2016E	0.0 162.5 (216.0) 7.7 25.1 2017E	0.0 162.5 (193.4) 30.3 48.2 2018E	0.0 162.5 (101.9) 121.8 140.2 2019E	4.6 0.0 162.5 81.8 305.5 324.4 2020E	0.0 162.5 315.7 539.4 559.7 2021E	4.6 0.0 162.5 601.8 825.6 847.3 2022E	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss)	1Q:13A (5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A (5.1)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9)	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1)	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9)	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2)	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3)	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1	0.0 162.5 315.7 539.4 559.7 2021E 232.3	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization	•	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A (5.1) 0.0	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1) 0.0	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 20:13A (5.1) 0.0 0.4	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1) 0.0 0.4	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9) 0.0	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0 0.4	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization	•	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A (5.1) 0.0	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1) 0.0	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 20:13A (5.1) 0.0 0.4	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1) 0.0 0.4	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9) 0.0	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0 0.4	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation Net cash provided (used) by operating activities	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A (5.1) 0.0 0.4 (2.5)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4 (10.5)	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1) 0.0 0.4 (4.7)	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2 (17.5)	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0 0.4 (5.1)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9) 0.0 0.4 (5.4)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0 0.4 (5.7)	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0 0.4 (5.8)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6 (22.1)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6 (30.6)	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6 (37.5)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6 (44.1)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6 8.8	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6 60.7	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6 206.9	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6 312.4
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation Net cash provided (used) by operating activities Purchase of property and equipment and intangible assets	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A (5.1) 0.0 0.4 (2.5) (0.0)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4 (10.5) (0.0)	4.6 0.0 68.5 (89.2) 40.5 56.9 4Q:13E (5.1) 0.0 0.4 (4.7)	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2 (17.5)	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0 0.4 (5.1)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9) 0.0 0.4 (5.4) (0.0)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0 0.4 (5.7)	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0 0.4 (5.8)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6 (22.1)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6 (30.6)	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6 (37.5)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6 (44.1)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6 8.8 (0.1)	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6 60.7 (0.1)	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6 136.2 (0.1)	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6 206.9 (0.1)	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6 257.9 (0.1)	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6 312.4 (0.1
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation Net cash provided (used) by operating activities Purchase of property and equipment and intangible assets Net cash used in investing activities	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 2Q:13A (5.1) 0.0 0.4 (2.5) (0.0)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4 (10.5) (0.0)	4.6 0.0 68.5 (89.2) 40.5 56.9 40:13E (5.1) 0.0 0.4 (4.7) (0.0)	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2 (17.5) (0.1)	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0 0.4 (5.1)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9) 0.0 0.4 (5.4) (0.0)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0 0.4 (5.7)	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0 0.4 (5.8)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6 (22.1)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6 (30.6) (0.1)	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6 (37.5)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6 (44.1)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6 8.8 (0.1)	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6 60.7 (0.1)	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6 136.2 (0.1)	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6 206.9 (0.1)	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6 257.9 (0.1)	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6 312.4 (0.1
Total liabilities Share Capital Share Capital Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation Net cash provided (used) by operating activities Purchase of property and equipment and intangible assets Net cash used in investing activities Proceeds from Issuances	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 20:13A (5.1) 0.0 0.4 (2.5) (0.0)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4 (10.5) (0.0)	4.6 0.0 68.5 (89.2) 40.5 56.9 40:13E (5.1) 0.0 0.4 (4.7) (0.0) (0.0)	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2 (17.5) (0.1) (0.1) 68.4	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0 0.4 (5.1)	4.6 0.0 68.5 (99.8) 29.9 46.3 2Q:14E (5.9) 0.0 0.4 (5.4) (0.0)	4.6 0.0 68.5 (105.6) 24.1 40.6 3Q:14E (6.2) 0.0 0.4 (5.7)	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0 0.4 (5.8)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6 (22.1)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6 (30.6) (0.1) 94.0	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6 (37.5)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6 (44.1)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6 8.8 (0.1)	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6 60.7 (0.1)	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6 136.2 (0.1)	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6 206.9 (0.1)	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6 257.9 (0.1)	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6 312.4 (0.1
Total liabilities Share Capital Share Premium Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation Net cash provided (used) by operating activities Purchase of property and equipment and intangible assets Net cash used in investing activities Proceeds from issuances Net cash provided by (used in) financing activities	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 20:13A (5.1) 0.0 0.4 (2.5) (0.0)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 3Q:13A (10.9) 0.0 0.4 (10.5) (0.0)	4.6 0.0 68.5 (89.2) 40.5 56.9 40:13E (5.1) 0.0 (4.7) (0.0) (0.0) 68.4	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2 (17.5) (0.1) (0.1) 68.4	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0 0.4 (5.1) (0.0)	4.6 0.0 68.5 (99.8) 29.9 46.3 20:14E (5.9) 0.0 0.4 (5.4) (0.0)	4.6 0.0 68.5 (105.6) 24.1 40.6 30:14E (6.2) 0.0 0.4 (5.7) (0.0)	4.6 0.0 68.5 (111.4) 18.3 34.7 40:14E (6.3) 0.0 0.4 (5.8) (0.0)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6 (22.1) (0.1)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6 (30.6) (0.1) 94.0	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6 (37.5) (0.1)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6 (44.1) (0.1)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6 8.8 (0.1) (0.1)	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6 60.7 (0.1)	4.6 0.0 162.5 81.8 305.5 324.4 2020E 182.1 0.1 1.6 136.2 (0.1)	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6 206.9 (0.1)	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6 257.9 (0.1)	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6 312.4 (0.1
Total liabilities Share Capital Share Capital Accumulated deficit Total stockholders' equity Total liabilities and stockholders Equity Cash Flow Statement - Select Items Net Income (loss) Depreciation and amortization Stock based compensation Net cash provided (used) by operating activities Purchase of property and equipment and intangible assets Net cash used in investing activities Proceeds from issuances Net cash provided by (used in) financing activities Decrease in cash and cash equivalents	(5.1)	4.6 0.0 0.1 (74.0) (12.7) 3.7 20:13A (5.1) 0.0 (2.5) (0.0) (0.0)	4.6 0.0 0.1 (84.5) (23.2) (6.8) 30.13A (10.9) 0.0 (40.5) (0.0) (10.5)	4.6 0.0 68.5 (89.2) 40.5 56.9 40:13E (5.1) 0.0 0.4 (4.7) (0.0) (0.0) 68.4 68.4	4.6 0.0 68.5 (89.2) 40.5 56.9 2013E (20.9) 0.1 1.2 (17.5) (0.1) (0.1) 68.4 75.4 57.9	4.6 0.0 68.5 (94.4) 35.3 51.8 10:14E (5.6) 0.0 0.4 (5.1) (0.0) (0.0)	4.6 0.0 68.5 (99.8) 29.9 46.3 20:14E (5.9) 0.0 0.4 (5.4) (0.0) (0.0)	4.6 0.0 68.5 (105.6) 24.1 40.6 30:14E (6.2) 0.0 0.4 (5.7) (0.0) (0.0)	4.6 0.0 68.5 (111.4) 18.3 34.7 4Q:14E (6.3) 0.0 0.4 (5.8) (0.0) (0.0)	4.6 0.0 68.5 (111.4) 18.3 34.7 2014E (23.8) 0.1 1.6 (22.1) (0.1) (0.1)	0.0 162.5 (138.1) 85.6 102.0 2015E (28.3) 0.1 1.6 (30.6) (0.1) (0.1) 94.0 94.0	0.0 162.5 (173.7) 50.0 66.9 2016E (37.2) 0.1 1.6 (37.5) (0.1) (0.1)	0.0 162.5 (216.0) 7.7 25.1 2017E (43.9) 0.1 1.6 (44.1) (0.1)	0.0 162.5 (193.4) 30.3 48.2 2018E 20.9 0.1 1.6 8.8 (0.1) (0.1)	0.0 162.5 (101.9) 121.8 140.2 2019E 89.9 0.1 1.6 60.7 (0.1) (0.1)	4.6 0.0 162.5 81.8 305.5 324.4 2020F 182.1 0.1 1.6 136.2 (0.1) (0.1)	0.0 162.5 315.7 539.4 559.7 2021E 232.3 0.1 1.6 206.9 (0.1) (0.1)	4.6 0.0 162.5 601.8 825.6 847.3 2022E 284.5 0.1 1.6 257.9 (0.1) (0.1)	4.6 0.0 162.5 945.6 1,169.3 1,192.7 2023 342.2 0.1 1.6 312.4 (0.1

Source: Company reports and RBC Capital Markets estimates.



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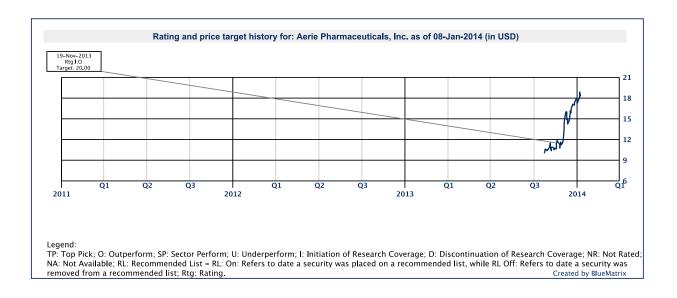
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