

India's Top Rated Institution for IAS Examination

# APTI PLUS

ACADEMY FOR CIVIL SERVICES

*Creating Civil Servants for the Nation*



AWARDED  
**'BEST IAS COACHING INSTITUTE'**

BY



# PROSPECTUS

# *From Director's Desk*

## **Dr Susijit Sahoo**



A hearty welcome to APTI PLUS ACADEMY FOR CIVIL SERVICES, the institution dedicated to civil service exam preparation. In the last decade APTI PLUS ACADEMY FOR CIVIL SERVICES has been emerged as one of the leading institutes with vision to be the center of excellence and create maximum no of selections from Eastern India. APTI PLUS ACADEMY FOR CIVIL SERVICES is an institution that aims at providing effective guidance for candidates preparing for civil services examination conducted by UPSC& State Public Service commission.

We have minutely dissected the entire system and strategize the prerequisite for this prestigious examination. The courses that we offer have been crafted keeping in mind of ever changing landscape of civil service examination. Our teaching methodology encompasses individual interaction programme, minimum effort maximum score strategy that hinges instilling the self believe originality of thought in our students which is of cardinal significance in achieving success in the exam. The academy relentlessly works towards realizing the dream to reach, teach and train aspirant to partake in the process of nation building by joining the civil services. This great establishment stands tall on the foundation of an excellent, exuberant and highly insightful up to trend committed faculties. Students mostly prefer Delhi for civil service preparation. I am delighted to share with you that we are the first Institution to buck the trend. We have a top-notch team of faculty members from Delhi.

We never believe in misleading aspirants on name of "Delhi". As a result this year we have Mr Sachin Gupta, AIR-3 (IAS-17). Last year we had Mr GopalKrishna Ronanki, AIR-3 (IAS-16) and many more top rankers in India Civil Service and state Provisional Service Examinations. from our institution. I along with my team will wish your journey to IAS as simple as possible. We invite you to be part of our exhilarate experience.

Wish you all the best in the future endeavor!

## An Introduction

APTI PLUS is Eastern India's premier coaching institution and was established with an aim to develop as the final destination for public service career initiation programmes. APTI PLUS is a centre of excellence for the Civil Services Examination, was set up in 2005-2006, with the avowed aim of giving a new orientation to the studies and preparation for the Civil Services Examination. In accordance with the newly designed scheme of Civil services Examination by the Union Public Service Commission, the institute has restructured the courses accordingly, keeping uppermost in mind the interest of students. The institute offers comprehensive teaching and guidance for 'Union Civil Services Examination' (IAS) ,Odisha Civil Services & West Bengal Civil Services Examination(WBCS). APTI PLUS is manned with qualified & experienced Faculty members .Our Updated Study materials,National standard Test Series & Daily News paper analysis have helped many aspirants in achieving their desired goals.Since its establishment, the institute has produced number of Central & State Civil Servants.

## About the examination :'UPSC Civil Service Examination '

The Civil Services Examination (CSE) which is considered as the Most Prestigious Examination conducted every year by the Union Public Service Commission (UPSC) as a common examination for recruitment to various services like the Indian Administrative Service, Indian Foreign Service and Indian Police Service, as well as Group A and Group B Central Services. The Civil Services Examination, 2019 will consist of

### A.The Civil Services Preliminary Examination

#### Tentative Schedule (Preliminary Exam)

(Objective Type) for the selection of candidates for the Main Examination

- ✓ Announcement / Notification - 19 February 2019
- ✓ Last Date To Apply:18 March 2019
- ✓ Examination Date - By 02 JUNE 2019
- ✓ Results - Only the candidates who qualify in the Preliminary Examination would be sent the detailed application form to apply for the Main Examination. The Results will be declared by The Month Of August.

### B.The Civil Services Main Examination

#### Tentative Schedule (Main Exam)

- ✓ Once the results of the Preliminary Examination are announced, only the candidates who qualify in the Preliminary Examination would be sent the detailed application form to apply for the Main Examination.
- ✓ Main examination is likely to be started in the month of September Or 20 September 2019 for 5 days.

### C.Personality Test :A Final Interview for those who pass the Main Exam.

- ✓ The candidates who qualify in the Main Examination will be interviewed by a Board who will have before them, a record of his/her career.
- ✓ The object of the interview is to assess the personal suitability of the candidate for a career in public service by a Board of competent and unbiased observers. He/she will be asked questions on matters of general interest. The test is intended to judge the mental calibre of a candidate. Likely to be conducted from Feb-April.



Sachin Gupta  
AIR-3  
IAS-17



Manisha Tomar  
AIR-175  
IAS-17

## ELIGIBILITY CRITERIA:

**Who Can Appear?** : Graduates /Final Year Graduates with Any Stream From a Recognized University

**Age Limits** : As On ( 01.08.2019 ) Minimum 21 Years I.e must have been born not earlier than 2nd August, 1987

**Maximum Age Limits**

32 Years For General Cat With Maximum 6 Attempts

35 Years For OBC Cat With Maximum 9 Attempts

37 Years For ST/SC Cat With Maximum Attempts To Max Age Limit

42 Years For PWDs Cat With Maximum 9 Attempts For Gen/OBC & To Max Age Limit For ST/SC Cat

## SCHEME OF EXAMINATION:

Preliminary Exam- General Studies Paper I -100 Questions- (200 marks) Duration : Two hours (Marks will be counted for shortlisting in preliminary Exam)

General Studies Paper II(CSAT)-80 Questions (200 marks) Duration: Two hours (Qualifying In Nature,33% Required to qualify the Paper, marks will not be counted for short listing in Preliminary Exam)

## MAIN EXAMINATION QUALIFYING PAPERS

Qualifying Papers: Paper : A - (One of the Indian Language to be selected by the candidate from the Languages included in the Eighth Schedule to the Constitution). 300 Marks

Paper : B English 300 Marks

## PAPERS TO BE COUNTED FOR MERIT

Paper	Subject Name	Marks
Paper 1	Essay	250
Paper 2	General Studies—I (Indian Heritage and Culture, History and Geography of the World and Society)	250
Paper 3	General Studies –II (Governance, Constitution, Polity, Social Justice and International relations)	250
Paper 4	General Studies –III (Technology, Economic Development, Bio-diversity, Environment, Security and Disaster Management)	250
Paper 5	General Studies –IV (Ethics, Integrity and Aptitude)	250
Paper 6	Optional Subject – Paper 1	250
Paper 7	Optional Subject – Paper 2	250
	Sub Total (Written test)	1750
	Personality Test	275
	Grand Total	2025

**Gopal Krishna  
Ronanki  
AIR-3, IAS-2016**



APTI PLUS Academy For Civil Services has played a very important role in my UPSC journey.  
I would like to thank all the faculties for their guidance and advice.  
I will always be grateful to them. Thank you APTI PLUS!

GOPALKRISHNA RONANKI  
AIR: 3  
ROLL NO: 014766  
CSE: 2016.

## INTERVIEW

The number of candidates who pass the Main Exam and are called for the Interview is usually more than twice the number of likely vacancies. A total of 275 marks is allotted for the Interview.

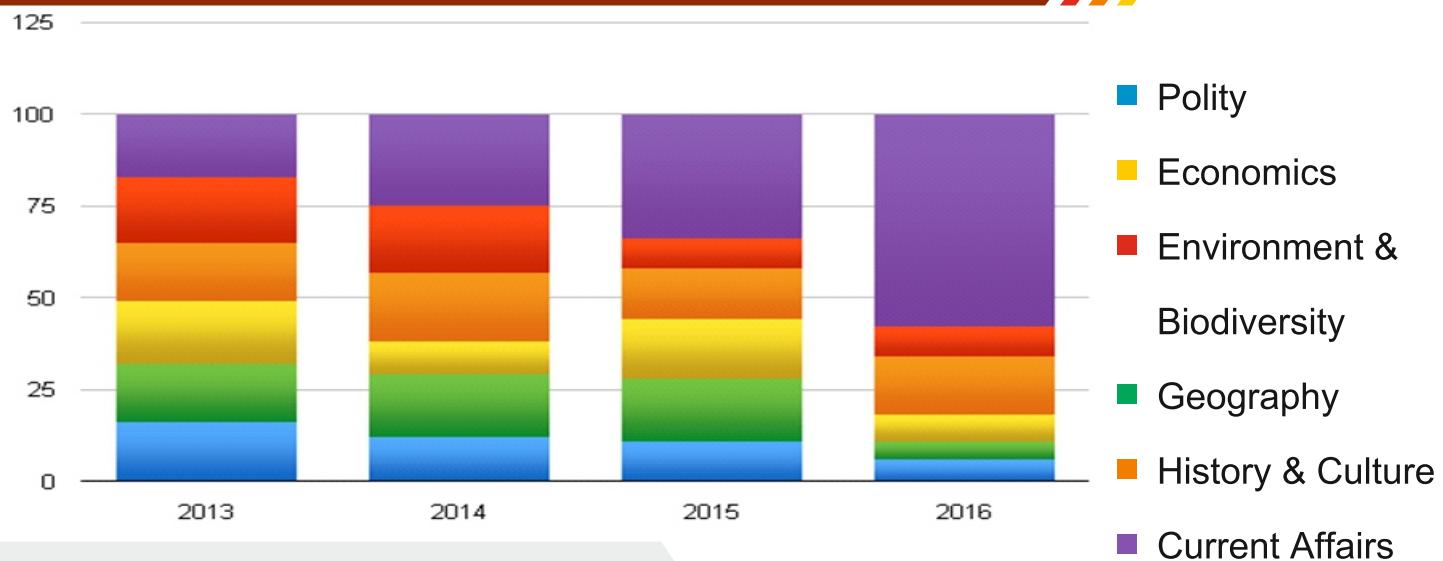
### UPSC CSE CUT-OFF MARKS-2016

Exam	Gen	OBC	SC	ST	Ph1	Ph2	Ph3
Prelims	116	110.66	99.34	96	75.34	72.66	40
Mains	787	745	739	730	713	740	545
Final	988	951	937	920	927	951	817

### CUT-OFF MAINS EXAM

Category	2013	2014	2015	2016
General	564	678	630	787
OBC	534	631	630	745
SC	518	631	622	739
ST	510	619	617	730
PH-1	510	609	580	713
PH-2	502	575	627	740
PH-3	410	449	504	545

### Trend Analysis Of CSE Preliminary Exam General Studies Paper-1



**Manoranjan Behera**  
AIR-826, IAS-2017



Thank you UPSC and its members and its faculty for all the guidance and help during the journey of UPSC examination. Its faculty members and its members have kept me to success in the eight out of nine toughest exams. Thank you UPSC and its members.  
 Manoranjan Behera  
 (AIR - 826)  
 (IAS - 2017)

## A RIGHT APPROACH TO CSE:

"One Can clear The Exam in one shot.What is required a right approach & Systematic Preparation"

**Reading Skills:** It is very Important to Know " What To Read" but even more important is "What Not To Read" As Syllabus is Vast.Developing reading skills under the guidance of our faculty members will not only increase your efficiency but will also save your precious time.

**Understanding Skills:** Our Mentors will Guide you how to read between lines from Text Books/News Papers.What are the geographical/historical/political ,socio economic importance of a particular Chapter/Editorial/Article with Reference To Examination Views so that one can grasp underlying issues.

**Answer Writing Skills:**Once you are clear in your thoughts,you need right vocabulary, format and framing answer structure for exact expression what can be achieved with our answer writing Development programme in which you will be given individual time to access techniques and feedbacks for improvements to make sure you write holistic answers within prescribed word limits.

## FOR EFFECTIVE STUDIES:

Know Your Syllabus Thoroughly: The First Requirement before you start your preparation.

Start With Your Own Strategy:Ex:One Topper Had Followed DD Basu For Polity but you are comfortable with M.Laxmikant,so you should start with M.Laxmikant

Read NCERTs Text Books Thoroughly. Read carefully between the lines ,What CSE requires Is Concepts Rather than Factual Datas.

Don't Keep Your Booklist Very Large & Complex.Revise a standard Text Book Many times Before Prelims.

Follow One Standard News Paper & Standard News Channel Regularly Throughout the Year(The Hindu & Rajyasabha TV Preferebly)

Don't Avoid Test Series.Prepare One standard test series syllabus & Attend all tests before Pre & Main Exam.

Consistency What matters Most:CSE is not about talent & IQ,its about Consistency & Hard Work,Avoid distractions .

## OUR MISSION

'Motivation and Direction are two great driving forces for any aspirant to become successful'.

- ✓ Our mission is to achieve our vision that is to bring out the dormant talents, skills in the students that come to us. We believe that there is great fire in everybody and the only effort required is 'giving wings' to that fire and Apti Plus Academy For Civil Services helps it.
- ✓ To prepare you for the upcoming exam thoroughly according to the latest changes in pattern
- ✓ To provide you classes by national reputed faculty in your hometown.We are hiring Excellent and Trained faculty & regular Guest Lecturers from Delhi & Other Parts Of India.
- ✓ To provide you the best study notes that will save your maximum time during the preparation.All our teachers & more than 20 course content researchers are constantly at work on our notes. All the efforts which we are putting in the notes have a single target: to be updated regularly and to provide according to the latest pattern. These notes have been developed after consulting all the major Indian & International Text Books on the subjects.
- ✓ To provide you All India Basis Mock test (To compete you in national level)

**Supriya Das**  
AIR-236  
IAS-2016



I thank you for all the help and guidance from the team at AptiPlus! The journey has been long and required constant encouragement. So a big thank you! All the best to all students at AptiPlus!

Regards,  
Supriya Das

# Reference NCERT Books:

## General Studies

### Class VI

- ✓ Social and Political Life Part-I
- ✓ History - Our Past-I
- ✓ The Earth our Habitat
- ✓ Science

### Class VII

- ✓ Social and Political Life Part-II
- ✓ History - Our Past-II
- ✓ Our Environment
- ✓ Science

### Class VIII

- ✓ Social and Political Life Part-III
- ✓ History - Our Past-III
- ✓ Resource and Development
- ✓ Science

### Class IX

- ✓ Democratic Politics-I
- ✓ Contemporary India-I
- ✓ India and the Contemporary World-I
- ✓ Science

### Class X

- ✓ Democratic Politics-II
- ✓ Contemporary India-II
- ✓ Understanding Economic Development
- ✓ India and the Contemporary World-II
- ✓ Science

## Sociology

### Class XI

- ✓ Understanding Society

### Class XII

- ✓ Indian Society
- ✓ Social Change and Development in India

## Political Science

### Class XI

- ✓ Political Theory
- ✓ India Constitution at Work

### Class XII

- ✓ Contemporary World Politics
- ✓ Politics in India since Independence

## Geography

### Class XI

- ✓ Fundamental of Physical Geography
- ✓ India Physical Environment

### Class XII

- ✓ Fundamental of Human Geography
- ✓ India : People and Economy

## History

### Class XI

- ✓ Themes in World History

### Class XII

- ✓ Themes in India History-I
- ✓ Themes in India History-II
- ✓ Themes in India History-III

## History

### Class XI

- ✓ Indian Economic Development

Jitendra Kumar Patra  
RANK-2, OAS



The faculty members at Apti Plus Academy for OAS services has tutored within me a sense of confidence of appearing the OCS examination. The supplied study materials adequately helped in attaining this goal & it gives suitable platform for upcoming civil service aspirants. In their smart preparation.

Jitendra Kumar Patra  
C JITENDRA KUMAR PATRA  
Rank-02 C.O.C.S. 2011  
Ran No: 311141

# CLASSROOM PROGRAMME

**CLASS HIGHLIGHTS** 1) Complete Coverage Of NCERT 2)Special Emphasis on Current Affairs 3)Special Session On Budget,Economy Survey & Govt Schemes 4)New Pattern Demands specialized focus and approach 5)The Hindu Highlights & Editorial analysis 6)Sectional Mock test for individual session 7)Answer Writing Practice & Evaluation by Experts

## Stage-1 (For Both Pre & Mains)

5 Months Programme Of 250-300 Hours class under Which Chapters will be taught from Basic(NCERT Level) to Advance Level(Text Book Level).Approach will be for both Preliminary Cum Main Exam.

## Stage-2(Only For Pre)

2 Months Programme Of 120-150 Hours Class under which preliminary specific classes(Current Affairs,Economy Survey,Budget,CSAT) Classes will be taken before Prelims

## Stage-3(Only For Main)

5 Months Programme Of 250-300 Hours Class under which Mains Specific Classes(Optional Subject,Ethics Paper ,Essay Writing,IR ,World History,Social Issues & Justice,Sci & Tech) will be taken where 2/3rd of the syllabus will be covered before the preliminary exam & 1/3rd of the syllabus will be covered before main exam.

# TEST SERIES PROGRAMME

50+ Sectional Mock Tests from NCERTs & other Text Books will be provided where 30 sectional days on current affairs and 20 Full Length Mocks Tests will be conducted in online mode.

Aspirants may appear the full length Mock Tests in way OMR answersheets also

## Our Support For Current Updates:

Currently we are providing

- 1)Daily The Hindu Analysis
- 2)Economic Times & PIB probable Question
- 3)Gist Of Eco Survey & Budget,NITI Aayog Report Etc
- 4)Daily Mini Test Specially For Prelims In Telegram Group
- 5)Daily Answer Writing Practice In Teelegram Group
- 6)Free Yojana Magazine To All

**Narendra**  
**RANK-19, OAS-16**



*" I thank Ojas Plus for enhancing my capabilities to get through Odisha Civil services exam the material provided by them was very conducive and helped me to crack this exam. Effort put into the faculties here aided me to achieve this success. I wish all the best to the future aspirants."*

*Narendra Kianari*

## DISTANCE LEARNING PROGRAMME

Our systematic & smart training programme for CSE Aspirants consists of classes by best faculty members of Delhi & Concurrent Materials for the examination. Our Package provides "CLASSROOM PRAGRAMME" as well as "DISTANCE LEARNING PROGRAMME" For  
1)GENERAL STUDIES  
2)OPTIONAL SUBJECTS  
3)ESSAY WRITING  
4)CSAT  
5)Test Series

OPTIONAL OFFERED FOR THE MAIN EXAM : We offer the following Optional subjects for the 2019 Civil Services Main Examination:

- ✓ Political Science
- ✓ Sociology
- ✓ History
- ✓ Geography
- ✓ Public Admin

## COMPARISION OF COACHING FEE OF **APTI PLUS** WITH DELHI GENUINE COACHING

	Delhi Genuine Coaching	APTI PLUS
GS (Pre.+Main)	160,000/-	1,00,000+GST
Essay	8,000/-	FREE
Prelims Test Series	8,000/-	FREE
Mains Test Series	12,000/-	FREE
Optional	50,000/-	30,000+GST
Hostel	12,000/- (Per Month)	4,000/- (Per Month)

## COURSE MATERIALS FOR CSE

The concised & updated study material will be provided in Twelve Sets for General Studies(Prelims & Main),Optional Paper,Essay Writing & CSAT at regular interval. Along with study material free monthly current affairs & YOJANA MAGAZINE & Test Series For Preliminary Exam & Main will be provided at free cost to the aspirants of CSE.A DLP Aspirant can avail a doubt clearing class on Every Last Sunday Of A Month by attending class where in a year 3-4 Special Classes will be provided for Answer Writing Development to DLP Aspirants.

### 3 Year Foundation Course For Ongoing Graduates:

Ongoing Graduates can avail the Guidance on yearly basis for a duration of 3 Years subject to availability of course at Designated Centres.

1st Year:Entire Syllabus Of Preliminary Exam(June-Dec)

2nd Year:Entire Syllabus Of Main Exam(June-Oct) + Answer Writig Development(Oct-Dec)

3rd Year:Optional Subject+ Test Series

### Batches Available:

Weekdays:

Monday –Friday(Daily 3-4 Hours)(Batch Commencement : April, May, June, July, August & September)

Weekend:

Saturday & Sunday(Daily 7-8 Hours) (Batch Commencement : June, July, August, September)



Rajesh Kumar  
AIR-55  
IFOS-17

Swetha Bodhu  
AIR-70  
IFOS-17



# OUR FACULTY MEMBERS

APTI PLUS is equipped with distinguished Faculty Members of national repute with a good mix of highly qualified and experienced young professionals having working experience in top IAS Coaching in Delhi & Other Parts of India .

## Amit Kushari Retired IAS Officer

( Ex Chief Secretary To Jammu)Subject: Current Events,International Affairs (GS),Mock Interview Panel Member

## Shakil Ahmed Ganie

IRS,Guest Faculty Member, Subject:Ethics,Intigrity & Aptitude

## Hemant Kumar

IRS, Guest Faculty Member, Subject:Ethics,Intigrity & Aptitude

## Sachin Jain

IRS,Guest Faculty Member, Subject:Indian Economy

## Ayussh Sanghi

5 years Experience of UPSC Coaching in top IAS Academy,Delhi, Subject:Indian Economy

## Sanjay Bhardwaj

MA,PHD(HISTORY), 9 years Experience of UPSC Coaching in top IAS Academy,Delhi

Subject: Modern India History,Art& Culture,World Hostory

## Tariq Khan

Modern History Author at Mc Hill Publication, 7 years Experience of UPSC Coaching in top IAS Academy,Delhi  
Subject:Modern India History,Ancient & Medieval History

## Dr Ravi P. Agrahari

Science & Technology Author at Mc Hill Publication12 years Experience of UPSC Coaching in top IAS Academy,Delhi,

Subject:Science & Technology,General Science

## Priyesh Singh Sengar

CSE Qualified(Multiple Times)

5 years Experience of UPSC Coaching in top IAS Academy,Delhi & Hyderabad, Subject:Indian & World Geography, Environmental Science,Disaster Management Optional Subject:Geography

## R.Mohan

IRS, Guest Faculty Member

6 years Experience of UPSC Coaching in top IAS Academy,Delhi

## Vijay Narayan Singh

Author,Current Affairs For UPSC

5 years Experience of UPSC Coaching in top IAS Academy,Delhi Subject:Current Affairs,The Hindu Analysis

## Vivek Kaushik

Ex Asst Commandant,CAPF

4 years Experience of UPSC Coaching in top IAS Academy,Delhi

Subject:Indian Polity & International Relation, Internal Security

## Sayak Dutta

CSE QUALIFIED (Multiple times)

4 years Experience of UPSC Coaching in top IAS Academy,Chennai

Subject:Indian Geography, Ecology & Environment

## Sunil Kumar

MA,,M.Phil Geography

12 years Experience of UPSC Coaching in top IAS Academy,Delhi & Patna

Subject:Geography

## Satyanarayan Lal Sahanjee

MA,BA LLB

8 years Experience of UPSC Coaching in to IAS Academy,Delhi & Ranchi

Subject:Indian Polity

## Sanjay Kumar

Msc, Gold Medalist

5 years Experience of UPSC Coaching in top IAS Academy,Delhi & Patna

Subject: General Science

## Mrs. Sweta Singh

8 years Experience of UPSC Coaching in top IAS Academy,Delhi

Subject : Essay, Social Issues & Social Justice

# WHY APTI PLUS

- 1) Course Module & Mock Tests Designed by Highly Experienced Faculty Members like Civil Service Qualified & Retired Civil Servants.
- 2) Regular Classes by Faculty members of National Repute.(We hire faculty member who has exposure to civil services exam only)
- 3) Sectional Mock Test on every individual sessions.All India Mock tests for aspirants to compete at national level.
- 4) Special Focus on current Affairs (The Hindu Analysis,Special Session on Current Affairs) according to latest trends in exams.
- 5) Both Weekend (For working Professionals) & Weekdays Batch(With Same Duration)
- 6) Digital Classroom with Library Facilities,Free monthly Magazine
- 7) Free Interview preparation by Retired Civil Servants & Ex Public Service Commission Board Members.

## COURSE DURATION & FEE STRUCTURE:

Course Name	Duration	Fee
G.S Pre-cum Main + Essay + CSAT	10 Months	1,18,000 INR*
Only Optional Subject	3 Months	35,400 INR*
Distance Learning Programme With Mock Tests	6 Months	35,400 INR*
Foundation Course For Ongoing Graduates	3 Years	59,000 INR*/Annum
WBCS-2019	8 Months	70,800 INR*
Mock Tests (Prelims) Offline	30 Mock Tests	5,900 INR*
Mock Tests (Prelims) Online	1000 Mock Tests	3,538 INR*
Mock Tests (Mains) Offline	20 Mock Tests (8 G.S+2 Essay*)	12,980 INR*
Mock Tests (Mains) Online	8 Mock Tests	11,800 INR*
IAS OAS Integrated Course	12 Months	1,18,000 INR*

Interview preparation is free of cost to those candidates who have qualified the main exam.

### Note:

- ✓ The total fees inclusive of both service tax & study material cost.
- ✓ Admission process will be first come first serve basis.
- ✓ Fees once paid cannot be refunded under any circumstances or no request will be entertained in this regard.
- ✓ No Discount is available in 3 year foundation course

### Discount / Offers

- ✓ 25% discount to all physically challenged/Disabled students (where the percentage of disability is more than 40% & candidates have to produce the certificate in both original & photocopy).
- ✓ Rs. 10,000/- discount on total fees if you are paying the total fees in a single slot & Rs. 5000/- discount if fees paid in 2 installments in 2 consecutive months.
- ✓ 7% additional discount to candidates having min 90% marks in 10th exam, 80% marks in 12th exam & 80% marks in +3 exam.
- ✓ 5% Discount available to aspirants whose father/mother serving/has served Indian Army, Navy, Air force, Para military force/Indian Police/ MHA, subject to submission of original supporting documents.

Candidate May avail any 2 discounts mentioned above at a time w.e.f 30.04.2017.

### Mode Of Payment:

We are Totally Cashless:

Fees can be paid Only With DD/Cheque On Favour Of 'APTI PLUS ACADEMY FOR CIVIL SERVICES' Payable at Kolkata/Bhubaneswar Or NEFT/Online Payment

## PROCEDURE FOR ENROLMENT

The student should send us:

1. The enrolment Form, completed and signed, and with a passport size photograph pasted in the space provided.
  2. Documents Required-a)ONE RECENT PASSPORT SIZE PHOTOGRAPH b)ONE HIGHEST QUALIFICATION CERTIFICATE PHOTOCOPYc)CANDIDATE'S /PARENT'S ADDRESS PROOF
- NOTE: Enrolment forms without the three photographs will not be accepted.

*"When You Know better , You Do better"*

*Congratulations!*

### TO OUR SUPER ACHIEVERS IN IAS 2016



AIR  
3



GOPALKRISHNA RONANKI

*Congratulations!*

### TO OUR SUPER ACHIEVERS IN IAS 2017



AIR  
3



SACHIN GUPTA

*Congratulations!*

### TO OUR SUPER ACHIEVERS IN OAS 2016



Eastern India's Premier IAS Coaching Academy Since 2006



**APTI PLUS**  
ACADEMY FOR CIVIL SERVICES

*Creating Civil Servants for the Nation*

Bhubaneswar: Plot No. 2280, Bijupattnaik College Road, Jayadev Bihar, Bhubaneswar, Mob.: 9938386166, 8260677707

Kolkata: BA – 46, 1st Floor, Salt Lake Sector – 1, Salt Lake City, Kolkata, West Bengal – 700064

Landmark – Opposite Karur Vysya Bank, Contact Number: (033)-40069689, Other Number: +91-8820341777

135L, Ground Floor, S.P. Mukherjee Road, Kalighat, Kolkata-700026, Mail: apti.plus@gmail.com

Contact Number: (033)-40645777, Other Number: +91-8100765577