



Federal Ministry
for Economic Affairs
and Climate Action



MITTELSTAND
GLOBAL
FOREIGN MARKET
ENTRY PROGRAMME



German Business Delegation to Kenya in Civil Drone Technology

Nairobi – 12th to 16th September 2022

Company Products and Services Catalogue

In collaboration with



AHK Services Eastern Africa Ltd



Project of



German Companies

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On behalf of the German Federal Ministry for Economic Affairs and Climate Action (BMWK), SBS systems for business solutions is organizing a business delegation of German companies from the field of civil drone technologies to Kenya in collaboration with the German-Kenyan Chamber of Commerce (AHK) and Agathon International.

8 selected highly innovative and technologically-advanced German companies will be on a 5 day trip to Nairobi to establish a Kenyan-German business dialogue.

Five days of conferences, individual business meetings and institutional and technical visits in Kenya are a unique opportunity for Kenyan companies and institutions to meet the delegation in order to foster bilateral cooperation and exchange views on innovations, technologies and business opportunities.

Participation is free of charge but subject to previous registration.



The Foreign Market Entry Programme assists German Small and Medium-Sized Businesses during all stages of their export activities. Participating businesses receive widespread support from the initial stages of market exploration up to the making of actual business contacts, e.g., by providing first-hand market information, organizing exploration trips and building networks. Key element of this support is the personal assistance during preparation, implementation and follow-up of these measures to ensure that the business arrangements are of high quality and sustainable.

This visit is part of the “fact-finding” module of the Foreign Market Entry Programme and will facilitate business contacts as well as provide important impulses for the further intensification of the fruitful co-operation between Kenya and Germany.

On behalf of the German Federal Ministry for Economic Affairs and Climate Action I would like to thank the participants from Germany, all multipliers, and other involved parties in Kenya for their contribution to create a successful measure.

Mr. Christian Tippelt

Director Foreign Market Entry Programme of the
Federal Ministry for Economic Affairs and Climate Action (BMWK)
Germany Trade & Invest

Unmanned aerial systems have fundamentally changed our airspace and have become commonplace in both the commercial and non-profit sectors.

We – the German Unmanned Aviation Association (VUL) – have established ourselves as the voice of unmanned aviation in Germany in view of overlapping interests as a joint initiative of the German Aviation Association (BDL) and the German Aerospace Industries Association (BDLI).

The VUL is primarily concerned with the challenges of certifying commercially used unmanned aerial systems and integrating them into the existing air traffic system.

In the next twenty years, with the help of drones the improvement of medical care, logistics and mobility will fundamentally change people's lives. While the drone market in Kenya is still in its beginnings, a dedicated startup scene has emerged in major cities that aims to drive the country forward with civilian drone technology. As a result, Kenya promises to become a dynamic aviation market that the German aerospace industry cannot afford to miss.

For this purpose, the VUL supports its members, particularly in initiating promising international business contacts, and has been cooperating for years with the market development program of the Federal Ministry for Economic Affairs and Climate Action.

The German Unmanned Aviation Association would like to thank the Federal Ministry for Economic Affairs and Climate Action as well as the initiators and organizers of this market exploration visit and is happy to support it with words and deeds.

We wish all participants an informative and insightful exchange of ideas as well as good discussions!

Sentiana Schwerin - Technical coordination, German Unmanned Aviation Association (VUL)

emergency assistance



4G

5G



LTE



TETRA

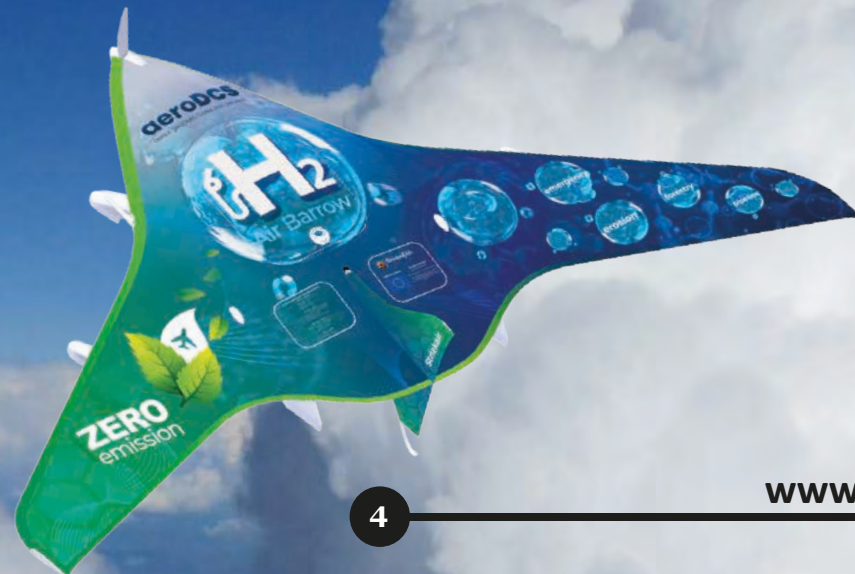
BOS



Summary

Summary

AeroDCS GmbH offers a range of high quality and operationally reliable high resolution remote sensing services and develops VTOL drones.



Company profile

AeroDCS GmbH offers a range of high quality and operationally reliable high resolution remote sensing services. Our claim is the delivery of the highest quality data in reliable process chains. These include conducting missions to collect image data, evaluating and delivering results, testing new procedures, preparing expertise and studies for use, providing training to users, and distributing and leasing remote sensing aircrafts. For the execution of the flight missions, a range of carriers is available, starting from a gyroplane UAS over VTOL surface UAS, classic surface aircraft up to the Antares E2 with hydrogen-powered electric drive, which can be flown piloted or autonomous. One USP is the VTOL AirBarrow which can be operated with hydrogen fuel cells. The 6-8 h flight time, by a total takeoff weight of 25 kg, offers interesting options for mapping and surveillance.

We have experiences in Africa in mapping, surveying managing erosion, resource management, agriculture and forestry.

Products / Services

- Set up of workflows for different applications like surveying and mapping of larger areas, erosion control, resource management, precision farming and forestry, natural disaster management, surveillance and others. Thereby the whole process chain, from planning, acquiring spatial data with drones or manned aircraft, processing and analysing the data to information extraction/dissemination and finally triggering necessary action will set up, tested, evaluated and optimised.
- Powerline and pipeline inspection for large areas.
- Our VTOLS cover large areas in a high spatial precision. Next to mapping, the evaluation of the success of measures (e.g. Infrastructure projects) is possible.
- A focus is training and capacity building measures in applying drones and data processing.
- As well we sell and rent different UAS and VTOLS. Especially the H2 long range AirBarrow and the Antares with 40 h operation time offer interesting options.

References and export activities

We have projects in some countries in East- and Westafrica in collaboration with Ministries of Agriculture, Natural Resource Management and Ministries of the Interior. Further on we collaborate in projects with developments agencies (e.g. GIZ). But we are as well asked for evaluate large infrastructure projects form ADB or KfW. But as well collaboration with remote sensing companies in the host countries have been initiated.

Target group

Institutions with a demand for precise geospatial data and information for larger areas (e.g. Ministry for agriculture and forestry, planning bureaus, national park management), utilities, large farms or production cooperatives, institutions and organisations which want to transport goods with drones over larger distances, police and boarder control, local companies which want to collaborate or set up joint ventures.

Competitive advantages

Long years experience in operating drones and setting up complete work flow in many countries in Africa for different applications. Competitive UAS with long range (VTOL AirBarrow with 6-8h flight time and the Antares with up to 40 h flight time).

Very strong geo-information background for setting up reliable process chains for large data sets. Sound scientific background combined with high engineer skills.

Ideal Business Partners

Utilities – for setting up services to control power lines and pipelines, natural resource management for erosion control, Ministry of Agriculture for precision farming and locust control, Production cooperatives, Development agencies for evaluation of the success of the measures, Police for surveillance of large areas and boarder controy, local companies which want to collaborate or set up joint ventures, Rural cadastral.

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aerial geoData Collection Services

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Languages: English, German

Project:

Markterkundung
Kenia
12.-16.
September 2022

Drohentechnologie



Supported by:



Project of:





Summary

HHLA Sky provides globally scalable control centers for simultaneous operations of 100+ drones & robots beyond visual line of sight.



made in Germany

Company profile

Until now, there was no complete solution for the challenge of centrally and simultaneously controlling fleets of drones and autonomous mobile robots in different locations around the world. HHLA Sky has developed just such a platform. It can clearly and easily map out fleet planning, scheduling, flight and data preparation.

The HHLA Sky Integrated Control Center for automated drones and other mobile robots:

- Is a thoroughly developed end-to-end solution
- Stands out through automation and integration of the highest degree
- Was developed for operations in critical infrastructure – for example high-security areas of company properties
- Enables the simultaneous operation of over 100 autonomous drones beyond the visual line of sight (BVLOS)
- Harmonises complex processes – from regulations imposed by the aviation authorities to the planning and controlling of flights to integration into other systems
- Can be rolled out worldwide

Products / Services

- Integrated Control Center for automated drones and mobile robots
- Drone Operations
- Process Consulting
- Unmanned Aerial Vehicles (Multirotors, VTOLS)
- Autonomous Mobile Robots

References and export activities

HHLA Sky has customers on 4 Continents:
North America, Germany, Asia and Australia.

Target group

Critical Infrastructures, Logistics , Healthcare and Environment

Competitive advantages

- One Stop shop for an highly automated end to end drone operations for all three use cases like transport, inspection and surveillance / monitoring
- Scalable and Cyber Secure for more than 100 Drone and driving robots in parallel

Ideal Business Partners

- Government institutions
- Large infrastructure management organizations
- Drone service providers
- Logistics organizations



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Languages: English, German

Project:



Supported by:



Project of:





Summary

A new way to fly! Sustainable, ecological and dynamic – this is what the h-aero® product family from HAT GmbH Baden-Baden stands for.

made
in Germany



Company profile

Hybrid-Airplane Technologies GmbH was founded in Baden-Baden (2016) as a result of 20 years leading research and development by the University of Stuttgart, DLR, NASA-Caltech in the field of aerospace engineering and solar research.

HAT GmbH develops, operates, sells and rents out a sustainable carrier system: the h-aero® is a hybrid aircraft, that for the first time combines the known physical principles of flight (aeroplane, helicopter, balloon) and minimizes energy consumption by combining static and dynamic lift. The universal aircraft that has been created in this way functions as a carrier of payloads and as a reusable airborne data collector that does not pollute the air, nor our orbit.

This also impressed the Solar Impulse foundation and honored HAT GmbH with the solar efficient label.

Products / Services

The h-aero® family consists out of 4 different aircrafts: Zero, zero+, one and kite.

They vary in size, flight duration and payload.

h-aero® zero was especially developed for semi-professionals, whereas the models zero+, one and kite are only for professional use.

Due to their unique technology and comprehensive certification, our aircrafts are ideally suited for a wide range of applications.

Such as observation and monitoring of nature reserves, airborne surveillance of industrial installations, traffic observation from bird's-eye view, hovering flights during events and many more. The purpose of every UAV is to collect data from air, therefore HAT GmbH provides specific sensors and technology for each use-case.

Furthermore HAT GmbH also offers the collection of different kinds of data, such as urban or forestry surveying.

More information: <https://h-aero.com/en/products/zero>

References and export activities

H-aero® has already been used in lots of different projects including:

- to monitor a tunnel repair (Deutsche Bahn, Hochtief and Züblin)
- as an airport observation device, especially nighttimes (Jeppesen GmbH)
- to inspect ancient buildings (Fraunhofer institute)
- to perform R&D and Marketing related to 5G, IoT and autonomy (Vodafone)
- for a living species analysis (Bats) in front of wind turbines (University of Tübingen)

Target group

The h-aero® family is used by companies, universities, academic institutions, cities, airports and many more. From earth observation to live broadcasting of events, h-aero® flight systems are used in many areas.

Competitive advantages

All products of the h-aero® family carry a higher payload per cubic meter of helium gas than other flying objects. This lightweight design makes it possible to develop the world's smallest flying LTA systems. Moreover h-aero® is authorized, due to its safety, to be used for flights above people e.g. during events. Its mission duration of 400 minutes, which can be significantly extended with solar cells, is unique.

Ideal Business Partners

The above mentioned target groups, that have need in monitoring, digitization, delivery, data collection, airborne surveillance, aerial-surveys, hovering-flights (also above people) and much more. We are also looking for potential future investors.



Exploration /
Communication /
Observation /

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Languages: English, German

Project:



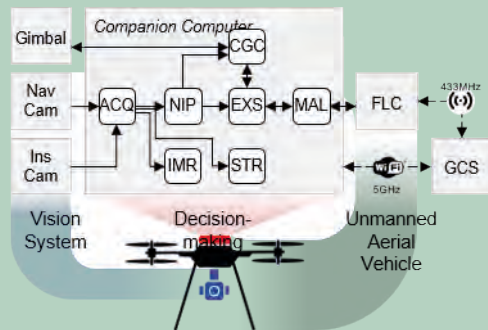
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Project of:



UAV ARCHITECTURE



AUTONOMOUS MISSION

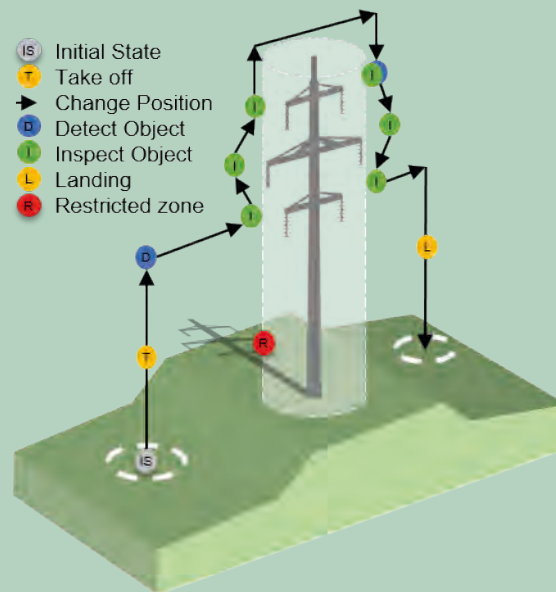
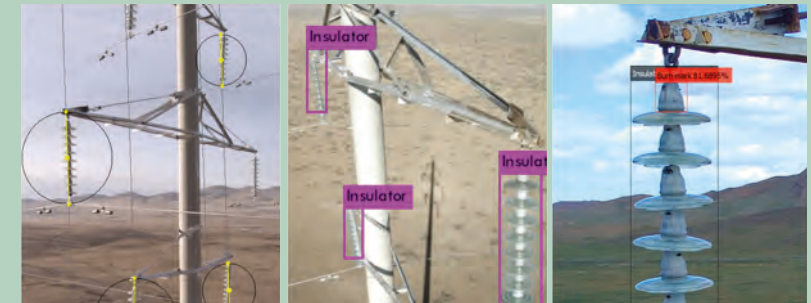


IMAGE PROCESSING



DATA POST-PROCESSING



1. AI-based Tree Detection & Localization

Summary

IBS Software & Research GmbH develops software for unpiloted drone missions for inspection tasks.

made in Germany

Company profile

IBS Software & Research GmbH develops autonomous missions for drone based inspection tasks. Inspection and mission navigation is camera based. Video and image processing is AI based. We are experts in deep learning (DL) and all kinds of AI algorithms. In cooperation with Chemnitz University of Technology we run an indoor test center for DIL-Testing (Drone in Loop). Drone missions are dedicated to building-inspection, landscape-inspection, and industrie-inspections. Examples are powerline-inspection, Forest- and River-inspection or railway inspections. The mission will be planned and automated with respect to the interest focus and the concrete application.

All missions are executed autonomously. For this reason a very high degree of individualization of application is needed.

Products / Services

- Analysis of feasibility of autonomous drone missions
- Implementation of drone missions
- AI based image processing for inspection tasks

References and export activities

- Project APOLI: Automated Power Line Inspection, Ulanbaataar, Mongolia
- Project RescueFly: Drone based support for life rescue activities at lakes, Funded by Bundesministerium für Digitales und Verkehr

Target group

- Agra- and farming stakeholders for land inspections
- Forest, lake and river stakeholder for water inspections
- Railway and industry plant stakeholder for object inspections

Competitive advantages

- AI based image processing methods – we are experts in this
- Research oriented approaches for individual solutions
- Drone mission testing

Ideal Business Partners

- Agra- and farming stakeholders for land inspections
- Forest, lake and river stakeholder for water inspections
- Railway and industry plant stakeholder for object inspections



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Languages: English, German

Project:



Supported by:



Project of:



VIRA DRONES



Summary

Industrial heavy drones for logistics in hard-to-reach areas and rescue operations.



Made in Germany

Company profile

Our company is an Aviation Design Bureau, which is engaged in the development of promising types of aviation equipment, such as helicopters and drones with vertical takeoff and landing. At the present time in our project portfolio we are working on a hybrid business helicopter for 3 passengers and a large cargo drone with a payload from 200 to 1000 kg. We are also developing our own line of aircraft engines and are preparing for its certification.

Products / Services

VIRA M250 (M500, M750)

Lightweight unmanned aerial VTOL vehicle with 250 (500, 750) kg payload designed for use in the transportation of goods, where the use of helicopters or planes and ground vehicles is difficult, inefficient or impossible. All-weather and round-the-clock flight mode. A unique system of stabilization of the vehicle in the air in a horizontal position.

It consists of two (four, six) power plants, a cargo area, aerodynamic plumage and a hull. It is equipped with a ground control point located on a towing trailer (the control point allows you to control up to 10 vehicles).

Takeoff weight - 750 (1500, 2250)kg, speed - 100-150 km/h, meteo max in the wind 18 meters per second, fuel – petrol, 2 flying hours of time without refueling with maximum payload of 250 (500, 750) kg.

VIRA M450, "The Ark"

Manned aerial VTOL vehicle with 450 kg payload for rescue from fires and flooding. It has the unique ability to mooring to stationary objects and save people in the windows of buildings in case of fires and accidents.

The platform stabilization system allow to jumping on a board, provides safety and ease of saving people. Also could land on the water.

It consists of four power plants, a cargo area, aerodynamic plumage and a hull. It is equipped with a control point located on the flying aircraft.

Takeoff weight - 1250 kg, speed - 100-150 km/h, meteo max in the wind 18 meters per second, fuel – petrol, 2 flying hours of time without refueling with maximum payload of 450 kg.

References and export activities

We have a joint venture in China for a rescue platform project and a joint venture in the U.S. to produce heavy transport drones for local customers.

Target group

- Helicopter operators
- Logistic companies
- Oil&gas companies

Competitive advantages

If we talk about the competitive advantages of our heavy lifting drones, then this is the low cost of a flight hour (up to 5 times cheaper than a helicopter in the same class), simple aircraft in carrying out service work, and initially designed according to General aviation rules (EASA).

Ideal Business Partners

As a design bureau we are ready to adapt the existing technical developments of our company to the needs of the local market, so we are looking for partners who know exactly what this market wants and are ready to work together to make the market get it.



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Project:



Supported by:



Project of:





Hybrid-electric VTOL

powered by Sustainable Aviation Fuel

Multi-purpose UAV-Platform

enables different use cases

High standard of performance

optimized speed, range and payload

Smart and intelligent systems

fast and effective by automated mission

Summary

Advanced Air Mobility specialized in Firefighting, Emergency & Rescue and Cargo-Services with best range-payload performance (150 km-150 kg)

 made in Germany



Company profile

Advanced Air Mobility specialized in Firefighting, Emergency & Rescue and Cargo-Services. We managed to create UAVs to be in the skies 24/7 with innovative technology to mission in any weather conditions. Hy-Platform enables multipurpose use-cases by hardware and AI-connected software to save time and be efficient. We succeeded in creating a 3S-Rule for our measurements: Safe, Speed and Security to guarantee UAV service for our stakeholders.

Products / Services

Heavy-lift drone (UAV) enable multi-purpose use cases. One part of the service is the AI-based Command & Control Platform to organize & monitor UAV activities. Other services are the Inspection & Maintenance, Operational Service, Pilot Training & Hub-& Containerstation

References and export activities

- Oct. 2020: First successful test flight of our full-scale hybrid VTOL prototype
- May 2021: StMWi Bavaria project grant for Ptl multi-purpose drone in Ingolstadt
- June 2022: Part of the EIT Urban Mobility Accelerator Programme
- Current status: Full-scale prototype tested in relevant environment (TRL 6)

Target group

- B2B: Logistics companies, oil platforms & wind farm operators.
- B2G: Ambulance stations, fire stations, air rescue

Competitive advantages

- Best range-payload performance (150 km-150 kg) based on a hybrid drive
- Strong weather & temperature resistance
- Intelligent sensors for automated mission
- Redundant systems & Low noise
- Saving time more than 3 minutes for a distance of 10 km
- Improves a patient's chance of survival by min 40 %
- Quick return to service in less than 5 minutes
- Cost-saving missions by 90 % than a helicopter (purchasing & maintenance cost)

Ideal Business Partners

- Suppliers, Regulation body's for Aviation (UAV)
- Air Traffic Management
- Operational & Sale Partners with experience related to UAV & B2B



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Project:

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WINGCOPTER



Summary

Wingcopter develops autonomous delivery drones to improve the lives of people worldwide through meaningful civil applications.



made
in Germany

The Wingcopter 198 introduces
an era of new opportunities
for drone delivery.

Company profile

Wingcopter is a German manufacturer of eVTOL, fixed-wing unmanned aircraft systems (UAS) and provider of drone delivery services, focused on optimizing medical supply chains, as well as last-mile logistics of packages, tools, spare parts, food, and groceries. The 120-strong team is dedicated to improving and saving lives worldwide through meaningful commercial and humanitarian applications. Wingcopter is a World Economic Forum Technology Pioneer.

Thanks to its patented tilt-rotor mechanism and software algorithms, the Wingcopter 198 can take off and land vertically like a multicopter, while flying long distances as efficiently and quickly as a fixed-wing aircraft, even in heavy rain and wind.

Wingcopter's investors include REWE Group, Salvia, XAI technologies, Xplorer Capital, Futury Capital, ITOCHU, DRONE FUND, SYNERJET, Expa, Hessen Kapital III, and Corecam Capital Partners.

Find out more at www.wingcopter.com or on Twitter, LinkedIn and Instagram.

Products / Services

Wingcopter has developed an extremely efficient delivery drone called Wingcopter 198 that combines the advantages of classic multicopters with those of fixed-wing aircraft thanks to its patented tilt-rotor mechanism. Like multicopters, the electrically powered Wingcopters can take off and land vertically in the smallest of spaces, requiring only minimal infrastructure. At the same time, they fly long distances just as efficiently and quickly as fixed-wing aircraft, carrying up to 5kg of payload.

References and export activities

<https://wingcopter.com/project/success-stories>

Target group

- Civil Aviation Authority
- See "Ideal Business Partners"

Competitive advantages

- Superiority in Wingcopter's patented eVTOL technology
- Drone developer, producer as well as drone service provider
- Experience in African market, e.g. flight ops in Malawi
- Partnerships and alliances, e.g. with Continental Drones, GIZ, UNICEF, MoH Malawi
- PoC in Malawi und Tanzania

Ideal Business Partners

- Large Enterprises, especially in Healthcare Sector
- Large Logistics Companies
- Drone Service Provider
- Drone Companies
- Ministry of Health
- Ministry of Transport



WINGCOPTER

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Project:

Markterkundung
Kenia
12.-16.
September 2022  **Drohntechnologie**

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Federal Ministry
for Economic Affairs
and Climate Action



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SBS
systems for business solutions



SBS systems for business solutions



SBS systems for business solutions is a 1999 established private consulting agency, with two decades of experience in the planning, development and implementation of international projects. Moreover, the company offers services such as workshops, events and individually organized B2B-meetings, as well as individual strategies for market entries and assistance for the coordination of international teams for the German-speaking and Italian market.

Since 2006, SBS has been organizing more than 200 internationalization projects from delegation trips abroad to big virtual conferences on behalf of several German ministries and other foreign governmental

institutions. In addition, SBS has been honoured by the Italian Ministry of Economic Development with the title of “Temporary Export Manager”. A highly-skilled team of project managers with multinational backgrounds, based in Berlin and Rome, is sensitized for the topic of cultural differences and therefore knows how to approach difficult cultural issues. In fact, SBS applies cross-cultural thinking and designs custom-made solutions that overcome intercultural borders to find the right partners for their clients. Thanks to a strong partner network and more than 1000 German and international clients, SBS is able to facilitate a successful market entry in the most emerging and attractive markets worldwide.

AHK Services Eastern Africa Ltd



AHK Services Eastern Africa Ltd

AHK Services Eastern Africa Limited, is the service entity of the Delegation of German Industry and Commerce for Eastern Africa (AHK Eastern Africa), which is the official representation of German Industry and trade in Eastern Africa.

The Delegation of German Industry and Commerce for Eastern Africa with its service company AHK Services Eastern Africa Ltd., fosters positive bilateral business relations between German and Eastern Africa companies. As part of the worldwide network of 140 AHK and Delegate offices in 92 countries worldwide, coordinated by the DIHK, AHK

Eastern Africa is the voice of German industry in the region. Specifically, in Kenya, Ethiopia, Rwanda, Tanzania and Uganda.

From the regional headquarters in Nairobi and a branch office in Dar es Salaam, AHK Services Eastern Africa Ltd. offers market entry facilitation, business partner search, market analysis information and surveys, fact finding missions, business delegations, project partnerships and other tailor-made services such as conferences, workshops, company presentations and other events. Additionally, AHK Services Eastern Africa Ltd., also cooperates with several partners from the development

Civil Drone Technologies

sector in various fields such as energy, water, vocational training, market access or innovative business approaches.

AHK Services Eastern Africa Limited is part of the worldwide network of German Chambers (AHKs) with 140 offices in over 92 countries and is closely cooperating with the 79 regional Chambers of Commerce (IHKs)

Agathon International

Agathon International is an East Africa-focused consultancy company, which explores market opportunities for its clients, assesses operating risks, advises on responsible business practices and organises business events.

The company's two directors, Graham Lee and Paris Lee, each have over 10 years of experience living and working in emerging and frontier markets. They are motivated by the potential that doing business in such markets has to offer – both for companies bringing in new skills, ideas and investment from overseas, and for the local businesses and communities that stand to benefit from market development.

Primary production is a key focus area for Agathon. The company has an extensive track record in oil, gas and mining, textiles, agro-industry and horticulture, and expertise in the application of innovative technologies in these industries in the East Africa context.

and their umbrella organization, the German Association of Chambers of Industry and Commerce (DIHK). The Delegation of German Industry and Commerce for Eastern Africa with its service entity, AHK Services Eastern Africa Limited, also has a strong relationship with other foreign-chambers of commerce, government bodies, and membership organizations relating to trade in the region.



Agathon International has collaborated with SBS Systems for Business Solutions on numerous projects for German business delegations, and has frequently worked alongside the AHK Services Eastern Africa Limited. This collaboration stretches back to 2014, and has seen projects delivered on a wide range of industrial sectors in Kenya and Ethiopia, through site visits in target countries, through events held in Germany, and remotely. Our current project is an exciting step forward for Agathon International, into the fascinating world of emerging drone technologies.

In collaboration with



AHK Services Eastern Africa Ltd



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Business success through cross-culture thinking

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