

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Instant Ticket Information

Date Completed

6/24/2024

Game #	2547	Confirmed Packs	1,831
Game Name	Year of the Dragon	Active Packs	1,161
Quantity Printed	7,056,150	Warehouse Packs	24,033
Price Point	\$5	Returned Packs	167
Start Date	1/16/2024	Printed Payout Percentage	68.04%
Top Prize	\$ 100,000	Percent Sold	70.51%
Number of Top Prizes Remaining	3	Number of Weeks Out	23

Current Game Sales AnalysisTANGIBLE COSTS**Expenditure Impact:**

Cost to print tickets	\$ 216,906	Actual ticket production costs
Prize payout expense	\$ 16,061,725	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs	\$ 16,278,631
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TANGIBLE BENEFITS**Revenue Impact:**

Estimated sales	\$ 24,876,457	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 24,876,457	

Excess of Revenue over Expended	\$ 8,597,826
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INTANGIBLE POSITIVE BENEFITS:

- Allows for open bin space for new games at same price point with higher average weekly sales.
- Allows retailers to return inventory to TLC that is not selling thus releasing their financial burden

INTANGIBLE NEGATIVE BENEFITS:

- There are still valuable prizes remaining in this game.

Assumptions:

- Estimated sales revenue is calculated based on the number of tickets printed times the percent sold from the DaVinci report. The percent sold amount is based on pack settlements. Some partial packs could be returned thus slightly reducing the sales revenue amount reported above.

Weekly Sales Comparison Information

<u>Previous 3 Weeks Sales from DaVinci</u>		
Most recent week sales	\$	143,200
Next week	\$	186,240
Next week	\$	191,875
Avg Weekly Sales Current Game	\$	173,772
Avg Weekly Sales \$5; 5M-9.99M Qty	\$	1,698,404
Percentage Of Variance In Sales		90%

Scratch Ticket Game Closing Analysis RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2547	Printed Payout Percentage	68.04%
Game Name	Year of the Dragon	Actual Payout Percentage	64.57%
Percent Sold	70.51%	Number of Weeks Out	23
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			20

Recommendation

☒ Based on the findings in this Summary Report, I am recommending closing the above game.

☐ I am recommending closing the above game based on the below business reason(s):

Paul Bowisock

6/24/2024

Scratch Ticket Strategy Coordinator Date

Will Russ

6/24/2024

Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Robert Lee

6/25/2024

Lottery Operations Division Director Date

KG *Deborah*

6/27/2024

Controller Date

N/A

Deputy Executive Director Date

Ry Mitchell

7/2/2024

Executive Director Date



Play the Games of Texas!

Da Vinci Report

6/24/24

Week End Date:6/22/24

Product Line	Game	\$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														6/22/24	6/15/24	6/8/24	6/1/24
Mature	2504	\$3	35,510,250	CROSSWORD	3/4/24			16	18.09%	13,781	8,578	207,943	214	\$1,180,899.00	\$1,216,428.00	\$1,225,416.00	\$1,190,067.00
	2508	\$3	32,963,925	TEXAS LOTERIA	1/16/24			23	26.31%	15,570	11,373	293,410	61	\$1,224,114.00	\$1,245,948.00	\$1,296,627.00	\$1,263,036.00
	2520	\$5	12,210,000	\$200,000 WINNINGS	9/5/23			42	80.37%	7,349	4,849	17,841	266	\$615,740.00	\$649,440.00	\$669,250.00	\$647,610.00
	2543	\$5	25,097,475	50X POWER BLITZ	1/2/24			25	36.46%	11,559	7,361	191,227	70	\$1,151,725.00	\$1,196,010.00	\$1,223,840.00	\$1,259,570.00
	2554	\$5	7,213,575	50X THE WIN	3/4/24			16	61.14%	3,388	1,996	29,745	1,311	\$349,340.00	\$429,565.00	\$474,985.00	\$578,450.00
	2502	\$5	16,958,025	BINGO TIMES 20	9/18/23			40	64.32%	11,575	7,639	58,394	810	\$1,175,230.00	\$1,229,940.00	\$1,204,380.00	\$1,248,045.00
	2559	\$5	7,244,700	LUCKY 7S	3/18/24			14	59.44%	5,044	3,551	28,491	983	\$531,030.00	\$623,895.00	\$741,345.00	\$859,755.00
	2550	\$5	7,211,325	SHOW ME 100X	2/5/24			20	66.75%	1,758	1,167	27,705	803	\$195,190.00	\$217,505.00	\$271,875.00	\$322,905.00
	2505	\$5	32,640,150	SUPER CASHWORD	6/5/23			55	62.74%	16,586	8,991	133,260	39	\$1,736,890.00	\$1,711,980.00	\$1,801,250.00	\$1,731,450.00
	2509	\$5	30,168,450	SUPER LOTERIA	12/18/23			27	83.64%	39,101	12,150	6,447	136	\$4,670,640.00	\$5,088,580.00	\$5,185,860.00	\$5,263,385.00
	2553	\$5	7,274,325	WINNING 7S	2/19/24			18	59.77%	3,267	2,005	30,938	1,888	\$272,740.00	\$357,770.00	\$370,370.00	\$435,845.00
	2547	\$5	7,056,150	YEAR OF THE DRAGON	1/16/24			23	70.51%	1,831	1,161	24,033	167	\$143,200.00	\$186,240.00	\$191,875.00	\$225,825.00
	2506	\$10	24,386,600	\$250,000 50X CASHWORD	6/19/23			53	75.15%	26,122	8,793	81,940	64	\$3,029,530.00	\$3,075,500.00	\$3,121,750.00	\$3,059,030.00
	2560	\$10	7,209,700	\$50, \$100 OR \$500!	2/5/24			20	85.18%	13,700	4,082	463	973	\$1,531,550.00	\$1,813,560.00	\$2,181,880.00	\$2,367,620.00
	2521	\$10	10,146,750	\$500,000 WINNINGS	9/5/23			42	65.09%	11,242	4,677	52,808	95	\$824,910.00	\$836,950.00	\$872,320.00	\$885,440.00
	2544	\$10	20,116,650	100X POWER BLITZ	1/2/24			25	32.75%	17,400	7,377	243,144	82	\$1,570,000.00	\$1,601,230.00	\$1,640,550.00	\$1,658,380.00
	2386	\$10	8,145,250	BREAK THE BANK SUPER TICKET	11/6/23			33	47.14%	8,157	5,192	71,326	48	\$919,740.00	\$895,280.00	\$900,760.00	\$974,550.00
	2413	\$10	28,619,300	CASH BLOWOUT	3/6/23			68	46.92%	7,844	3,472	290,763	40	\$741,640.00	\$823,680.00	\$794,860.00	\$802,080.00
	2563	\$10	49,168,200	MEGA LOTERIA	2/19/24			18	26.16%	53,939	13,936	648,689	143	\$8,123,220.00	\$8,192,150.00	\$8,285,890.00	\$8,119,440.00
	2551	\$10	8,108,400	MONEY MONEY MONEY	3/4/24			16	47.38%	31,574	8,539	40,834	878	\$1,590,940.00	\$1,630,440.00	\$1,807,430.00	\$1,707,250.00
	2514	\$20	8,189,250	\$1,000,000 CASH BLAST	12/4/23			29	38.87%	16,025	5,620	175,697	152	\$1,236,360.00	\$1,291,160.00	\$1,251,840.00	\$1,354,620.00
	2513	\$20	10,162,000	\$1,000,000 CROSSWORD	10/16/23			36	83.68%	30,957	5,655	18,189	2,004	\$2,199,600.00	\$2,272,600.00	\$2,476,060.00	\$2,875,120.00
	2490	\$20	8,189,275	\$1,000,000 GOLD RUSH	10/2/23			38	50.37%	5,638	1,593	154,217	90	\$414,240.00	\$471,820.00	\$554,760.00	\$631,460.00
	2522	\$20	9,178,700	\$1,000,000 WINNINGS	9/5/23			42	43.28%	13,288	4,477	187,202	1,123	\$943,460.00	\$957,660.00	\$972,140.00	\$992,520.00
	2535	\$20	6,119,575	\$85,000,000 EXPLOSION	11/15/23			31	58.56%	12,940	3,370	78,534	4,452	\$753,120.00	\$843,280.00	\$947,740.00	\$1,073,620.00
	2545	\$20	10,249,975	200X POWER BLITZ	1/2/24			25	36.70%	21,016	6,766	228,514	103	\$1,994,980.00	\$1,985,940.00	\$2,120,980.00	\$2,136,200.00
	2511	\$20	25,214,400	MILLION DOLLAR LOTERIA	6/5/23			55	80.91%	36,389	5,946	138,339	1,148	\$3,163,300.00	\$3,309,300.00	\$3,431,420.00	\$3,675,340.00
	2495	\$20	8,185,575	PLATINUM MILLIONS	2/5/24			20	37.63%	15,965	5,021	180,948	138	\$1,332,200.00	\$1,436,760.00	\$1,783,180.00	\$2,018,940.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			327	86.95%	6,992	3,273	164,153	40	\$1,244,880.00	\$1,191,990.00	\$1,176,570.00	\$1,161,630.00
	2517	\$30	9,225,150	MILLIONAIRE MAKER	8/14/23			45	43.85%	12,083	4,757	188,068	76	\$1,556,490.00	\$1,576,950.00	\$1,598,100.00	\$1,516,140.00
	2468	\$30	8,544,000	VIP CLUB	2/20/23			70	61.01%	9,259	2,910	119,568	38	\$785,250.00	\$761,070.00	\$796,140.00	\$744,480.00
	2423	\$50	6,608,840	\$1,000,000 DIAMOND RICHES	8/1/22			99	85.15%	7,399	2,264	37,622	83	\$872,450.00	\$840,400.00	\$864,850.00	\$841,300.00
	2455	\$50	10,237,540	\$5,000,000 ULTIMATE	1/16/23			75	62.55%	15,865	3,802	169,657	132	\$2,508,350.00	\$2,448,100.00	\$2,641,850.00	\$2,636,650.00

Liability for 2547 / for Life to Date**Product Status:**
Active**SmartCash Enabled:**
N/A**Validation Range:** 12/15/2023 - 12/31/2037**Outstanding Prizes**

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$5.00	269520	\$1,347,600.00	483260	\$2,416,300.00	64.20%	4529816
2	2	N/A	\$10.00	98613	\$986,130.00	183735	\$1,837,350.00	65.07%	4591715
3	3	N/A	\$10.00	120639	\$1,206,390.00	255525	\$2,555,250.00	67.93%	4793182
4	0	N/A	\$25.00	16009	\$400,225.00	30919	\$772,975.00	65.89%	4649017
5	0	N/A	\$25.00	29176	\$729,400.00	64906	\$1,622,650.00	68.99%	4867950
6	0	N/A	\$25.00	14472	\$361,800.00	32682	\$817,050.00	69.31%	4890552
7	0	N/A	\$50.00	7977	\$398,850.00	15569	\$778,450.00	66.12%	4665641
8	0	N/A	\$50.00	7207	\$360,350.00	16339	\$816,950.00	69.39%	4896391
9	0	N/A	\$50.00	7294	\$364,700.00	16314	\$815,700.00	69.10%	4876060
10	0	N/A	\$50.00	7169	\$358,450.00	16213	\$810,650.00	69.34%	4892710
11	0	N/A	\$100.00	192	\$19,200.00	393	\$39,300.00	67.18%	4740285
12	0	N/A	\$100.00	1077	\$107,700.00	2427	\$242,700.00	69.26%	4887350
13	0	N/A	\$100.00	1100	\$110,000.00	2428	\$242,800.00	68.82%	4856103
14	0	N/A	\$100.00	1068	\$106,800.00	2432	\$243,200.00	69.49%	4903016
15	0	N/A	\$100.00	1079	\$107,900.00	2473	\$247,300.00	69.62%	4912685
16	0	N/A	\$100.00	909	\$90,900.00	2044	\$204,400.00	69.22%	4884107
17	0	N/A	\$100.00	1052	\$105,200.00	2499	\$249,900.00	70.37%	4965733
18	0	N/A	\$100.00	1104	\$110,400.00	2428	\$242,800.00	68.74%	4850603
19	0	N/A	\$500.00	66	\$33,000.00	119	\$59,500.00	64.32%	4538820
20	0	N/A	\$500.00	97	\$48,500.00	190	\$95,000.00	66.20%	4671318
21	0	N/A	\$500.00	94	\$47,000.00	206	\$103,000.00	68.67%	4845222
22	0	N/A	\$500.00	123	\$61,500.00	286	\$143,000.00	69.93%	4934129
23	0	N/A	\$500.00	104	\$52,000.00	251	\$125,500.00	70.70%	4988996
24	0	N/A	\$500.00	35	\$17,500.00	79	\$39,500.00	69.30%	4889788
25	0	N/A	\$500.00	33	\$16,500.00	79	\$39,500.00	70.54%	4977105
26	0	N/A	\$500.00	38	\$19,000.00	84	\$42,000.00	68.85%	4858332
27	0	N/A	\$1,000.00	7	\$7,000.00	3	\$3,000.00	30.00%	2116845
28	0	N/A	\$1,000.00	17	\$17,000.00	32	\$32,000.00	65.31%	4608097
29	0	N/A	\$1,000.00	17	\$17,000.00	32	\$32,000.00	65.31%	4608097
30	0	N/A	\$1,000.00	12	\$12,000.00	36	\$36,000.00	75.00%	5292112
31	0	N/A	\$1,000.00	23	\$23,000.00	56	\$56,000.00	70.89%	5001827
32	0	N/A	\$100,000.00	3	\$300,000.00	3	\$300,000.00	50.00%	3528074
Totals:				586326	\$7,942,995.00	1,134,042	\$16,061,725.00		

TICKET QUANTITY: 7,056,150MIN QUANTITY 7,056,000
PC DocuSign Envelope ID: 8427B3F2-C236-4D66-8902-A06B33A1C619
PACKS / GAME: 94,082
PACKS / POOL: 1,600
PACK SIZE: 75
POOL SIZE: 120,000

PRIZE STRUCTURE
YEAR OF THE DRAGON
Texas Lottery Game # 2547
IGT Job # 019038
Version 3 dated July 31, 2023

RETAIL PRICE: \$5.00
REVENUE: \$35,280,750
PRIZE FUND: \$24,004,720
PERCENTAGE: 68.0391432%
INSTANT FUND: \$24,004,720
INSTANT-WIN PAYOUT: 68.0391432%

PRIZE LEVEL	TIER CODE	GET	BONUS	Number of Wins Per Ticket	TOTAL PRIZE AMOUNT	ODDS (1 IN:)	TOTAL PRIZES	WINNERS IN 120,000 (PER POOL)	WINNERS IN 75 (PER PACK)	PRIZE COST	% OF PRIZE FUND	% PER PRIZE TIER
1	L	\$5	-	1	\$5	9.37	752,780	12,800	8.00	\$3,763,900	15.68%	
2	L	\$10	-	1	\$10	24.99	282,348	4,800	3.00	\$2,823,480	11.76%	
3	L	\$5 x 2	-	2	\$10	18.76	376,164	6,400	4.00	\$3,761,640	15.67%	Low Tier: 43.11%
4	M	\$25	-	1	\$25	150.36	46,928	800	0.50	\$1,173,200	4.89%	
5	M	\$5 (5X)	-	1	\$25	75.00	94,082	1,600	1.00	\$2,352,050	9.80%	
6	M	(\$5 x 3)	\$10	4	\$25	149.64	47,154	800	0.50	\$1,178,850	4.91%	
7	M	\$50	-	1	\$50	299.68	23,546	400	0.25	\$1,177,300	4.90%	
8	M	\$5 (10X)	-	1	\$50	299.68	23,546	400	0.25	\$1,177,300	4.90%	
9	M	\$10 (5X)	-	1	\$50	298.89	23,608	400	0.25	\$1,180,400	4.92%	
10	M	-	\$25 x 2	2	\$50	301.78	23,382	400	0.25	\$1,169,100	4.87%	
11	M	\$100	-	1	\$100	12,061.79	585	10		\$58,500	0.24%	
12	M	\$10 (10X)	-	1	\$100	2,013.74	3,504	60		\$350,400	1.46%	
13	M	\$10 (5X)	\$50	2	\$100	2,000.04	3,528	60		\$352,800	1.47%	
14	M	\$5 (10X) + \$10 (5X)	-	2	\$100	2,016.04	3,500	60		\$350,000	1.46%	
15	M	\$25 x 2	\$50	3	\$100	1,986.53	3,552	60		\$355,200	1.48%	
16	M	(\$25 x 2) + \$50	-	3	\$100	2,389.49	2,953	50		\$295,300	1.23%	
17	M	\$25 x 4	-	4	\$100	1,987.09	3,551	60		\$355,100	1.48%	
18	M	\$10 (5X) + \$50	-	2	\$100	1,997.78	3,532	60		\$353,200	1.47%	
19	M	\$500	-	1	\$500	38,141.35	185	3		\$92,500	0.39%	
20	M	\$100 (5X)	-	1	\$500	24,585.89	287	5		\$143,500	0.60%	
21	M	\$50 (10X)	-	1	\$500	23,520.50	300	5		\$150,000	0.62%	
22	M	+ (\$10 x 8) + (\$25 x 6) +	\$50 + \$100	22	\$500	17,252.20	409	7		\$204,500	0.85%	
23	M	+ (\$10 x 4) + (\$25 x 5) +	\$50 x 2	22	\$500	19,876.48	355	6		\$177,500	0.74%	
24	M	\$100 x 4	\$100	5	\$500	61,896.05	114	2		\$57,000	0.24%	
25	M	(\$50 x 3) + (\$100 x 2)	\$50 + \$100	7	\$500	63,001.34	112	2		\$56,000	0.23%	
26	M	\$25 (10X) x 2	-	2	\$500	57,837.30	122	2		\$61,000	0.25%	Mid Tier: 53.41%
27	H	\$1,000	-	1	\$1,000	705,615.00	10			\$10,000	0.04%	
28	H	\$100 (10X)	-	1	\$1,000	144,003.06	49			\$49,000	0.20%	
29	H	\$50 (10X) + \$100 (5X)	-	2	\$1,000	144,003.06	49			\$49,000	0.20%	
30	H	\$25 (10X) x 2	\$500	3	\$1,000	147,003.13	48			\$48,000	0.20%	
31	H	x 4) + (\$25 x 4) + (\$50 x	\$100 x 2	22	\$1,000	89,318.35	79	1		\$79,000	0.33%	
32	H	\$100,000	-	1	\$100,000	1,176,025.00	6			\$600,000	2.50%	High Tier: 3.48%
TOTAL CASH PRIZES					1 in 2 Decimals:	4.10	1,720,368	29,253	18.00	\$24,004,720	100.00%	
					1 in 4 Decimals:	4.1015						



INTEROFFICE MEMO

Gary Grief, Executive Director LaDonna Castañuela, Charitable Bingo Operations Director

Payment Approval

December 27, 2023

The attached invoice(s) for service is being submitted for approval.

Vendor Name	IGT
P.O. Number (if applicable)	362-24-9009RL003
Tx Game #/Name	#2547 Year Of The Dragon
Draw #	
Invoice Number	90140066
Invoice Amount	\$216,906.05

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission.

A handwritten signature in cursive script, reading "Dale Bowersock".

Dale Bowersock (Scratch Ticket Strategy Coordinator)

12/28/2023

Date



A handwritten signature in cursive script, reading "Will Russ".

Will Russ (Products Manager)

1/3/2024

Date

A handwritten signature in cursive script, reading "Robert Tirloni".

Robert Tirloni (Lottery Operations Division Director)

1/3/2024

Date

Please return to Maria Perez in the Office of the Controller by

January 6, 2024



IGT Global Solutions Corporation
 10 Memorial Boulevard
 Providence, RI 02903
 United States
 Email: IGTGlobalSolutionsAR@igt.com

INVOICE

INVOICE NUMBER: 90140066
 DATE : December 26, 2023

BILL TO: 20318
 Texas Lottery Commission
 Gary Grief, Executive Director
 611 East 6th Street
 Austin TX 78701

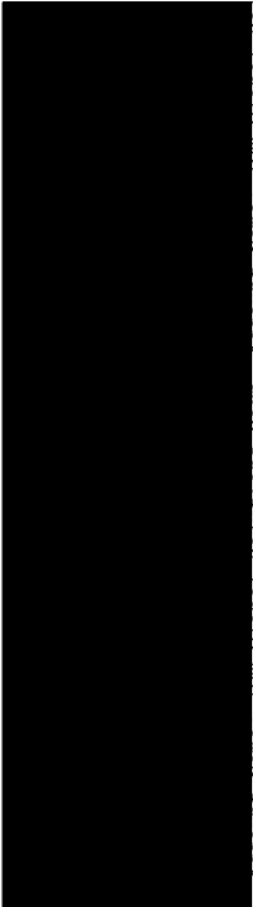
INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
001 GAME 2547	130422 010	Game 2547 YEAR OF THE DRAGON Trk 1	3,517,275 PC	0.02274	79,982.83
002 GAME 2547	130422 020	Option 2547 Full UV	3,517,275 PC	0.00256	9,004.22
003 GAME 2547	130422 030	Option 2547 Integrated Graphic Ove	3,517,275 PC	0.00544	19,133.98
004 GAME 2547	130422 040	Game 2547 YEAR OF THE DRAGON Trk 2	3,538,875 PC	0.02274	80,474.02
005 GAME 2547	130422 050	Option 2547 Full UV	3,538,875 PC	0.00256	9,059.52
006 GAME 2547	130422 060	Option 2547 Integrated Graphic Ove	3,538,875 PC	0.00544	19,251.48
				TOTAL AMOUNT DUE	USD
					216,906.05

REMARKS:
 Unrounded Invoice Total \$216,906.0510

PAYMENT TERMS:
 Due within 30 days

Continued...

INV ITEM NO. CUSTOMER PO NO.	SALES ORD. SO ITEM NO	DESCRIPTION	QUANTITY	UNIT PRICE	EXTENDED AMOUNT
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Account Name: IGT Global Solutions Corp Account Name: IGT Global Solutions Corporation

For each invoice being paid, please include entire invoice number(s) (8-digit and/or alpha-numeric) in reference field of the remittance transmission.

Scratch Ticket Game Closing Analysis

02/27/22 Thru 02/24/24

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	Week 17	Week 13	Week 20	Week 26	*Week 36	*Week 97	*Week 56	None
10M-14.99M	*Week 15	*Week 28	None	None	*Week 29	None	None	None	None
15M-19.99M	Week 30	None	None	None	None	Week 53	None	None	None
20M-24.99M	None	None	None	*Week 76	None	None	None	None	None
25M-29.99M	None	None	None	None	None	None	None	None	None
30M-34.99M	None	None	*Week 68	None	None	None	None	None	None
>=35M	None	None	*Week 97	*Week 52	*Week 54	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Price Point				
	\$1	\$2	\$3	\$5	\$10	\$20	\$30	\$50	\$100
< 5M	None	None	None	None	None	None	None	None	None
5M-9.99M	None	\$889,989	\$1,232,303	\$1,698,404	\$2,234,215	\$3,886,072	\$2,359,958	\$4,641,250	None
10M-14.99M	\$649,617	\$620,682	None	None	\$3,571,641	None	None	None	None
15M-19.99M	\$506,021	None	None	None	None	\$6,498,580	None	None	None
20M-24.99M	None	None	None	\$1,301,423	None	None	None	None	None
25M-29.99M	None	None	None	None	None	None	None	None	None
30M-34.99M	None	None	\$1,222,418	None	None	None	None	None	None
>=35M	None	None	\$1,254,889	\$4,803,626	\$7,966,148	None	None	None	None

None = no games at this level with 85% sell through

* only one game at this level with 85% sell through

Excludes Promotional Tickets

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