

Delivering global protection

Chemring Group PLC

Results for the six months to 30 April 2018



Interim FY18 scorecard

Revenue

£229.3m

√8% (√2% cc)

Reflecting completion of 40mm ammunition contract.
Revenue replaced by higher margin core production.

Operating profit*

£18.1m

☆5% (个14% cc)

Increase reflects improved quality of earnings, driven by strong Countermeasures performance.

Order book

£441.5m

21% (↓18% cc)

Anticipated H2 revenue approximately 80% covered by orders in hand. 2019 already well covered in Countermeasures and Energetic Devices.

Progress

Good progress on all fronts.
Site consolidation complete.
Countermeasures market and position growing.
POR's progressing.
Operational Excellence delivering margin improvement.

Safety

Remains our first priority.
LTI rate lowest on record.
Tennessee transformation
project significantly enhances
safety

FY18 outlook

H2 revenue weighting less pronounced.

Full year outlook in line with the Board's expectations.

Countermeasures market and Programs of Record drive future prospects.

^{*} References to operating profit and earnings per share are to underlying measures cc = constant currency

Operational Excellence Programme

H1 2018 Key Group achievements

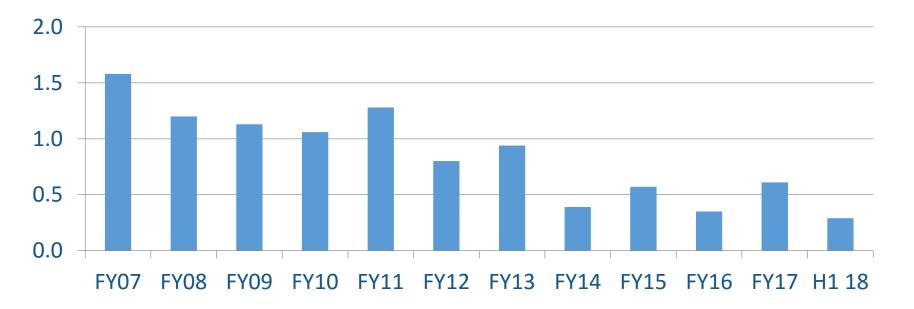
- Safety performance continues to be strong, no energetic related injuries, no hospitalisations,
 Lost Time Incident rate remains well below 0.5
- Margin improvements significant in both Countermeasures and Sensors segments. Group operating margin 1.0% above H1 2017 levels
- Second Lean assessment completed across all businesses, with overall Lean score improving significantly
- Group level and local improvement initiatives continue globally, delivering further improvement
- Working capital improved slightly

FY22 Targets

- Achieve safety world best practice
- Group operating margins on a like for like basis improve 300 bps (10% in 2017 to 13% in 2022)
- Reduce working capital from 24% to below 19% of revenue
- Significantly better margin performance possible from operational gearing / market growth in both Countermeasures and Sensors segments

Safety

- Safety culture programmes remain key, every employee responsible for ensuring their peers are safe
- Systems and processes across Group to minimise exposure of employees to high hazard conditions
- Continued investment in the reduction of risk in high hazard activities, notably Tennessee transformation project
- No notable energetic incidents in the period that resulted in injury

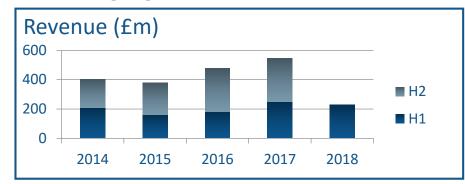


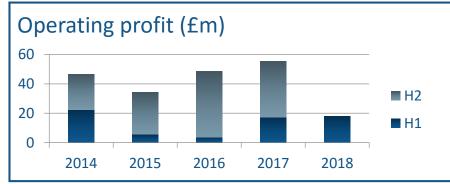
The figures above are the Lost Time Incident rate (calculated using USA OSHA rules) per 100 employees per year.

Financial Review

Andrew Lewis – Group Finance Director

Group performance







FINANCIAL HIGHLIGHTS

- Revenue down by 8%, as expected (2%cc)
- Operating profit growth of 5% to £18.1m (14%cc)
- Return on sales up 100 bps to 7.9%
- EBITDA/Revenue up 100 bps to 12.6%
- Finance expense down 44% to £3.3m
- Net debt down 24% year on year to £84.6m
- EPS increased 28% to 4.1p
- Interim dividend up 10% at 1.1p per share

OPERATIONAL HIGHLIGHTS

- Strong performance by Countermeasures, driven by both customer demand and improved operational performance
- Closing order book of £441.5m
- H2 2018 expected revenue approximately 80% covered by order book
- £150m of orders in place for FY19 delivery and £100m for FY20 and beyond

cc = constant currency

Income statement

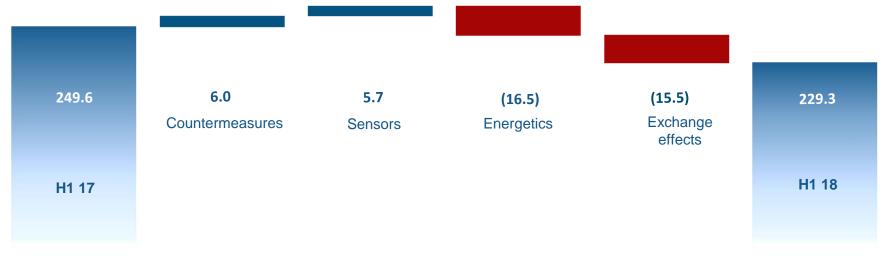
£m		H1 18	H1 17	FY17
Revenue	■ 8%	229.3	249.6	547.5
Operating profit	1 5%	18.1	17.2	55.4
Finance expense	44%	(3.3)	(5.9)	(11.3)
Profit before tax		14.8	11.3	44.1
Tax rate		22.3%	21.2%	18.4%
Earnings per share	28%	4.1p	3.2p	12.9p
Dividend per share	1 0%	1.1p	1.0p	3.0p

• US tax rate change from 35% to 21% and changes to interest deductibility regulation resulted in a £17.4m non-underlying write-off of deferred tax assets – see appendix 2

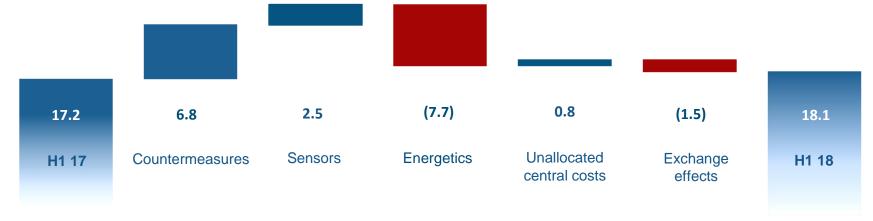
References to operating profit, profit before tax and earnings per share are to underlying measures

Revenue and profit bridge

Revenue bridge (£m)



Operating profit bridge (£m)

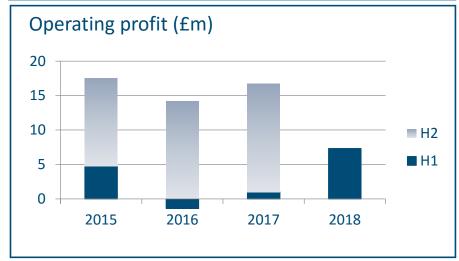


Countermeasures



		H1 18 £m	H1 17 £m	FY17 £m
Revenue	1 5%	55.9	53.4	134.8
EBITDA	1 80%	12.6	7.0	29.8
Operating profit		7.3	1.0	16.7
Operating margin		13.1%	1.9%	12.4%
Order book		193.4	171.5	178.6

- Strong performance, driven by US businesses
- Margin improvement as benefits of Philadelphia site consolidation and Operational Excellence Programme seen in half year
- Tennessee facility transformation programme approved and work commenced
- F-35 programme progressing as expected
- Closing order book of £193m, £73m for delivery in H2 2018, covering 78% of expected revenue





References to EBITDA, operating profit and operating margin are to underlying measures

Tennessee Transformation Project



Rationale

- Safety safety will be improved through automation
- Market
 - Demand from US DoD is expected to continue to increase over coming years
 - Critically, demand profile has moved from pressed flares to extruded flares
 - Kilgore does not have the extruded flare manufacturing capacity to meet expected 2020 demand

Experience

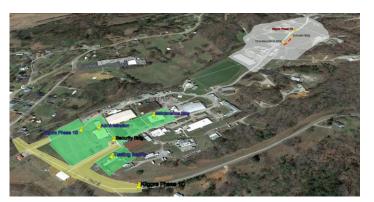
 The proposed design draws extensively on the experience of our UK and Australian automated facilities. Design has been optimized based upon lessons learned to provide for an enhanced and safer manufacturing capability

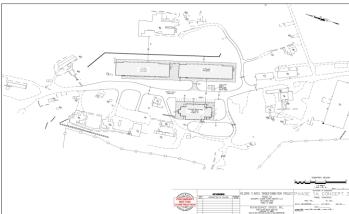
Timing

 Project commenced in April 2018. First production scheduled for 2020

Cost

Approximately \$50m spread over 2018/19/20



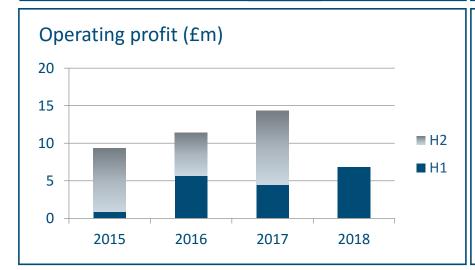


Sensors



		H1 18 £m	H1 17 £m	FY17 £m
Revenue	10%	44.5	40.3	94.5
EBITDA	1 7%	8.8	7.5	20.2
Operating profit	1 51%	6.8	4.5	14.3
Operating margin		15.3%	11.2%	15.1%
Order book		44.2	57.5	55.4

- HMDS sole-source solicitations received for fleet refurbishment and upgrade, orders expected H2 2018
- US business in development and testing phase focused on Chemical & Biological Detection Programs of Record
- Cyber security markets continue to grow
- Closing order book of £44m, £30m for delivery in H2 2018, covering 51% of expected revenue





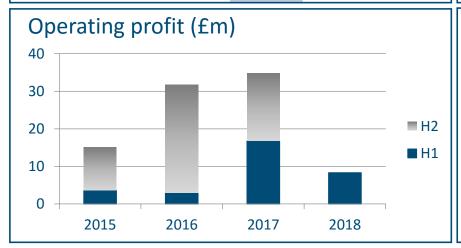
References to EBITDA, operating profit and operating margin are to underlying measures

Energetics



		H1 18 £m	H1 17 £m	FY17 £m
Revenue	17 %	128.9	155.9	318.2
EBITDA	43%	11.3	19.9	41.2
Operating profit	51 %	8.3	16.8	34.8
Operating margin		6.4%	10.8%	10.9%
Order book		203.9	327.2	244.0

- Expected decline in revenue as 40mm contracts complete, £11m in H1 2018 (H1 2017: £44m)
- NSA revenue up to £61m (H1 2017: £44m)
- Strong performance from Norway with customers switching to long-term partnering agreements
- Torrance, CA site closure continues to plan, expected completion end FY18
- Closing order book of £204m, £109m for delivery in H2 2018, covering 100% of expected revenue





References to EBITDA, operating profit and operating margin are to underlying measures

Impact of US \$ translation

Group	Constant currency movement	H1 18 restated at 2017 rates £m	H1 17 £m	H1 18 £m
Revenue	2%	244.8	249.6	229.3
EBITDA	4%	31.1	30.0	29.0
Operating profit	1 4%	19.6	17.2	18.1
Order book	18%	457.1	556.2	441.5

TRANSLATION

- 63% of revenue US \$ denominated in H1 2018
- P&L translation \$1.39 vs \$1.26 in H1 2017
- Balance sheet translation rate \$1.38 vs \$1.33 at FY17

SENSITIVITIES

- 5 cent stronger USD gives £1.3m increase in operating profit
- 5 cent stronger USD gives £1.8m increase in debt

References to EBITDA and operating profit are to underlying measures

Cash flow

£m	H1 18	H1 17	FY17
Cash flow before non-underlying items	21.4	(7.9)	47.1
Cash flow of non-underlying items	(1.7)	(2.8)	(6.3)
Cash flow from operations	19.7	(10.7)	40.8
Pension scheme deficit recovery contributions	(2.5)	(2.5)	(5.0)
Tax	(4.1)	(3.3)	(3.6)
Capital expenditure	(8.8)	(8.2)	(16.5)
Acquisitions – deferred consideration	(0.7)	-	-
Finance expense	(3.8)	(5.2)	(9.3)
Dividends paid	(5.6)	-	(6.4)
Amortisation of debt finance costs	(0.5)	(1.2)	(2.4)
Foreign exchange translation	1.7	7.0	10.0
Movement in net debt	(4.6)	(24.1)	7.6
Opening net debt	(80.0)	(87.6)	(87.6)
Closing net debt	(84.6)	(111.7)	(80.0)

- Improved first half cash generation
- Intra period debt levels less volatile
- Finance expense lower as a result of this and repayment of £51.4m PP loan notes in Nov 2017

Balance sheet

£m	H1 18	H1 17	FY17
Goodwill & intangibles	171.4	195.9	182.4
Capitalised R&D	31.6	36.6	33.7
Property, plant & equipment	156.7	169.7	160.1
Working capital	129.8	135.6	131.5
Other	(33.3)	(18.1)	(25.9)
	456.2	519.7	481.8
Net debt	(84.6)	(111.7)	(80.0)
	371.6	408.0	401.8
Pension surplus/(deficit)	3.5	(11.3)	(0.6)
Net assets	375.1	396.7	401.2

- Net debt:EBITDA ratio of 1.06x
- £51.4m of PP loan notes repaid in November 2017
- Decrease in working capital due to collection of year end receivables and focus on managing in-year inventory
- Net debt decrease year on year driven by operating cash inflow in H1, set against traditional outflow
- Pension now showing a small surplus on an IAS19 basis. Triennial actuarial valuation being undertaken as at
 5 April 2018

Chief Executive's Review

Michael Flowers

Market update

North America, 58.6% of sales

- Strong growth forecast
- Presidential budget request for FY19 largest in US history - \$700 billion
- Growth in CHG domain circa 18% over 5 vears

Broad bilateral support for defense

· Increasing certainty of Programs of Record



North America

RoW, 0.2% of sales



- Global defence spending expected to grow at c.3% per annum
- Recent events have highlighted the need for many of Chemring's products







Chemring H1 18 Sales by destination

UK, 18.7% of sales

- Defence spend remains tight given budgetary constraints and major platform acquisitions
- MoD less than 5% of Group sales
- Growth in national cyber security

Europe, 8.5% of sales

- US pressure to increase spending to 2% of GDP to meet NATO commitments
- Growing market for energetic materials, countermeasures and sensors

MENA, 6.1% of sales

- Regional security remains fragile, driving demand
- Legacy of low oil price continues to drive delays in orders and payment

Key to maps

- Home market
- H1 2018 customer



Europe

MENA

Progress on our roadmap – market drivers

Progression of future growth programmes continues as expected.

HMDS	 Wire detection manufacturing transferred from UK to US Negotiations for engineering element of fleet refurbishment and upgrade concluded, awaiting award Negotiations for IDIQ for fleet refurbishment at advanced stage Execution of future upgrade development contracts continues to plan
JBTDS	 USG Biological Protection System Assessment ongoing Initial test outcomes have been positive and in line with expectations No change to LRIP commencement in 2019/20
EMBD	 New biological detection program, Enhanced Maritime Biological Detection Draws on capabilities developed on our previous JBPDS program and current JBTDS program Tender submitted in H1 2018, decision awaited
NGCD	 NGCD1 tenders under consideration by USG. Competitive range advice received, queries responded to. Decision expected imminently NGCD3 tender submitted, decision anticipated H2 2018
F-35	 Chemring confirmed as sole source provider for current F35 operational countermeasures Training countermeasures requirement being jointly bid out of USA and Australia at USG request F-35 SMD requirement won. Future SMD countermeasure being qualified currently

Progress on our roadmap – internal drivers

We continue to achieve all milestones and make excellent progress against operational improvement priorities.

Operational Excellence Programme underway – margins improving significantly in critical **Productivity** Countermeasures and Sensors segments, at 13% and 15% respectively, with minimal operational gearing impact Closure of Torrance facility in 2018 progressing according to plan. Only two contracts remain to be closed out and facility handover planning ongoing Site Optimisation Tennessee transformation programme commenced, major capital expansion in response to changing and increased customer needs Net debt remains circa 1x leverage **Balance Sheet** Capitalised development costs on balance sheet reduced from £36.6m H1 2017 to £31.6m H1 2018. No significant reduction in R&D undertaken Underlying operating cash flow nearly £30m better in H1 2018 than H1 2017 Continued improvement as finance charges reduce and pension scheme contributions expected to Cash Generation reduce Provides greater capex and acquisition flexibility and supports current approach to dividend

Countermeasures



2018 Priorities

Status

F-35 programme



Currently in solicitation cycle for MJU-66, MJU-61 and MJU-68 F-35 solutions CCM USA awarded contracts for F-35 Special Material Decoy, previous award was to competitor.

New Special Material Decoy into qualification cycle, will complete in FY18.

Kilgore operational improvement



Transformation project underway. Building demolitions ongoing, facility design work nearing completion. Programme of works scheduled for 24 months.

Alloy Surfaces consolidation



All consolidation efforts complete Facility will likely move to five lines in H2 from two in 2017 Qualification of Alloy's F-35 SMD solution ongoing

Chemring Countermeasures



Development of next generation countermeasures suite ongoing. Significant investment in new manufacturing capabilities and capacity ongoing.

FY18 Outlook slightly more positive, medium term more positive, order intake activity increasing at all sites – 2018 performance is underpinned by a strengthening order book, particularly in the US businesses. Revenue expected to improve, with a greater level of improvement in earnings based upon returns from Operational Excellence Programme. Significant capability and capacity enhancement at all sites.

Sensors



2018 Priorities

Roke



Status

Business continues to grow, utilisation of personnel increasing and resulting in improved returns. UK customer orders solid. Diversification efforts commenced, focus on digital resilience and autonomy.

Tactical Electronic Warfare



Continued focus on sales of existing systems. Development of Next Generation Tactical EW system ongoing.

Husky Mounted Detection System ("HMDS") program



Negotiations with USG substantially complete. Awards in line with previous guidance expected Jul/Aug. Wire detection capability transitioned from UK to US. Developments in support of future capability ongoing.

Next Generation Chemical Detection ("NGCD") program



NGCD1 decision expected H2.

NGCD3 decision expected H2.

Joint Biological Tactical Detection System ("JBTDS") program



Biological Point System Assessment commenced, initial test outcomes positive and in line with expectations. Related program, Enhanced Maritime Biological Detection solicitation responded to, awaiting decision in H2 2018.

FY18 Outlook unchanged, future years more positive given progress being made on PORs. FY18 Trading expected to continue its positive course in both revenue and earnings. Major US program developments in 2018 start to contribute, particularly HMDS, for which fleet upgrade expected to commence in H2. Success on NGCD competitive awards, to be decided shortly. JBTDS moving from EMD to LRIP post US Government system assessment. EMBD award decision would provide future upside.

Energetics



2018 Priorities

Status

Portfolio Review



Ongoing review of product and capability portfolio and optimise in line with higher margin niche and specialist market strategy.

Continued drive for long term contracting arrangements.

Site consolidation



Complete closure of Torrance facility and uplift of Downers Grove facility. Cease primary explosive operations at Santa Clarita and commence transition to Downers Grove.

Site enhancement



Ongoing implementation of strategic plan for CHN site aiming to double throughput from 2016 levels by 2020. Success on long term contracting model.

Ammunition



Littoral Combat Ship Ammunition – qualification program ongoing. Competitive solicitation for Initial supply of rounds responded to. Award expected Q1 2019.

Next Generation APOBS – Critical componentry in-sourced, USG qualification end June. Export opportunities arising.

FY18 Outlook generally unchanged – trading softening as expected post completion of major ammunition orders, although impact on earnings partially mitigated by operational improvements. Continued focus on moving away from short term commodity product cycles to longer term contracting in more niche product areas. CHN operations strengthening significantly.

Emerging stronger from the downturn

The actions taken in recent years...

Balance sheet strengthened

Divestment of non-core assets

Removal of divisional operating structure

Bank facilities renegotiated

Business unit integration and site closures

Refreshed Board of Directors

Bolt-on acquisitions

Operational Excellence Programme launched

Targeted operational and R&D investment

Progress to a culture of continuous improvement and value creation

...have positioned Chemring well for future growth.

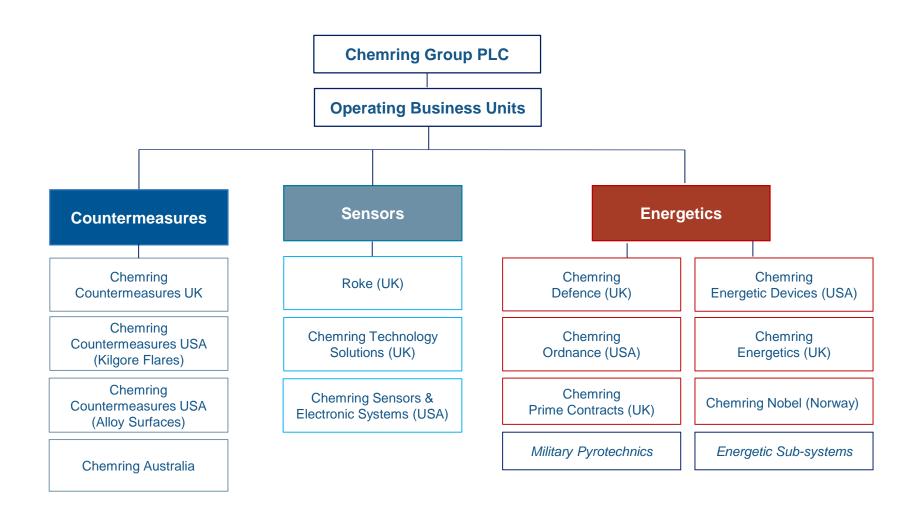
Summary and H2 Outlook

- Solid H1 performance across the Group
- Board's expectations for FY 2018 are unchanged
- Order book solid, approximately 80% of expected H2 revenue covered
- Operational Excellence Programme progressing well, further improvements delivered
- Major growth programmes continue to progress, underpinning short, medium and long term opportunities
- Improving outlook for global defence spending. Critical US market growth forecast to be well above historical peacetime rates

Questions

Appendices

Appendix 1. Organisation chart



Appendix 2. Non-underlying items

		H1 18 P&L	H1 18 Cash
£m	Note	cost	paid
Acquired intangibles amortisation		7.0	-
Acquisition and disposal related costs	а	0.5	1.0
Business restructuring	b	1.6	0.2
Claim related costs	С	1.5	0.5
Other items		(0.1)	-
Impact on Profit before tax		10.5	1.7
US deferred tax asset write-off		17.4	-
Tax credit on non-underlying items		(1.6)	
		26.3	1.7

Notes

- a Loss on disposal of Norwegian subsidiary, 3d-Radar
- b Transformation project at Tennessee, demolition costs and asset write off
- c Legal costs of SFO investigation

Appendix 3. Impact of US \$ translation

Group	Constant currency movement	H1 18 restated at 2017 rates £m	H1 17 £m	H1 18 £m
Revenue	2%	244.8	249.6	229.3
EBITDA	4%	31.1	30.0	29.0
Operating profit	14%	19.6	17.2	18.1
Order book	18%	457.1	556.2	441.5

Countermeasures	Constant currency movement	H1 18 restated at 2017 rates £m	H1 17 £m	H1 18 £m
Revenue	11%	59.4	53.4	55.9
EBITDA	93%	13.5	7.0	12.6
Operating profit	1 680%	7.8	1.0	7.3
Order book	1 7%	201.5	171.5	193.4

Sensors	Constant currency movement	H1 18 restated at 2017 rates £m	H1 17 £m	H1 18 £m
Revenue	14%	46.0	40.3	44.5
EBITDA	23%	9.2	7.5	8.8
Operating profit	1 56%	7.0	4.5	6.8
Order book	21%	45.3	57.5	44.2

Energetics	Constant currency movement	H1 18 restated at 2017 rates £m	H1 17 £m	H1 18 £m
Revenue	1 1%	139.4	155.9	128.9
EBITDA	39%	12.1	19.9	11.3
Operating profit	46%	9.1	16.8	8.3
Order book	36%	210.3	327.2	203.9

References to EBITDA and operating profit are to underlying measures

Appendix 4. Working capital

£m	H1 18	H1 17	FY17
Inventories	95.6	113.3	97.6
Receivables	76.3	74.5	92.7
Payables	(25.5)	(36.5)	(37.7)
Advance receipts from customers	(22.9)	(38.8)	(30.7)
Advance payments to suppliers	22.4	36.5	25.8
Other items	(16.1)	(13.4)	(16.2)
	129.8	135.6	131.5

Appendix 5. Modelling considerations

Financial guidance for H2 2018

- CapEx (ex Tennessee transformation project) £10m
- Tennessee transformation project £10m
- Tax rate 22%

Financial guidance for beyond 2018

- CapEx spend at Tennessee \$50m over 3 years
- CapEx (ex Tennessee transformation project) £20m pa
- Interest payments likely to reduce in 2020 following repayment of final Private Placement Loan Notes in November 2019

Appendix 6.

Husky Mounted Detection System

- Feb 2017 contract received for ten trial systems
- Capability Requirement and Program plan realigned by USG
- Army Acquisition Objective agreed and program funded to this level (369 HMDS systems)
- Fleet will comprise both refurbished and new HMDS
- Technology upgrade programs will run in parallel
- Potential autonomous requirement
- Initial IDIQ for up to \$93m expected to be contract H2 FY 2018
- Program valued at >\$500m

HMDS PROGRAM PLAN (PER RISK ADJUSTED PROGRAM OFFICE MEMORANDUM AND COMPANY ESTIMATES AGPR AND DBD)

	2018 \$m	2019 \$m	2020 \$m	2021 \$m	2022 \$m	On- going
ONGOING RDT&E	5	5	5	5	5	5 pa
FLEET REFURBISHMENT AND WIRE DETECTION UPGRADE	15	30	40	65	50	
OBSOLESCENCE MANAGEMENT AND MAINTENANCE	5	5	5	5	5	5 pa
ADVANCED GPR (AGPR)						200+
DEEP BURIED DETECTION (DBD)						100+

Technologies developed under HMDS contribute to export market potential. Two NATO users upgraded in 2017 and expected to upgrade further in 2018/19. Further countries are looking to upgrade. Initial FMS orders delivered to Middle Eastern customers, further orders expected in FY18.

Appendix 7.

Next Generation Chemical Detection

- NGCD1. RFP for EMD, LRIP and FRP competitive contract responded to in Nov 17, USG decision anticipated Jul-Aug 18. Two year EMD phase, followed by two year LRIP phase followed by six year FRP phase. Contracts may be awarded to two contractors
- NGCD2. RDT&E phase nearing completion, specification unable to be met by any bidding contractors. USG assessing best way forward
- NGCD3. EMD phase expected to be contracted H2 2018. Contract to run 2018 24. Likely award value not to exceed \$200m
- All variants are competitive and Chemring remains on all three

CURRENT ESTIMATED FUNDING (TBC ON RELEASE OF 2018 PROGRAM OFFICE MEMORANDUM)					
2018	2019	2020	2021	2022	On-going
RDT&E	RDT&E / LRIP	LRIP / FRP	FRP	FRP	FRP
\$10m	\$10m	\$35m	\$35m	\$95m	\$500m +



Technologies and products developed under NGCD support other opportunities globally, particularly NGCD4 which will result in state of the art handheld chemical detector.

Appendix 8. Joint Biological Tactical Detection System

- Engineering and manufacturing development, Critical Design Review successfully held in Nov 2017
- Additional elements such as Detection on the Move brought into scope
- All technological requirements have been met and verified
- Biological Point System Assessment commenced in Mar 2018 and this is likely to run for 12 months
- Post qualification test program, USG will make Milestone C decision, required to commence LRIP

CURRENT ESTIMATED FUNDING (PER RISK ADJUSTED PROGRAM OFFICE MEMORANDUM)					
2018	2019	2020	2021	2022	On-going
RDT&E	RDT&E / LRIP	LRIP / FRP	FRP	FRP	FRP
\$5-10m	\$5-10m	\$35m	\$50m	\$60m	\$150m +



Related programs are being pursued on the back of both JBPDS and JBTDS. These include the Enhanced Maritime Biological Detection System and the Next Generation Diagnostics System.

Appendix 9. Enhanced Maritime Biological Detection

- New program, designed as replacement of current JBPDS system
- Objectives are to advance technology and reduce lifecycle cost by replacing detector and command/control computers. Additionally, options for further detector enhancements and identifier replacement/upgrade
- Proposal submitted May 18, award decision through JE-RDAP IDIQ expected in Q4

CURRENT ESTIMATED FUNDING (PER RISK ADJUSTED PROGRAM OFFICE MEMORANDUM)					
2018	2019	2020	2021	2022	On-going
EMD	EMD	LRIP	FRP	FRP	FRP
\$1-3m	\$12m	\$8m	\$20m	\$20m	\$20m



Appendix 10. Glossary

Acronym	Meaning	Acronym	Meaning
AGPR	Advanced Ground Penetrating Radar	IDIQ	Indefinite Delivery Indefinite Quantity
APAC	Asia Pacific Region	IED	Improvised Explosive Device
APOBS	Anti-Personnel Obstacle Breaching System	JBTDS	Joint Biological Tactical Detection System
AVCAD	Aerosol & Vapor Chemical Agent Detector	LRIP	Low Rate Initial Production
CA	California	LTI	Lost Time Incident
CED	Chemring Energetic Devices	MJU	Multi Jettison Unit
СНА	Chemring Australia	MPCAD	Multi-phase Chemical Agent Detector
CHG	Chemring Group	MTV	Magnesium Teflon Viton
CM	Countermeasures	NASA	National Aeronautics Space Administration
DBD	Deep Buried Detection	NGCD	Next Generation Chemical Detector
EMBD	Enhanced Maritime Biological Detection	NSA	Non-Standard Ammunition
EMD	Engineering and Manufacturing Development	OEP	Operational Excellence Programme
EW	Electronic Warfare	POR	Program of Record
F-35	F-35 Joint Strike Fighter	SMD	Special Material Decoy
FMS	Foreign Military Sales	TCSD	Trace Contaminant Surface Detector
FRP	Full Rate Production	US DoD	United States Department of Defense
HMDS	Husky Mounted Detection System	USG	United States Government

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