

MANDATUM

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INDERES CORPORATE CUSTOMER

COMPANY REPORT



Earnings development progressed as anticipated

Mandatum's Q4 result fell short of our expectations, which was explained by the volatile net finance result. Capital-light businesses (wealth and asset management and risk life insurance), on the other hand, developed as expected. Despite the strong growth outlook, we still consider the stock highly priced, so we reiterate our Reduce recommendation. However, we revise our target price to EUR 6.3 per share (was EUR 5.6) in line with our dividend model.

Q4 performance did not offer any major surprises

Mandatum's wealth and asset management earnings performance continued its strong development at the end of the year. New sales were slightly softer than our estimate, partly explained by returned capital from alternative funds. Therefore, we do not see a change in the strong demand outlook for the company's products. However, the net finance result was clearly lower than our expectations, which is why the group-level result also fell short of our estimate. Mandatum distributed less dividend than we expected (EUR 0.85 vs. EUR 1.0 forecast), which we interpreted as being due to poor visibility regarding the timing of the Saxo Bank share sale. Our comment on Mandatum's Q4 development can be read [here](#).

Earnings growth in the coming years

We included an 8 MEUR write-down in our estimates as a result of the administrative fine imposed on Saxo Bank. This decreased our 2026 estimate for the Group's pre-tax profit by approximately 3%. In other respects, the estimate changes remained very moderate, and we continue to expect strong development in wealth and asset management's AUM and cost efficiency. In our profit distribution estimate, we have shifted the capital proceeds from the sale of Saxo Bank to next year, but the overall outlook for profit distribution remains unchanged.

Overall, we expect Mandatum's group-level earnings to bottom out in 2026 and then grow gradually. While we anticipate a

significant increase in Mandatum's wealth and asset management earnings, the decline in the investment portfolio will impede earnings growth, maintaining a moderate earnings growth rate for the group. However, the earnings mix is continuously improving as the share of wealth and asset management increases.

The flip side of the reduction in the investment portfolio is that profit distribution will remain generous, as Mandatum will return the funds released from this to its shareholders. In the coming years, the focus of dividend distribution will be strongly on returning excess capital, with accumulated earnings playing a smaller role. Consequently, our estimates indicate that the dividend per share will exceed earnings per share by a clear margin.

Expectations for the stock are too demanding

Mandatum's expected return relies heavily on high dividend returns. We have gauged the value of Mandatum first and foremost by using the dividend discount model as it best reflects the company's high payout ratio and the unwinding of its overcapitalized balance sheet. Our DDM model indicates a value of some EUR 6.3 for Mandatum (was EUR 6.0). The increase from our previous update is explained by a rise in long-term growth estimates, as the growth in wealth and asset management appears to compensate for the contraction of the with-profit portfolio more rapidly than we previously estimated. According to our dividend model, the value is below the share price, so we consider the share to be fully priced. Also, with sum-of-the-parts, the wealth and asset management business trades at a significant premium relative to domestic peers, which sets an extremely high bar for performance. However, the high dividend yield also limits the share's downside, and, with excellent operational performance continuing, there are no clear downward drivers for the share. This prevents us from taking a stronger investment view on the stock.

Recommendation

Reduce
(was Reduce)

Target price:
EUR 6.30
(was EUR 6.00)

Share price:
EUR 6.82

Business risk



Valuation risk



Key indicators

	2025	2026e	2027e	2028e
PTP	182.0	178.2	190.5	187.5
Net profit	142.5	156.2	153.7	157.4
EPS (adj.)	0.31	0.28	0.31	0.30
DPS	0.85	0.85	0.57	0.52
Payout ratio	274%	300%	184%	171%
ROE-%	10.3%	11.1%	15.6%	19.2%

P/E (adj.)	22.2	24.1	22.0	22.4
P/B	2.4	3.0	4.0	4.7
Dividend yield-%	12.4 %	12.5 %	8.4 %	7.6 %

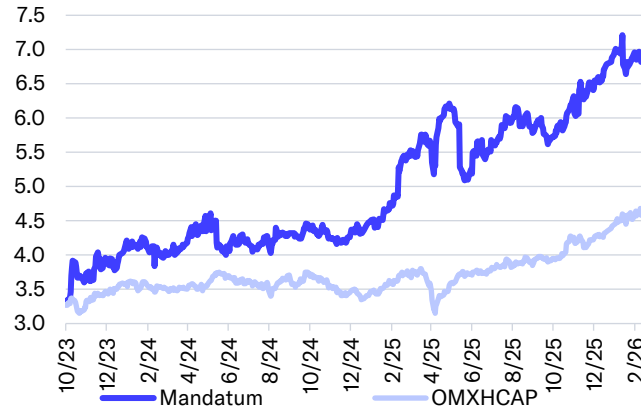
Source: Inderes

Guidance

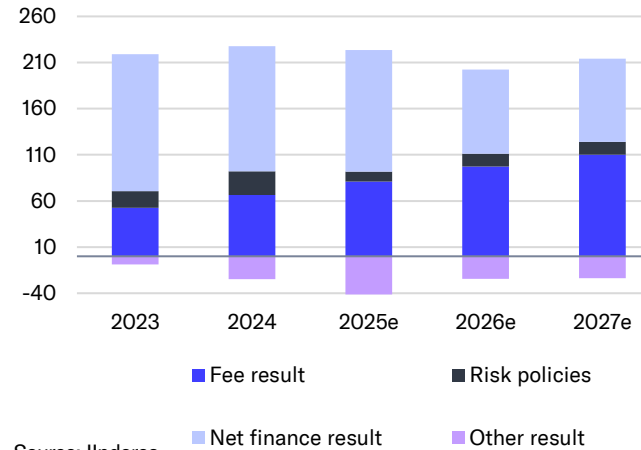
(New guidance)

The fee result is expected to increase from 2025, assuming stable market conditions. The with-profit portfolio is expected to decline further.

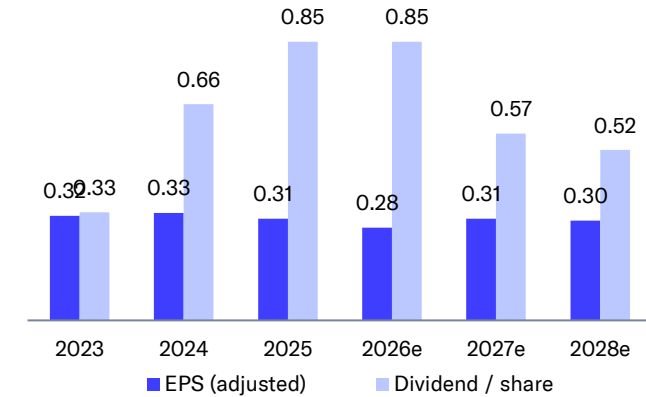
Share price



Mandatum's PTP breakdown (MEUR)



EPS and dividend



*From 2022 onwards, in accordance with IFRS 17

Source: Inderes

Value drivers

- Growth in capital-light wealth and asset management
- Relative profitability has improvement potential with revenue growth
- With the rise in interest rates, the with-profit business has become clearly more attractive than before
- Release of capital from the with-profit portfolio and from PE investments
- Value creating acquisitions in the asset management sector

Risk factors

- The company's earnings are highly dependent on investment returns
- Life insurance risks (especially biometric risks)
- Maintaining good return levels for funds
- Adverse changes in the tax legislation on investment insurance

Valuation	2026e	2027e	2028e
Share price	6.82	6.82	6.82
Number of shares, millions	503.7	504.2	504.7
Market cap	3435	3439	3442
P/E (adj.)	24.1	22.0	22.4
P/E	24.1	22.0	22.4
P/B	3.0	4.0	4.7
Payout ratio (%)	300.4 %	184.0 %	170.7 %
Dividend yield-%	12.5 %	8.4 %	7.6 %

Source: Inderes

Q4 performance did not offer any major surprises

Strong cost efficiency boosted earnings growth

Development in capital-light businesses remained robust, with fee result growing 18% year-on-year to 21.9 MEUR. The good profitability development was driven by continued significant improvements in cost efficiency. New sales, however, were only at a moderate level at the end of the year compared to the company's rapid pace over the past three years. According to the company's comments, this was influenced by capital returns from some alternative investment funds. This, together with the previously announced fixed income fund (initial investment commitments of approximately 200 MEUR), suggests that the attractiveness of the company's products does not appear to have deteriorated. Even though new sales fell short of our expectations (141 MEUR vs. 250 MEUR estimate), revaluations compensated for this and raised AUM to our estimated level of 15.3 BEUR (+3% from the previous quarter).

In Q4, AUM growth was strongest in private wealth management. The growth of international capital, however, was on hold. We still expect this to drive the company's sales in the coming years. In recent years, Mandatum's international growth has largely been based in the Nordic countries, but with the establishment of the new sales unit in Luxembourg, the customer base can be expanded to other parts of Europe as well. The first glimpses of this were seen in 2025 when the company gained new customers from France.

The earnings miss was due to volatility in balance sheet investments, which fluctuate quarterly

The result of term life insurance was slightly better than our estimate. However, this item fluctuates quarterly, especially with insurance claims.

The net finance result, on the other hand, was clearly more subdued than we expected, as both interest and equity

investments yielded less than anticipated during the quarter. In addition, the imputed positive impact of rising market interest rates was slightly more moderate than estimated. However, the net finance result fluctuates quarterly with market developments, so the significance of the earnings deviation is very small.

Due to the net finance result, the group's profit before taxes also fell short of our estimates by a relatively wide margin. Q4 PTP was 30.3 MEUR, while our estimate was 47.5 MEUR. The EPS in the quarter was EU´ 0.06. The tax rate was exceptionally low, but based on management's comments, this was due to non-recurring factors.

Organic capital generation (EUR 0.12) exceeded earnings per share, as usual. Organic capital generation is a key figure issued by the company that reflects growth in distributable profit.

Estimates MEUR / EUR	Q4'24 Comparison	Q4'25 Actualized	Q4'25e Inderes	Q4'25e Consensus	Consensus Low High	Difference (%) Act. vs. Inderes	2025 Actualized
Fee income	18.6	21.9	22.0	22.2	22.0 - 22.7	0%	80.9
Result related to risk policies	2.2	4.0	3.4	3.5	1.0 - 4.6	18%	132
Net finance result	23.7	18.8	31.1	31.6	22.4 - 40.0	-40%	10.90
Other result	-9.4	-14.4	-9.0	-7.1	-9.2 - -4.0	-60%	-41.4
PTP	35.1	30.3	47.5	50.3	43.2 - 57.1	-36%	182.1
EPS	0.07	0.06	0.07	0.08	0.07 - 0.09	-14%	0.31
DPS	0.66	0.85	1.00	0.87	0.66 - 1.00	-15%	0.85

Source: Inderes, Vara Research (consensus)

The profit distribution outlook remained unchanged

Profit distribution was more moderate than expected

Mandatum's dividend proposal for fiscal year 2025 is EUR 0.85 per share, which is more moderate than our estimate of EUR 1.0. Following the profit distribution proposal, Mandatum's solvency (169%) is at the midpoint of the target range (160-180%). However, the sale of Saxo Bank shares will increase the Solvency 2 ratio by approximately 30 percentage points. Therefore, we assume that the proceeds from the sale of Saxo will be distributed next year. Regarding the sale of Saxo, the company commented that it still expects the transaction to be completed in early 2026.

Meanwhile, the outlook for the current year is fully in line with expectations, as Mandatum estimates that its fee result will increase from the previous year and that its with-profit portfolio will continue to decrease further.

Estimates	Q4'24	Q4'25	Q4'25e	Q4'25e	Consensus	Difference (%)	2025
MEUR / EUR	Comparison	Actualized	Inderes	Consensus	Low High	Act. vs. Inderes	Actualized
Fee income	18.6	21.9	22.0	22.2	22.0 - 22.7	0%	80.9
Result related to risk policies	2.2	4.0	3.4	3.5	1.0 - 4.6	18%	132
Net finance result	23.7	18.8	31.1	31.6	22.4 - 40.0	-40%	10.90
Other result	-9.4	-14.4	-9.0	-7.1	-9.2 - -4.0	-60%	-41.4
PTP	35.1	30.3	47.5	50.3	43.2 - 57.1	-36%	182.1
EPS	0.07	0.06	0.07	0.08	0.07 - 0.09	-14%	0.31
DPS	0.66	0.85	1.00	0.87	0.66 - 1.00	-15%	0.85

Source: Inderes, Vara Research (consensus)

We added Saxo's negative value change to our estimates

Estimate revisions

- We included an 8 MEUR write-down on the Saxo Bank shareholding for 2026 in our estimates. Mainly due to this, our 2026 forecast for the Group's pre-tax profit decreased by approximately 3%. In other respects, the estimate revisions were very limited.
- This year's dividend was lower than our estimate, but we interpreted this as being due to the delayed sale of Saxo Bank shares. Thus, we assume that the proceeds from the sale of Saxo will be distributed next year, which shifted the undistributed EUR 0.15 to next year's dividend. Thus, the overall profit distribution outlook remained unchanged.

Operational earnings drivers

- Investment income still plays a significant role in Mandatum's earnings, but the ramp-down of the with-profit portfolio and the already completed sale of PE investments will gradually reduce the weight of balance sheet investments. However, this will also slow down the group's earnings development.
- Wealth and asset management, on the other hand, continues to grow strongly in our estimates, thanks to both value changes and new sales. We expect growth to be strongest among international institutional clients. In Finland, the current strong market position somewhat limits the long-term growth potential in our estimates. We also expect growth in investment solutions for corporate customers (unit-linked pension and insurance products). In the case of private customers, our expectations are modest. In addition, the fee income will receive even clearer support from the scaling of the cost level in 2026.
- The development of term life insurance is expected to continue as stable, as market growth is modest and the market shares of key players are quite stable. Risk life insurance also plays a limited role in the group's current structure, with premium income and investment activities accounting for the majority of revenue.
- In our forecasts, Mandatum's Group-level earnings will bottom out in 2026, after which we expect earnings to develop quite stably. For 2027, we expect stronger earnings growth, as the write-down of Saxo Bank will weigh on 2026 earnings. From that point forward, growth in wealth and asset management already offsets the earnings impact of the shrinking with-profit portfolio, but declining investment returns hinder the group's earnings performance in our estimates. Payout remains generous as Mandatum distributes dividends significantly exceeding annual earnings, supported by capital released from investment asset sales.

Estimate revisions	2025	2025	Change	2026e	2026e	Change	2027e	2027e	Change
MEUR / EUR	Inderes	Actualized	%	Old	New	%	Old	New	%
Fee income	80.8	80.9	0%	97.7	97.4	0%	108	110	2%
Result related to risk policies	10.4	10.9	4%	13.5	13.6	1%	13.5	13.8	2%
Net finance result	132.9	131.7	-1%	95.7	91.5	-4%	89.8	90.0	0%
Other result	-34.6	-41.3	-20%	-23.8	-24.4	-2%	-23.6	-23.6	0%
PTP	189.5	182.1	-4%	183.0	178.2	-3%	188.1	190.5	1%
EPS	0.31	0.31	0%	0.29	0.28	-3%	0.31	0.31	1%
DPS	1.00	0.85	-15%	0.71	0.85	20%	0.57	0.57	0%

Source: Inderes

Mandatum Oyj, Audiocast, Q4'25



Expectations for the stock are too demanding

We have gauged Mandatum using the dividend model as it best reflects the company's high payout ratio and the ongoing unwinding of its overcapitalized balance sheet. Mandatum's expected return relies heavily on a high dividend yield, as the company is unwinding its overly strong balance sheet. However, the earnings distribution should improve clearly as the focus shifts from the structurally declining with-profit business to the growing capital-light business. While we anticipate a significant increase in Mandatum's wealth and asset management earnings, the decline in the investment portfolio will impede earnings growth, maintaining a moderate earnings growth rate for the group also in the longer term.

Our dividend model indicates that the stock is fully priced, so the investor's expected return at current levels remains insufficient. A higher value would require earnings growth stronger than our current forecasts in asset management or alternatively an even more generous dividend outlook

Cash flows do not justify current valuation

We believe that the dividend model (DDM) works very well for Mandatum due to the company's modest investment needs (and thus high payout ratio) and decreasing investment assets, which the company distributes as dividends as the with-profit portfolio gradually decreases. Our dividend model takes into account not only the result generated by the operating business, but also the excess capital resulting from the liquidation of the balance sheet, so we believe that the method gives a fairly good picture of Mandatum's fair value. We therefore consider the DDM to be preferred method in Mandatum valuation.

In our dividend model, we have also outlined the development of Mandatum's earnings in the longer term.

As a result of our assumptions, the group's net profit will be fairly stable in the coming years, after which the growth in wealth and asset management should already compensate for the contraction of the declining with-profit portfolio. The company's balance sheet is strong and solvency is above the target level, so we expect Mandatum to distribute a clearly higher dividend than reported profit in the coming years.

For the terminal period, we have used a growth assumption of 2.0% (was 1.5%), as the with-profit portfolio is still present in our forecasts at this point, whereby the reduction of the portfolio will, still for some time, soften the impact of wealth and asset management growth on the group's earnings growth figures. However, we raised our terminal growth assumption by a notch, as the growth in asset management appears to be offsetting the contraction of the with-profit portfolio more rapidly than we previously estimated. In our calculations, we have also accounted for the assets from the calculation basis that are released only during the terminal period (after 2033) as additional capital, which support the dividend distribution potential. Our DDM model indicates a value of some EUR 6.3 per share for Mandatum (was EUR 6.0).

Our ROE requirement is 8.5%, which is the lowest in the peer group of asset managers. Our estimates do not include possible acquisitions, which we consider quite possible in the coming years. While we believe the conditions for value-creating corporate transactions are better than average, we have assumed their impact to be neutral in our valuation. The biggest forecast risks, on the other hand, relate to the return on the investment portfolio and the growth of asset management.

Valuation	2026e	2027e	2028e
Share price	6.82	6.82	6.82
Number of shares, millions	503.7	504.2	504.7
Market cap	3435	3439	3442
P/E (adj.)	24.1	22.0	22.4
P/E	24.1	22.0	22.4
P/B	3.0	4.0	4.7
Payout ratio (%)	300.4 %	184.0 %	170.7 %
Dividend yield-%	12.5 %	8.4 %	7.6 %

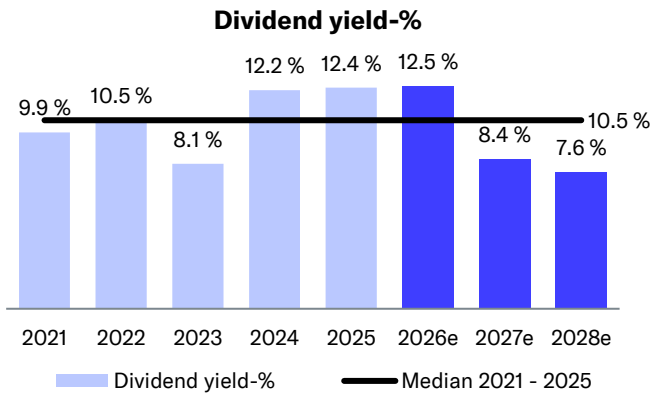
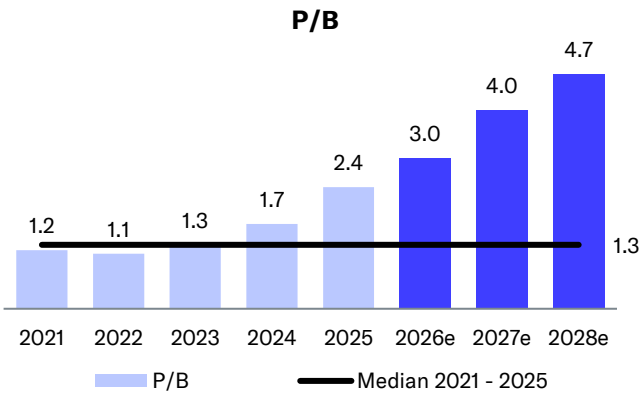
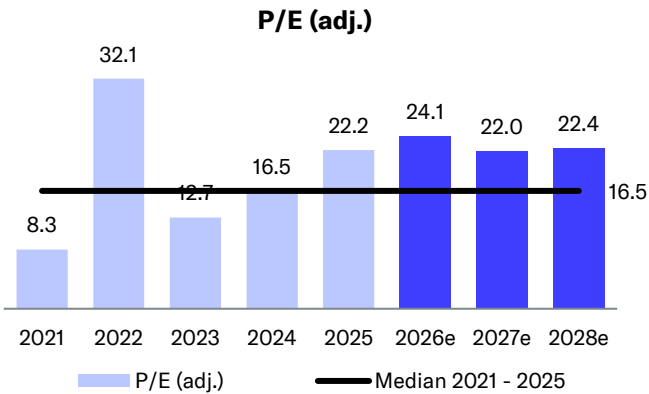
Source: Inderes

Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price	3.70	3.70	4.07	5.40	6.88	6.82	6.82	6.82	6.82
Number of shares, millions	548.0	501.8	501.8	502.7	502.7	503.7	504.2	504.7	505.2
Market cap	2028	1857	2042	2715	3459	3435	3439	3442	3445
P/E (adj.)	8.3	32.1	12.7	16.5	22.2	24.1	22.0	22.4	21.9
P/E	8.3	32.1	12.7	16.5	22.2	24.1	22.0	22.4	21.9
P/B	1.2	1.1	1.3	1.7	2.4	3.0	4.0	4.7	5.5
Payout ratio (%)	81.7 %	338.6 %	103.4 %	201.2 %	274.1 %	300.4 %	184.0 %	170.7 %	138.0 %
Dividend yield-%	9.9 %	10.5 %	8.1 %	12.2 %	12.4 %	12.5 %	8.4 %	7.6 %	6.3 %

Source: Inderes

NB! The closing price of the first trading day has been used at the historical share price



The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years.

Peer group valuation

Peer group valuation Company	Market cap MEUR	EV MEUR	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B 2026e
			2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	
Alexandria	126	118	11.1	8.9	9.0	7.7	2.3	2.2	16.4	13.0	7.0	7.5	3.5
Aktia	910								10.8	10.7	6.5	6.8	1.3
CapMan	318	334	11.5	8.9	11.3	8.6	5.4	4.7	16.9	11.9	8.4	8.9	1.7
Evli	603	585	10.4	11.1	9.8	10.4	4.6	4.8	16.5	16.1	5.4	5.4	4.0
eQ	462	447	16.3	12.9	15.7	12.5	7.7	6.4	21.4	17.4	4.7	5.7	6.3
Taaleri	220	230	8.8	4.9	8.5	4.8	3.6	2.6	13.3	9.1	3.8	5.5	0.9
Titanium	74	62	9.0	10.5	8.3	9.6	3.0	3.2	13.9	15.4	7.0	6.2	4.7
United Bankers	205	187	10.4	9.5	9.1	8.5	3.2	3.0	14.9	14.1	6.2	6.4	3.2
Mandatum (Inderes)	3435	3299	18.5	18.7	18.5	18.7	18.1	18.2	24.1	22.0	12.5	8.4	3.0
Average			11.1	9.5	10.2	8.9	4.3	3.8	15.5	13.5	6.1	6.6	3.2
Median			10.4	9.5	9.1	8.6	3.6	3.2	15.7	13.5	6.3	6.3	3.3
Diff-% to median			78%	98%	103%	118%	402%	478%	54%	63%	98%	32%	-9%

Source: Refinitiv / Inderes

Income statement

Income statement	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	Q1'26e	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Fee income	66.6	18.8	18.5	21.7	21.9	80.9	23.5	24.1	24.9	25.0	97.4	110.3	120.3	132.6
Result related to risk policies	25.4	2.3	2.0	2.6	4.0	10.9	3.5	3.3	3.3	3.5	13.6	13.8	13.9	14.1
Net finance result	135.7	51.8	21.7	39.4	18.8	131.7	15.3	26.0	25.7	24.6	91.5	90.0	74.8	66.8
Other result	-24.8	-10.9	-8.0	-8.0	-14.4	-41.3	-7.2	-5.3	-6.0	-6.0	-24.4	-23.6	-21.6	-21.5
PTP	202.9	61.9	34.2	55.7	30.3	182.1	35.0	48.1	48.0	47.1	178.2	190.5	187.5	192.0
Taxes	-38.0	-12.4	-4.9	-9.0	0.2	-26.1	-7.0	-9.6	-9.6	-9.4	-35.6	-34.3	-33.7	-34.6
Net profit	164.9	49.6	29.2	46.8	30.3	155.9	28.0	38.5	38.4	37.7	142.5	156.2	153.7	157.4
EPS	0.33	0.10	0.06	0.09	0.06	0.31	0.06	0.08	0.08	0.07	0.28	0.31	0.30	0.31
Organic capital generation per share	0.44	0.17	0.17	0.14	0.12	0.60	0.13	0.14	0.13	0.13	0.52	0.49	0.50	0.43
DPS	0.66	-	-	-	-	0.85	-	-	-	-	0.85	0.57	0.52	0.43
Equity (IFRS)	1601	-	-	-	-	1425	-	-	-	-	1140	869	735	630
Return on equity	10.3 %	-	-	-	-	10.9 %	-	-	-	-	12.5 %	18.0 %	20.9 %	25.0 %
AUM	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	Q1'26e	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Group customer assets (BEUR)	14.0	14.0	14.4	14.9	15.3	15.3	15.7	16.1	16.5	16.9	16.9	18.5	20.2	21.9
Institutional and wealth management customers	7.8	8.0	8.1	8.4	8.7	8.7	9.0	9.3	9.5	9.8	9.8	11.0	12.2	13.4
Corporate customers	2.6	2.7	2.8	2.8	2.9	2.9	3.0	3.0	3.1	3.2	3.2	3.5	3.8	4.1
Private customers	3.5	3.4	3.5	3.6	3.7	3.7	3.8	3.8	3.8	3.9	3.9	4.1	4.2	4.4
Solvency	2024	Q1'25	Q2'25	Q3'25	Q4'25e	2025e	Q1'26e	Q2'26e	Q3'26e	Q4'26e	2026e	2027e	2028e	2029e
Solvency 2 ratio	210%	207%	209%	206%	183%	184%	213%	212%	210%	193%	193%	187%	183%	180%
Solvencyi 2 own assets (MEUR)	2048	2041	2012	1996	1825	1825	1790	1765	1741	1539	1539	1408	1299	1240
SCR	973	984	965	968	994	994	841	834	829	797	797	754	711	688
Excess capital at the target level*	249	222	372	350	135	135	319	307	290	144	184	126	91	71
Excess capital per share at the targeted level*	0.49	0.44	0.74	0.70	0.27	0.27	0.72	0.69	0.66	0.37	0.37	0.25	0.18	0.14

*The midpoint of the company's solvency target (160–180%) is used as the target level

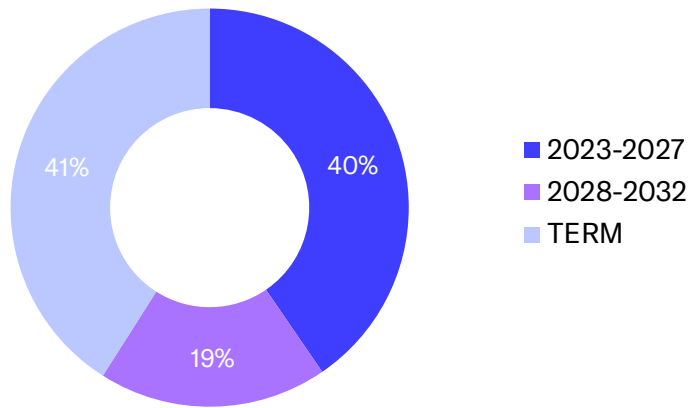
Dividend model (DDM)

DDM valuation (MEUR)	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	TERM
Mandatum's net profit	156	143	156	154	157	160	164	170	175	
Dividend paid by Mandatum	427	428	287	262	217	187	187	187	157	2473
Payout ratio	274%	300%	184%	171%	138%	117%	114%	110%	90%	
Dividend growth-%	28.8 %	0.2 %	-32.9 %	-8.7 %	-17.2 %	-13.9 %	0.1 %	0.1 %	-16.1 %	2.0 %
Discounted dividend	419	387	239	201	154	122	113	104	80	1263
Discounted cumulative dividend	3081	2662	2276	2037	1835	1682	1560	1447	1343	1263
Excess capital in terminal period	110									
Equity value, DDM	3191									
Per share, EUR	6.3									

Cost of capital

Risk-free interest	2.5%
Market risk premium	4.8%
Beta	1.3
Liquidity premium	0.0%
Cost of equity	8.5%

Cash flow breakdown



Disclaimer and recommendation history

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Accumulate	The 12-month risk-adjusted expected shareholder return of the share is attractive
Reduce	The 12-month risk-adjusted expected shareholder return of the share is weak
Sell	The 12-month risk-adjusted expected shareholder return of the share is very weak

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Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
10/12/2023	Buy	4.20 €	3.70 €
11/8/2023	Osta	4.20 €	3.62 €
2/14/2024	Buy	4.40 €	3.84 €
5/10/2024	Accumulate	4.50 €	4.36 €
8/14/2024	Reduce	4.50 €	4.38 €
11/13/2024	Accumulate	4.50 €	4.16 €
2/14/2025	Reduce	4.80 €	5.28 €
4/11/2025	Reduce	5.40 €	5.61 €
5/9/2025	Reduce	5.60 €	6.09 €
5/19/2025	Reduce	4.90 €	5.28 €
6/10/2025	Reduce	5.30 €	5.51 €
8/15/2025	Reduce	5.60 €	5.88 €
11/12/2025	Reduce	6.00 €	6.41 €
2/13/2026	Reduce	6.30 €	6.82 €



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