



Investment NSW

NSW Agtech sector

Sector Strengths & Business Delegation
Agra Middle East (8-9 December 2021)



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NSW agribusiness and agtech sector

Primed for growth

The New South Wales (NSW) Agtech sector is a vital part of the NSW economy and continues to grow in both income and investment. Developments in robotics, remote sensing and machine learning, as well as bioscience, novel farming techniques, and food innovation and processing, are driving disruption across the global food supply chain.

Thriving agtech clusters, world-class life sciences institutions and high-quality produce, make NSW the ideal environment for agribusiness research and innovation.

NSW is at the forefront of Industry 4.0 and other technologies such as biotechnology, artificial intelligence, farm management software, smart sensing, freight and logistics systems, food technologies and automation. These innovations increase agricultural productivity and the longevity of primary producers.

Agtech isn't just changing the face of farming, it's helping save and adapt farming land. Technological advances ensure we can produce, supply and store food sustainably and securely.

Invest locally, connect globally



Two of the world's top 100 life sciences universities are based in NSW. Australia has nine in the top 100.



NSW's Department of Primary Industries is **ranked in the top 1% of the world's agri research organisations.**



NSW invests over AU\$100 million per year in research & development in agriculture and agtech activities.



NSW produces **high-quality, safe and diverse agricultural products** and contributes to the **food security of many international markets.**



NSW's capabilities in **advanced research and technology testing** offers significant opportunities to **develop, commercialise and scale solutions.**



NSW facilitates and services over **1,000 active agricultural projects each year.**

Our agtech research ecosystem

Strengths in research and sector support

Australia plays a pre-eminent role in agricultural technology research, with nine of the top 100 life science universities in the world located here. Two of these are in NSW.

Our world-leading technology hubs and research facilities bring together industry, academia, and government to commercialise new agtech products and processes.

- The University of Sydney's [ARC Training Centre for the Australian Food Processing Industry](#).
- The University of New South Wales' [Food Science and Technology Faculty](#).
- The [New England Agtech cluster](#) in Armidale, backed by the New South Wales Government and underpinned by the University of New England.
- [Wagga Wagga's Agtech Hub](#) incorporates the Rural Industries Research and Development Corporation, Graham Centre and Charles Sturt University.
- The NSW-based [Food Agility Cooperative Research Centre](#). This AU\$150million research and innovation centre represents a broad cross-section of the Australian food value system.
- The proposed Western Sydney Innovation Corridor will link Hawkesbury Agripark, [Sydney Science Park](#) and Sydney University's Camden Farms, with the NSW Government's [Elizabeth Macarthur Agricultural Institute](#).
- The NSW Department of Primary Industries' [Global Ag-Tech Ecosystem](#), a collaborative research and technology facility specifically designed to develop agtech ideas. At the hub, DPI researchers, university students, experts and networks collaborate with each other in the largest agricultural research and development provider in Australia. The ecosystem has 25 research stations across NSW and 13,000 hectares of trial farms.

Delegation profiles





Agtrix

We offer cutting edge solutions for management of on-farm and agricultural supply chains. We strive to be an extension of your business, so our software integrates with you and your needs in one place, as a single data storage and analysis solution. We aim to showcase our product suite to the world market.

Founded in 1995, Agtrix is an Australian owned and operated company providing solutions for domestic and international enterprises.

We understand that supply chain management is a holistic process that can involve growers, harvesters, haulers, warehousing, freight forwarding and processing.

Through our software solutions we help businesses track their product from the paddock, through the supply chain to the plate, while using data and analysis to smooth the bumps that can occur at each touchpoint.

Our integrated single platform software has a proven record of improving supply chains to deliver overall quality, productivity, and cost efficiencies. As your business grows and changes, so too will your approach to supply chain management. With our team of experts and developers, we work to tailor your systems to adapt and thrive in real time whether they are for loading, planning, harvesting or hauling.

Contact Agtrix

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Key capabilities

Agtrix and Logitrix provide web-based visualisation and control across all areas of your supply chain.

Using our solutions-based approach, we work with your team to replace chaotic, fragmented and inefficient supply chains with a proven, integrated and streamlined system. In addition to our tailored software and tracking solutions we provide:

- Vehicle and machine GPS tracking and output monitoring
- Third-party system integration
- On-site set up and training
- 24/7 systems monitoring and support
- Ongoing customer service

Recent achievements

- Agtrix is consistently identified as the superior inbound supply chain management system by both clients and industry leaders
- Agtrix was featured in a review of Agricultural Supply Chain systems in the 2016 Nuffield Scholarship Report
- In 2009 Agtrix secured the Gold Logistic Achiever award for Contribution to efficiencies in the Africa Sugar Milling Supply Chain
- In 2010 Agtrix received the Australian Society of Sugar Cane Technologists – Presidents Medal for best industry paper titled “The implementation of a mill mud and ash delivery strategy”

Current and future developments

Agtrix has developed a web-based farm management system with supply chain integration. Our current development is focused on delivering meaningful KPI reports to allow for users to make informed decisions. Our focus is on delivering for clients.



ConnectOne Club

ConnectOne Club believes in digitising and democratising the agriculture market, increasing transparency on supply and demand to empower farmers to increase farm gate pricing through increased competition. We are looking for potential partners, and customers such as farmer-based associations, cooperatives, brokers and aggregators.

We are a digital business-networks builder focusing on agriculture communities. We leverage the latest technology developments to deliver real-world solutions for agriculture communities. These solutions improve collaboration in communities, help them grow and thrive in today's market.

We have been providing solutions to clients from various industries, including agriculture, hospitality, real estate and solid waste management.

We built the ConnectOne Club platform to solve the problems that farmer groups face when they aggregate their produce and sell it to bigger markets, mainly due to the lack of harvest scheduling and planning tools, and limited strategies to aggregate the produce.

ConnectOne Club platform enables the farmer groups to schedule and plan harvest cycles, aggregate produce and connect with the end buyers to secure a competitive price for their produce.

Contact ConnectOne

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ConnectOne platform help farmers collaborate with other farmers on harvest planning and scheduling activities, thus avoiding surplus harvest entering the market. ConnectOne's harvest planning and scheduling tools can prevent food loss at the production level.

Please reach out to us if your farmer groups need a sophisticated technology platform to aggregate produce and secure a competitive price for produce through advanced auction processes.

Key capabilities

Our team is experienced in implementing end-to-end solutions for the farmer groups. We work closely with the farmer groups to understand their challenges and provide customised solutions to meet varying challenges in the farming communities.

Recent achievements

We have implemented white-labelled produce aggregation and sales platforms for cardamom farmer groups in Idukki, Kerala, India. It helped them to achieve better gate prices with reduced operational costs, which resulted in:

- Average sales price increased by 10% over six months
- Market Geography increased from 300km to 1,500km
- Additional buyers and sellers increased by 20% over 6 months
- Operational costs were reduced by 30% over 6 months
- Wastage was reduced by 30% over 6 months

Buyer feedback – *“ConnectOne has reduced our travel time to purchase the stocks and simplified the procurement processes. Now we have more time to build our sales channels.”*

Seller feedback – *“ConnectOne helped us to connect with buyers from different markets. It’s helping us to secure better prices for our produce.”*

Current and future developments

We are setting up platforms for several farmer groups such as grape and vegetable growers in Australia as well as spice farmer groups. These farmer groups will benefit from the digitisation of their sales processes.



Converte

To accelerate the world's transition to sustainable low carbon agriculture, Converte is looking for a partner or distributor in the Middle East, as well as key customers to work with and showcase innovation.

Converte helps farmers feed the planet naturally, sustainably and profitably with balanced biological solutions that support soil and plant health. Our ACO certified organic products enhance the health of the food-chain encompassing seeds, soil, plants and animal health.

By enhancing soil microbiology Converte helps to restore lost nutrients and promote greater nutrient availability and cycling. This leads to improved plant nutrient uptake and healthier plants which are more resilient to biotic and abiotic stresses. Improvements in the soil-plant communications mean improved moisture storage and greater efficiency in both water and fertiliser utilisation.

Converte's Regenerative Ag solutions have been used across broadacre and vegetable crops, vineyards, orchards and soil restoration for the past 13 years with incredible results.

Contact Converte

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Key capabilities

Converte's capabilities include:

- Improving soil health and function
- Enhancing soil moisture retention and water use efficiency
- Driving fertiliser efficiency by improving the biological activity of soils
- Biological products for agriculture and land restoration
- Unique, natural formulations with proven results

Recent achievements

- Converte was appointed to the European Microbiome Support Group 2020-22
- Converte recently completed the NSW Government Going Global India Program
- Converte has successfully completed international trials in Senegal, Columbia, The United Kingdom and India

Current and future developments

- Converte is focused on the health of the food-chain, restoring degraded landscapes and building soil carbon. These issues all have strong appeal internationally and the goal of the company is to restore as many acres of land as possible.
- Converte is seeking international partners for distribution and licensed manufacturing.

Other contacts

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Farmbot Monitoring Solutions

Farmbot remote monitoring solutions provides farmers with an accurate and reliable snapshot of their water anytime, anywhere. Seeking to connect with business leaders, investors, and decision makers to assist with global expansion and Series B capital raising, commencing in January 2022.

Farmbot is a leading Australian agtech company and is a market leader in providing water monitoring solutions for the agriculture sector. It has over 5,500 water level monitors in place across Australia delivering real-time alerts and reporting of water trends and consumption of on-farm water ecosystems.

As water is the lifeblood of all agricultural endeavours, a detailed understanding of its usage helps farmers make better management decisions around asset utilisation, resource allocations and stock carrying capacities.

Farmbot is transforming agriculture operation, revolutionising water management practices and delivering economical, sustainable, and productive outcomes.

In January 2022, we will be commencing a Series B capital raise for our planned US expansion later this year. We are seeking partners and investors to assist with our international expansion.

Contact Farmbot

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Key capabilities

- **Tested:** Tried and tested with more than 5,500 monitors installed across Australia and the addition of 50 trials in California and Texas
- **Connectivity:** Designed to withstand the most remote and harsh climates, and connectivity constraints, with globally recognised satellite and cellular providers
- **Easy installation:** Known as plug and play technology, no additional technicians or infrastructure required. Can be installed within 15 minutes by farmhand
- **Live:** Users receive information when they need to know with near real-time SMS and email alerts when issues, maximum or minimum water levels are breached
- **Functionality:** Can transmit data for multiple sensors from one hub
- **Time:** Saving farmers time as they do not need to physically travel to sites to view assets. Allot time to higher value and more strategic tasks
- **Historical records:** Addressing sustainability goals and record keeping

Recent achievements

- Farmbot has installed 5,500 water monitors across 1,500 properties in Australia, and is signing up 300 new customers a month, while trialling the technology in Texas and California in the United States
- Closed an AU\$2.7 million capital raise, including AU\$1 million from Telstra
- Winner of 2021 Technology Scale-Up Awards, “Sustainability, Cleantech, Agtech” category
- Finalist in the 2021 IoT Food and Agribusiness Awards

Current and future developments

In January 2022, we will be commencing a Series B capital raise for our planned US expansion later this year. We are seeking partners and investors to assist with our international expansion.



Green Camel

Healthier people and planet through sustainable organics, enabled by technology. Green Camel is seeking interactions with parties interested in developing organic crops and sustainable aquaculture utilising our technology and team to achieve this objective.

Green Camel was founded in 2010 and developed the capability to grow organic, sustainable, and profitable crops through a scalable model in conjunction with clean aquaculture.

Green Camel has the following technology and capability:

- **Proprietary tech platform:** Supports multi-glasshouse sites remotely and securely
- **Organic soil-based glasshouse:** growing organic tomatoes, cucumbers and vine crops
- **Proprietary bio-conversion module:** Converting fish waste into safe organic fertiliser
- **Proprietary soil & composting module:** Healthy organic growing biome core to the system
- **Recirculating aquaculture unit:** Producing premium barramundi with clean aquaculture

Key capabilities

Green Camel has the technology, people and capability to design, build, commission and license organic glasshouse facilities sustainably and profitably to existing or new glasshouse companies.

Contact Green Camel

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Recent achievements

Green Camel has developed proprietary turn-key organic glasshouse growing technology with clean aquaculture at the Green Camel Pty Ltd 'Cobbitty site' located 70 km South West of Sydney. The Green Camel technology allows glasshouse growers to command a significant price premium of between 25% and 100% for supplying organic produce, with comparable operating costs and equivalent yields to conventional hydroponic glasshouses. The business has been the recipient of several awards including the 2019 "Good Design Award".

Current and future developments

The Green Camel technology is currently in operation at the Cobbitty site where a total of 2.5 hectares of organic glasshouse growing area is producing 1,200 tonnes of organic truss tomatoes, 200 tonnes of organic cucumbers and up to 50 tonnes of premium barramundi per annum. Furthermore, Green Camel is in the late stages of de-coupling aquaculture so that its system may operate with or without aquaculture.

There are three new facility projects totalling 47 hectares being assessed as follows:

- Additional 7 Ha glasshouse - Cobbitty NSW
- 20 Ha Glasshouse – Northern District, NSW
- 20 Ha Glasshouse – Central District, NSW

The unique proposition that Green Camel offers glasshouse growers is that it provides a turn-key system that enables producers to grow organic crops that command a price premium at comparable yields, costs and capex to conventional glasshouse operations.

In addition to licensing, Green Camel has developed a proprietary organic fertiliser or "bio-booster" which enhances the health and growth of crops with a unique macro and micro-nutrient profile which provides an initial boost in nutrients as well as longer lasting nutrition. The raw ingredients of the bio-booster are derived from the waste streams or bi-products of other food producers which significantly reduces its cost of production and improves with the sustainability of the broader food industry. The raw ingredients are converted into a useful fertiliser using a proprietary microbial process.



InvertiGro

InvertiGro aims *to feed the world the smarter way* by enabling businesses to grow fresh produce efficiently, flexibly, securely and sustainably. InvertiGro is seeking to connect with investors, customers and in-market service support providers to assist with Series A capital raising and international expansion.

InvertiGro is a Sydney-based start-up revolutionising indoor vertical farming with a fully-integrated, cost effective and flexible end-to-end farming solution that enables sustainable and reliable production of fresh, clean produce.

Indoor vertical farming has been identified as one of the most efficient and productive means of addressing global food security and sustainability issues. InvertiGro is addressing the industry's key challenges of cost and complexity, while also delivering unprecedented crop flexibility and efficient scalability.

InvertiGro's solutions, incorporating proprietary hardware, operating software and supporting services, enable businesses anywhere in the supply chain – from on-farm to in-store, and anywhere on the globe, to grow more with less. The results produce higher, reliable, nutritious and tasty yields while using less water, land, and packaging, fewer food miles and waste, no synthetic herbicides or pesticides, and independent of climate extremes.

At the heart of InvertiGro's innovative solution is the **InvertiCube**: a modular sealed grow cube that is easily reconfigurable between horizontal and vertical growing, enabling customers to grow a wide variety of crops with maximum yields and efficiencies. Sealed InvertiCubes remove the need for costly building modifications and their compatibility with standard pallet

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racking and materials handling equipment allows InvertiGro growers to use and scale their farms safely and cost-effectively.

InvertiGro farms are monitored and controlled by InvertiGro's fully integrated scheduling and operating technology and cloud-based IoT platform. User-friendly bespoke software is programmed with tried, tested, and fully optimised crop recipes, negating the need for costly trial and error or on-site agronomist expertise.

Key capabilities

Flexible: Designed for use anywhere on the planet and anywhere in the value chain, InvertiGro systems can grow (and switch between) just about anything that can be grown indoors (from food and pharmaceuticals to fibres and fodder).

Scalable: Our modular systems are designed to grow with business needs

Affordable: Our sealed systems are cost-effective to set up and operate. Designed to convert latent spaces into profitable and productive places without the need for costly building modifications

Smart: Sustainable and simple to operate turn-key solutions supported by an integrated technology offering and SaaS suite with remote monitoring and highly automated controls, continuous R&D and network learnings

Recent achievements

- InvertiGro was awarded the title of Australian Agripreneur of the Year 2021 and will represent Australian Agtech innovation at the Global Future Agro Challenge
- Currently building a retail model with a leading Australian grocery retailer incorporating in-store farming and point-of-sale display, supported by a hyper-local indoor vertical farm facility
- Successfully grown 180+ different crop varieties including food, fibres, and fodder
- Was selected to provide a fresh produce growing solution for the Sensoria Mars Simulation at the Hi-Seas base in Hawaii (January 2020). The project's success was a testament to our systems' ability to grow nutritious fresh produce in an environment where water, power, physical space and crew labour time are all limited

Current and future developments

- Series A fundraise underway. Looking to close the round by end of 2021 ahead of international expansion and scale-up in 2022
- Early investor and sales discussions with PIF, ADIO and Food Tech Valley; as well as a collection of large customer groups in the Middle East region
- Seeking investors, joint venture partners, customers and potential in-market technical service support providers



Riverstone Fish Farm and Lab

Restore the Earth's depleted soil back to peak fertility so farmers and gardeners sustainably achieve abundant crop yield to feed a growing world population. Seeking to engage with customers or distributors to revolutionise their farming crop yield and reduce costs whilst being friendly to human health and the environment.

We are the company that has created the award-winning disruptive all Australian agricultural fertiliser technology that is certified organic, odourless and affordable. Our bio-fertiliser, Swift Grow, is derived from fish manure in a sustainably farmed and pristine natural environment.

Swift Grow liquid concentrated fertiliser is sprayed on plants and soil which is scientifically proven to significantly increase crop yield, reduce water evaporation and restore the natural size, colour, taste and scent of all fruit, vegetables and grain.

Contact Riverstone

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Key capabilities

Our scientifically proven and unique fertiliser is endorsed by the NSW Department of Primary Industry to:

- Restores any soils' natural bio-engine friendly microorganisms back to optimal life
- Restores the soil fertility and hence significantly increases crop yield economic benefits
- Reduces water evaporation and hence water consumption cost
- Has natural probiotics that restores the natural size, taste, smell and colour of any crop
- Rich with friendly bacteria *Lactobacillus* that attracts bees and restores their immunity to pathogens

Recent achievements

- Winner of the Parramatta City Council "Excellence in Innovation" Award
- Winner of efficacy 2021 trial against chemical fertiliser run by the International Centre for Biosalin Agriculture in Dubai, showing 30% crop yield increase and 20% water consumption under prevailing desert 50 degrees Celsius temperatures

Current and future developments

Our international development is to partner with commercial broadacre farmers, backyard gardeners and pot plant enthusiasts directly or via their strategic regional distributors, for soil-based farms as well as the emerging hydroponics and vertical farming.



The Yield Technology Solutions

Our vision is to feed the world without wrecking the planet – through sustainable food production with AI-driven on-farm and supply chain solutions that are adjusted in real time for weather. We aim to be the essential data and AI platform for large corporate growers in speciality crops globally. We are seeking investment opportunities and grow customer base.

The Yield is an agritech company on a mission to transform food and farming practices with scalable digital technology. We use real time data and AI to power our technology to solve real challenges at farm level and throughout the food chain.

Our customers are commercial growers and large family-owned enterprises in irrigated crops. We integrate data to help drive profits and sustainability, scale faster and reduce risk.

Contact The Yield

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Key capabilities

- **Drive profits:** We use our patented technology to help our customers improve yields, reduce costs, and achieve better product prices. We help provide real tangible outcomes and drive significant commercial benefit.
- **Drive Sustainability:** At The Yield, we do more with less. We help optimise the use of farm inputs while reducing the impact on the environment. We help determine optimum windows

for irrigation, nutrition, and safe sprays to ensure crops get what they need, when they need it most. This is particularly important for weather-sensitive biologicals which are safer and better for the environment.

Through better harvest predictions, our customers help reduce food waste by better matching supply to demand.

- **Scale Faster:** With your growing practices codified in your Digital Playbook, customers can scale faster and bring on new growing teams, upskill existing teams or set up new operations. You can also help contract growers and licensors of your genetics to achieve better yields and secure higher quality supply. Our analytics help drive continual improvement for customers.
- **Reduce Risk:** With climate change driving more unpredictable weather, our patented AI-driven predictions help to mitigate risk and adjust growing practices to changing conditions. We help growers to protect crops and mitigate risk of damage caused by extreme temperatures, as well as reducing the risk of pest and disease.

We give your team the best available growing conditions data, customised to your crops, as well as real-time notifications based on your company's best practice and local weather. Everyone is working from the same source of truth - effectively reducing key person risk.

Recent achievements

Awards

- 2018 Agfunder Awards. Most Innovative International Startup Series A & Beyond – Farm Tech
- 2018 Hort Connections National Awards for Excellence. Finalist – Innovation Partner Award
- 2018 AFR's 100 Women of Influence. Ros Harvey – Innovation category
- 2018 IoT Impact Awards. Industry in IoT award
- 2018 #TechDiversity Awards. Merit award – Business category
- 2018 Women's Agenda Leadership Awards. Ros Harvey – Emerging Leader in Technology
- 2020 Thrive Top 50. Thrive Top 50 scaling and visionary Agtech companies for 2020
- 2021 The Australian Top 100 Innovators List – Ros Harvey
- PMA ANZ Tech Innovation Award 2021

Achievements

- **Feb 2020: Costa Group rolls out The Yield's Sensing+ solution across berry farms in Australia to better predict yields.** The Yield announced a major expansion of its customer relationship with Costa Group, a leading Australian grower, packer and marketer of premium quality fresh fruit and vegetables.
- **May 2020 Global Technology Giants Invest \$11M Into Australian Agtech, The Yield.** The Yield announced that it had finalised investment of AUD \$11 million, led by venture capital group, Yamaha Motor Ventures & Laboratory Silicon Valley ("Yamaha Motor Ventures").
- **November 2020 Treasury Wine Estates rolls out The Yield's Sensing+ solution across Australia and New Zealand to better predict yields and weather.** The Yield announced a

major expansion of its customer relationship with Treasury Wine Estates (ASX: TWE), a global grape grower, and producer and marketer of premium wines across all its vineyards in Australian and New Zealand.

- **June 2021: The Yield and Yamaha join forces with Treasury Wine Estates to drive robotics revolution in agriculture.** The Yield announced a new R&D project with global technology giant, Yamaha Motor Corp partnering with global premium wine company, Treasury Wine Estates, to optimise yield prediction in wine grapes and to improve autonomous crop spraying with the use of robots.
- Global patents for microclimate sensing in Australia, the US and Singapore.

Current and future developments

- Series B capital raise in 2022
- Followed by expansion into the US market
- Launch US market-ready app
- Global patents for microclimate sensing in future target markets



WaterUps from DownUnder

At WaterUps® our mission is to establish wicking bed sub-irrigation as a key technology in the irrigation of green spaces and sustainable food growing globally. Our objective is to find companies interested in partnering with us to promote and distribute WaterUps® products in the Middle East.

WaterUps® is an Australian company established in 2015 to commercialise the age-old concept of 'wicking'. The company's initial focus was on the development of a scalable modular system that could be used in all growing environments.

Various products were then developed for the home garden and for built environments focusing on planters and container gardening.

In 2018 became increasingly focussed on civil landscaping and urban horticulture and developed and patented the WaterUps® Sub-Irrigation Channel. This product is now regularly being specified in a wide range of commercial and local government landscaping projects in Australia.

Our products are manufactured in Australia from recycled plastic.

Contact WaterUps

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Key capabilities

- World leaders in wicking bed sub-irrigation technology
- Proven track record in saving water – up to 80% compared to other irrigation methods
- Low maintenance costs
- Increased crop yield
- Continued focus on innovation and product development
- Registered IP
- 6 years' experience in commercial and residential installations
- Commitment to ongoing research and product development

Recent achievements

- Expanded retail product range
- Canadian national distributor appointed
- New product range for commercial uses

Current and future developments

- Irrigation of large-scale civil infrastructure
- Commercial food growing

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