americanas sa

1Q25 Earnings Release May 2025

Message from Management

The year 2025 began with renewed challenges. We continue to evolve in our transformation plan, with projects from the roadmap presented in 2024 becoming a reality, and getting closer to the business model we envision for the future: a simple retail that solves people's lives.

We are on the path where physical stores are indeed the heart of our business, with opportunities for customers and partners. Among the projects that are part of this reconstruction is Galeria, which expands commercial partnerships in the physical space and monetizes the square meter of our units, in addition to acting as a lever for our digital platform. In this first phase, we launched Conecta, a new model for offering services that are adherent and complementary to product sales. The Retail Media project also shows significant progress, strengthening the partnership with suppliers for greater presence in our customers' shopping journey.

We have made consistent and effective progress in the loyalty front, starting with the expansion of identification in physical stores. This movement serves as a lever for the official launch, by the end of the year, of our loyalty program, which already has the credit card as its first product and will expand the possibilities of personalizing the shopping experience, with greater knowledge of consumption habits.

Still in line with the restructuring movement focused on growth and with discipline in expense control, we accelerated the update of our technological park. In ecommerce, we migrated to a robust and scalable solution, which ensures even more speed, greater omnichannel vision, in addition to new advertising functionalities for sellers and the best shopping journey for customers.

In line with our projections and expectations, our financial results for the first quarter were impacted by the mismatch of the Easter date, a very important event in the Company's sales calendar, which this year occurred in the second quarter. Looking at our operational performance excluding this seasonal effect, we continue on the path of continuous operational improvement. As an example of this trend, the Easter results, presented here in the "same store" sales metric, show double-digit growth.

We cannot ignore the more complex macroeconomic environment in Brazil and the world, which has generated effects for all retail. Despite the nature of our business putting us in a relatively less vulnerable situation, we remain attentive to the impacts and constantly seek ways to mitigate them. In summary: we are building a long-term consistency story, with many hands, based on increasingly solid partnerships. We have a resilient team, which acts with a focus on the purpose of solving the lives of our

millions of customers. The picture of a quarter is just one frame of this film that makes up the trajectory of a nearly centenary Company that will continue to be a retail reference in Brazil.

Financial Summary

The financial results for the first quarter of 2025 were impacted by the mismatch of the Easter date, an important event for the Company, which this year occurred in the second quarter, on April 20, while last year it was celebrated on March 31. To give an idea of this effect, the event represented about 32% of the first quarter 2024 revenue of Americanas' physical retail. Thus, the variation in the 1Q25 result lines, when compared to the same period of the previous year, showed a decline, reflecting the absence of the strong impacts of this very representative event in the first quarter of the year, and not an operational deterioration.

For better comparability, we will disclose the same store sales indicator for the first four months of the year, thus eliminating the effect of the Easter mismatch and bringing a result that reflects the Company's operational reality. This is the only indicator we can disclose covering the first four months of the year, as it is a managerial data (not reviewed by independent auditors) and is not subject to the disclosure restrictions applicable to other indicators that can only be published after the quarterly audit.

We grew 14.2% in "same store" sales in the first four months of 2025 compared to the first four months of 2024, a result impacted by the strong performance of Easter, whose expansion was approximately 16% in "same store" sales. Another important event in the period was Back to School, with "same store" sales growth of 11%. We also highlight the Customer and Partner Platform (PCP), which began its structuring at the end of last year, and has already started to show its first results, with an increase in warranty insurance conversion and growth of more than 30% in the GMV of content cards.

Adjusted EBITDA ex IFRS in 1Q25 was negative R\$ 264 million, compared to this same indicator in 1Q24, which had been negative R\$ 16 million. This decline is explained by the absence of Easter in the quarter and extraordinary effects that positively impacted 1Q24.

As previously reported, in September we started the process of attempting to sell Ame Digital (still ongoing), as provided for in the PRJ and aligned with the group's strategic planning. For this reason, the information for this segment is now presented as discontinued operations. In this disclosure, for comparability purposes, the 1Q24 financial statements already exclude the effects of Ame Digital.

In the table below, we present the financial summary of 1Q25 and the comparison with the previous year.

	Consolidated			
Financial Summary (BRL mln)	1Q25	1Q24	Var(%) 1Q25 x 1Q24	
GMV	4,128	5,490	-24.8%	
GMV B&M	3,123	3,959	-21.1%	
GMV Digital	360	922	-60.9%	
GMV Others	645	610	5.8%	
Net Revenue	3,058	3,702	-17.4%	
Gross Profit	891	1,230	-27.6%	
Gross Margin %	29.1%	33.2%	-4.1 p.p.	
SG&A¹	(991)	(1,112)	-10.9%	
SG&A (%RL)	-32.4%	-30.0%	+2.4 p.p.	
Other Net Operating Expenses	65	1,278	-94.9%	
EBITDA	(35)	1,396	-	
Depreciation and amortization	(249)	(250)	-0.4%	
Financial Result	(200)	(93)	115.1%	
IR/CSLL	(9)	(609)	-98.5%	
Profit (loss) from discontinued operations	(3)	9		
Loss of period	(496)	453	<u>-</u>	
RJ expenses and investigation	15	48	-68.6%	
Haircut - Suppliers	-	(805)	-	
Self-regularization program impact	-	(286)	-	
Haircut stock option	-	(110)		
Adjusted EBITDA	(20)	243		
Lease payment	(244)	(259)	-5.8%	
Adjusted EBITDA (ex-IFRS 16)	(264)	(16)	1581.9%	

¹ No depreciation and amortization effect

GMV

In 1Q25, Americanas' Total GMV was R\$ 4.1 billion, a reduction of 24.8% compared to the same period last year, mainly impacted by the Easter mismatch, which, as mentioned earlier, this year occurred on April 20, while last year it occurred in the first quarter (03/31/2024), resulting in a 21.1% drop in physical GMV.

Same Store Sales (SSS)1

For better comparison and elimination of the Easter mismatch effect, which is a very important event for the Company, we disclose the "same store" sales for the first four months of the year. Thus, in 4M25, gross sales in the "same store" concept grew 14.2% compared to the same period last year, reflecting the good performance of Easter, the main event of the period.

¹ Same-store sales (not reviewed by independent auditors) exclude gross revenue related to cancellations, returns and discounts from the calculation.

We continue with the strategy of reducing exposure to the electronics category. Thus, excluding the effect of the decision to no longer sell certain higher ticket items, "same store" sales would have grown approximately 17.3% in 4M25.

At Easter, we presented a "same store" sales growth of approximately 16% year-on-year, setting a new sales record for the Company in this event, totaling R\$ 1.2 billion. More consumers turned to Americanas for their purchases, increasing the number of transactions by almost 8% compared to last year's event. In addition, the average ticket grew by almost 7%, impacted by the rise in cocoa prices, the main input for product production. The decrease in consumer purchasing power combined with higher chocolate prices resulted in a nearly 6% reduction in the number of items sold during the event. The good news is that we managed to advance our market share by 1.3 p.p. in the event, which is already more than 50% of the retail market, according to Nielsen data.

In addition to the traditional Easter eggs, consumers found several gift options with event-related themes, which also had significant growth.

Another highlight of Easter was the anticipation of deliveries, keeping our stores well stocked and with low rupture rates, especially in the main product lines. In addition, we had exclusive items that were a sales success.

The higher customer flow during the event also helped boost sales in other departments, such as home and apparel, which grew gross sales in the "same store" concept at rates well above previous periods. The hygiene and cleaning department maintained high growth levels in the period. In addition, in the quarter, the electronics department showed a less pronounced drop in "same store" gross sales compared to the same period last year, demonstrating that we have a more stable and optimized product mix in this category.

In the "Back to School" event, we had a growth of more than 11% in "same store" gross sales compared to last year. In addition, there was an increase of more than 12% in the number of items sold and approximately 14% in the number of transactions. We have new product lines that expanded the assortment and brought additional margin. The event was successful in all regions of the country.

Store Portfolio

Store composition					
	1T25		2024		
Formats	# stores	Sales area (thousand m2)	# stores	Sales area (thousand m2)	
Convencional	952	882	960	893	
Express	609	231	627	238	
Total	1,561	1,113	1,587	1,131	

In 1Q25, we continued to optimize our store portfolio, focusing on achieving greater operational efficiency, higher sales per square meter, and cost efficiency. Evaluating our framework, throughout the quarter, we closed the operations of 26 units (18 in the express format and 8 conventional) that did not meet the Company's viability criteria, resulting in a 1.6% reduction in total sales area.

Net Revenue

Net Revenue per segment (BRL mln)					
Segments	Segments 1Q25 1Q24				
Retail (B&M + digital) ¹	2,568	3,182	-19.3%		
HNT	448	481	-6.9%		
Uni.co	42	39	7.7%		
Total	3,058	3,702	-17.4%		

¹ Includes eliminations

In 1Q25, consolidated net revenue was R\$ 3.1 billion, a decrease of 17.4% compared to 1Q24. The performance in the quarter was impacted by the mismatch of the Easter event, the main event of the first half of the year, which this year occurred in the second quarter.

Gross Profit

In 1Q25, consolidated gross profit was R\$ 891 million, a decrease of 27.6% compared to 1Q24, and the gross margin was 29.1% (-4.1 p.p. compared to 1Q24), declines caused by the Easter mismatch. In the quarter, gross profit also had its comparability impacted by extraordinary events accounted for in 1Q24, which positively impacted that quarter's margin, as detailed in the August 2024 earnings release. The most relevant effects were the extemporaneous recovery of funds with suppliers of approximately R\$ 75 million and tax events of about R\$ 50 million.

Analyzing only the performance of physical retail and excluding the effects of the extemporaneous recovery of funds with suppliers and tax events described above, and

other accounting effects, the gross margin grows significantly in the period. This result demonstrates that the continuous efforts to improve the category mix, increase assortment, and reduce rupture, among other operational strategies implemented and under development, continue to yield results.

Selling, General and Administrative Expenses ("SG&A")

SG&A expenses in 1Q25, excluding depreciation and amortization, totaled R\$ 991 million, representing a reduction of 10.9% compared to the same period in 2024 and 33.0% compared to the last reported period (4Q24). These reductions demonstrate significant progress by the Company in restructuring its operation, focusing on cost reduction and increasing operational efficiency.

Despite the significant improvement in absolute terms, in 1Q25, expenses represented 32.4% of net revenue, which corresponds to an increase of 2.4 p.p. compared to 1Q24. This performance is mainly due to the Easter mismatch, with a significant part of the event's revenue not being accounted for in 1Q25, and the lower dilution of fixed expenses. However, sequentially, we had an improvement of 1.4 p.p. in this indicator compared to the 33.8% recorded in 4Q24.

General and administrative expenses, excluding depreciation and amortization, represented 6.4% of net revenue, a decrease of 1 p.p. compared to 1Q24 and 3.2 p.p. compared to 4Q24, even in a quarter with strong operational deleveraging, clearly reflecting the efforts to reduce general and administrative expenses.

Selling expenses represented 26.0% of net revenue, an increase of 3.3 p.p. and 1.8 p.p. compared to 1Q24 and 4Q24, respectively. Selling expenses related to Easter already impacted the quarter, but without the counterpart of the event's more significant revenue.

The Company continues its restructuring process, constantly evaluating and implementing new expense reduction initiatives.

Other Operating Income/Expenses

In 1Q25, the value of other operating income/expenses was positive at R\$ 65 million, mainly due to reversals of tax provisions. This amount also includes expenses related to Judicial Recovery and Investigations amounting to R\$ 15 million.

This result represents a 95% reduction compared to the R\$ 1.3 billion in other operating income recorded in 1Q24, accounted for due to the execution of the Judicial Recovery Plan. In the first quarter of 2024, the main impacts were: R\$ 805 million related to the adhesion of supplier creditors to the payment options offered in the Judicial Recovery Plan, R\$ 110 million haircut related to the stock option program, and R\$ 286 million related to the Company's participation in the self-regulation program. There was also an expense of R\$ 48 million related to Judicial Recovery and Investigations.

EBITDA Reconciliation

Adjusted EBITDA for 1Q25, presented below, excludes expenses related to RJ and Investigations. This adjustment resulted in a positive impact of R\$ 15 million in the quarter, leading to an Adjusted EBITDA of negative R\$ 20 million, which represents a deterioration compared to the positive R\$ 243 million in 1Q24. Adjusted EBITDA ex IFRS in 1Q25 was negative R\$ 264 million, compared to this same indicator in 1Q24, which had been negative R\$ 16 million. This decline is explained by the absence of a significant part of Easter revenue in 1Q25 and the extraordinary effects that positively impacted 1Q24, mainly related to the extemporaneous recovery of funds with suppliers of approximately R\$ 75 million and tax events of approximately R\$ 50 million.

EBITDA Reconciliation (BRL mln)	С	Consolidated			
	1Q25	1Q24	Var(%) 1Q25 x 1Q24		
Loss for the period	(496)	453	-		
Profit (loss) for the period of discontinued operations	(3)	9	-		
Profit (loss) for the period of continued operations	(493)	444	-		
Taxes	(9)	(609)	-98.5%		
Depreciation and amortization	(249)	(250)	-0.4%		
Financial Result	(200)	(93)	115.1%		
EBITDA	(35)	1,396	-		
RJ and investigation expenses	15	48	-68.6%		
Haircut - Suppliers	-	(805)	-		
Self-regularization program impact	-	(286)	-		
Haircut - stock option	-	(110)	-		
Adjusted EBITDA	(20)	243	-		
Lease payment	(244)	(259)	-5.8%		
Adjusted EBITDA (ex-IFRS 16)	(264)	(16)	1581.9%		

Financial Result

In the first quarter of 2025, the consolidated financial result was negative at R\$ 200 million, mainly impacted by interest expenses and monetary and exchange rate variations related to the Company's 22nd Debenture Issuance. Series 1 and 2 are tied to 128% of the CDI, while series 3 is tied to the dollar +8.35%. The result was also impacted by financial expenses associated with lease charges. The financial result for 1Q25 is not comparable to that disclosed in 1Q24, due to the accounting, in that period, of the effects

of the execution of the Judicial Recovery Plan, in addition to interest and monetary update accrued on debt not yet reprofiled.

Opening Consolidated Financial Result - (BRL mln)	1Q25	1Q24	Var (R\$) 1Q25 x 1Q24
Interest on fixed-income and marketable securities	75	131	(56)
Financial discounts obtained and monetary restatement	8	529	(521)
Adjust to present value	-	247	(247)
Other financial revenue	4	17	(13)
Financial revenue	87	924	(837)
Interest, monetary and exchange variation on loans and financing	(94)	(801)	707
Adjust to present value	(14)	-	(14)
Other financial expenses	(51)	(40)	(11)
Financial expenses w/leasing	(159)	(841)	682
Lease charges	(128)	(176)	48
Financial Result	(200)	(93)	(107)

Profit/Loss for the Period

In 1Q25, the Company recorded a loss of R\$ 496 million. The comparison with the result of the same period of the previous year, which showed a profit of R\$ 453 million, is mainly compromised by the accounting of other income in the amount of R\$ 1.3 billion, resulting from the execution of the Judicial Recovery Plan, as previously described.

Balance Sheet - Key Indicators

Forfait

As mentioned in the 4Q24 earnings release, we resumed access to credit with financial institutions beyond the terms provided in the Judicial Recovery Plan. In particular, we established an agreement with financial institutions to enable early settlement with suppliers, in operations known as forfait, frequently used by retail companies. These agreements allow suppliers to anticipate, through financial institutions, the receipt of billed amounts up to 90 days in advance of the invoice due dates, with a financial discount. It is important to note that the agreement has no restrictive clauses (covenants), whether financial or not, and that the charges associated with the anticipation are the responsibility of the suppliers. At the end of 1Q25, the total value of drawn risk operations amounted to R\$ 56 million.

The accounting of these agreements is in accordance with IAS 7 (CPC 03) and IFRS 7 (CPC 40 (R1)), and to increase transparency, we disclose information about the terms and conditions, book value of liabilities, payment due date ranges, liquidity risk information, and the effects of these agreements on cash flows.

Indebtedness

The Company ended 1Q25 with a gross debt of R\$ 1.8 billion, consisting of R\$ 1.8 billion in public debentures² and R\$ 61 million in short and long-term loans and financing from non-recovering companies belonging to the Americanas Group.

The Company's total cash availability amounted to R\$ 2.1 billion at the end of 1Q25, with R\$ 863 million in cash and R\$ 1.2 billion in card receivables. Thus, the Company had a cash and equivalents position plus receivables that exceeded financial debt by R\$ 268 million.

In addition, there is a commitment to settle debts with suppliers under the Judicial Recovery Plan, in up to 60 installments starting in April 2024. Brought to present value, these debts amount to R\$ 484 million and are duly recorded under "Suppliers." There are also obligations with creditors who opted for Restructuring Option I or the General Payment Modality, which, at present value, ended the period with a balance of R\$ 13 million, accounted for in other long-term liabilities. Considering the remaining liabilities of the Judicial Recovery Plan mentioned above, the net debt balance was approximately R\$ 229 million at the end of 1Q25.

Indebtedness Consolidated - (BRL mln)	1Q25	2024	Var(%) 1Q25 x 2024
Short Term Loans and Financing Short Term Indebtedness	50 50	49 49	2.0% 2.0%
Long Term Loans and Financing	11	17	-35.3%
Long Term Debenture Long Term Indebtedness	1,766 1,777	1,716 1,733	2.9% 2.5%
Gross Debt (1)	1,827	1,782	2.5%
	•	•	
Cash Equivalents	863	1,150	-25.0%
Credit Card Accounts Receivable	1,232	1,632	-24.5%
Total Cash Equivalents (2)	2,095	2,782	-24.7%
Net Cash (Debt) (2) - (1)	268	1,000	-73.2%

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² The debentures of the 22nd issue are divided into three series, with interest paid quarterly, a 24-month grace period (until July 26, 2026) and no covenants. The series are: (i) **AMERE2 (Priority):** Updated at 128% of the CDI, with maturity in 4 years, bullet payment, (ii) **AMERF2 (Simple):** Updated at 128% of the CDI, with maturity in 5 years, bullet payment and (iii) **AMERG2 (Simple):** Updated at USD + 8.35%, with maturity in 5 years, bullet payment.

Annex 1Q25

Income Statements

Americanas S.A Em Recuperação Judicial			
Income Statment			
Three-month period ending March 31, 2025 and 2024			
In millions of reais		Consolidated	
<u> </u>	1Q25	1Q24	Variation
Net operating revenue	3,058	3,702	-17.4%
Cost of goods sold and services rendered	(2,169)	(2,474)	-12.3%
Gross profit	889	1,228	-27.6%
Operating incomes (expenses)		·	
Sales	(796)	(839)	-5.1%
General and administrative	(443)	(522)	-15.1%
Equity accounting result	1	1	0.0%
Other operating income (expenses), net	65	1,278	-94.9%
Operating profit (loss) before financial result	(284)	1,146	-
Financial revenue	87	924	-90.6%
Financial expenses	(287)	(1,017)	-71.8%
Financial Result	(200)	(93)	115.1%
Profit (loss) before income tax and social contribution	(484)	1,053	-
ncome tax and social contribution			
Current	(6)	(5)	20.0%
Deferred	(3)	(604)	-99.5%
Profit (Loss) for the period from continued operations	(493)	444	_
Profit (Loss) for the period of discontinued operations	(3)	9	
<u> </u>	(-/		
Net profit (loss) for the period	(496)	453	

1Q25 Balance Sheet

Americanas S.A. - Em Recuperação Judicial

BALANCE SHEET

As of March 31, 2025 and December 31, 2024 In millions of reais

	Consoli	Consolidated		
<u>ASSETS</u>	03/31/2025	12/31/2024		
CURRENT				
Cash and cash equivalents	842	1,129		
Marketable securities	21	21		
Accounts receivable	1,401	1,796		
Inventories	2,861	1,899		
Recoverable taxes	1,143	1,125		
Income tax and social contribution	120	124		
Judicial deposits	76	-		
Advanced expenses	160	130		
Other current assets	174	352		
Assets held for sale	343	502		
Total current assets	7,141	7,078		
NON-CURRENT				
Recoverable taxes	3,136	3,056		
Income tax and social contribution	245	298		
Deferred income tax and social contribution	135	134		
Judicial deposits	703	762		
Other non-current assets	-	10		
nvestments	30	30		
Fixed assets	1,946	2,045		
ntangible assets	754	743		
Right-of-use assets	3,287	3,309		
Total non-current assests	10,236	10,387		
TOTAL ASSETS	17,377	17,465		

Americanas S.A. - Em Recuperação Judicial

BALANCE SHEET

As of March 31, 2025 and December 31, 2024 In millions of reais

2,682 56 50 348 730 7 83 449	2,190 49 49 333 647 15 112
56 50 348 730 7 83	49 49 333 647 15
56 50 348 730 7 83	49 49 333 647 15
56 50 348 730 7 83	49 49 333 647 15
50 348 730 7 83	49 333 647 15
348 730 7 83	333 647 15
730 7 83	647 15
7 83	15
	112
449	
	451
264	400
111	136
4,780	4,382
323	341
11	17
1,766	1,716
150	163
56	52
1,310	1,299
3,724	3,735
243	243
539	547
8,122	8,113
39.891	39,891
•	(67)
` ,	(34,854)
	4,970
	7,570
17,377	17,465
_	264 111 4,780 323 11 1,766 150 56 1,310 3,724 243 539

1Q25 Cash Flow

Americanas S.A Em Recuperação Judicial			
CASH FLOW STATEMENTS			
Three-month periods ended March 31, 2025 and 2024			
In millions of reais			
	02/21/2025	Consolidated	Variation
Cash flow from operating activities from continuing operations	03/31/2025	03/31/2024	Variation
cash now from operating activities from continuing operations			
Net profit (loss) from continued operations	(493)	444	(937)
Net profit (loss) from discontinued operations	(3)	9	(12)
Profit (Loss) for the period	(496)	453	(949)
Adjustments to profit (loss) for the period			
Depreciation and amortization	249	252	(3)
Deferred and current income tax and social contribution	9	609	(600)
Interest, monetary and exchange rate variations and funding costs	180	1,007	(827)
Equity accounting	(1)	(1)	- (65)
Constitution of provision for legal proceedings and contingencies	65	130	(65)
Reversal of provision for legal proceedings and contingencies Adjustment to present value of obligations	(22) 14	(118)	96 261
Haircut	- 14	(247) (1,173)	1,173
Others	(43)	(224)	181
outro	(45)	688	(733)
L			(111)
Decrease (Increase) in operating assets	440	(44)	454
Accounts receivable	410	(41)	451
Inventories Recoverable taxes	(945)	(43)	(902)
Advanced expenses	(50) (30)	145 (57)	(195) 27
Court deposits	(17)	6	(23)
Other accounts receivable (current and non-current)	347	(18)	365
canon account reconsults (canon and non canon y	(285)	(8)	(277)
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Increase (Decrease) in operating liabilities	459	(2.125)	2.504
Suppliers Salaries, charges, and social contributions	459 15	(3,135) 23	3,594 (8)
Taxes payable (current and non-current)	70	(414)	(6) 484
Payment of contingencies	(32)	(84)	52
Accounts receivable/payable related companies	-	-	-
Other obligations (current and non-current)	(196)	(552)	356
	316	(4,162)	4,478
Internet noted on leave and deboutures	(1)	(4)	3
Interest paid on loans and debentures Interest paid on leases	(1) (128)	(4) (177)	3 49
Income tax and social security contributions paid	(120)	(177)	(1)
Operating activities – discontinued operations	(172)	(32)	(140)
Net cash used in operating activities	(316)	(3,695)	3,379
Cash flow from investing activities			
Marktable securities	-	195	(195)
Acquisition of fixed assets	(9)	(56)	47
Acquisition of intangible assets	(19)	(4)	(15)
Investment activity of discontinued operations	114	78	36
Net cash generated by (applied in) investment activities	86	213	(127)
Cash flows from financing activities			
Contracting of debentures and loans and financing	-	3,502	(3,502)
Settlements of debentures and loans and financing	(6)	(29)	23
Forfait	7	-	7
Payments of leasing liabilities	(116)	(82)	(34)
Net cash generated by (applied in) financing activities	(115)	3,391	(3,506)
Decrease in cash and cash equivalents	(345)	(91)	(254)
Initial balance in cash and cash equivalents	1,129	1,758	(629)
Final balance in cash and cash equivalents	842	1,621	(779)
Increase (Decrease) in cash and cash equivalents from discontinued operations	(58)	46	(104)
Decrease in cash and cash equivalents	(345)	(91)	(254)
2001 Cado in Gadinana Gadina Cadina Cadina	(343)	(15)	(234)

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