



PERE ASIA WEEK

16-20 November 2020 | Virtual event UTC+8

PERE Asia Week is the premier annual meeting place for global real estate's institutional investors, fund managers and asset managers, developers, advisors, and strategic partners to make decisions that define the asset class.

This year's PERE Asia Week will be running as an immersive virtual experience opening with a day focused on fundraising for real estate debt strategies, the PERE Debt Forum on 16 November, followed by the 13th annual PERE Asia Summit on 17-18 November. Your experience is no longer confined to a couple of days, with expanded 5-day video networking and connectivity with the community until the end of February 2021.

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Co-Hosts

Private Debt Investor

Real Estate Capital

PERE DEBT FORUM

16 November 2020 | Virtual event SST / UTC+8

The only exclusively debt-focused real estate event in Asia, the 2nd annual **PERE Debt Forum** will once again open **PERE Asia Week** on 16 November 2020. For the very first time, the entire week will be available virtually to ensure the asset class' most influential conference can meet to address industry challenges and light a path forward.

The Debt Forum is your best opportunity to build your network of credit-focused real estate investors. Our immersive virtual conference will give you greater access than ever before, with increased visibility, extended 5-day online networking on 16-20 November 2020 and premium content available until February of 2021.

Featured Speakers

- Chairperson: Bill Schwab, CEO, LCI Investment Company and former Global Head of Real Estate, Abu Dhabi Investment Authority
- Jinglei Chen, Managing Director, BEI Capital Partners
- Johnny Chen, COO, Paladin Asset Management
- Grant Chien, Head of Special Situations Financing, InfraRed NF Investment Advisers
- Charmaine Chin, SVP and Portfolio Manager, Alternatives, Fullerton Fund Management
- Yulanda Chung, Head of Sustainability, DBS
- James Dilley, Partner, PwC
- Jiroo Eoh, Team Head, ABL Life Insurance
- James Haines, General Manager and Head of Global Real Estate Structured Debt, Aozora Bank
- Mark Harrison, Managing Director Property, Wingate
- Kumar Kalyanakumar, Head of Australia, Real Assets, AXA
- Rai Katimansah, Partner and Portfolio Manager, SHK Capital Partners
- Jonathan Lau, Principal, The Family Office
- Evelyn Lee, Editor, PERE
- Varun Malik, Head of Real Estate Client Coverage, APAC, Morgan Stanley Capital International (MSCI)



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- Benjamin McCarron, Lead Representative for Asia, GRESB
- Lennart van Mierlo, Head of Commercial Real Estate Debt, NN Investment Partners
- Christie Ou, Reporter, PERE
- Catriona Paterson, Environment and Social Development Consultant, IFC International Finance Corporation
- Daniel Humphrey Rodriguez, Head of Fund Manager Research, PEI
- Jacqueline Rachelle Yee, Managing Director, MC Investment and Macallan Capital
- Andrew Radkiewicz, Global Head of Private Debt Strategy and Investor Solutions, PGIM
- Richard Spencer, Partner in the real estate investing business of the Merchant Banking Division,
 Goldman Sachs
- Mervyn Tang, Senior Director, Global Head of ESG Research, Sustainable Finance Fitch Ratings (Hong Kong)
- Trent Winduss, Head of Asia Secured Debt Investments and Head of Australian Investments, Phoenix Property Investors
- Helena Wright, Vice President Sustainable Infrastructure & Energy Finance, WWF

Interactive content: 16 November (Monday)
Live 1:1 video meetings: 16-20 November
Extended networking: until February of 2021

8.30 Tutorial in English

9.30 Welcome from PERE and opening remarks from the Chairperson

Speaker: **Bill Schwab**, CEO, LCI Investment Company and former Global Head of Real Estate, Abu Dhabi Investment Authority

9.40 Panel: Mapping out real estate debt in today's investment environment

- What are the key learnings and return expectations from the COVID-19?
- Latest trends in global real estate and how debt fits into the modern portfolio
- The benefits and nuances of private equity real estate versus debt

Moderator: **Bill Schwab**, CEO, LCI Investment Company and former Global Head of Real Estate, Abu Dhabi Investment Authority

Followed by live Q&A with the speakers

10.20 Keynote speech

10.40 Panel: Is now the right time to invest in real estate debt in Australia?

How real estate debt has been impacted by COVID-19 in Australia?



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- · Pinpointing the best opportunities in this preferred, but very competitive, market
- Where are we in the economic cycle and how does credit special situations change in response to the wider economic situation

Moderator: Christie Ou, Reporter, PERE

Speakers:

Mark Harrison, Managing Director – Property, Wingate Kumar Kalyanakumar, Head of Australia, Real Assets, AXA

Trent Winduss, Head of Asia Secured Debt Investments and Head of Australian

Investments, Phoenix Property Investors

Followed by live Q&A with the speakers

11.20 Birds of a feather

"Birds of a feather" is the virtual equivalent of a breakout or roundtable at a traditional conference, you will be face-to-face with likeminded peers and a specialist moderator to push forward the asset class.

Session 1:	Session 2: US market	Session 3:Australia market
Impact of COVID-19		

11.50 Panel: The outlook for China's real estate debt market

- China's real estate debt situation and restrictions in the wake of COVID-19
- · First, second or third-tier cities: Are loans secured on assets?
- Which sectors and building types offer the best opportunities in China for distressed debt?
- What should lenders aware, how do they monitor their credit portfolios and what actions can they take to minimise risk?

Moderator: James Dilley, Partner, PwC

Speakers:

Johnny Chen, COO, Paladin Asset Management

Grant Chien, Head of Special Situations Financing, InfraRed NF Investment Advisers

Followed by live Q&A with the speakers

12.30 Global overview and the RED 50: A snapshot of the highs and lows

This ranking will highlight the 50 largest managers of real estate debt funds based on the amount of capital raised from institutional investors between 1 Jan 2015 and 31 Dec 2019. Speaker: **Daniel Humphrey Rodriguez**, Head of Fund Manager Research, PEI

13.00 Birds of a feather



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Session 1:	Session 2: PERE debt vs	Session 3: AI &
China market	corporate debt	Technologies

1400 Real estate financing: ESG and sustainable investing

- ESG integration into debt funds
- Initiatives to standardise green lending and improve real estate sustainability
- How lenders can make a positive environmental impact?

Moderator: **Benjamin McCarron**, Lead Representative for Asia, GRESB Speakers:

Yulanda Chung, Head of Sustainability, DBS

Catriona Paterson, Director, Paterson Sustainability

Mervyn Tang, Senior Director, Global Head of ESG Research, Sustainable Finance Fitch Ratings (Hong Kong)

Helena Wright, Vice President - Sustainable Infrastructure & Energy Finance, WWF

Followed by live Q&A with the speakers

1430 Panel: Real estate debt risks or opportunities in Europe

- How COVID-19 outbreak, Brexit, trade tensions, and interest rate risk impact investment?
- The retail evolution: A risk or opportunity for distressed investors?
- Current availability of debt and financing for core and non-core assets
 Speakers:

Andrew Radkiewicz, Global Head of Private Debt Strategy and Investor Solutions, PGIM **Richard Spencer**, Partner in the real estate investing business of the Merchant Banking Division, Goldman Sachs

Followed by live Q&A with the speakers

1500 Asia perspectives: Real estate debt in the new decade

- Understanding the key markets and opportunity sets, dispelling myths
- How does the risk-return profile compared in developed and developing regions?
- Should investors assume historically low yields are the new market norm?

1530 Birds of a feather



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Session 1:	Session 2: Europe market	Session 3: ESG and
PERE Debt perspectives		sustainability

1600 Panel: Bank vs Debt fund manager: Lender perspectives

- How do you expect the profile of borrowers and lenders to change in 2021?
- What are smart ways to battle hedging costs?
- How to pursue different debt strategies for high yield

Moderator: **Varun Malik**, Head of Real Estate Client Coverage, APAC, Morgan Stanley Capital International (MSCI)

Speakers:

James Haines, General Manager and Head of Global Real Estate Structured Debt, Aozora Bank

Rai Katimansah, Partner and Portfolio Manager, SHK Capital Partners

Lennart van Mierlo, Head of Commercial Real Estate Debt, NN Investment Partners

Followed by live Q&A with the speakers

1630 Shaping the future: Asian investors' strategic thinking in real asset financing

- What are capital deployment opportunities for real estate debt and infrastructure debt?
- Do investors put real estate debt or infrastructure debt in fixed income or a real assets bucket? What are the pros and cons to each allocation tactic?
- Which debt strategies are the most economy-proof?
- Where are the next target markets in the post-pandemic world?

Moderator: **Jonathan Lau**, Principal, The Family Office Speakers:

Jinglei Chen, Managing Director, BEI Capital Partners

Charmaine Chin, SVP and Portfolio Manager, Alternatives, Fullerton Fund Management **Jiroo Eoh**, Team Head, ABL Life Insurance

Followed by live Q&A with the speakers

1700 Birds of a feather



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Session 1: Session 2: Session 3:

17.00 Live 1:1 meetings open until Friday 13th November, networking continues until 31st December 2020

The agenda is subject to change.

PERE ASIA SUMMIT

17-18 November 2020 | A PERE virtual event | UTC+8

The place where the most influential industry decisions are made, the **PERE Asia Summit** will gather over 700 attendees again to strengthen their strategies and relationships.

Joining the flagship conference as part of PERE Asia Week is the 2nd annual **PERE Debt Forum** on 16 June, a digital meeting place of the investors allocating to global debt to discuss their strategies and drive forward the increasingly popular investment strategy.

This year's virtual experience allows you to arrange unlimited 1-to-1 video meetings around your schedule, gain immediate insight from live-streamed and on-demand sessions, and catch up with global peers about various current topics. Join the most significant institutional investors, fund and asset managers, developers, advisors, and strategic partners, in the development of global real estate and create unrivalled opportunities for your business.

Monday 16 November 2020

Video networking goes live

Confirmed Speakers and organisations

- Alberto Agazzi, Chief Executive Officer, Generali Real Estate SGR
- Nishant Bakaya, Chief Investment Officer, CA Ventures
- Neil Brookes, Asia Pacific Head, Capital Markets, Knight Frank



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- Tony Brown, Global Head of Real Estate, M&G Real Estate
- Christine Chan, Chief Investment Officer (Asia), Link REIT
- Jonathan Chang, Managing Director, Sino-Ocean Capital
- Miao Chi, Chief Executive Officer, SDP Investment
- Stanley Ching, Senior Managing Director and Head of Real Estate, CITIC Capital Holdings
- Joyce Chow, Investment Manager, Real Estate, Teacher Retirement System of Texas
- Chua Tiow Chye, Deputy Group Chief Executive Officer, Mapletree
- Deborah Coakley, Executive General Manager, Funds Management, Dexus
- Kevin Colket, Founder and CEO, Global Hospitality Investment Group (GHIG)
- Alexandra Crossing, Region Head Asia Pacific, CBRE Global Investment Partners
- Rushabh Desai, CEO Asia Pacific, Allianz Real Estate
- Bernie Devine, Regional Director, Yardi
- Daniel R Dubrowski, Head of Capital Formation & Co-Founder, Lionstone Investments / Columbia Threadneedle
- Craig Duffy, Managing Director, Fund Management, GLP
- Jason Ng, Partner & Co-Chair, Global Investment Funds Group, Baker McKenzie
- Mark Fogle, Managing Director, Baring Private Equity Asia
- Joseph Gagnon, Managing Director, Real Estate, Warburg Pincus
- Paul Gillen, Managing Director and Regional COO, Hodges Ward Elliott
- David Green-Morgan, Managing Director, Real Capital Analytics (RCA)
- Christopher Heady, Chairman of Asia Pacific & Head of Real Estate Asia, Blackstone
- Catherine Hong, Managing Director, Morgan Stanley Investment Management
- Natalie Hong, Investment Officer Real Assets, United Nations Joint Staff Pension Fund
- Chung Keun Kim, Managing Director and Chief Investment Officer, Samsung SRA Asset Management
- Ashish Khandelia, Founder, Certus Capital
- Adrian Lai, Chief Executive Officer, Liquefy
- Evelyn Lee, News Editor, PERE
- Sung Lee, Executive Vice President, Global Accounts, Altus Group
- Michael Levy, Chief Executive Officer, Crow Holdings
- Charles Ma, Country Managing Director, Greystar
- Stefan Mächler, Group Chief Investment Officer, Swiss Life
- Stuart Mercier, Head of Asia, Real Estate, Brookfield
- Amal Del Monaco, Head of Sector Specialists, Real Assets, AXA Investment Managers
- Christie Ou, Reporter, PERE
- Joel Rothstein, Chair Asia Real Estate Practice, GT LAW
- Oliver s'Jacob, Partner, Morrison & Foerster
- Anulekha Samant, Partner, Asset Management and Real Estate Tax, KPMG
- Christoph Schumacher, Global Head, Real Estate, Credit Suisse
- Bill Schwab, Managing Partner, Real Estate Investments Company and former Global Head of Real Estate, Abu Dhabi Investment Authority
- Bill Shaw, Head of Real Estate Asia, Zurich Insurance
- Michael Stackpool, Deputy General Manager & Head of Real Estate Finance, SMBC Australia
- Terence Tang, Managing Director, Capital Markets, Asia, Colliers International
- Yingpei Wang, Chief Investment Officer, D&J China
- Brian Ward, Chief Executive Officer Global, Trimont Real Estate Advisors
- Leonie Wilkinson, Senior Vice-President, Brookfield
- Richard Yue, Chief Executive Officer and Co-Founder, Arch Capital



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... more speakers to be announced soon

Tuesday 17 November 2020 – Global trends & Specialist Strategies

0800 Virtual Platform Tutorial and Q&A

Learn how to make the post of your access to a virtual PERE Asia with the help of our PEI Media team

0830 PERE Asia Networking Lounge

- VIP Delegates and LP Networking Lounge (by invitation only)
- Female leaders in Real Estate Lounge (by invitation only)

0900 Welcome Address

 Bill Schwab, Managing Partner, Real Estate Investments Company and former Global Head of Real Estate, Abu Dhabi Investment Authority

0930 Live opening keynote panel (day one): Follow the leaders – where are Asia's real estate experts seeing growth in a post-covid world?

In a lively discussion, the region's industry leaders will discuss new trends, capital flows, private real estate after Covid-19, and their predictions on what GPs will have to do to survive - or thrive - the next decade to come.

Followed by live Q&A

Speakers:

- Mark Fogle, Managing Director, Baring Private Equity Asia
- Joseph Gagnon, Managing Director, Real Estate, Warburg Pincus
- Chung Keun Kim, Managing Director and Chief Investment Officer, Samsung SRA Asset Management
- Christoph Schumacher, Global Head, Real Estate, Credit Suisse Asset Management
- Terence Tang, Managing Director, Capital Markets, Asia, Colliers International



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1010 Keynote Interview and Q&A

1040 Birds of a feather: Core real estate in a crisis

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- Multi-Family
- Retail

Office

▶ Industrial

1115 Institutionals discussion – LP perspectives on private real estate – Moving capital up the risk curve?

Global investors from pension funds to insurers will debate the current cycle, fees and portfolio strategies. In addition, we will explore a multitude of issues such as ESG guidelines, diversity, internal capabilities and the changing relationships with GPs and operating partners.

Will a covid-induced economic downturn in developed markets force institutionals to take higher risks or will core opportunities increase?

Followed by live Q&A

Speakers:

- Alexandra Crossing, Region Head Asia Pacific, CBRE Global Investment Partners
- Natalie Hong, Investment Officer Real Assets, United Nations Joint Staff Pension Fund
- Bill Shaw, Head of Real Estate Asia, Zurich Insurance

Moderator: Jason Ng, Partner & Co-Chair, Global Investment Funds Group, Baker McKenzie

1155 Global Leader Insights And Q&!

1230 Birds of a feather II

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Asset management and exit strategies

Fundraising in the new era

Talent management: Is the workforce still global?

1320 PERE Tech: Driving the future of real estate in the new era

The current situation proves that new technologies are quickly changing the way we work. What are the latest developments in investment and property solutions – and how will they affect your bottom lines? Who are the proptech disrupters and what new ways of, working, investing, financing and fundraising are out there?

Followed by live Q&A



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Speakers:

- Bernie Devine, Regional Director, Yardi
- Adrian Lai, Chief Executive Officer, Liquefy
- Sung Lee, Executive Vice President, Global Accounts, Altus Group

1400 Snapshot: The top fundraisers and deals

PERE and RCA will provide a framework to the day's discussion based on the latest results in in-house expertise. Leaders, rankings, stats and insights.

Speakers:

- David Green-Morgan, Managing Director, Real Capital Analytics (RCA)
- Daniel Humphrey-Rodriguez, Head of Fund Manager Research, PEI Media

1440 Breakout Presentations: Disrupted asset-classes

From hospitality to data centres, from logistics to student, co-working and more, this panel will explore the best strategies when it comes to class, demographics and yields. How are are the mid and lon-term effects from Covid 19 shaping those investments?

Followed by live Q&A

Hospitality

Kevin Colket, Founder and CEO, Global Hospitality Investment Group (GHIG)

Data Centres

Michael Levy, *Chief Executive Officer*, **Crow Holdings**

Logistics

Chua Tiow Chye, *Deputy Group Chief Executive Officer*, **Mapletree**

Session 4: TBC

1530 PERE Direct and Co-Investment: Taking the reins

Direct investment from LPs has become an increasing trend, disrupting the LP-GP-Developer hierarchy. In addition, a multitude of co-investment models will further affect fees and bottom lines. What are the implications for those involved – and those left behind?

Will tighter budgets post-Covid lead to more in-house expertise and club deals? Followed by live Q&A

Speakers:

- Miao Chi, Chief Executive Officer, SDP Investment
- Joyce Chow, Investment Manager, Real Estate, Teacher Retirement System of Texas
- Catherine Hong, Managing Director, Morgan Stanley Investment Management
- Paul Gillen, Managing Director, Hodges Ward Elliot



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1615 Birds of a feather III

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ESG and Sustainabilty

Core vs Opportunistic

US - China: A new economic

cold war?

1700 1:1 Meetings until end of day

Wednesday 18 November 2020 - Global markets, PERE Insights

0800 BREAKFAST BRIEFING: Prices Can Still Rise: Exceptionally Low Interest Rates Continue to Support Investment in Property - A Colliers International breakfast briefing (by invitation only)

Persistent low or negative interest rates should support real estate valuations, as property assets compare favourably with government bonds and other assets in such an environment. With interest rates and government bond yields likely to stay broadly stable over the next two years, further modest yield compression may continue with Asian Real Estate, particularly in markets with income growth potential, or high spreads over bonds. Likely low volatility in financial markets should boost risk appetite,



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driving investor interest towards emerging markets.

0930 Opening interview day two - Surviving vs thriving

Hear from the real estate giant on how to not just overcome covid, but adapt to a new reality. Followed by Q&A with Chris

Speaker: Christopher Heady, Chairman of Asia Pacific & Head of Real Estate Asia, Blackstone Interviewed by: Evelyn Lee, News Editor, PERE

1000 Opening keynote panel day two: Asia's markets and the new realities facing investors

- From logistics in SEA to Hospitality in Japan, what are the latest growth strategies?
- Demographics, yields and asset classes: What is the right mix for mature markets in the region?
- Will China's bolder policy approaches continue to disrupt international capital flows?

Will Hong Kong's have a future as a real estate hub? Followed by live Q&A

Speakers:

- Rushabh Desai, CEO Asia Pacific, Allianz Real Estate
- Craig Duffy, Managing Director, Fund Management, GLP
- Stuart Mercier, Head of Asia, Real Estate, Brookfield
- Richard Yue, Chief Executive Officer and Co-Founder, Arch Capital

Moderator:

Anulekha Samant, Partner, Asset Management and Real Estate Tax, KPMG

1050 Birds of a feather: Expanding portofolios in...

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- ► Asia's Emerging Markets ►
- ► Continued growth: Korea
- ► New opportunities in Japan
- ▶ Niche markets Asia & Global

1120 North America – Make real estate great again

What are new growth opportunities for foreign investors in the world's largest real estate market?
 Where are the high-growth regions and asset classes as the tax regime is becoming more favourable?



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- Will high hedging costs continue to influence investment over the coming years?
- Are 'Opportunity Zones' here to stay? What's in it for private funds?
- What will the state of the American economy look like post-covid?

Followed by live Q&A

Speakers:

- Jonathan Chang, Managing Director, Sino-Ocean Capital
- Daniel R Dubrowski, Head of Capital Formation & Co-Founder, Lionstone Investments / Columbia Threadneedle

1200 Australia – Maintaining momentum through a global downturn

- Will Australia continue to be a prime destination for Chinese offshore capital?
- Where are the major opportunities in real estate debt and the opportunities arising from tightening curbs on property lending?
- Where are the next real estate hot sports in this resilient economy?

Followed by live Q&A

Speakers

- Neil Brookes, Asia Pacific Head, Capital Markets, Knight Frank
- Deborah Coakley, Executive General Manager, Funds Management, Dexus
- Leonie Wilkinson, Senior Vice-President, Brookfield

Moderator:

Michael Stackpool, Deputy General Manager & Head of Real Estate Finance, SMBC Australia

1250 Panel: China – Looking beyond the rhetoric: Growth opportunities here and now

- Will China's real estate debt assets continue to offer attractive returns?
- Between a consolidating economy and increased political frictions, what can foreign investors, especially US-based, expect?
- Who are the rising stars as China's domestic LPs and GPs enter the next phases of an increasingly maturing market?

Followed by live Q&A

Speakers:

- Christine Chan, Chief Investment Officer (Asia), Link REIT
- Stanley Ching, Senior Managing Director and Head of Real Estate, CITIC Capital Holdings
- Charles Ma, Country Managing Director, Greystar
- Yingpei Wang, Chief Investment Officer, D&J China

Moderator: Joel Rothstein, Chair Asia Real Estate Practice, GT LAW

1330 Presentation: India – New Horizons



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- Retail and warehousing as the growth drivers, what's in it for the 2020s?
- With office and retail in the later stage of their cycles, where are the opportunities to strike?
- Who leads in the trend-classes of living/student housing, co-working, and data?
- Where will residential capital come from, given this shortage amidst a large growing middle class?

Presenter:

Ashish Khandelia, Founder, Certus Capital

1400 Europe – Looking for the right strategies during and post covid

- Will Asian investors continue to buy-up first-tier real estate? Is there an increasing trend for capital
 to flow into second-tier and Central European markets?
- · What's next for the UK?
- From logistics to multifamily what are the growth drivers in the next decade?
 Followed by live Q&A

Speakers:

- Alberto Agazzi, Chief Executive Officer, Generali Real Estate SGR
- Tony Brown, Global Head of Real Estate, M&G Real Estate
- Amal Del Monaco, Head of Sector Specialists, Real Assets, AXA Investment Managers
- Moderator: Oliver s'Jacob, Partner, Morrison & Foerster

1450 Birds of a Feather: Markets discussion

▶ America: The next hubs
▶ India: Under the radar?

1450 Closing Remarks and end of content

Live video meetings open until midnight 20th November 2020 – content and networking available on demand until 28 February 2021.



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