

INTERIM REPORT 3rd QUARTER 2012

Q3



Letter from the Management Board

Dear Shareholders,

In the third quarter of 2012, Alphaform revenues reached almost the same level as in the same period of the previous year. Whereas the development in the medical technology remained stable, prototyping business - after outstanding months in the first and second quarter- registered for the first time during this fiscal year a decline in incoming orders since the middle of September. Mid October, to the time when this report was created, the order situation turned stable again. Nevertheless, we expect that this situation remains uncertain.

In the medical technology business area, the enhancement measure program is paying off, so that the revenues margin constantly rises. The Management change was coped well and the customer relationship remains intact. At present, we increasingly receive concrete customer demands regarding a more extensive implant post-processing through all the value chain. This confirms the chosen strategy of Alphaform. Furthermore, our presence in the leading European orthopaedic fair OrthoTec in Zurich, showed a strong customer interest regarding the layer manufacturing process for implants, so that we consider to be in a good position for the future.

On the whole, Alphaform continued developing positive: The group revenue rose in the first nine months of the business year 2012 by 6.0% compared to the previous year, from €19.7 million to now €20.8 million. Profitability improved by 70.2%, from €1.0 million EBITDA in the first three quarters of the previous year to €1.7 million in the same period in 2012. Accordingly, the net result after interest and taxes climbed by €0.713 million, from €-0.189 million in the first nine months of the year 2011 to €0.524 million during the reporting period 2012.

After the drop in orders in September, business development in October showed a return to sufficient business volumes in the currently biggest business division, prototyping. Although premium manufacturers held on their development programs, the further developing in this area is increasingly afflicted by uncertainties. Nevertheless, Alphaform AG continues expecting for the business year 2012 a slightly higher revenue compared to the previous year and a positive consolidated net result as well, as far as the targeted industries of the company continue developing positive – considering the worldwide uncertain situation.

Yours,



Dr. Thomas Vetter

Alphaform in the third quarter 2012: Still on the right track

The key figures for the third quarter of the business year 2012 are as follows:

- At €6.755 million, revenue in the third quarter of 2012 was under by €1.6% compared to the same period of the previous year. For the period between 1st January and 30th September, revenue rose by 6.0%, from €19.657 million in year 2011 to €20.838 million in year 2012.
- As at 30th September 2012, booked business amounted to €3.3 million (as at 30th September 2011, €3.3 million)
- EBITDA rose from €0.437 million in the third quarter of 2011 to €0.517 million in the third quarter of 2012. EBITDA improved in the first nine months, from €0.986 million in year 2011 to €1.678 in year 2012.
- In the third quarter 2012, net result after interest and taxes improved by €0.078 million, from €0.059 million to €0.137 million compared to the same period of the previous year. For the time period between 1st January and 30th September, net result after interest and taxes improved by €0.713 million, from €-0,189 million in year 2011 to €0.524 in year 2012.
- Earnings per share improved in the third quarter, from €0.01 in year 2011 to €0.03 in year 2012, as well as in the first 9 months, from €-0.04 in year 2011 to €0.10 in year 2012.
- At €0.473 million, cash flow from operating activities in the first nine months of the business year 2012 was by €1.374 million higher than in the same period of the previous year with €-0.901 million.
- As at September 30th 2012, the group employed 242 full-time equivalents (compared to the previous year as at September 2011: 235).

Key figures of the Alphaform Group

T€, expt employees and earnings per share	Quarter 3			1 January - 30 September		
	2012	2011	Change in %	2012	2011	Change in %
Revenue	6.755	6.867	-1,6	20.838	19.657	6,0
EBITDA	517	437	18,3	1.678	986	70,2
Operating result	196	140	40,0	704	45	1.464,4
Result after tax	137	59	132,2	524	-189	377,2
Earning per share	0,03	0,01	200,0	0,10	-0,04	350,0
Equity as of Sept. 30 (2011 as of Dec, 31)				12.766	12.254	4,2
Total assets as of Sept. 30 (2011 as of Dec, 31)				20.337	20.491	-0,8
Equity ratio (percent)				62,8	59,8	5,0
Cash and cash equivalents and securities as of Sept.30 (2011 as of Dec, 31)				1.321	1.883	-29,8
Group employees as of Sept., 30				242	235	3,0

Interim group management report

Company development / sector overview

The high demand for prototypes, which Alphaform carried through the whole first eight months of the business year 2012, reduced for the first time remarkably in the mid of September and recovered again just in the mid of October. German premium automotive manufacturers are decisive for our business volume in prototyping. According to our estimation, premium automotive manufacturers continue to foster their technology and model campaigns. Nevertheless, we have to expect a partially reduced demand in this segment for the next months, due to the savings measures in view of the worldwide uncertain economic situation. Meanwhile, our efforts for getting a better flexibilisation in the location Feldkirchen allow us - in case of a sustained downturn at loom - to reduce our capacities within few months. However, there are still no indications for this. At €15.9 million in the first nine months of the business year 2012, revenues in rapid prototyping and rapid tooling were considerably higher than in the same period of the previous year (€13.7 million).

In September, Alphaform agreed cooperation with German RepRap GmbH, a start-up enterprise, for distributing low-end-3D printers. Alphaform already produces and assembles components and systems for these devices. With this cooperation, Alphaform is expecting to enter into the fast-growing, semi-professional market segments for individual and small series production on a medium term.

In medical technology, we still register a good order situation, whereas demand is slightly increasing. Customer relationships remained stable, even after management change reported in the last quarter. We increasingly receive concrete customer demands for implants post-processing, across the complete value chain we have striven: From prototypes over manufacturing and processing up to finishing and packing. In September 2012, at the biggest European orthopaedic fair OrthoTec in Zurich, the medical technology business segment appeared for the first time as Alphaform Medical Division instead of MediMet. The customer reaction was very positive, there was specially a big interest in the application of additive production processes (rapid manufacturing) on orthopaedic implants. Many experts anticipate that orthopaedic implants will increasingly be manufac-

tured in the future using additive technologies, which is the core competency of Alphaform AG. This was an essential aspect for establishing the medical technology business segment and the acquisition of the implant contract manufacturer MediMet in the year 2008. Revenue in the medical technology business area declined in the three first quarters of the year to €6.2 million, compared to €7.2 million in the previous year. Just as it was reported in the last quarters, this sales diminishment is not due to a business decline, but because implants reworks, which we subcontracted, were insourced at the beginning of the year by the customer himself. Continuous progresses in the on-going enhancement measures program improved MediMet revenues margin in the first three quarters to 2.4%.

The Alphaform subsidiary Claho is operating at good capacity, the same as in the previous year. Here, we expect a special increase in orders in the implants post-processing area. Furthermore, it is planned to install a metal-laser-sintering machine.

Revenues of the foreign subsidiaries in Scandinavia and the UK were seasonal affected by the summer break. In Scandinavia, business rested over the entire July. In the UK, the summer break of the formula 1 weakened the demand significantly. In the first nine months of the fiscal year 2012, business in Scandinavia grew by 15.2%, in the UK by 11.5%.

EBITDA in the Alphaform Group also developed positive in the first nine months of the current fiscal year: It grew by 70,2% from €1.0 million in the first three quarters in 2011 to €1.7 million in the same period of the year 2012. Thus, our expectations were met.

Net assets, financial position and operational results

Revenue development and order situation

Compared with the same period of the previous year, group revenue rose by 6.0% to €20.838 million, starting at €19.657 in the first nine months of 2011.

The order backlog of the Group amounted to €3.3 million at the end of the third quarter in 2012. The order backlog remained stable compared to the same deadline in the previous year (order backlog at 30th September 2011: €3.3 million).

Material costs and gross margin

In the 3rd quarter of 2012, the generated gross margin was at 64.6% under by 0.3% compared to the same period in 2011 (64.9%).

The material costs reduced by €0.309 million in the 3rd quarter of 2012 compared to 2011, from €2.551 million to €2.242 million.

Operational costs

The net result of the Alphaform Group improved by €0.078 million in the 3rd quarter of 2012 compared to the same period of the previous year, from €0.059 million in the 3rd quarter of 2011 to €0.137 million in the 3rd quarter of 2012.

Staff costs

Staff costs reduced by €0.146 million in the 3rd quarter of 2012 compared to the same period of the previous year, which represents a reduction by 5.5%.

Depreciation and amortisation expenses

The amount of depreciation and amortisation expenses increased slightly in the 3rd quarter of 2012 compared to the same period of the previous year. Depreciation and amortisation expenses amounted to €0.321 in the 3rd quarter of 2012 and, therefore they were higher by 8.1% than in the 3rd quarter of 2011 (€0.297 million).

Other operating expenses

At €1.189 million in the 3rd quarter of 2012, other operating expenses are by €0.035 million lower than in the same period of the previous year (€1.224 million).

Financing and cash flow

The consolidated cash flow of the group shows the origins and use of the cash flow in the first nine months of the fiscal years 2012 and 2011. For this case, cash flow is split into those from the current operating activity and those from investing and financing activities.

For the 3rd quarter in 2012, cash flow from operating activity amounted to €0.473 million and was by €1.374 million above the cash flow of the same period of the previous year at

€-0.091 million. The main reason for the higher cash flow compared to the one on the same period of the previous year was the improved development in operating results.

In the 3rd quarter of 2012, the cash flow resulting from investment activities was with €-0.696 million by €0.698 million under the cash flow of the same period in the previous year with €0.002 million. This mainly results from an adjustment of purchasing prices of MediMet in the previous year as well as from slightly increased investments in fixed assets in 2012.

Cash flow from financing activities generated a cash drain of €0.608 million in the 3rd quarter of 2012, caused by the repayment of bank loans, which is amounted to €0.851 million. Compared to the same period of the previous year, there was a cash inflow of €0.410 million due to the absorption of new loans.

Cash and cash equivalents increased by €0.528 million compared to the same period of the last year. Until deadline on 30th September 2012, available cash and cash equivalents amounted to €1.321 million compared to €0.793 million until deadline on 30th September 2011.

Balance sheet

As at 30th September 2012, total assets amounted to €20.337 million, which represents a reduction by €0.154 million compared to the value until the deadline on 31st December 2011 (€20.491 million). The equity ratio rose from 59.8% as at 31st December 2011 to 62.8% as at 30th September 2012.

The biggest changes compared to the end of the year 2011 are related to the positions Cash and cash equivalents and Receivables. Cash and cash equivalents reduced by €0.752 million, from €2.073 as at 31st December 2011 to €1.321 million a at 30th September 2012. Receivables rose by €0.557 million, from €2.798 million as at 31st December 2011 to €3.355 million as at 30th September 2012. The main reason for this is the repatriation of loans and the higher revenue.

Employees

On 30th September, our company employed 242 people (FTEs). This represents an increase of 3.0% compared to the same deadline of the previous year. At present, the Alphaform Group employs 8 trainees.

As at 30th September 2012 and 30th September 2011, the employees' structure was represented as follows:

	Quarter 3		
	2012	2011	Change in %
Alphaform AG	90	78	15,4
Alphaform -Claho GmbH	41	41	0,0
Alphaform RPI Oy, Finland	16	16	0,0
Alphaform Ltd., Great Britain	2	2	0,0
Alphaform-Projekt GmbH	0	0	0,0
MediMet GmbH	93	98	-5,1
employees group total	242	235	3,0

Reports of risk and forecast

A significant proportion of the Alphaform Group revenue is generated by project orders of the automotive industry as well as by serial orders of medical orthopaedics. These industries are particularly characterised by a persistent pressure on suppliers, an aggressive price competition, strict development budgets and shorter project terms. In addition, the development scenario of the automotive industry is changing. As it is not always possible for us to predict these processes, they represent a significant risk for the full utilisation of our capacities and hence for our results. Furthermore, consolidation trends are being observed among large market players (OEMs) in the medical technology area, which also entail the risk of increasing price pressure in the supplier sector.

Outlook

For the rest of the fiscal year, we expect a revenue performance in line with the last three quarters. Forecasts for the economic growth in Germany, Europe and the rest of the world have considerably deteriorated in the last months. Nevertheless, our most important customers in the premium automotive segment confirm their strategies regarding model and technology diversity, and they are confident that they can gain market share also in the future. In the case of medical implants growth is intact. And also in the rapid technologies market, two-digits growth rates are still being expected for the next years. Although economic risks have considerably increased, market drivers remain intact. Profitability in prototyping is good and because of our flexible production it can be maintained within the target range in the future. In medical technology, the on-going enhancement measures program continues raising profitability. Under the premise that all our targeted industries – with a general uncertain economic situation worldwide – develop positively, Alphaform AG expects a slightly higher revenue compared to the previous year, as well as positive consolidated net results.

Feldkirchen, 9th November 2012



Dr. Thomas Vetter
CEO of Alphaform AG

Group – Consolidated statement of comprehensive income

In T€, with the exception of earnings per share and number of shares	Quarter 3		1 January - 30 September	
	2012	2011	2012	2011
Revenues	6.755	6.867	20.838	19.657
Changes in inventories	10	105	-19	-38
Other operating income	-161	42	383	191
Cost of materials	-2.242	-2.551	-6.740	-6.893
Gross profit	4.362	4.463	14.462	12.917
Personnel expenses	-2.656	-2.802	-8.185	-7.880
Depreciation and amortisation costs and other write-offs	-321	-297	-974	-941
Other operating expenses	-1.189	-1.224	-4.599	-4.051
Operating result	196	140	704	45
Other interest and similar income	2	5	9	25
Interest and similar expenses	-59	-82	-183	-253
Result before tax	139	63	530	-183
Taxes on income	0	-4	0	-6
Other taxes	-2	0	-6	0
Result after tax	137	59	524	-189
Allocations of profit or loss				
profit or loss attributable to minority interest	2	-17	3	17
Gross profit / loss	139	42	527	-172
Profit/loss per share				
Profit/loss per share (basic)	0,03	0,01	0,10	-0,04
Profit/loss per share (diluted)	0,03	0,01	0,10	-0,04

Group – Statement of financial position

T€	30 September 2012	31 December 2011
Assets		
Cash and cash Equivalents	1.321	2.073
free cash	1.321	1.883
restricted cash	0	190
Trade accounts receivable	3.355	2.798
Inventories	4.324	3.995
Other current assets	1.110	1.473
Total current assets	10.110	10.339
Property and equipment, net	4.432	4.492
Goodwill, net	5.252	5.177
Cash and cash Equivalents	532	460
restricted cash	532	460
Other non-current assets	11	23
Total noncurrent assets	10.227	10.152
Total Assets	20.337	20.491
T€	30 September 2012	31 December 2011
Liabilities and shareholders' equity		
Common stock, €1 par value	5.318	5.318
Additional paid-in capital	11.325	11.325
Accumulated other comprehensive loss	-3	9
Accumulated profit/loss	-3.874	-4.398
Total shareholders' equity	12.766	12.254
Noncurrent liabilities		
Liabilities due to banks	1.064	1.587
Finance lease obligations	487	319
Current liabilities		
Current finance lease obligations	259	167
Liabilities due to banks	881	798
Trade accounts payable	2.586	2.716
Other provisions/liabilities	2.294	2.650
Total liabilities	7.571	8.237
Total liabilities and shareholders' equity	20.337	20.491
2011 and 2012: 5,318,209 shares per €1 par value		
2011 and 2012 authorised capital stock €2,659,104, 2011 and 2012 conditional capital €531,820		

Group – Consolidated statement of cash flows

	1 January - 30 September	
T€	2012	2011
Result after taxes	524	-189
Adjustments reconcile net profit/loss to net cash from/used in operating activities		
Depreciation of property, plant and equipment	974	907
Sale of property, plant and equipment at residual value	153	263
Currency translation differences	-15	3
Changes in operating assets and liabilities:		
Trade receivables	-557	-1.386
Inventories	-329	-219
Other current assets	363	-316
Restricted cash	-154	0
Liabilities	-130	95
Other provisions and liabilities	-356	-59
Net cash from operating activities	473	-901
Acquisition of property, plant and equipment, excl. finance leases	-633	-426
Expenses for other loans	12	39
Acquisition of noncurrent financial assets	0	459
Acquisition of subsidiaries	-75	-70
Net cash used in investing activities	-696	2
New Bank Loans	414	1.214
Principal payments on bank loans	-851	-673
Principals payments under finance leases	-171	-131
Net cash used in financing activities	-608	410
Net reduction in cash and cash equivalents	-831	-489
Restricted cash	600	0
Cash, cash equivalents and short term investments at beginning of period	1.552	1.282
Cash and cash equivalents including short-term investments at the end of the period	1.321	793
Additional cash flow statement disclosures		
Cash paid for interest	183	253
Revenue for interest	9	25
Non-cash transactions:		
Property, plant and equipment acquired under finance leases	477	0

Group – Consolidated statement of changes in equity

All figures in € thousand except number of shares	Common Stock		Additional paid-in-capital	Accumulated other comprehensive income	Accumulated profit / deficit	Total shareholders' equity
	Number of shares	Amount				
IAS/IFRS shareholders' equity as of December 31, 2010 restated (1)	5.318.209	5.318	11.325	16	(2.819)	13.840
Result					(189)	(189)
Foreign currency translation				1		1
IAS/IFRS shareholders' equity as of September 30, 2011	5.318.209	5.318	11.325	17	(3.008)	13.652
IAS/IFRS shareholders' equity as of December 31, 2011	5.318.209	5.318	11.325	9	(4.398)	12.254
Result					524	524
Foreign currency translation				(12)		(12)
IAS/IFRS shareholders' equity as of September 30, 2012	5.318.209	5.318	11.325	(3)	(3.874)	12.766

Notes to the consolidated financial statement (shortened)

Basis of consolidation

The consolidated financial statements include Alphaform AG and all its associated companies in line with the method of full consolidation. In the 3rd quarter of 2012, there was no change in the Group compared to the status as at 31st December 2011.

As at 30th September, the company held 100% of the shares in the following subsidiaries directly:

- Alphaform-Projekt GmbH, Feldkirchen 100%
- Alphaform Ltd., Newbury, UK 100%
- Alphaform-Claho GmbH, Eschenlohe 100%
- Alphaform RPI Oy, Rusko, Finland 100%
- MediMet Precision Casting and Implants Technology GmbH 100%

Basic accounting policies

Principles of reporting

The present report as at 30th September 2012 was prepared in shortened form compared to the consolidated annual financial statements in accordance with the regulations of IAS 34 "Interim Financial Reporting".

The consolidated financial statements as at 31st December 2011 were prepared in accordance with the International Financial Reporting Standards (IFRS) of the International Accounting Standards Board (IASB) considering the interpretations of the International Financial Reporting Interpretations Committee (IFRIC).

The accounting and consolidation policies applied in this report as at 30th September 2012 are the same as those used in the consolidated financial statements as at 31st December 2011.

The accounting policies were applied consistently to all financial years presented in the financial statements. Expenses and incomes, which usually incur not until the end of the financial year, are recognised by a period for purposes of interim financial reporting.

Further we apply the recommendations of Deutsche Börse on quarterly reporting by companies listed in the Prime Standard.

The interim consolidated financial statements were neither audited in line with section 317 of the German Commercial Code (HGB) nor reviewed by an auditor.

The same principles of consolidation were applied in preparing the interim financial statements and calculating comparative figures as for the 2011 consolidated financial statements.

Segment reporting

A business segment is a distinguishable component of a group that is engaged in providing products or services and that is exposed to risks and returns that are different from those of other business segments.

Segment information is provided on the Group's business and geographical segments. The basis for the primary segment-reporting format is the Group's management structure and its financial reporting system. Segments results contain components that are directly attributable to the individual segment or that can be reasonably allocated to the segments.

Business segments

The Group consists primarily of the following three business segments:

Rapid Prototyping

The Rapid Prototyping business segment comprises Alphaform AG, Feldkirchen, (including Group Administration), Alphaform RPI Oy, Finland, Alphaform Ltd., the UK and Alphaform-Projekt GmbH, Feldkirchen.

Rapid Tooling

The Rapid Tooling business segment comprises Alphaform-Claho GmbH, Eschenlohe.

Precision Casting

The Precision Casting comprises MediMet GmbH, Stade.

Period from 1st January to 30th September 2012:

		Rapid Prototyping	Rapid Tooling	Presicion Casting	Not allocated	Group
T€		2012	2012	2012	2012	2012
External revenues		12.764	1.836	6.238	0	20.838
Revenues with other segments		6	1.280	1	-1.287	0
Revenues		12.770	3.116	6.239	-1.287	20.838
Segment earnings		398	95	211	0	704
Interest income		47	1	0	-39	9
Interest expense		-124	-42	-56	39	-183
Other expenses, net		0	0	0	0	0
Profit/loss before taxes		321	54	155	0	530
Income taxes		0	-3	-3	0	-6
Net result for the period		321	51	152	0	524

Period from 1st January to 30th September 2011:

		Rapid Prototyping	Rapid Tooling	Presicion Casting	Not allocated	Group
T€		2011	2011	2011	2011	2011
External revenues		10.349	2.161	7.147	0	19.657
Revenues with other segments		92	1.137	11	-1.240	0
Revenues		10.441	3.298	7.158	-1.240	19.657
Segment earnings		-297	196	146	0	45
Interest income		94	1	0	-70	25
Interest expense		-178	-63	-56	44	-253
Other expenses, net		0	0	0	0	0
Profit/loss before taxes		-381	134	90	-26	-183
Income taxes		0	-3	-3	0	-6
Net result for the period		-381	131	87	-26	-189

Geographical segments

The geographical segments are divided into Central Europe and Northern Europe. Segment revenue information is related to the domicile of the respective customer.

The following table shows the geographical distribution of revenue:

Consolidated revenue from 1st January to 30th September:

T€	Central Europe		North Europe		not allocated		Total	
	2012	2011	2012	2011	2012	2011	2012	2011
Germany	10.665	9.377	0	0	0	0	10.665	9.377
Finland	0	0	1.559	1.353	0	0	1.559	1.353
UK	121	489	1.816	1.249	0	0	1.937	1.738
Rest of Europe	2.046	2.557	0	0	0	0	2.046	2.557
Rest of World	4.631	4.632	0	0	0	0	4.631	4.632
Total	17.463	17.055	3.375	2.602	0	0	20.838	19.657

Stock option plans

No stock options were issued to the Management Board or to the Supervisory Board in 2011 and 2012.

Related parties

There were no changes within the Management Board or in the Supervisory Board in the third quarter of 2012.

The following table shows the shareholdings of the Management Board and the Supervisory Board as at 30th September 2012:

	Position	Stock options as of 30th Sept. 2012	Shares as of 30th Sept. 2012	Per cent of share capital ¹⁾
Dr. Thomas Vetter	Chief Executive Officer		125.321 ²⁾	2.36
Matti Paasila	Chairman of the Supervisory Board		60.000	1.13
Dr. Hans J. Langer	Member of the Supervisory Board		976.659 ³⁾	18.36
Falk F. Strascheg	Member of the Supervisory Board		852.317 ⁴⁾	16.03
Total		0.00	2.014.297	37.88

1) 5.318.209 shares

2) of which 53.180 shares held by Juana Parra

3) of which 976.659 shares held by LHUM Vermögensverwaltungs GmbH

4) of which 433.583 shares held in Renate Strascheg Holding GmbH;
of which 418.734 shares in Falk Strascheg Holding GmbH

As at 30th September 2012 no stock options had been issued to members of the Management Board or the Supervisory Board. Alphaform AG has not granted any loans to members of the Management Board nor the Supervisory Board, but it has assumed a bank guarantee at Donner & Reuschel Bank AG for a loan to Dr. Thomas Vetter mounting to €400 thousand.

Effective from the 1st February 2010, there is a consulting agreement between Alphaform AG and Mr Paasila independently of his position as the Chairman of the Supervisory Board of Alphaform AG. Mr Paasila supports the company in the implementation of its strategic reorientation with his particular expertise and his access to an international network on approximately 10-15 compensated consulting days per year, for a daily fee of €1.5 thousand. In particular, Mr Paasila plays an active role generating leads, analysing and assessing business (due diligence) and transaction pricing negotiations. Mr Paasila also advises the company on the operational incorporation of acquired companies into the Alphaform Group.

Other than this, there are currently no further consulting contracts with current or former members of the Supervisory Board.

As a member of the Supervisory Board of Alphaform AG, Dr. Hans Langer is also the Chairman of the Management Board of EOS Holding AG in Krailling. EOS GmbH, a wholly owned subsidiary of EOS Holding AG, is one of the largest supplier of raw materials with a purchasing volume amounted to €0.6 million in the first nine months of 2012 (previous year: €0.5 million).

Events after the first nine months

After the first nine months in 2012, there were no further events of essential importance or that could require a reassessment of Alphaform different from the ones described above.

Financial calendar 2012/2013:

Deutsches Eigenkapitalforum: Company presentation
Date: 12th November 2012, 4:30 pm, room: London

Investors' Conference 2013
Date: 31st January 2013

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