|  | 2014 |  |  | 2015 |  |  | 2016 |  |  | 2017 |  |  | 2018 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | \$ | 5,183,591,700 |  | \$ | 6,557,638,200 |  | \$ | 6,974,327,200 |  | \$ | 7,824,164,900 |  | \$ | 9,009,842,600 |  | \$ | 7,451,098,200 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 1,510,093,700 | 29\% | \$ | 1,877,099,000 | 29\% | \$ | 2,057,772,700 | 30\% | \$ | 2,513,402,200 | 32\% | \$ | 2,853,193,000 | 32\% | \$ | 2,478,050,200 | 33\% |
| AMERICAN INDIAN | \$ | 21,643,000 | 0\% | \$ | 39,180,700 | 1\% | \$ | 23,947,400 | 0\% | \$ | 50,075,300 | 1\% | \$ | 68,311,800 | 1\% | \$ | 58,747,800 | 1\% |
| ASIAN OR PACIFI | \$ | 1,139,385,600 | 22\% | \$ | 1,346,194,000 | 21\% | \$ | 1,512,776,900 | 22\% | \$ | 1,822,800,400 | 23\% | \$ | 2,007,300,000 | 22\% | \$ | 1,701,904,400 | 23\% |
| BLACK | \$ | 108,592,400 | 2\% | \$ | 119,473,800 | 2\% | \$ | 142,911,100 | 2\% | \$ | 184,106,500 | 2\% | \$ | 256,280,600 | 3\% | \$ | 227,843,700 | 3\% |
| HISPANIC | \$ | 240,472,700 | 5\% | \$ | 372,250,500 | 6\% | \$ | 378,137,300 | 5\% | \$ | 456,420,000 | 6\% | \$ | 521,300,600 | 6\% | \$ | 489,554,300 | 7\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ |  | 0\% |
| UNDETERMINED | \$ | 805,902,200 | 16\% | \$ | 901,602,100 | 14\% | \$ | 945,089,900 | 14\% | \$ | 1,116,872,600 | 14\% | \$ | 1,478,932,600 | 16\% | \$ | 1,319,719,200 | 18\% |
| WHITE | \$ | 2,867,595,800 | 55\% | \$ | 3,778,937,100 | 58\% | \$ | 3,971,464,600 | 57\% | \$ | 4,193,890,100 | 54\% | \$ | 4,677,717,000 | 52\% | \$ | 3,653,328,800 | 49\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| Female Owned 50\% or less | \$ | 841,955,700 | 16\% | \$ | 1,039,243,100 | 16\% | \$ | 1,103,268,900 | 16\% | \$ | 1,197,852,800 | 15\% | \$ | 1,331,063,700 | 15\% | \$ | 1,070,463,400 | 14\% |
| Female Owned more than 50\% | \$ | 637,933,200 | 12\% | \$ | 840,024,200 | 13\% | \$ | 1,010,866,000 | 14\% | \$ | 1,139,118,600 | 15\% | \$ | 1,250,934,600 | 14\% | \$ | 1,037,058,100 | 14\% |
| Male Owned | \$ | 3,703,702,800 | 71\% | \$ | 4,678,370,900 | 71\% | \$ | 4,860,192,300 | 70\% | \$ | 5,487,193,500 | 70\% | \$ | 6,427,844,300 | 71\% | \$ | 5,343,576,700 | 72\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 3,519,717,700 | 47\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 903,194,300 | 12\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,235,076,900 | 17\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,753,913,500 | 24\% |
| Veteran | \$ | 184,100,700 | 4\% | \$ | 296,606,400 | 5\% | \$ | 360,632,200 | 5\% | \$ | 293,322,600 | 4\% | \$ | 352,704,200 | 4\% | \$ | 280,336,000 | 4\% |
| Rural | \$ | 895,923,200 | 17\% | \$ | 1,175,809,000 | 18\% | \$ | 1,243,117,600 | 18\% | \$ | 1,334,317,800 | 17\% | \$ | 1,453,591,700 | 16\% | \$ | 1,153,491,900 | 15\% |
| Urban | \$ | 4,287,668,500 | 83\% | \$ | 5,381,829,200 | 82\% | \$ | 5,731,209,600 | 82\% | \$ | 6,489,847,100 | 83\% | \$ | 7,556,250,900 | 84\% | \$ | 6,297,606,300 | 85\% |
| Export | \$ | 348,320,900 | 7\% | \$ | 409,989,000 | 6\% | \$ | 421,611,000 | 6\% | \$ | 1,020,068,900 | 13\% | \$ | 350,541,200 | 4\% | \$ | 325,892,900 | 4\% |
| CAPLine | \$ | 113,406,700 | 2\% | \$ | 153,653,500 | 2\% | \$ | 98,258,900 | 1\% | \$ | 75,528,800 | 1\% | \$ | 109,843,500 | 1\% | \$ | 97,155,900 | 1\% |
| PLP | \$ | 3,079,685,600 | 59\% | \$ | 4,044,127,900 | 62\% | \$ | 4,464,608,500 | 64\% | \$ | 5,324,408,500 | 68\% | \$ | 6,791,650,100 | 75\% | \$ | 5,849,036,000 | 78\% |
| Express | \$ | 491,471,300 | 9\% | \$ | 634,214,500 | 10\% | \$ | 649,981,100 | 9\% | \$ | 611,272,400 | 8\% | \$ | 681,637,600 | 8\% | \$ | 494,141,600 | 7\% |
| \$150K and Under | \$ | 489,761,300 | 9\% | \$ | 663,204,100 | 10\% | \$ | 674,686,100 | 10\% | \$ | 645,012,400 | 8\% | \$ | 710,566,700 | 8\% | \$ | 524,719,600 | 7\% |
| >\$150K - \$350K | \$ | 612,108,200 | 12\% | \$ | 751,504,500 | 11\% | \$ | 797,458,600 | 11\% | \$ | 842,628,100 | 11\% | \$ | 927,941,900 | 10\% | \$ | 824,413,700 | 11\% |
| >\$350K - \$2M | \$ | 2,629,892,200 | 51\% | \$ | 3,105,027,400 | 47\% | \$ | 3,378,590,700 | 48\% | \$ | 3,559,717,400 | 45\% | \$ | 3,967,354,900 | 44\% | \$ | 3,339,528,600 | 45\% |
| >\$2M | \$ | 1,451,830,000 | 28\% | \$ | 2,037,902,200 | 31\% | \$ | 2,123,591,800 | 30\% | \$ | 2,776,807,000 | 35\% | \$ | 3,403,979,100 | 38\% | \$ | 2,762,436,300 | 37\% |

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|  | 2014 |  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 14,116 |  | 18,110 |  | 19,246 |  | 18,406 |  | 20,442 |  | 15,764 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 3,443 | 24\% | 4,349 | 24\% | 5,067 | 26\% | 4,814 | 26\% | 5,396 | 26\% | 4,328 | 27\% |
| AMERICAN INDIAN | 113 | 1\% | 131 | 1\% | 111 | 1\% | 136 | 1\% | 153 | 1\% | 108 | 1\% |
| ASIAN OR PACIFI | 1,889 | 13\% | 2,324 | 13\% | 2,585 | 13\% | 2,501 | 14\% | 2,715 | 13\% | 2,126 | 13\% |
| BLACK | 414 | 3\% | 534 | 3\% | 712 | 4\% | 697 | 4\% | 883 | 4\% | 712 | 5\% |
| HISPANIC | 1,027 | 7\% | 1,360 | 8\% | 1,659 | 9\% | 1,480 | 8\% | 1,645 | 8\% | 1,382 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 1,687 | 12\% | 2,571 | 14\% | 2,320 | 12\% | 2,363 | 13\% | 2,913 | 14\% | 2,613 | 17\% |
| WHITE | 8,986 | 64\% | 11,190 | 62\% | 11,859 | 62\% | 11,229 | 61\% | 12,133 | 59\% | 8,823 | 56\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 2,215 | 16\% | 2,657 | 15\% | 2,692 | 14\% | 2,545 | 14\% | 2,712 | 13\% | 2,136 | 14\% |
| Female Owned more than 50\% | 2,323 | 16\% | 3,182 | 18\% | 3,569 | 19\% | 3,349 | 18\% | 3,627 | 18\% | 2,711 | 17\% |
| Male Owned | 9,578 | 68\% | 12,271 | 68\% | 12,985 | 67\% | 12,512 | 68\% | 14,103 | 69\% | 10,917 | 69\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 8,243 | 52\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 2,894 | 18\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 2,628 | 17\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 1,962 | 12\% |
| Veteran | 683 | 5\% | 824 | 5\% | 982 | 5\% | 959 | 5\% | 1,003 | 5\% | 750 | 5\% |
| Rural | 2,539 | 18\% | 3,158 | 17\% | 3,244 | 17\% | 3,166 | 17\% | 3,399 | 17\% | 2,558 | 16\% |
| Urban | 11,577 | 82\% | 14,952 | 83\% | 16,002 | 83\% | 15,240 | 83\% | 17,043 | 83\% | 13,206 | 84\% |
| Export | 449 | 3\% | 483 | 3\% | 534 | 3\% | 1,215 | 7\% | 282 | 1\% | 273 | 2\% |
| CAPLine | 156 | 1\% | 198 | 1\% | 142 | 1\% | 120 | 1\% | 105 | 1\% | 99 | 1\% |
| PLP | 3,681 | 26\% | 4,436 | 24\% | 5,087 | 26\% | 6,365 | 35\% | 9,093 | 44\% | 7,831 | 50\% |
| Express | 6,894 | 49\% | 9,297 | 51\% | 9,952 | 52\% | 8,469 | 46\% | 9,452 | 46\% | 6,447 | 41\% |
| \$150K and Under | 8,194 | 58\% | 10,895 | 60\% | 11,621 | 60\% | 10,143 | 55\% | 11,252 | 55\% | 7,809 | 50\% |
| >\$150K - \$350K | 2,376 | 17\% | 2,905 | 16\% | 3,023 | 16\% | 3,196 | 17\% | 3,531 | 17\% | 3,162 | 20\% |
| >\$350K - \$ 2 M | 3,070 | 22\% | 3,648 | 20\% | 3,905 | 20\% | 4,183 | 23\% | 4,596 | 22\% | 3,921 | 25\% |
| >\$2M | 476 | 3\% | 662 | 4\% | 697 | 4\% | 884 | 5\% | 1,063 | 5\% | 872 | 6\% |

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|  | 2014 |  |  | 2015 |  |  | 2016 |  |  | 2017 |  |  | 2018 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | \$ | 1,343,822,000 |  | \$ | 1,320,701,000 |  | \$ | 1,485,980,000 |  | \$ | 1,637,942,000 |  | \$ | 1,487,517,000 |  | \$ | 1,376,353,000 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 340,383,000 | 25\% | \$ | 363,471,000 | 28\% | \$ | 460,393,000 | 31\% | \$ | 524,156,000 | 32\% | \$ | 418,561,000 | 28\% | \$ | 394,225,000 | 29\% |
| AMERICAN INDIAN | \$ | 1,564,000 | 0\% | \$ | 2,516,000 | 0\% | \$ | 4,185,000 | 0\% | \$ | 129,000 | 0\% | \$ | 1,339,000 | 0\% | \$ | 208,000 | 0\% |
| ASIAN OR PACIFI | \$ | 228,234,000 | 17\% | \$ | 207,987,000 | 16\% | \$ | 312,768,000 | 21\% | \$ | 372,173,000 | 23\% | \$ | 313,747,000 | 21\% | \$ | 265,026,000 | 19\% |
| BLACK | \$ | 51,051,000 | 4\% | \$ | 56,916,000 | 4\% | \$ | 50,357,000 | 3\% | \$ | 48,852,000 | 3\% | \$ | 18,276,000 | 1\% | \$ | 20,295,000 | 1\% |
| HISPANIC | \$ | 59,534,000 | 4\% | \$ | 96,052,000 | 7\% | \$ | 93,083,000 | 6\% | \$ | 103,002,000 | 6\% | \$ | 85,199,000 | 6\% | \$ | 108,696,000 | 8\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| UNDETERMINED | \$ | 122,304,000 | 9\% | \$ | 115,232,000 | 9\% | \$ | 121,937,000 | 8\% | \$ | 171,044,000 | 10\% | \$ | 229,842,000 | 15\% | \$ | 229,027,000 | 17\% |
| WHITE | \$ | 881,135,000 | 66\% | \$ | 841,998,000 | 64\% | \$ | 903,650,000 | 61\% | \$ | 942,742,000 | 58\% | \$ | 839,114,000 | 56\% | \$ | 753,101,000 | 55\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| Female Owned 50\% or less | \$ | 12,175,000 | 1\% | \$ | 7,603,000 | 1\% | \$ | 19,996,000 | 1\% | \$ | 110,568,000 | 7\% | \$ | 304,448,000 | 20\% | \$ | 258,472,000 | 19\% |
| Female Owned more than 50\% | \$ | 133,040,000 | 10\% | \$ | 154,805,000 | 12\% | \$ | 179,565,000 | 12\% | \$ | 189,408,000 | 12\% | \$ | 137,232,000 | 9\% | \$ | 155,173,000 | 11\% |
| Male Owned | \$ | 1,198,607,000 | 89\% | \$ | 1,158,293,000 | 88\% | \$ | 1,286,419,000 | 87\% | \$ | 1,337,966,000 | 82\% | \$ | 1,045,837,000 | 70\% | \$ | 962,708,000 | 70\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,011,969,000 | 74\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 135,035,000 | 10\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 222,241,000 | 16\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 7,108,000 | 1\% |
| Veteran | \$ | 56,118,000 | 4\% | \$ | 47,255,000 | 4\% | \$ | 48,952,000 | 3\% | \$ | 33,972,000 | 2\% | \$ | 28,224,000 | 2\% | \$ | 18,141,000 | 1\% |
| Rural | \$ | 175,489,000 | 13\% | \$ | 174,410,000 | 13\% | \$ | 196,170,000 | 13\% | \$ | 187,014,000 | 11\% | \$ | 202,184,000 | 14\% | \$ | 179,852,000 | 13\% |
| Urban | \$ | 1,168,333,000 | 87\% | \$ | 1,146,291,000 | 87\% | \$ | 1,289,810,000 | 87\% | \$ | 1,450,928,000 | 89\% | \$ | 1,285,333,000 | 86\% | \$ | 1,196,501,000 | 87\% |
| Export | \$ | 73,331,000 | 5\% | \$ | 68,013,000 | 5\% | \$ | 53,262,000 | 4\% | \$ | 30,634,000 | 2\% | \$ | 16,534,000 | 1\% | \$ | 13,508,000 | 1\% |
| \$150K and Under | \$ | 23,548,000 | 2\% | \$ | 19,171,000 | 1\% | \$ | 18,322,000 | 1\% | \$ | 21,682,000 | 1\% | \$ | 16,140,000 | 1\% | \$ | 14,530,000 | 1\% |
| >\$150K - \$350K | \$ | 133,428,000 | 10\% | \$ | 134,126,000 | 10\% | \$ | 125,814,000 | 8\% | \$ | 137,336,000 | 8\% | \$ | 129,231,000 | 9\% | \$ | 99,390,000 | 7\% |
| >\$350K - \$2M | \$ | 793,100,000 | 59\% | \$ | 819,257,000 | 62\% | \$ | 806,511,000 | 54\% | \$ | 909,693,000 | 56\% | \$ | 835,302,000 | 56\% | \$ | 771,931,000 | 56\% |
| >\$2M | \$ | 393,746,000 | 29\% | \$ | 348,147,000 | 26\% | \$ | 535,333,000 | 36\% | \$ | 569,231,000 | 35\% | \$ | 506,844,000 | 34\% | \$ | 490,502,000 | 36\% |

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|  | 2014 |  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 1,876 |  | 1,839 |  | 1,816 |  | 2,013 |  | 1,829 |  | 1,600 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 395 | 21\% | 427 | 23\% | 425 | 23\% | 481 | 24\% | 434 | 24\% | 393 | 25\% |
| AMERICAN INDIAN | 2 | 0\% | 6 | 0\% | 5 | 0\% | 1 | 0\% | 4 | 0\% | 1 | 0\% |
| ASIAN OR PACIFI | 207 | 11\% | 204 | 11\% | 211 | 12\% | 283 | 14\% | 248 | 14\% | 204 | 13\% |
| BLACK | 64 | 3\% | 73 | 4\% | 68 | 4\% | 56 | 3\% | 37 | 2\% | 30 | 2\% |
| HISPANIC | 122 | 7\% | 144 | 8\% | 141 | 8\% | 141 | 7\% | 145 | 8\% | 158 | 10\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 140 | 7\% | 131 | 7\% | 145 | 8\% | 160 | 8\% | 248 | 14\% | 203 | 13\% |
| WHITE | 1,341 | 71\% | 1,281 | 70\% | 1,246 | 69\% | 1,372 | 68\% | 1,147 | 63\% | 1,004 | 63\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 16 | 1\% | 14 | 1\% | 16 | 1\% | 162 | 8\% | 438 | 24\% | 383 | 24\% |
| Female Owned more than 50\% | 271 | 14\% | 267 | 15\% | 283 | 16\% | 305 | 15\% | 214 | 12\% | 192 | 12\% |
| Male Owned | 1,589 | 85\% | 1,558 | 85\% | 1,517 | 84\% | 1,546 | 77\% | 1,177 | 64\% | 1,025 | 64\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 1,267 | 79\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 127 | 8\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 202 | 13\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 4 | 0\% |
| Veteran | 94 | 5\% | 77 | 4\% | 87 | 5\% | 65 | 3\% | 50 | 3\% | 30 | 2\% |
| Rural | 272 | 14\% | 291 | 16\% | 300 | 17\% | 326 | 16\% | 321 | 18\% | 289 | 18\% |
| Urban | 1,604 | 86\% | 1,548 | 84\% | 1,516 | 83\% | 1,687 | 84\% | 1,508 | 82\% | 1,311 | 82\% |
| Export | 74 | 4\% | 79 | 4\% | 56 | 3\% | 26 | 1\% | 15 | 1\% | 12 | 1\% |
| \$150K and Under | 214 | 11\% | 171 | 9\% | 170 | 9\% | 192 | 10\% | 142 | 8\% | 124 | 8\% |
| >\$150K - \$350K | 555 | 30\% | 545 | 30\% | 507 | 28\% | 548 | 27\% | 520 | 28\% | 396 | 25\% |
| >\$350K - \$2M | 987 | 53\% | 1,010 | 55\% | 972 | 54\% | 1,095 | 54\% | 1,011 | 55\% | 923 | 58\% |
| >\$2M | 120 | 6\% | 113 | 6\% | 167 | 9\% | 178 | 9\% | 156 | 9\% | 157 | 10\% |

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