|  | 2014 |  |  | 2015 |  |  | 2016 |  |  | 2017 |  |  | 2018 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | \$ | 6,117,930,800 |  | \$ | 7,659,997,000 |  | \$ | 8,200,707,200 |  | \$ | 9,030,765,800 |  | \$ | 10,217,420,800 |  | \$ | 9,445,368,100 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 1,766,993,800 | 29\% | \$ | 2,162,676,200 | 28\% | \$ | 2,424,571,800 | 30\% | \$ | 2,881,666,900 | 32\% | \$ | 3,250,803,100 | 32\% | \$ | 3,116,414,600 | 33\% |
| AMERICAN INDIAN | \$ | 23,970,400 | 0\% | \$ | 45,858,700 | 1\% | \$ | 33,700,400 | 0\% | \$ | 62,279,200 | 1\% | \$ | 71,960,400 | 1\% | \$ | 71,562,300 | 1\% |
| ASIAN OR PACIFI | \$ | 1,316,632,000 | 22\% | \$ | 1,538,315,200 | 20\% | \$ | 1,778,825,600 | 22\% | \$ | 2,084,732,900 | 23\% | \$ | 2,283,564,400 | 22\% | \$ | 2,121,459,100 | 22\% |
| BLACK | \$ | 127,362,700 | 2\% | \$ | 143,942,200 | 2\% | \$ | 165,936,800 | 2\% | \$ | 216,033,400 | 2\% | \$ | 286,438,700 | 3\% | \$ | 317,227,200 | 3\% |
| HISPANIC | \$ | 299,028,700 | 5\% | \$ | 434,560,100 | 6\% | \$ | 446,109,000 | 5\% | \$ | 518,621,400 | 6\% | \$ | 608,839,600 | 6\% | \$ | 606,166,000 | 6\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ |  | 0\% |
| UNDETERMINED | \$ | 933,189,600 | 15\% | \$ | 1,048,862,400 | 14\% | \$ | 1,121,161,700 | 14\% | \$ | 1,328,566,300 | 15\% | \$ | 1,693,279,600 | 17\% | \$ | 1,682,737,600 | 18\% |
| WHITE | \$ | 3,417,747,400 | 56\% | \$ | 4,448,458,400 | 58\% | \$ | 4,654,973,700 | 57\% | \$ | 4,820,532,600 | 53\% | \$ | 5,273,338,100 | 52\% | \$ | 4,646,215,900 | 49\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| Female Owned 50\% or less | \$ | 1,003,389,300 | 16\% | \$ | 1,213,392,400 | 16\% | \$ | 1,334,202,000 | 16\% | \$ | 1,394,939,900 | 15\% | \$ | 1,517,546,900 | 15\% | \$ | 1,362,137,800 | 14\% |
| Female Owned more than 50\% | \$ | 752,203,800 | 12\% | \$ | 975,014,400 | 13\% | \$ | 1,169,435,700 | 14\% | \$ | 1,306,428,800 | 14\% | \$ | 1,420,631,700 | 14\% | \$ | 1,281,626,800 | 14\% |
| Male Owned | \$ | 4,362,337,700 | 71\% | \$ | 5,471,590,200 | 71\% | \$ | 5,697,069,500 | 69\% | \$ | 6,329,397,100 | 70\% | \$ | 7,279,242,200 | 71\% | \$ | 6,801,603,500 | 72\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ |  | 0\% | \$ | 4,433,611,300 | 47\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,116,980,000 | 12\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,633,487,000 | 17\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 2,214,172,700 | 23\% |
| Veteran | \$ | 212,615,000 | 3\% | \$ | 373,985,400 | 5\% | \$ | 409,477,700 | 5\% | \$ | 340,641,500 | 4\% | \$ | 400,659,400 | 4\% | \$ | 367,638,500 | 4\% |
| Rural | \$ | 1,041,977,000 | 17\% | \$ | 1,365,514,000 | 18\% | \$ | 1,455,922,300 | 18\% | \$ | 1,546,095,000 | 17\% | \$ | 1,667,665,200 | 16\% | \$ | 1,440,661,600 | 15\% |
| Urban | \$ | 5,075,953,800 | 83\% | \$ | 6,294,483,000 | 82\% | \$ | 6,744,784,900 | 82\% | \$ | 7,484,670,800 | 83\% | \$ | 8,549,755,600 | 84\% | \$ | 8,004,706,500 | 85\% |
| Export | \$ | 415,240,000 | 7\% | \$ | 469,113,900 | 6\% | \$ | 488,337,500 | 6\% | \$ | 1,170,188,400 | 13\% | \$ | 416,687,500 | 4\% | \$ | 398,315,600 | 4\% |
| CAPLine | \$ | 143,848,800 | 2\% | \$ | 182,775,500 | 2\% | \$ | 113,758,400 | 1\% | \$ | 86,934,400 | 1\% | \$ | 125,401,500 | 1\% | \$ | 121,685,900 | 1\% |
| PLP | \$ | 3,598,821,500 | 59\% | \$ | 4,705,083,400 | 61\% | \$ | 5,226,611,400 | 64\% | \$ | 6,222,387,700 | 69\% | \$ | 7,651,714,400 | 75\% | \$ | 7,424,660,800 | 79\% |
| Express | \$ | 584,640,900 | 10\% | \$ | 744,724,700 | 10\% | \$ | 761,946,800 | 9\% | \$ | 711,767,300 | 8\% | \$ | 779,372,500 | 8\% | \$ | 623,875,500 | 7\% |
| \$150K and Under | \$ | 578,531,800 | 9\% | \$ | 773,813,200 | 10\% | \$ | 798,080,500 | 10\% | \$ | 757,433,300 | 8\% | \$ | 830,182,900 | 8\% | \$ | 673,048,400 | 7\% |
| >\$150K - \$350K | \$ | 725,951,500 | 12\% | \$ | 882,517,700 | 12\% | \$ | 945,827,200 | 12\% | \$ | 989,208,000 | 11\% | \$ | 1,055,757,800 | 10\% | \$ | 1,069,562,600 | 11\% |
| >\$350K - \$ 2 M | \$ | 3,086,864,100 | 50\% | \$ | 3,635,636,300 | 47\% | \$ | 3,961,213,100 | 48\% | \$ | 4,109,463,900 | 46\% | \$ | 4,540,658,300 | 44\% | \$ | 4,203,712,000 | 45\% |
| >\$2M | \$ | 1,726,583,400 | 28\% | \$ | 2,368,029,800 | 31\% | \$ | 2,495,586,400 | 30\% | \$ | 3,174,660,600 | 35\% | \$ | 3,790,821,800 | 37\% | \$ | 3,499,045,100 | 37\% |

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|  | 2014 |  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 16,678 |  | 21,180 |  | 22,638 |  | 21,564 |  | 23,542 |  | 20,058 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 4,016 | 24\% | 4,999 | 24\% | 5,913 | 26\% | 5,617 | 26\% | 6,165 | 26\% | 5,458 | 27\% |
| AMERICAN INDIAN | 133 | 1\% | 150 | 1\% | 142 | 1\% | 160 | 1\% | 165 | 1\% | 139 | 1\% |
| ASIAN OR PACIFI | 2,208 | 13\% | 2,640 | 12\% | 3,018 | 13\% | 2,897 | 13\% | 3,083 | 13\% | 2,686 | 13\% |
| BLACK | 477 | 3\% | 624 | 3\% | 836 | 4\% | 826 | 4\% | 1,003 | 4\% | 911 | 5\% |
| HISPANIC | 1,198 | 7\% | 1,585 | 7\% | 1,917 | 8\% | 1,734 | 8\% | 1,914 | 8\% | 1,722 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 1,994 | 12\% | 2,985 | 14\% | 2,764 | 12\% | 2,756 | 13\% | 3,390 | 14\% | 3,454 | 17\% |
| WHITE | 10,668 | 64\% | 13,196 | 62\% | 13,961 | 62\% | 13,191 | 61\% | 13,987 | 59\% | 11,146 | 56\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 2,597 | 16\% | 3,065 | 14\% | 3,164 | 14\% | 2,990 | 14\% | 3,111 | 13\% | 2,693 | 13\% |
| Female Owned more than 50\% | 2,719 | 16\% | 3,700 | 17\% | 4,170 | 18\% | 3,962 | 18\% | 4,194 | 18\% | 3,411 | 17\% |
| Male Owned | 11,362 | 68\% | 14,415 | 68\% | 15,304 | 68\% | 14,612 | 68\% | 16,237 | 69\% | 13,954 | 70\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 10,517 | 52\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 3,585 | 18\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 3,446 | 17\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 2,466 | 12\% |
| Veteran | 776 | 5\% | 1,000 | 5\% | 1,161 | 5\% | 1,149 | 5\% | 1,172 | 5\% | 952 | 5\% |
| Rural | 2,991 | 18\% | 3,716 | 18\% | 3,793 | 17\% | 3,729 | 17\% | 3,945 | 17\% | 3,227 | 16\% |
| Urban | 13,687 | 82\% | 17,464 | 82\% | 18,845 | 83\% | 17,835 | 83\% | 19,597 | 83\% | 16,831 | 84\% |
| Export | 540 | 3\% | 554 | 3\% | 622 | 3\% | 1,435 | 7\% | 328 | 1\% | 341 | 2\% |
| CAPLine | 192 | 1\% | 231 | 1\% | 164 | 1\% | 138 | 1\% | 124 | 1\% | 128 | 1\% |
| PLP | 4,202 | 25\% | 5,175 | 24\% | 5,960 | 26\% | 7,710 | 36\% | 10,398 | 44\% | 10,048 | 50\% |
| Express | 8,198 | 49\% | 10,893 | 51\% | 11,697 | 52\% | 9,945 | 46\% | 10,897 | 46\% | 8,098 | 40\% |
| \$150K and Under | 9,685 | 58\% | 12,727 | 60\% | 13,685 | 60\% | 11,953 | 55\% | 13,081 | 56\% | 9,898 | 49\% |
| >\$150K - \$350K | 2,819 | 17\% | 3,420 | 16\% | 3,573 | 16\% | 3,752 | 17\% | 4,027 | 17\% | 4,086 | 20\% |
| >\$350K - \$ 2 M | 3,608 | 22\% | 4,263 | 20\% | 4,565 | 20\% | 4,847 | 22\% | 5,246 | 22\% | 4,972 | 25\% |
| >\$2M | 566 | 3\% | 770 | 4\% | 815 | 4\% | 1,012 | 5\% | 1,188 | 5\% | 1,102 | 5\% |

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|  | 2014 |  |  | 2015 |  |  | 2016 |  |  | 2017 |  |  | 2018 |  |  | 2019 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | \$ | 1,546,469,000 |  | \$ | 1,546,129,000 |  | \$ | 1,754,952,000 |  | \$ | 1,883,917,000 |  | \$ | 1,726,334,000 |  | \$ | 1,769,467,000 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 413,305,000 | 27\% | \$ | 430,037,000 | 28\% | \$ | 542,192,000 | 31\% | \$ | 589,443,000 | 31\% | \$ | 500,474,000 | 29\% | \$ | 488,175,000 | 28\% |
| AMERICAN INDIAN | \$ | 1,748,000 | 0\% | \$ | 6,588,000 | 0\% | \$ | 4,528,000 | 0\% | \$ | 643,000 | 0\% | \$ | 1,339,000 | 0\% | \$ | 208,000 | 0\% |
| ASIAN OR PACIFI | \$ | 274,181,000 | 18\% | \$ | 250,721,000 | 16\% | \$ | 364,932,000 | 21\% | \$ | 418,111,000 | 22\% | \$ | 374,810,000 | 22\% | \$ | 326,733,000 | 18\% |
| BLACK | \$ | 54,992,000 | 4\% | \$ | 63,718,000 | 4\% | \$ | 64,234,000 | 4\% | \$ | 51,294,000 | 3\% | \$ | 25,285,000 | 1\% | \$ | 28,551,000 | 2\% |
| HISPANIC | \$ | 82,384,000 | 5\% | \$ | 109,010,000 | 7\% | \$ | 108,498,000 | 6\% | \$ | 119,395,000 | 6\% | \$ | 99,040,000 | 6\% | \$ | 132,683,000 | 7\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| UNDETERMINED | \$ | 135,802,000 | 9\% | \$ | 140,746,000 | 9\% | \$ | 144,779,000 | 8\% | \$ | 195,623,000 | 10\% | \$ | 266,457,000 | 15\% | \$ | 286,261,000 | 16\% |
| WHITE | \$ | 997,362,000 | 64\% | \$ | 975,346,000 | 63\% | \$ | 1,067,981,000 | 61\% | \$ | 1,098,851,000 | 58\% | \$ | 959,403,000 | 56\% | \$ | 995,031,000 | 56\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% |
| Female Owned 50\% or less | \$ | 12,175,000 | 1\% | \$ | 12,613,000 | 1\% | \$ | 22,264,000 | 1\% | \$ | 144,561,000 | 8\% | \$ | 362,261,000 | 21\% | \$ | 345,009,000 | 19\% |
| Female Owned more than 50\% | \$ | 156,565,000 | 10\% | \$ | 180,185,000 | 12\% | \$ | 216,338,000 | 12\% | \$ | 208,701,000 | 11\% | \$ | 154,083,000 | 9\% | \$ | 199,776,000 | 11\% |
| Male Owned | \$ | 1,377,729,000 | 89\% | \$ | 1,353,331,000 | 88\% | \$ | 1,516,350,000 | 86\% | \$ | 1,530,655,000 | 81\% | \$ | 1,209,990,000 | 70\% | \$ | 1,224,682,000 | 69\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 1,288,278,000 | 73\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 175,152,000 | 10\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 297,558,000 | 17\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | - | 0\% | \$ | 8,479,000 | 0\% |
| Veteran | \$ | 58,740,000 | 4\% | \$ | 54,183,000 | 4\% | \$ | 58,211,000 | 3\% | \$ | 38,083,000 | 2\% | \$ | 30,283,000 | 2\% | \$ | 23,564,000 | 1\% |
| Rural | \$ | 192,778,000 | 12\% | \$ | 201,379,000 | 13\% | \$ | 221,093,000 | 13\% | \$ | 222,237,000 | 12\% | \$ | 231,271,000 | 13\% | \$ | 241,991,000 | 14\% |
| Urban | \$ | 1,353,691,000 | 88\% | \$ | 1,344,750,000 | 87\% | \$ | 1,533,859,000 | 87\% | \$ | 1,661,680,000 | 88\% | \$ | 1,495,063,000 | 87\% | \$ | 1,527,476,000 | 86\% |
| Export | \$ | 81,257,000 | 5\% | \$ | 80,426,000 | 5\% | \$ | 64,378,000 | 4\% | \$ | 31,589,000 | 2\% | \$ | 21,919,000 | 1\% | \$ | 17,471,000 | 1\% |
| \$150K and Under | \$ | 26,949,000 | 2\% | \$ | 23,068,000 | 1\% | \$ | 21,900,000 | 1\% | \$ | 25,396,000 | 1\% | \$ | 19,598,000 | 1\% | \$ | 18,716,000 | 1\% |
| >\$150K - \$350K | \$ | 155,384,000 | 10\% | \$ | 153,138,000 | 10\% | \$ | 148,222,000 | 8\% | \$ | 162,455,000 | 9\% | \$ | 151,082,000 | 9\% | \$ | 142,921,000 | 8\% |
| >\$350K - \$2M | \$ | 913,152,000 | 59\% | \$ | 971,279,000 | 63\% | \$ | 940,811,000 | 54\% | \$ | 1,058,685,000 | 56\% | \$ | 960,842,000 | 56\% | \$ | 1,025,241,000 | 58\% |
| >\$2M | \$ | 450,984,000 | 29\% | \$ | 398,644,000 | 26\% | \$ | 644,019,000 | 37\% | \$ | 637,381,000 | 34\% | \$ | 594,812,000 | 34\% | \$ | 582,589,000 | 33\% |

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|  | 2014 |  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 2,166 |  | 2,165 |  | 2,141 |  | 2,365 |  | 2,129 |  | 2,145 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 474 | 22\% | 505 | 23\% | 510 | 24\% | 562 | 24\% | 513 | 24\% | 513 | 24\% |
| AMERICAN INDIAN | 3 | 0\% | 9 | 0\% | 6 | 0\% | 2 | 0\% | 4 | 0\% | 1 | 0\% |
| ASIAN OR PACIFI | 244 | 11\% | 243 | 11\% | 259 | 12\% | 325 | 14\% | 297 | 14\% | 265 | 12\% |
| BLACK | 74 | 3\% | 87 | 4\% | 81 | 4\% | 63 | 3\% | 43 | 2\% | 46 | 2\% |
| HISPANIC | 153 | 7\% | 166 | 8\% | 164 | 8\% | 172 | 7\% | 169 | 8\% | 201 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 156 | 7\% | 161 | 7\% | 169 | 8\% | 193 | 8\% | 289 | 14\% | 268 | 12\% |
| WHITE | 1,536 | 71\% | 1,499 | 69\% | 1,462 | 68\% | 1,610 | 68\% | 1,327 | 62\% | 1,364 | 64\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 16 | 1\% | 18 | 1\% | 19 | 1\% | 195 | 8\% | 526 | 25\% | 534 | 25\% |
| Female Owned more than 50\% | 316 | 15\% | 313 | 14\% | 344 | 16\% | 349 | 15\% | 249 | 12\% | 266 | 12\% |
| Male Owned | 1,834 | 85\% | 1,834 | 85\% | 1,778 | 83\% | 1,821 | 77\% | 1,354 | 64\% | 1,345 | 63\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 1,673 | 78\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 183 | 9\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 283 | 13\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 6 | 0\% |
| Veteran | 99 | 5\% | 88 | 4\% | 99 | 5\% | 75 | 3\% | 58 | 3\% | 40 | 2\% |
| Rural | 308 | 14\% | 338 | 16\% | 348 | 16\% | 384 | 16\% | 371 | 17\% | 393 | 18\% |
| Urban | 1,858 | 86\% | 1,827 | 84\% | 1,793 | 84\% | 1,981 | 84\% | 1,758 | 83\% | 1,752 | 82\% |
| Export | 82 | 4\% | 90 | 4\% | 64 | 3\% | 28 | 1\% | 20 | 1\% | 17 | 1\% |
| \$150K and Under | 243 | 11\% | 203 | 9\% | 200 | 9\% | 224 | 9\% | 173 | 8\% | 162 | 8\% |
| >\$150K - \$350K | 645 | 30\% | 621 | 29\% | 598 | 28\% | 650 | 27\% | 607 | 29\% | 567 | 26\% |
| >\$350K - \$2M | 1,137 | 52\% | 1,210 | 56\% | 1,143 | 53\% | 1,290 | 55\% | 1,166 | 55\% | 1,229 | 57\% |
| >\$2M | 141 | 7\% | 131 | 6\% | 200 | 9\% | 201 | 8\% | 183 | 9\% | 187 | 9\% |

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