



# **INNOVATIVE TECHNOLOGY: IMPACTING ENERGY INDUSTRY RETURNS**



# Core Laboratories is *The Reservoir Optimization Company*™

Core Laboratories is a leading provider of proprietary and patented reservoir description and production enhancement services and products. These services and products enable the Company's clients to optimize reservoir performance and maximize hydrocarbon recovery from their producing fields. The Company has over 70 offices in more than 50 countries and is located in every major oil-producing province in the world. Core Laboratories provides its services to the world's major, national and independent oil companies.

#### **Front Cover**

Core Lab has a long-standing reputation for optimizing the performance of clients' reservoirs through innovative technologies. The Company's global laboratory network spans over 50 countries and is staffed by best-in-class geologists, geophysicists, engineers and chemists. These dedicated employees are the driving force behind the measured data analytical programs that are achieving powerful results for Core Lab's clients.



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Annual Report on Form 10-K

Directors, Officers, and Corporate Information

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# Message from the Executive Team

As this narrative for Core Lab's 2019 Annual Report was being finalized, markets spanning the globe across industries and economies were dealing with unprecedented circumstances. While the Coronavirus-19 (COVID-19) was already spreading outside Asia and negatively impacting demand forecasts, simultaneously members and non-members of the Organization of Petroleum Exporting Countries were unable to reach an agreement to deepen cuts in crude-oil production. These two events, plus the related economic impact, spurred global geopolitical, financial and healthcare turmoil. By mid-March 2020, the world's crude-oil supply and demand imbalance widened, resulting in a sharp drop in crude-oil prices.



Front Row: Mark F. Elvig, David M. Demshur, Lawrence V. Bruno Back Row: Gwendolyn Y. Schreffler, Christopher S. Hill

During 2019, the crude-oil industry was gradually experiencing a recovery in international activity, while U.S. land activity began to show signs of decline in the second half of the year. Given the substantial drop in the price of crude oil in early 2020 and increased uncertainty relating to the duration of the crude-oil price war, oil and gas operators and service companies swiftly began to respond by reducing capital spending and overall cost structures. While long-term, the oil and gas industry will recover, the impact of these macro events to the supply, demand and price of crude oil will negatively affect the trajectory of activity for Core Lab's clients.

These macro fundamentals serve as a backdrop to operating companies' investment and reinvestment in field development. Core Lab's ability to innovate and execute to meet clients' needs is key to the Company's success. In 2019, Core Lab executed business strategies to provide client-driven, cutting-edge technologies and continued to automate laboratory and energetic system manufacturing environments – improvements that are helping Core's business operating structure to gain efficiencies within its global network.



**Fiscal Discipline** that aligns with shareholder expectations has been a priority for Core Lab since our Initial Public Offering in 1995 (Table 1). The Company's industry-leading share performance throughout the decades is the result of strict adherence to three financial tenets that continue to serve as pillars of Core's success.

Table 1 - Annualized Total Shareholder Return, %				
Company	10-Year	15-Year	Since CLB IPO	
Core Laboratories	-2.6%	10.4%	12.2%	
Oceaneering International	-5.7%	4.4%	8.0%	
Schlumberger	-2.6%	3.6%	6.0%	
Halliburton	-0.9%	3.3%	5.3%	
Nabors Industries	-17.5%	-11.8%	-1.1%	
Transocean	-20.5%	-9.9%	-2.7%	
National Oilwell Varco	-3.7%	4.6%	N/A	
Oil States International	-3.3%	3.2%	N/A	
Drill-Quip	-2.0%	9.8%	N/A	

Source: Bloomberg, 12 months trailing as reported through 11 April 2020 APY excluded as IPO was May 9, 2018

# **Maximize Free Cash Flow**

Core Lab maintains a strict, disciplined focus on generating high returns and positive free cash flow ("FCF") when allocating capital for investment towards growing its business. The quality of a company's earnings is typically supported with cash flow from operations, and value is created by generating cash flow in excess of what is required for capital investments to maintain and grow its FCF.

Core believes the ratio of FCF generated from revenue is an important metric when comparing companies' financial results, particularly for those shareholders utilizing discounted cash flow models to assess valuations.

This capital discipline produced a Revenue to Free Cash Flow Conversion Ratio of 10% during 2019, placing Core Lab near the top of its peer group (Table 2). Core Lab also maintained a higher conversion ratio than any other company in its peer group throughout the two industry downturns that began in 2008-2009 and 2014. Core Lab's FCF has exceeded Net Income in 13 of the last 18 years and the Company will continue to demonstrate fiscal discipline in 2020 and beyond (Table 3).

Table 2 - Revenue to Free Cash Flow Conversion Ratio, %			
Company	2019		
Schlumberger	11.3%		
Apergy	10.2%		
Core Laboratories	10.1%		
Nabors Industries	8.4%		
Oil States International	8.0%		
Average	5.7%		
National Oilwell Varco	5.7%		
Halliburton	4.1%		
Drill-Quip	0.8%		
Oceaneering International	0.5%		
Transocean	-1.5%		

Source: Bloomberg, 12 months trailing as reported through 11 April 2020

Table 3 - Annual Net Income vs. Free Cash Flow			
Year	Net Income	Free Cash Flow	
2019	102,000,000	67,000,000	
2018	80,000,000	90,000,000	
2017	83,000,000	105,000,000	
2016	64,000,000	121,000,000	
2015	115,000,000	196,000,000	
2014	257,000,000	267,000,000	
2013	243,000,000	263,000,000	
2012	216,000,000	206,000,000	
2011	185,000,000	174,000,000	
2010	145,000,000	178,000,000	
2009	114,000,000	165,000,000	
2008	144,000,000	124,000,000	
2007	121,000,000	102,000,000	
2006	83,000,000	96,000,000	
2005	31,000,000	56,000,000	
2004	12,000,000	44,000,000	
2003	9,000,000	41,000,000	
2002	(9,000,000)	22,000,000	

# **Maximize Return on Invested Capital**

Believing that stock price performance over time is directly related to Return on Invested Capital ("ROIC"), Core's Board of Supervisory Directors has maintained an incentive compensation program for the executive and senior management teams based on the Company achieving a leading ROIC performance when compared with the peer group compiled and reported by Bloomberg. Core Lab has the highest ROIC of the major oilfield service companies and is the only company with a return above its Weighted Average Cost of Capital ("WACC") (Table 4).

ole 4 - Return on Invested Capital, %				
Company	Return on Invested Capital	WACC	Returns Above WACC	
Core Laboratories	12.3%	8.5%	3.9%	
Apergy	6.9%	16.6%	-9.8%	
Dril-Quip	-0.1%	8.4%	-8.5%	
Transocean	-2.4%	5.5%	-7.9%	
Halliburton	-3.9%	9.3%	-13.2%	
Nabors Industries	-8.1%	3.4%	-11.5%	
Average	-10.5%	8.9%	-19.4%	
Oil States International	-14.3%	10.7%	-25.0%	
Oceaneering International	-15.8%	10.7%	-26.6%	
Schlumberger	-22.1%	8.0%	-30.1%	
National Oilwell Varco	-57.6%	8 1%	-65.7%	

Source: Bloomberg and company filings, Return on Invested Capital and Weighted Average Cost of Capital reported through 11 April 2020

Core Lab has the highest Return on Invested Capital of major oilfield service companies.



# **Return Excess Capital to Shareholders**

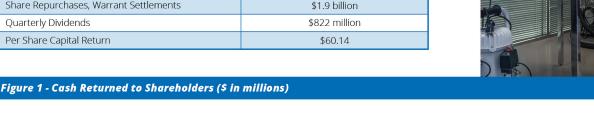
Since October 2002, Core Lab has returned excess capital to shareholders in the form of reductions in the diluted share count (Table 5) and through dividends. As of December 31, 2019, Core has returned \$2.7 billion, or over \$60.14 per diluted share, to its shareholders (Table 6). The Company will continue to return excess capital to its shareholders through dividends as well as opportunistic share repurchases.

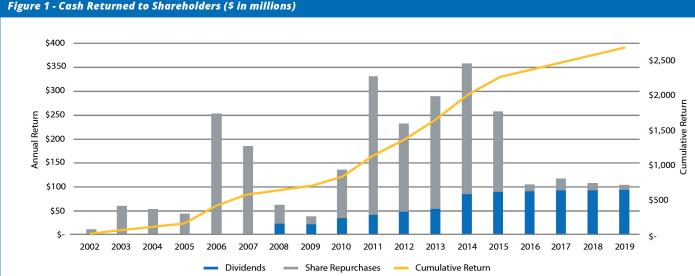
In response to the global market conditions discussed at the beginning of the Message from Executives, Core's Board approved a plan to reduce future quarterly dividends to \$0.01 per share beginning in the second quarter of 2020. While the Company will continue to monitor and implement operating efficiencies and cost reductions, Core believes reducing future quarterly dividends will preserve a strong balance sheet. Based upon a quarterly dividend of \$0.01 per share and the number of shares outstanding as of March 16, 2020, the annual dividend distribution will decrease by approximately \$43 million. This provides additional flexibility in the Company's capital allocation policy as well as managing the Company's level of outstanding debt during a period of uncertainty and market volatility.

Core Lab has returned \$2.7 billion to its shareholders (Figure 1).

Table 6 - Capital Returned to Core Lab Shareholders		
Total Capital Returned	\$2.7 billion	
Share Repurchases, Warrant Settlements	\$1.9 billion	
Quarterly Dividends	\$822 million	
Per Share Capital Return	\$60.14	





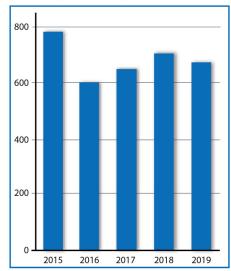


# **Consolidated Company Results** from Continuing Operations

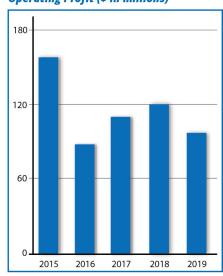
For 2019, Core Laboratories posted revenue and operating profit of \$668,000,000 and \$97,000,000, respectively. Operating margins remained at an industry high of 14.5% - several hundred basis points higher than those of other major oilfield service companies. Income from Continuing Operations for 2019 was \$94,000,000 and earnings per diluted share were \$2.11.



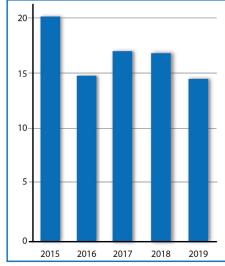
# Revenue (\$ in millions)



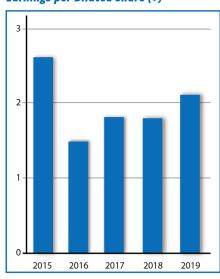
# Operating Profit (\$ in millions)



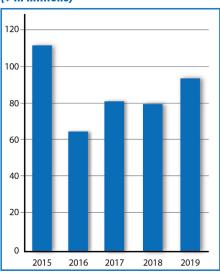
# **Operating Margins (%)**



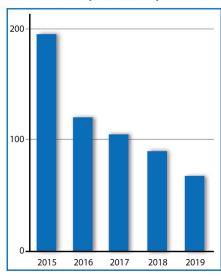
Earnings per Diluted Share (\$)



**Income from Continuing Operations** (\$ in millions)



Free Cash Flow (\$ in millions)



# **Measured Solutions, Global Reach**

Throughout the Company's history, Core's forward-thinking scientists have focused their talents on developing services and products that enable Core's global client base to take full advantage of reservoir optimization opportunities – present and future. Core's latest client-driven technology advancements are being delivered through two business segments: Reservoir Description and Production Enhancement (Figure 2). Each of these segments applies patented and proprietary technologies to contribute to Core Lab's clients' success, from the earliest stages of well planning through enhanced oil recovery operations.

Core's Reservoir Description laboratory operations analyze reservoir rocks and fluids to determine reservoir quality and the best strategies for full field development. These analytical programs provide accurate, comprehensive datasets of rock and hydrocarbon properties that are critical for optimizing reservoir appraisal and production development. The analysis of reservoir fluids (crude oil, natural gas and water) and derived products continues to be an important driver of Reservoir Description results, representing approximately 60% of total revenue for the segment. This business segment sources approximately 80% of its revenue from outside of the U.S., where core, reservoir fluid and derived product samples originate from international projects.

Production Enhancement operations are largely focused on complex completions in unconventional, tight oil reservoirs in the U.S. and conventional onshore and offshore development projects around the world. Both proprietary diagnostic services and energetic system technologies help Core's clients maximize hydrocarbon flow and recovery rates. Clients are using Core Lab's proprietary diagnostics technologies to evaluate parent-child relationships and achieve optimal well spacing, which may result in either down-spacing or up-spacing the placement of wells for a pad or development area. Core is uniquely positioned to provide critical datasets to assist clients in determining optimal well spacing and well positioning, which can eliminate the deleterious effects of well interference.

Production Enhancement 40%

# \$247 Million

- 1. Field-based
- 2. Two-thirds US, one-third International
- 3. Energetic Products and Diagnostics Services



Core Lab 2019 Revenue \$668 Million Reservoir
Description 60%

# \$421 Million

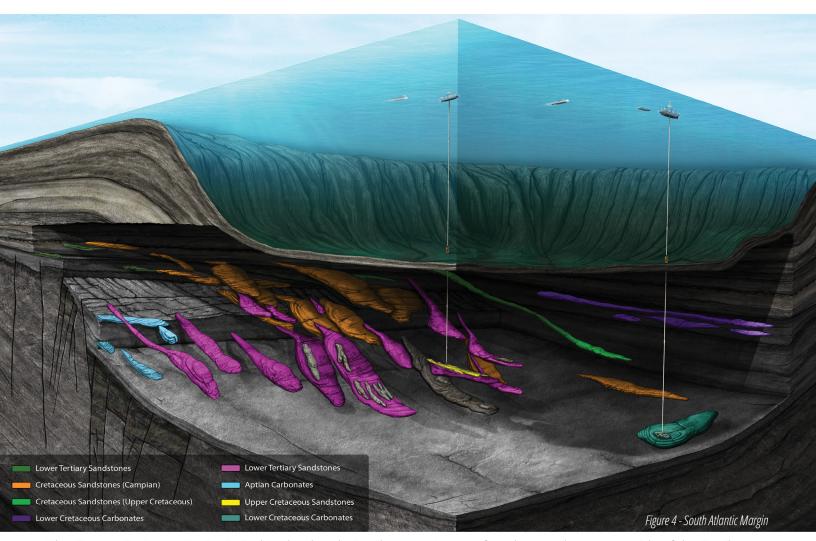
- 1. Laboratory-based
- 2. Highly International
- 3. Core and Fluid Analysis

Figure 2 - Reservoir Description and Production Enhancement Business Segments

International investments continued for operating companies in 2019, with notable offshore deepwater discoveries and development projects along the equatorial Atlantic Margin of South America. These programs were among the most significant upstream international projects on the planet.

The geologic setting for these projects provides insight into the potential of this region. The breakup of Gondwanaland eventually led to rifting between Africa and South America roughly 150 million years ago. As these two continents separated, depositional basins developed along both sides of the emerging Atlantic Ocean. For the past 60 years, hydrocarbon exploration and development projects were mostly focused on the sedimentary basins that had formed on the Africa side of the Atlantic Ocean and offshore Brazil, with both areas proving to be very productive. The Guyana-Suriname basin is now proving to be similarly prolific (Figure 3).





The Guyana-Suriname Basin started to develop during the Jurassic as a rift graben on the western side of the South Atlantic Margin (Figure 4). From the Middle to Late Cretaceous and throughout the Tertiary, thick accumulations of sandstones, and shelf and shelf-margin carbonates, were deposited into this basin. The sandstones were largely sourced by the proto-Essequibo River in Guyana and the proto-Corentyne River in Suriname, as well as, intermittently, from the ancestral Amazon River system. These river systems fed sediment fairways that delivered sands to: terrestrial, shelf, deltaic, continental slope channel and deep sea fan environments, forming many of the hydrocarbon reservoirs that are being targeted today.

The significant discoveries in the Guyana-Suriname Basin and adjacent areas prove that the petroleum system has all of the required elements: source rock, reservoir rock and seal rock. The reservoir rocks have excellent quality, having formed in structural and stratigraphic traps that are lucrative in both thickness and areal extent. Physical laboratory measurements and geological analysis of the reservoir rocks that are being conducted by Core Lab play a critical role in building robust reservoir models.

As with any major hydrocarbon play, understanding the physical properties of the reservoir fluids (crude oil, natural gas, and water) are essential to accurately predicting both the phase behavior of the fluids and the performance of the reservoir over the productive life of the fields. Core Lab's measurements of hydrocarbon composition, along with Pressure-Volume-Temperature (PVT) tests conducted at actual reservoir temperatures and pressures, provide the hard data inputs required for reservoir simulation.

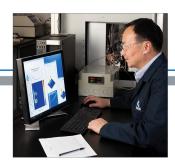
# SPOTLIGHT on TECHNOLOGY

# Digitization and Innovation

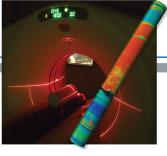
Today, the world's conventional oilfields produce about 40% of their reserves, leaving 60% of the oil in place. The Company's recent innovations enable clients to recover those incremental – and most economically produced – barrels from the reservoir, in some cases elevating production to 45% or more of the hydrocarbon reserves. Core's clients are among those producing financial returns through the use of technologically-advanced services and products to drive the most economical crude oil production growth over the life of their fields. The services and products highlighted in this Spotlight on Technology illustrate how Core has become an integral part of enabling the Company's clients to optimize field development and reservoir performance and maximize hydrocarbon recovery from their producing fields.

# **NITRO**<sup>SM</sup>

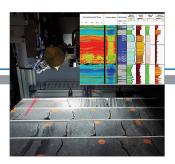
In 2019, Core introduced Non-Invasive Technologies for Reservoir Optimization<sup>SM</sup> ("NITRO<sup>SM</sup>") services, which provide Fit-For-Reservoir™ ("FFR™") core and fluid analytical data analyses within a short timeframe. These proprietary and non-invasive techniques are utilized to characterize core from onshore and offshore reservoirs, including both conventional and unconventional targets. Digital Rock Characterization ("DRC"), one of the NITRO<sup>SM</sup> technologies, provides data on reservoir quality, lithologic variations, pay-zone heterogeneities, porosity and permeability, along with other rock parameters. Initial data sets can be delivered to the client within 48 hours from the time the rock samples arrive at one of Core's laboratories. This allows clients to utilize datasets for both initial field drilling and completion programs, as well as future development decisions. DRC delivers a volumetric reconstruction of the core, allowing the end-user to visualize the recovered strata in 3-D images. Moreover, Core leverages its proprietary database of physically-measured laboratory data to quickly generate modeled petrophysical parameters on the new core. Continuous Scanning X-Ray Fluorescence ("CS-XRF") is another non-invasive technology that produces high-resolution elemental data which are then converted to mineralogy on a millimeter-scale along the full length of the cored interval. The combination of Core Lab's proprietary DRC, CS-XRF and other non-invasive technologies (e.g. High Frequency NMR) yields results that are unmatched in the industry. NITRO<sup>SM</sup> is becoming a staple technology in characterizing both conventional and unconventional reservoirs.



High Frequency NMR Lab



**Dual Energy Computed** Tomography (DECT)



X-Ray Fluorescence (XRF) Report



Micro Computed Tomography











# ROC Lab™

Core's game-changing Reservoir Optimized Completions Lab ("ROC Lab™") was commissioned in 2019 and determines the best energetic solutions for a specific rock type. Core Lab continues to be the technological leader in the design of more efficient and effective energetics.

**ROC Lab™** is a collaborative development between the ballistics experts in Production Enhancement and the scientists in Core's Reservoir Description rock, fluid, and laboratory instrumentation segments. This collaboration presents clients with the opportunity to obtain measured data on the interrelationships of rocks, pore fluids, and various energetic options, all at reservoir stress conditions. The **ROC Lab™** features an industry-leading, ultra-high pressure/high temperature perforation test vessel. The test vessel is paired with a proprietary flow system that uses highly specialized, internally developed and manufactured pumps and flow controllers. Combined, these technologies create a proprietary flow loop capable of dynamically displacing oil, brine, and gas through rock samples that have been perforated with preselected energetics. On-site, high-resolution, 3D-Industrial CT capabilities allow clients to view inside the rock samples to see depth of penetration, determine tunnel volume and geometry, and assess possible damage to the formation – all with industry-leading imaging resolution. Combined with Core's proprietary geological analysis techniques, clients can now select and test energetics that will optimize performance in specific stratigraphic targets.

This focused approach allows operators to optimize completion strategies for each producing formation in a basin, tuning energetic performance to the specific geologic properties of reservoir zones. Core uses its extensive worldwide petrophysical and reservoir fluids database, including its proprietary Rock Catalog and **ROC Lab™**, to customize FFR™ energetics to optimize initial production rates and maximize estimated ultimate recoveries and our client's returns on investment. Core is uniquely capable of bringing together its: ballistics expertise, vast geological and flow studies knowledge, laboratory-instrumentation manufacturing and digital imaging technologies to provide this industry-leading service.

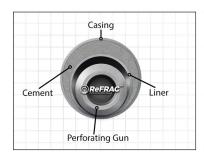


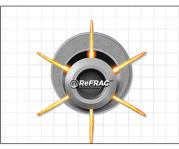
## Go-Gun™

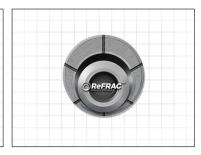
In 2019, Core Lab introduced and began executing a plan to penetrate the U.S. pre-assembled energetic systems market with the **GoGun™**. Core's approach to the integrated perforating gun system market continues to focus on technologically sophisticated clients. Core's line-up of energetic systems is led by technological solutions focused on ultra-high performance energetic products, versus commodity products, resulting in both greater reservoir performance and improved wellsite efficiency. Core Lab continues its investments in Production Enhancement to expand and advance its

energetic systems capabilities, and to make improvements through capital investment in automation and other efficiency programs. Core Lab remains committed to its plan to continue innovating energetics systems to fulfill client demand. Key differentiators of Core's pre-assembled **GoGun™** Adaptive Perforating System are Core's **Ballistic Delivery System™** ("BDS™") and the Addressable Fire Switch™ ("AFS™"). Client adoption of these technologies continues to grow, as clients convert from legacy devices to Core's advanced delivery system and downhole communication offerings.

# ReFRAC™ Perforating Technology









**ReFRAC™ Perforating Technology** – the first of its kind in the industry – helps completion teams boost efficiency and production in mechanical isolation-type recompletions.

A liner is run and cemented inside an existing well's perforated casing, isolating old perforations and allowing for new plug-and-perf operations. Modern-day perforating charges produce small and inconsistent hole sizes when shot through two strings of tubulars. While it is possible to hydraulically fracture through the smaller holes, perforation friction is high, pump rates are low, time per stage is excessive, and results are less than optimal.

Core's **Refrac™** technology delivers optimal and consistent holes through both strings of tubulars, regardless of gun position, allowing for new zones to be effectively pumped and stimulated. Operators using ReFRAC™ technology have reported the capability to complete twice as many stages per day when compared to conventional perforating systems, reducing operating costs and improving cash flows.

GOVERNANCE | COMMUNITY | PEOPLE | SAFETY | ENVIRONMENT



#### Governance

Promoting long-term relationships and maintaining shareholder trust and goodwill are critical to Core Lab's success. The Company integrates Environmental, Social and Governance risks and opportunities into its business plans at all levels, and incorporates measures to ensure the best interests of shareholders and stakeholders. Core's Corporate Development, Investor Relations and Corporate Governance teams enable the Company to be responsive while engaging with investors to discuss operational, financial, governance, executive compensation, environmental, safety, social and policy issues.

Core Lab's Supervisory Board of Directors sets the highest standards to ensure policies and practices are well aligned with shareholder interests. The Board oversees and guides the Company to ensure that decisions and actions consider risk management, and that appropriate systems are employed. Three committees are composed solely of Independent Directors: Audit, Compensation, Nominating Governance and Corporate Responsibility Committees, each fulfilling important responsibilities by assisting Core Lab in risk management and building long-term shareholder value.

# Community

Core Lab supports local communities all over the world through contributions of resources and the involvement of employees, particularly when technical capabilities can be leveraged to provide a higher-level outcome for those supported. Core's particular focus is supporting efforts aimed at improving education in science, technology and business. It is the Company's way of giving back to communities as Core improves career and social opportunities for young adults around the globe.





People

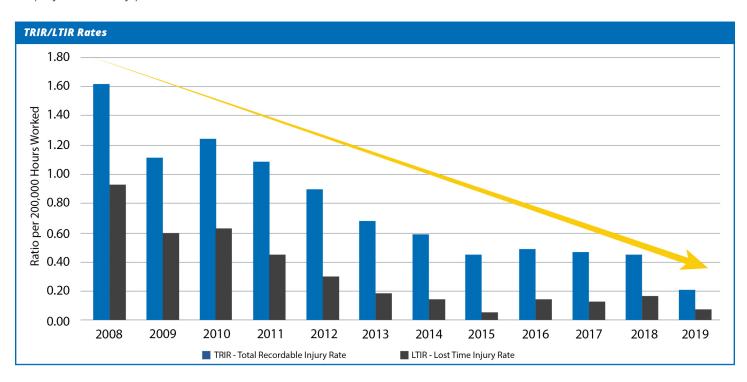
Core Lab's talented workforce is as diverse as its business presence.



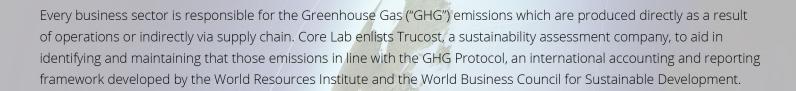
Core's global employee base makes the Company strong and allows it to maintain its unique edge. To sustain and foster more diversity, Core works to ensure an equal employment opportunity workplace free of harassment and discrimination while creating a harmonious environment where employees are encouraged to learn and grow from the different perspectives around them. The Company's priority is to attract and retain a talented workforce without regard to race, ethnicity, color, national origin, religion, creed, gender, sexual orientation, marital status, ancestry, disability, age, political affiliation, or any other legally-protected status.

# Safety

Core Lab is always striving to protect the communities and environments in which it operates. The Company's effort to achieve a zero accident environment makes safety the top priority in the more than 50 countries where Core conducts business around the globe. In 2019, Core attained its best safety record ever with a Total Recordable Injury Rate of 0.21, a Lost Time Injury Rate of 0.08 and recordable accidents down 52% from 21 in 2018 to only 10. Most importantly, Core Lab recorded another year with no fatalities - an accomplishment of which its management and employees are very proud.



# **Environment**



# Recognition

Core Lab is committed to advancing its environmental, social, and governance performance. The Company is proud to have been recognized for its continued efforts.



## Senior Corporate Management

#### David M. Demshur,

Chairman of the Board and Chief Executive Officer

#### Lawrence V. Bruno,

President and Chief Operating Officer

#### Mark F. Elvig,

Senior Vice President, Secretary, and General Counsel

#### Christopher S. Hill,

Senior Vice President, Chief Financial Officer

#### Gwendolyn Y. Schreffler,

Senior Vice President, Corporate Development and Investor Relations

# **Senior Operations Management**

# Alastair J. A. Crombie,

Vice President, Reservoir Description

#### Peter W. G. Boks,

Vice President, Reservoir Description

# Jeffrey M. West,

Vice President, Production Enhancement

#### J. Donald Dumas Jr.,

Senior Vice President, Production Enhancement and Business Development

# Kevin G. Daniels,

Vice President, Chief Accounting Officer

#### Tahera Khan,

Vice President, Human Resources

#### INDEPENDENT AUDITORS

KPMG LLP

KPMG Accountants N.V.

## TRANSFER AGENT AND REGISTRAR

Computershare Trust Company, N. A. 250 Royall Street Canton, MA 02021

#### MARKET INFORMATION

Listed on NYSE: CLB US Listed on Euronext Amsterdam Exchange: CLB NA

# **Board of Supervisory Directors**



David M. Demshur, Chairman of the Board and Chief Executive Officer



Lawrence V. Bruno,
President
and Chief Operating Officer



Gregory B. Barnett, Director Founder and Former President of EnerCom Inc.



Martha Z. Carnes, Director Retired Partner, PricewaterhouseCoopers LLP



Margaret A. van Kempen, Director Managing Director, Van Kempen Associates



**Jan Willem Sodderland, Director**Retired Chairman of the Board,
MUFG Bank (Europe) N. V.



Michael Straughen, Director Retired Executive Director and Chief Executive of the Engineering Division John Wood Group PLC

**Stephen D. Weinroth, Chairman Emeritus**Managing Director, Hudson Capital Advisors, LLC



# Measured Solutions, Global Reach

# **Advanced Technology Centers**

Aberdeen - Abu Dhabi - Calgary - Houston - Kuala Lumpur - Rotterdam

# **Regional Specialty Centers**

Perth, Australia - Jakarta, Indonesia - Songkhla, Thailand - Muscat, Oman - Doha, Qatar - Kuwait City, Kuwait Dammam, Saudi Arabia - Alexandria, Egypt - Aktau, Kazakhstan - Moscow, Russia - Durban, South Africa Port Harcourt, Nigeria - Luanda, Angola - Edmonton, Alberta - Bakersfield, California - Anchorage, Alaska Bogota, Colombia - Pyle, Wales

# **Corporate Office**

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www.corelab.com

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