# **Business Valuation Reports Software 20**

Roger J. Grabowski, James P. Harrington, Carla Nunes

Business Valuation For Dummies Lisa Holton, Jim Bates, 2015-09-15 Buying or selling a business? Acquire the tools and learn the methods for accurate business valuation Business valuation is the process of determining the value of a business enterprise or ownership interest. Business Valuation For Dummies covers valuation methods, including advice on analyzing historical performance, evaluating assets and income value, understanding a company's financial statements, forecasting performance; estimating the cost of capital; and cash flow methods of valuation. Written in plain English, this no-nonsense guide is filled with expert guidance that business owners, managers at all levels, investors, and students can use when determining the value of a business. It contains a solid framework for valuation, including advice on analyzing historical performance, evaluating assets and income value, understanding a company's financial statements, estimating the cost of capital, business valuation models, and how to apply those models to different types of businesses. Business Valuation For Dummies takes you step-by-step through the business valuation process, explaining the major methods in an easy-to-understand manner with real-world examples. Inside you'll discover: The value of business valuation, including when it's necessary The fundamental methods and approaches to business valuation How to read a valuation report and financial statements The other players in the valuation process How to decide you're ready to sell — and the best time to do so The three stages of due diligence: the meet and greet; the hunting and gathering; the once-over How to decide you're ready to buy — and find the right business for you What due diligence means on the buying side of things When to call in the experts: divorce; estate planning and gifting; attracting investors and lenders This is an essential guide for anyone buying a business, selling a business, participating in a merger or acquisition, or evaluating for tax, loan, or credit purposes. Get your copy of Business Valuation For Dummies to get the information you need to successfully and accurately place a value on any business.

**Business Valuation Manager Pro 20 Update Manual** National Association of Certified Valuation Analysts (U.S.),Wiley-ValuSource,2003

Business Valuation Manager Pro 20 Update ValuSource, 2003-06-13

The Market Approach to Valuing Businesses Shannon P. Pratt, 2006-02-22 Your Best Approach to Determining Value If you're buying, selling, or valuing a business, how can youdetermine its true value? By basing it on present market conditions and sales of similar businesses. The market approach is the premierway to determine the value of a business or partnership. Withconvincing evidence of value for both buyers and sellers, it canend stalemates and get deals closed. Acclaimed for its empiricalbasis and objectivity, this approach is the model most favored by the IRS and the United States Tax Court-as long as it's properlyimplemented. Shannon Pratt's The Market Approach to ValuingBusinesses, Second Edition provides a wealth of provenguidelines and resources for effective market approachimplementation. You'll find information on valuing and itsapplications, case studies on small and midsize businesses, and adetailed analysis of the latest market approach developments, aswell as: A critique of US acquisitions over the last twentyfiveyears An analysis of the effect of size on value Common errors in applying the market approach Court reactions to the market approach and information to helpyou avoid being blindsided by a litigation opponent Must reading for anyone who owns or holds a partial interest ina small or large business or a professional practice, as well asfor CPAs consulting on valuations, appraisers, corporatedevelopment officers, intermediaries, and venture capitalists, The Market Approach to Valuing Businesses will showyou how to successfully reach a fair agreement-one that willsatisfy both buyers and sellers and stand up to scrutiny by

courtsand the IRS.

A Reviewer's Handbook to Business Valuation L. Paul Hood. Ir., Timothy R. Lee, 2011-03-31 Thorough guidance and detailed analysis of the valuation business engagement Discussing the practical aspects of business valuation that arise in the context of a tax valuation, this book provides you with detailed analysis of the valuation business engagement process. Detailed discussion is included of various cases outlining errors that appraisers have made in appraisal reports, as well as in-depth discussion of the current appraisal industry issues that are impacting tax valuations. Examines concepts and topics including level of value, the role of estate planners in the business valuation process, the use of appraisers in estate planning and litigation, and the appraiser identification/selection process Provides insight into the nature of the major appraisal trade associations Offers insights into preventing errors from getting into appraisal reports This helpful guide provides you with the detailed discussion you need on the various business valuation standards that have been promulgated by the Appraisal Standards Board as well as several appraisal trade associations.

**Financial Valuation** James R. Hitchner,2006-09-30 Praise for Financial Valuation This Second Edition addresses virtually all of the recent hot topics in business valuation, and there are many of them since the first edition. Most chapters are updated with new material, including, especially, the Duff & Phelps Risk Premium Report as an alternative to Ibbotson's risk premium data. As with the first edition, the authors are very well-known and provide incisive analysis. --Shannon Pratt, CFA, FASA, MCBA, CM&AA, CEO, Shannon Pratt Valuations, LLC Though the first edition of Mr. Hitchner's book was excellent in all regards, this Second Edition squarely puts Hitchner and his team of authors at the top of the list of authorities in the field of business valuation. Few publications on the subject even come close to the book's thorough coverage of the topic, but equally impressive is the clarity with which Hitchner depicts and explains highly complex subject matters. So impressed with Financial Valuation Applications and Models, the National Association of Certified Valuation Analysts has developed a three-day course based upon this book entitled, 'Advanced Valuation and Case Study Workshop,' which is now a cornerstone training program for our organization. --Parnell Black, MBA, CPA, CVA, Chief Executive Officer, NACVA This book is a valuable resource for every BV library. It has material not covered in other BV books and this Second Edition has much more information than the first. Financial Valuation Applications and Models is the primary textbook for AICPA's business valuation education and it covers most of the topics on the test for the AICPA's Accredited in Business Valuation (ABV) credential. Its thirty authors are nationally respected practitioners who have written this book for practitioners. Many of the authors are current or former members of the AICPA Business Valuation Committee and the AICPA BV Hall of Fame. --Michael A. Crain, CPA/ABV, ASA, CFA, CFE, Chair, AICPA Business Valuation Committee, Managing Director, The Financial Valuation Group This book has a tremendous wealth of information that all valuation analysts must have in their libraries. From those just starting their careers to the most experienced practitioner, all valuation analysts will benefit from the invaluable information, ranging from fundamental practices to the most innovative economic and valuation ideas of today. --Scott R. Saltzman, CPA, CVA, ASA, DABFA, Managing Member, Saltzman LLC; President, National Association of Certified Valuation Analysts Coauthors: Mel H. Abraham, R. James Alerding, Terry Jacoby Allen, Larry R. Cook, Michael A. Crain, Don M. Drysdale, Robert E. Duffy, Edward J. Dupke, Nancy J. Fannon, John R. Gilbert, Chris Hamilton, Thomas E. Hilton, James R. Hitchner, Steven D. Hyden, Gregory S. Koonsman, Mark G. Kucik, Eva M. Lang, Derald L. Lyons, Michael J. Mard, Harold G. Martin Jr., Michael Mattson, Edward F. Moran Jr., Raymond E. Moran, James S. Rigby Jr., Ronald L. Seigneur, Robin E. Taylor, Linda B. Trugman, Samuel

#### Y. Wessinger, Don Wisehart, and Kevin R. Yeanoplos

Business Valuation and Federal Taxes David Laro, Shannon P. Pratt, 2011-03-25 Business Valuation and Federal Taxes Procedure, Law, and Perspective SECOND EDITION Combining the expert knowledge of Senior Judge David Laro and Shannon Pratt, Business Valuation and Federal Taxes, Second Edition presents the authors' decades of experience, with advice on everything practitioners need to know about the relationship between federal taxes and valuation, and specifically valuations relating to business interests. This reference features indepth examinations of numerous topics that are particularly important to practitioners and explores a broad understanding of the basic knowledge needed to appreciate business valuation. Valuators, CPAs consulting on valuations, attorneys, corporate development officers, and intermediaries on business valuation will benefit from insightful discussions on topics ranging from general definitions to valuing complex business interests, as well as new discussions of: Personal versus enterprise goodwill New materials on transfer pricing and customs valuations and how recent markets have affected both the income and market approaches Coverage of FAS 157 and the many changes to penalties and sanctions affecting both taxpayers and appraisers Several important new court cases Coverage is also included on standards of business valuation, IRS positions, burden of proof in valuation controversies, guestions to ask business valuation experts, economic and industry analysis, and tax-affecting passthrough entities. Complete with a full overview of the laws, procedures, and approaches related to business valuation, this invaluable reference is a wellspring of vital information on valuation approaches, techniques, finance-related issues, burden of proof, standards, choice of entity, and much more.

The Art of Business Valuation Gregory R. Caruso,2020-09-16 Starting from the practical viewpoint of, "I would rather be approximately right than perfectly wrong" this book provides a commonsense comprehensive framework for small business valuation that offers solutions to common problems faced by valuators and consultants both in performing valuations and providing ancillary advisory services to business owners, sellers, and buyers. If you conduct small business valuations, you may be seeking guidance on topics and problems specific to your work. Focus on What Matters: A Different Way of Valuing a Small Business fills a previous void in valuation resources. It provides a practical and comprehensive framework for small and very small business valuation (Companies under \$10 million of revenues and often under \$5 million of revenues), with a specialized focus on the topics and problems that confront valuators of these businesses. Larger businesses typically have at least Reviewed Accrual Accounting statements as a valuation starting point. However, smaller businesses rarely have properly reviewed and updated financials. Focus on What Matters looks at the issue of less reliable data, which affects every part of the business valuation. You'll find valuation solutions for facing this challenge. As a small business valuator, you can get direction on working with financial statements of lower quality. You can also consider answers to key questions as you explore how to value each small business. Is this a small business or a job? How much research and documentation do you need to comply with standards? How can you use cash basis statements when businesses have large receivables and poor cutoffs? Should you use the market method or income method of valuation? Techniques that improve reliability of the market method multiplier How might you tax affect using the income method with the advent of the Estate of Jones and Section 199A? Do you have to provide an opinion of value or will a calculation work? How do you calculate personal goodwill? As a valuation professional how can you bring value to owners and buyers preparing to enter into a business sale transaction? How does the SBA loan process work and why is it essential to current small business values? What is the business brokerage or sale process and how does it work? How do owners increase business

value prior to a business sale? This book examines these and other questions you may encounter in your valuation process. You'll also find helpful solutions to common issues that arise when a small business is valued.

**Establishing Valuations for Software Companies** Aspatore Books Staff, 2005-01-01 This 20-page Executive Report written for entrepreneurs and investors examines the everchanging landscape of the software business and how to assess risk and reward for a better valuation. Beginning with a description of possible reasons for targeting a company for acquisition, the report also guides us through the factors that should be considered before acquisition. Early stage investors are given factors for determining the future potential value of their software companies and how to make sure that is achieved. The report details the journey of a startup in comparison to the more established company and the market conditions that may help or hinder along the way. The venture capitalist and the entrepreneur are coached in how to grow valuation while keeping in mind that valuation isn't everything and maintaining relationships can be as important as winning. Other topics include ways in which the valuation of a software company can be influenced and varying issues to consider before entering into a strategic alliance; analyzing intellectual property, copyrights, and trade secrets for possible infringements; tracking a company's revenue patterns to discern possible warning signs; considering intelligent accounting decisions before merging finances; ways to grow valuation; the possible effect of down rounds; negotiating valuations; term sheets; the difference between startups and companies already developed; developing a winning team; negotiation skills and common entrepreneur mistakes; and the use of financial tools. This Executive Report is written by: Robert S. Townsend, Partner, Morrison & Foerster LLP - Software Valuations Larry Kubal, Partner, Labrador Ventures - Strategies and Rules of Thumb for Establishing Valuations About Executive Reports: Executive

Reports offer focused, hard-hitting advice from the leaders of some of America's top companies, packaged in a concise, readable format. Each report provides readers with 3 to 5 strategies that will have a direct financial impact on their business. While not meant as a comprehensive guide, each report includes quick-hit items that can immediately impact specific business strategies. Executive authors drill down to the central issues surrounding each topic area and dispense expert advice in concise, direct language. Executive Reports feature leading professionals selected by the Aspatore Editorial Board based on their experience, research, and standing within the professional community.

Business Valuation and Taxes David Laro, Shannon P. Pratt, 2005-04-22 Disputes over valuation issues fill the court's dockets and for good reason, fair market valuations are required frequently by the law. The authors believe that approximately 243 sections of the Code and several thousand references in the Regulations explicitly require fair market value determination. Consequently, taxpayers file an estimated 15 million tax returns each year reporting an event involving a valuation related issue. It is no mystery, therefore, why valuation cases are ubiquitous. Today, valuation is an important and highly sophisticated process. Valuators need legitimate guidance to perform their work. The objective of this book is to provide knowledge, and guidance to those who do the valuations as well as those who are affected by them. This unprecedented text provides: Clear guidance and perspective on business valuation from two of the nation's top authorities, Hon. David Laro and Dr Shannon Pratt. Insightful perspective and discussion on critical issues, procedures and law pertaining to business valuation. An overview of business valuation procedures Law and techniques of Fair Market Value Opinion from the Hon. David Laro and Dr. Shannon Pratt who express their unique and critical views. The business valuer with everything from the basics to the sophisticated. From definitions

to valuing complex business interests, what you need to know about business valuation. Everything from empirical market evidence to credible expert business valuation testimony discussed and analyzed by the Hon. David Laro and Dr. Shannon Pratt.

Business Valuation Z. Christopher Mercer, Travis W. Harms, 2007-09-24 Praise for Business Valuation: An Integrated Theory, 2nd Edition The Second Edition of Business Valuation: An Integrated Theory manages to present the theoretical analysis of valuation from the first edition and expand on that discussion by providing additional guidance on implementing the relevant valuation theories, notably in its expanded discussion of the Quantitative Marketability Discount Model. - Dr. David Tabak, NERA Economic Consulting Your Essential Valuations Reference Whether you are an accountant, auditor, financial planner, or attorney, Business Valuation: An Integrated Theory, 2nd Edition enables you to understand and correctly apply fundamental valuation concepts. Thoroughly revised and expanded, the Second Edition demystifies modern valuation theory, bringing together various valuation concepts to reveal a comprehensive picture of business valuation. With the implementation of new accounting pronouncements mandating the recognition of numerous assets and liabilities at fair value, it has become critical for CPAs charged with auditing financial statements to understand valuation concepts. With thoughtful and balanced treatment of both theory and application, this essential guide reveals: The GRAPES of Value-Growth, Risk and Reward, Alternative Investments, Present Value, Expectations, and Sanity The relationship between the Gordon Model and the discounted cash flow model of valuation The basis for commonly applied, but commonly misunderstood valuation premiums and discounts A practical perspective on the analysis of potential business acquisitions Grounded in the real world of market participants, Business Valuation, 2nd Edition addresses your need to understand business valuation, providing a means of

articulating valuation concepts to help you negotiate valueenhancing transactions. If you want to get back to valuation basics, this useful reference will become your guide to defining the various levels of value and developing a better understanding of business appraisal reports.

Valuing Businesses Using Regression Analysis C. Fred Hall, III,2021-04-16 Demystifies regression-based valuation through simple explanations, easy-to-understand charts, and timesaving bonus resources Current methodologies using median, quartiles, or standard deviations to calculate revenue multipliers and cash flow multipliers often produce values that are wildly divergent. This forces the appraiser to choose between a very high or a very low value or consider averaging the values, opening the possibility for the appraiser to be challenged. On the surface, regression analysis appears to be the more complex, mathematical model, so many professionals shy away from using it out of fear that readers will be confused and reject the results of the appraisal. Valuing Businesses Using Regression Analysis solves this issue by breaking down regression to its simplest terms and providing easy-to-read charts and explanations that can be understood by all. Since regression analysis does not come preinstalled in Excel, this book will show you how to enable Excel's regression in your computer. Then you'll learn four different Regression tools that can be used for business valuations or for forecasting in general. As an added perk, this book also comes with a template that simplifies the entire regression methodology into the click of one button. With a minimal amount of work, you can use this template to produce a compelling four-page valuation report. See why current valuation methodologies can be wildly inaccurate and why regression analysis is a practical and preferable alternative Learn how to set up Regression in Excel and use single-variable linear regression to predict revenue and cash flow multipliers Walk through the process for conducting more advanced analyses, including curved regression with outliers and

multiple variable regression Use the bonus template to create attractive four-page valuation reports using regression analysis in Excel This book is an excellent choice for valuators and other financial professionals ready to take the leap into regression analysis for more accurate, more objective business valuations.

Financial Valuation, + Website James R. Hitchner, 2010-11-08 Real world applications and professional consensus by nationally recognized valuation experts Filled with a wealth of detail, practice tips, and examples, Financial Valuation: Applications and Models, Third Edition brings together thirty nationally recognized names in the valuation industry hailing from a variety of professional specializations-including accounting, business appraisal, and financial analysis-to provide practitioners with an indispensable reference on various valuation issues. Assembled by valuation authority James Hitchner, these contributors analyze, explain, and collaborate on the most effective valuation procedures to share real-world applications in the field of financial valuations. Written by 30 top experts in business valuations field Provides the valuation theory, the consensus view on application, and then the tools to apply it An all-encompassing valuation handbook that presents the application of financial valuation theory for business appraisers and consultants New chapters on Assessing Risk and Expert Witness Testimony Expands chapter on Cost of Capital Comprehensive in coverage and authoritative in treatment, James Hitchner's Financial Valuation, Third Edition provides trusted, complete business valuation information for CPAs, appraisers, analysts, attorneys, and corporate executives.

**Understanding Business Valuation Workbook** Gary R. Trugman,2018-08-13 This is the workbook to be used in conjunction with Understanding Business Valuation, Fifth Edition, covering various valuation approaches, methods, and techniques. This fifth edition simplifies a technical and complex area of practice with real-world experience and examples.

Understanding Business Valuation Workbook Gary R.

Trugman,2018-09-05 This is the workbook to be used in conjunction with Understanding Business Valuation, Fifth Edition, covering various valuation approaches, methods, and techniques. This fifth edition simplifies a technical and complex area of practice with real-world experience and examples.

Financial Valuation Workbook James R. Hitchner, Michael J. Mard, 2006-09-29 Ghe complete resource to guide professionals through a full business valuation and to better manage their practice. Now valuation professionals can master every function for every valuation situation. The Financial Valuation Workbook, Second Edition guides readers through a complete business valuation with essential tools for quick reference. Completely revised and updated, this practical guide applies valuation theory to real-world business environments and provides a detailed case study, models, and exercises covering basic, intermediate, and advanced topics for readers at any valuation level. Three new chapters have been added. Chapter 3, Companion Exercises and Test Questions, includes over 300 exercises that can be used to prepare for business valuation certification exams or by professors as reinforcement of the material presented in Financial Valuation Applications and Models. Chapter 6, Marketing, Managing, and Making Money, presents marketing and staff management tips and highlights risk management in regard to reports and engagements letters with examples. Chapter 7, Practice Management Workflow Procedures, starts with the initial prospective client call, ends with billing, and provides checkpoints throughout the entire valuation management process. This Workbook is organized by standard, easily identifiable sections that allow for easy reference by all professionals. This accessible text: Covers step by step the intricacies of preparing a credible valuation Guides the less experienced valuation practitioner through concepts and applications Includes helpful resources such as information requests, thirty-seven checklists, and other tools to assist valuation practitioners The authors also include a chapter of

helpful ValTips submitted by thirty leading valuation experts. CPAs, appraisers, attorneys, merger and acquisition professionals, professors, and students will find the Financial Valuation Workbook, Second Edition to be an essential resource.

<u>Understanding Business Valuation</u> Gary R. Trugman,2018-01-12 This fifth edition simplifies a technical and complex area of practice with real-world experience and examples. Expert author Gary Trugman's informal, easy-to-read style, covers all the bases in the various valuation approaches, methods, and techniques. Author note boxes throughout the publication draw on Trugman's veteran, practical experience to identify critical points in the content. Suitable for all experience levels, you will find valuable information that will improve and finetune your everyday activities.

Valuation for Financial Reporting Michael J. Mard, James R. Hitchner, Steven D. Hyden, 2007-10-19 Essential procedures for the measurement and reporting of fair value in Financial statements Trusted specialists Michael Mard, James Hitchner, and Steven Hyden present reliable and thorough guidelines, case studies, implementation aids, and sample reports for managers, auditors, and valuators who must comply with the Financial Accounting Standards Board Statement of Financial Accounting Standards Nos. 141, Business Combinations; 142, Goodwill and Other Intangible Assets; 144, Accounting for the Impairment or Disposal of Long-Lived Assets; and the new 157, Fair Value Measurements. This important guide: \* Explains the new valuation aspects now required by SFAS No. 157 \* Presents the new definition of fair value and certain empirical research \* Distinguishes fair value from fair market value \* Provides a case study that measures the fair values of intangible assets and goodwill under SFAS Nos. 141 and 157 \* Includes a detailed case study that tests the impairment of goodwill and long-lived assets and measures the financial impact of such impairment under SFAS Nos. 142 and 144 \* Crossreferences and reconciles the valuation industry's reporting

standards among all of the valuation organizations \* Includes two sample valuation reports, one of which is a new USPAP- compliant PowerPoint? presentation format \* Includes implementation aids for controlling the gathering of data necessary for analyses and for guiding the valuation work program

Valuing a Business, 5th Edition Shannon P. Pratt, 2007-03-22 Capitalize on All the Latest Legal, Financial, and Compliance Information Needed to Analyze and Appraise Any Business For over 25 years, Valuing a Business has provided professionals and students with expert business valuation information, offering clear, concise coverage of valuation principles and methods. Over the decades, the book's unsurpassed explanations of all valuation issues have made it the definitive text in the field, against which every other business valuation book is measured. Now updated with new legal, financial, and compliance material, the Fifth Edition of Valuing a Business presents detailed answers to virtually all valuation guestions ranging from executive compensation and lost profits analysis...to ESOP issues and valuation discounts. Written by Shannon Pratt, one of the world's leading authorities on business valuation, this updated classic offers a complete "one-stop" compendium of information on the full range of valuation concepts and methods. Valuing a Business contains step-by-step discussions and analyses of: Business Valuation Standards and Credentials Defining the Assignment Business Valuation Theory and Principles Gathering Company Data Site Visits and Interviews Researching Economic and Industry Information Analyzing Financial Statements Financial Statement Ratio Analysis Income, Market, and Asset-Based Approaches to Valuation The Capitalized Excess Earnings Method Premiums and **Discounts Writing and Reviewing Business Valuation Reports** Valuing Debt Securities, Preferred Stock, Stock Options, and S Corporation Stock Valuations for Estate and Gift Tax Purposes Buy-Sell Agreements Valuations for Income Tax Purposes Valuation with Employee Stock Ownership Plans Valuations for Ad Valorem

Taxation Dissenting Stockholder and Minority Oppression Actions Valuations for Marital Dissolution Purposes Litigation Support Services Expert Testimony Arbitration and Mediation This landmark reference also presents a wealth of recent court cases for each valuation area, which together provide a comprehensive overview of all the legal rulings and trends in the field of business valuation.

Valuation Handbook - U.S. Guide to Cost of Capital Roger I. Grabowski, James P. Harrington, Carla Nunes, 2017-06-05 The Valuation Handbook - U.S. Guide to Cost of Capital, 2007 Essentials Edition includes two sets of valuation data: Data previously published in the 2007 Duff & Phelps Risk Premium Report Data previously published in the Morningstar/Ibbotson 2007 Stocks, Bonds, Bills, and Inflation (SBBI) Valuation Yearbook The Valuation Handbook – 2007 U.S. Essentials Edition includes data through December 31, 2006, and is intended to be used for 2007 valuation dates. The Valuation Handbook - U.S. Guide to Cost of Capital, Essentials Editions are designed to function as historical archives of the two sets of valuation data previously published annually in: The Morningstar/Ibbotson Stocks, Bonds, Bills, and Inflation (SBBI) Valuation Yearbook from 1999 through 2013 The Duff & Phelps Risk Premium Report from 1999 through 2013 The Duff & Phelps Valuation Handbook - U.S. Guide to Cost of Capital from 2014 The Valuation Handbook - U.S. Essentials Editions are ideal for valuation analysts needing historical valuation data for use in: The preparation of carve-out historical financial statements, in cases where historical goodwill impairment testing is necessary Valuing legal entities as of vintage date for tax litigation related to a prior corporate restructuring Tax litigation related to historical transfer pricing policies, etc. The Valuation Handbook - U.S. Essentials Editions are also designed to serve the needs of: Corporate finance officers for pricing or evaluating mergers and acquisitions, raising private or public equity, property taxation, and stakeholder disputes Corporate officers for the evaluation of

investments for capital budgeting decisions Investment bankers for pricing public offerings, mergers and acquisitions, and private equity financing CPAs who deal with either valuation for financial reporting or client valuations issues Judges and attorneys who deal with valuation issues in mergers and acquisitions, shareholder and partner disputes, damage cases, solvency cases, bankruptcy reorganizations, property taxes, rate setting, transfer pricing, and financial reporting For more information about Duff & Phelps valuation data resources published by Wiley, please visit www.wiley.com/go/valuationhandbooks.

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