



# Financial Results Briefing Material for FY2024

November 8, 2024

Securities Code : 9438

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Maternal health record book app + Childcare DX services

School DX business

# Financial Results Overview for FY2024

I would now like to give you an overview of the results for the fiscal year ended September 2024.

## Financial highlight

## 1 FY2024 Results

YoY: Increase in sales, substantial increase in profits

	Actual	YoY
Net sales :	<b>¥27,669 million</b>	+870 million
Operating income :	<b>¥2,394 million</b>	+2,095 million
Profit attributable to owners of parent :	<b>¥2,363 million</b>	+1,610 million

## 2 Approach and performance for Q4

- Healthcare business : Cloud-based medication history service is performing well (Record number of pharmacies that introduced the service)
- School DX business : Revenue growth driven by increased number of schools introduced in April 2024, positive profit trend

## 3 Revision of Full-year earning forecast upward

		YoY
Net sales :	<b>¥28,500 million</b>	+830 million
Operating income :	<b>¥2,800 ~ ¥3,200 million</b>	+400 million

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Here is the financial highlight.

The consolidated sales increased compared to the previous period, and profits increased significantly.

Key achievements in the fourth quarter include continued strong progress in the healthcare business, where the implementation of the cloud-based medication history service in pharmacies has been successful. The number of pharmacies adopting the system has reached a new record high.

In the school DX business, the adoption of the full cloud-based school affair support system has been progressing well, and the business is now operating in the black.

We will provide detailed explanations of each specific later.

The performance forecast for the fiscal year ending September 2025 is as follows: sales are expected to be ¥28.5 billion, with operating profit projected to range between ¥2.8 billion and ¥3.2 billion.

We will also provide the details later.

**Net sales: Increased****Operating income, ordinary income, profit : Substantial increased**

( Unit : Mil yen )	FY2023	FY2024	YoY		
			Amount	Percentage	
Net sales	26,798	<b>27,669</b>	+870	+3.2%	The same period of previous year: 739million Yen: Posting of spot sales of the video-streaming service
Cost of sales	8,425	<b>7,264</b>	(1,161)	(13.8)%	<ul style="list-style-type: none"> <li>Loss-making projects in the DX support business for companies have wound down</li> <li>The same period of previous year: 649million Yen :Posting of spot cost of sales of the video-streaming service</li> </ul>
ratio	31.4%	<b>26.3%</b>			
Gross profit	18,373	<b>20,404</b>	+2,031	+11.1%	Decrease in personnel and development costs
ratio	68.6%	<b>73.7%</b>			
SG&A	18,074	<b>18,010</b>	(64)	(0.4)%	Increase in equity method investment income (+432 million yen)
ratio	67.4%	<b>65.1%</b>			
Operating income	298	<b>2,394</b>	+2,095	+702.3%	
ratio	1.1%	<b>8.7%</b>			
Ordinary income	458	<b>2,827</b>	+2,368	+516.7%	
ratio	1.7%	<b>10.2%</b>			
Profit attributable to owners of parent	753	<b>2,363</b>	+1,610	+213.8%	
ratio	2.8%	<b>8.5%</b>			

I would now like to explain the consolidated P/L.

Sales amounted to ¥27.669 billion, remaining flat compared to the previous period, due to growth in the healthcare business and the corporate DX support services.

The cost of sales declined significantly.

This was due to the impact of spot cost of sales of the video-streaming service incurred in the same period of the previous fiscal year disappearing, and unprofitable projects in the DX support business for companies having ended.

As a result, gross profit increased by 11.1% to ¥20.404 billion.

Operating income significantly increased to ¥2.394 billion due to the rise in gross profit and a decrease in selling, general, and administrative expenses.

Ordinary income amounted to ¥2.394 billion, driven by an increase in equity method investment income.

Profit attributable to owners of the parent for the quarter was ¥2.363 billion, resulting from an increase in ordinary income.

## Consolidated SG&amp;A

Advertising expenses: Increased

Personnel expenses: Exclusion of subsidiary from consolidation

Development costs: Improved development costs for the school DX business

( Unit : Mil yen )	FY2023	FY2024	YoY		
			Amount	Percentage	
SG&A	18,074	<b>18,010</b>	(64)	(0.4)%	
Advertising expenses	2,136	<b>2,800</b>	+664	+31.1%	• Increase in sales promotion costs for AdGuard
Personnel expenses	7,714	<b>7,276</b>	(437)	(5.7)%	• Exclusion of subsidiaries from consolidation
Commission fee	2,954	<b>2,871</b>	(83)	(2.8)%	
Subcontract expenses	1,965	<b>1,738</b>	(227)	(11.6)%	• Improve development costs (School DX business)
Depreciation	1,265	<b>1,359</b>	+94	+7.4%	
Other	2,038	<b>1,964</b>	(74)	(3.6)%	

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The breakdown of selling, general, and administrative expenses is as shown.

Overall, the cost of sales remained flat compared to the previous period, totaling ¥18.01 billion.

This was due to a decline in personnel expenses, slowing of development activities in the school DX business and falling outsourcing expenses offsetting the increase in advertising expenses in the content business.

## Achievement ratio for earnings forecast

( Unit : Mil yen )

	FY2024 Latest forecast	FY2024 Actual	Difference	Achievement rate
Net sales	27,500	<b>27,669</b>	+169	100.6%
Operating income	2,200	<b>2,394</b>	+194	108.8%
Ordinary income	2,750	<b>2,827</b>	+77	102.8%
Profit attributable to owners of parent	2,400	<b>2,363</b>	(36)	98.5%

The achievement ratio for the earnings forecast is as follows.

- Net sales: 100.6%
- Operating income: 108.8%
- Ordinary income : 102.8%
- Profit attributable to owners of parent: 98.5%

Performance by segment

**Content Business**

- Content service
  - Entertainment & Life
  - Security-related
- Original comics service



**Healthcare Business**

- Healthcare service for women
- Childcare DX service
- Cloud-based medication history service
- Online consultation service, etc.



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Solamichi

**School DX Business**

- School DX service

**BLEND**



**Other Business**

- AI business
- DX support business for companies
- Solution service for corporate

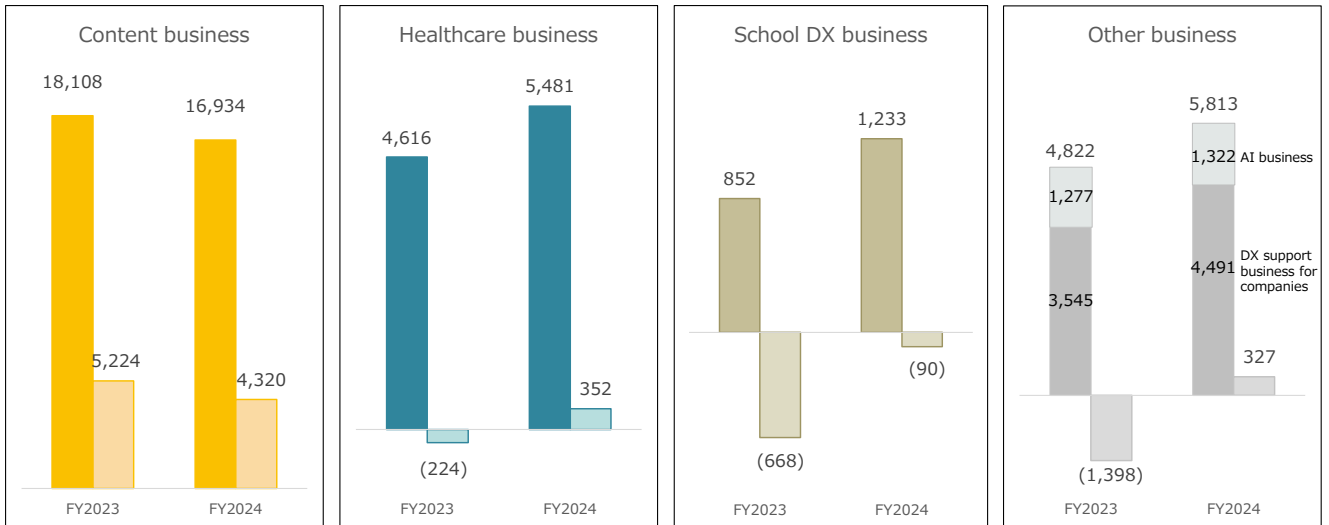


Next, I would like to explain the performance by segment.



Performance by segment (YoY)

(Left axis :Net sales, Right axis : Operating income, Unit : Mil yen)



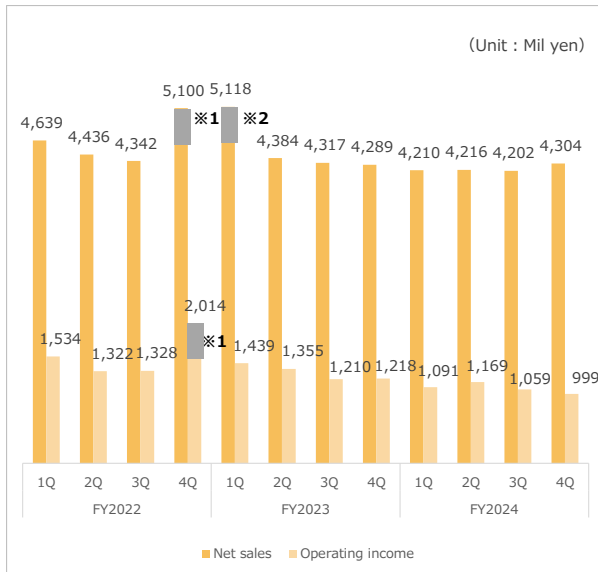
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The performance by segment compared to the previous period is as shown.

In the content business, there was a slight decrease in both sales and profit due to the recognition of spot sales of video content in the previous period. On the other hand, in all other businesses, both sales growth and improvements in profitability were achieved.

Overall, there was an increase in sales and a significant rise in operating income.

## Content business : Net sales and operating income



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QoQ

**Net sales: Flat**

The number of paying subscribers remained almost unchanged.

QoQ

**Operating income: Flat**

Increased in advertising expenses

Special factors

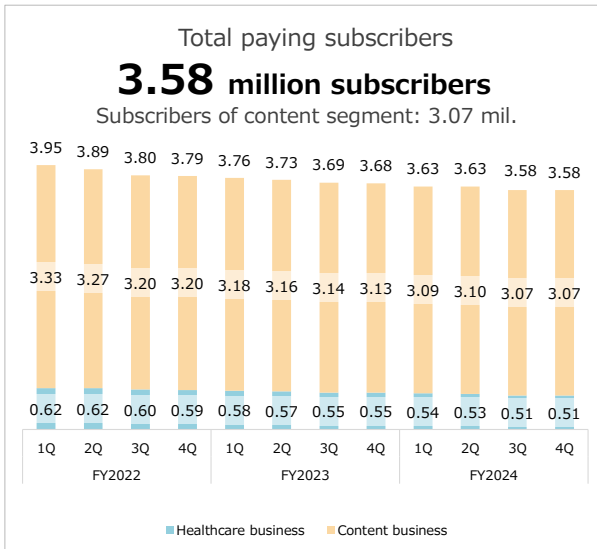
- \*1 : Net sales & Operating income 717 million yen:  
Change in treatment of consumption tax in monthly content services that award points.
- \*2 : Net sales 739 million yen:  
Posting of spot sales of the video-streaming service.

This is the quarterly trend.

In the content business, since the number of paid subscribers has remained flat, both sales and operating profit have continued to show a flat trend.

Sales amounted to ¥4.34 billion, and operating income was ¥999 million.

Content business : The number of paying subscribers



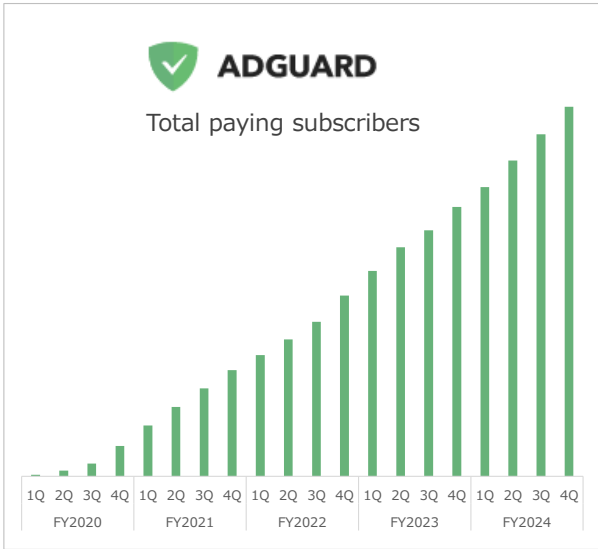
Total paying subscribers

**Flat**

**Brisk Security-related app**

Including healthcare business members, the total number of paid subscribers was 3.58 million as of the end of September.

Content business: Security-related app



## The security-related app continues to perform well

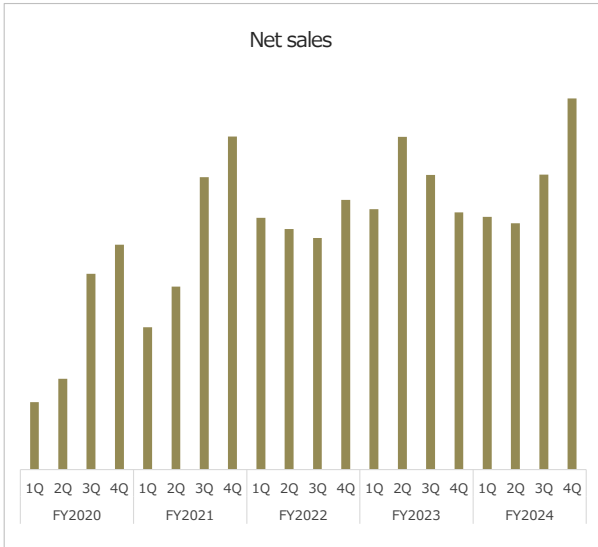
Total paying subscribers  
**920 thousand subscribers**

Four functions

- Ad blocking
- Trace blocking
- Threat blocking
- Parent function (Child protection function)

The number of new subscribers for the security-related app "AdGuard" has been performing well, and the number of paid members reached 920,000 at the end of September.

Content business: Original comics content business



**Original comics content business**  
**Record high for the quarter**  
**due to OLD HITS**

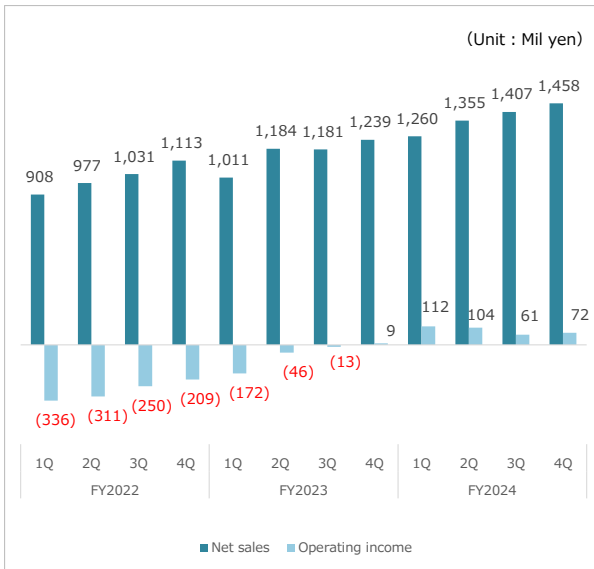
- Keep in comic titles introduced
- Reactionary decline after TV dramatization

The original comic business generates sales based on the number of downloads of the distributed works.

Sales see a sharp increase due to the impact of popular works being adapted into TV dramas, but there is typically a subsequent decline as a reaction.

Not only the success of new releases, but also the unexpected hit of older works contributed to a rise in download numbers, leading to the highest quarterly sales on record.

## Healthcare business: Net sales and operating income



QoQ

**Net sales: growth**

QoQ

**Operating income:  
On a positive trend**

- Brisk Cloud-based medication history service

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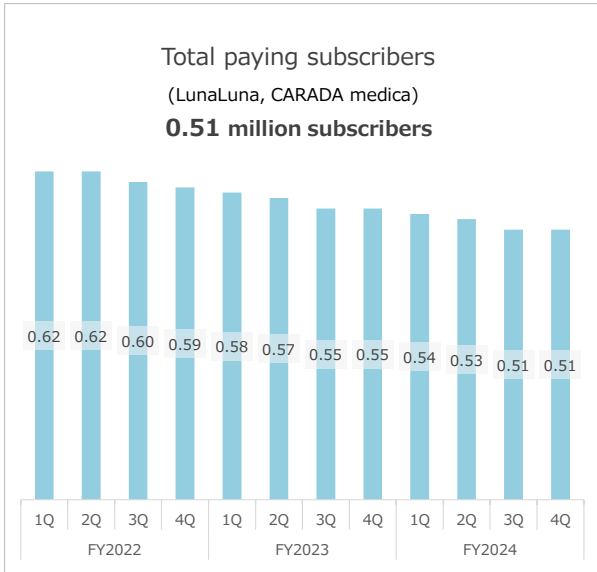
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The healthcare business achieved sales of ¥1.458 billion.

The focus on the cloud-based medication history service and childcare DX service has paid off, and sales have been steadily increasing.

Operating income remained flat at ¥72 million, as the effects of higher sales and ongoing cost control measures in selling, general and administrative expenses continued.

Healthcare business: Monthly content service



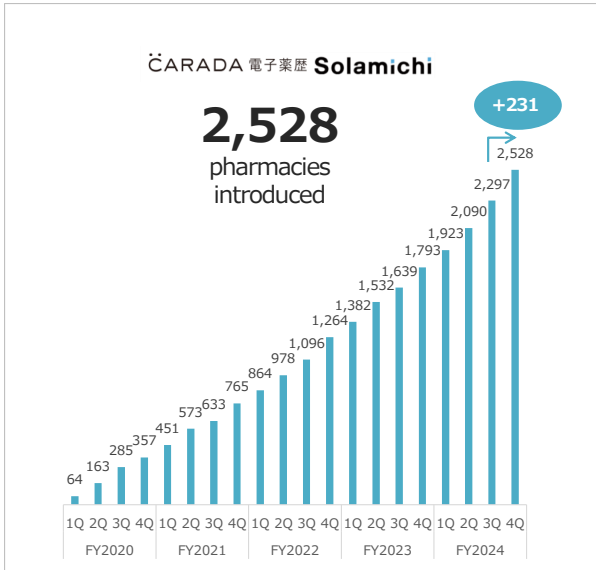
Monthly subscription content service

Total paying subscribers

**QoQ: Levelled off**

The number of paying subscribers in the healthcare business was mostly unchanged at 510,000.

## Healthcare business: Cloud-based medication history service



### Cloud-based medication history service

Total introduced pharmacies

**Record high, continuing from Q3**

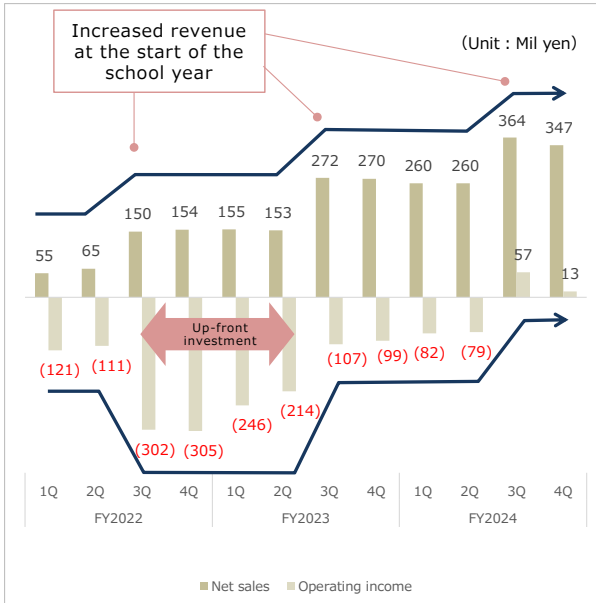
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The number of pharmacies implementing the cloud-based medication history system is expanding smoothly.

The number of new implementations on a quarterly basis was 231 stores, marking the highest number ever in the fourth quarter. The cumulative total reached 2,528 stores.



School DX business: Net sales and operating income



QoQ

**Net sales: Levelled off**

QoQ

**Operating income: On a positive trend**

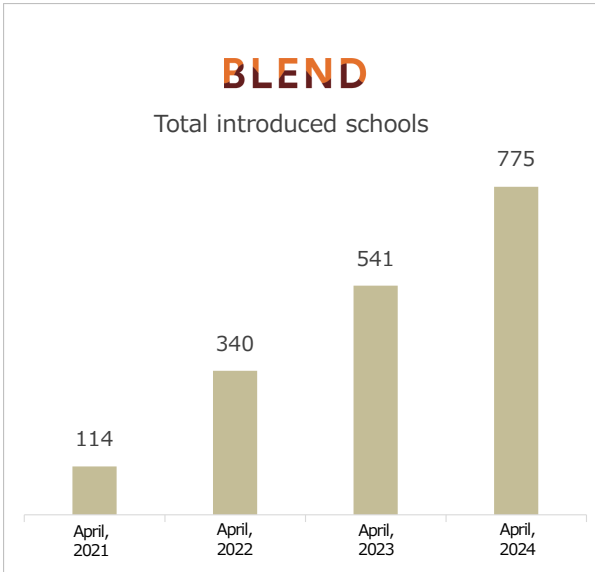
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Sales for the School DX business reached ¥347 million.

Basically, the full cloud-based school affair support system is implemented in line with the start of the new school year. This has been resulting in a sales growth with a staircase, as shown, with an increase in sales in the second half of the year.

The number of schools adopting the system saw a sharp increase in April, and development costs have also been reduced. Operating income for the fourth quarter was ¥13 million.

School DX business : Full cloud-based school affairs support system

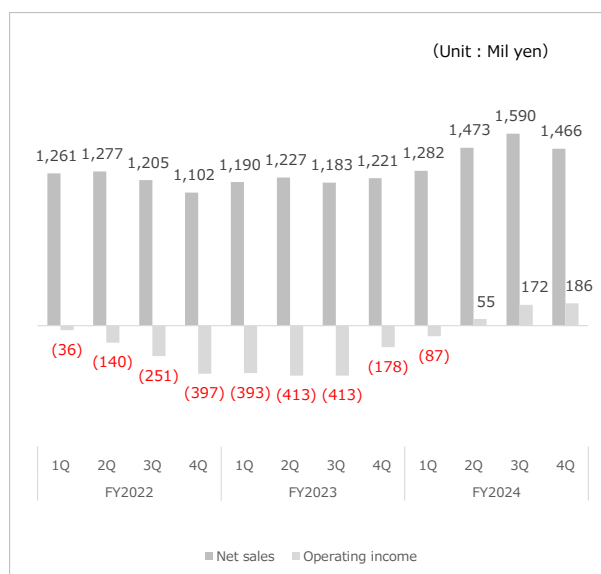


The number of schools introducing our services is progressing well

Private high school share **35%**

The number of private schools introducing the system is progressing smoothly, with a total of 775 schools now implemented. The market share in private schools has expanded to 35%.

Other business (Includes DX support business for companies, AI):  
 Net sales and operating income



QoQ

**Operating income:  
 On a positive trend**

Strong orders in the corporate DX support business

Sales for the other businesses amounted to ¥1.466 billion.

With the expansion of orders in the corporate DX support services, sales saw a slight increase compared to the previous period. Operating income also turned positive from the second quarter onward, and in the fourth quarter, it amounted to ¥186 million.

That concludes the overview of the financial results for the fiscal year ended September 2024.

## Approach in FY2025

Next, I would like to explain our future approach.

<b>Healthcare business</b>	<b>Further sales and profit growth</b>	<ul style="list-style-type: none"><li>• For Pharmacies: Further expansion of the cloud-based medication history service</li><li>• For Municipalities: Promotion of the platform strategy of the childcare DX</li></ul>
<b>School DX business</b>	<b>Further sales and profit growth</b>	<ul style="list-style-type: none"><li>• For private schools : Further expansion of the number of introduced schools</li><li>• For Public Schools : Expansion of business areas</li></ul>
<b>Content business</b>	<b>Securing profit</b>	<ul style="list-style-type: none"><li>• Original comics content business growth</li><li>• Security-related app growth</li></ul>

In each segment, we will focus on priority issues based on the following basic policies, respectively.

- In the healthcare business, we aim to achieve further growth in both sales and profit.

In the cloud-based medication history, we will focus on expanding the number of pharmacies adopting the system and enhancing the services offered.

In the childcare DX service, we will promote a platform strategy.

- In the school DX business, we also aim for further growth in both sales and profit.

We will focus on expanding the number of private schools adopting the system, as well as increasing implementation in public schools, thereby broadening our business reach.

- In the content business, we will maintain the overall number of paid subscribers through the growth of security-related apps. And also, In the original comic business, we will increase the number of hit titles and secure profitability across the entire segment.

Healthcare business: Approach in FY2025

Connecting pharmacies and patients

Cloud-based medication history service

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B2B service for pharmacy

Connecting parenting households and municipalities & hospital

Maternal and child health handbook app

+

Childcare DX services




B2BtoC service for municipalities

I will now explain the initiatives related to the cloud-based medication history, maternal child health handbook app and the childcare DX service within our healthcare business.

Healthcare business: Cloud-based medication history service

**Strong introduction to mid-size dispensing pharmacies**

Collaboration with a major prescription pharmaceutical wholesaler  MEDIPAL HOLDINGS CORPORATION

**New functional services**

**the automatic summary function has been well received**

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**Medication guidance navigation**



**AI automatic summarization feature**



To further improve pharmacists' work efficiency



\* "corte" was jointly developed by our subsidiary Solamichi System Inc. and by corte Inc.  
 \* "Corte" is a registered trademark of Corte Inc.

In the cloud-based medication history service, demand from dispensing pharmacies remains strong. Our service system, "Carada electronic medication history Solamichi," is highly regarded for its features that improve the work efficiency of pharmacists, and it has been very well received.

The system is not only being adopted by small pharmacies, but also seeing strong uptake in medium-sized pharmacies. In our sales activities, we will continue to strengthen our collaboration with major pharmaceutical wholesaler *Medipal Holdings*, working together to expand the number of pharmacies adopting the system.

We will also continue to enhance the system's functions. In addition to the existing "medication guidance navigation" function, we introduced the "AI medication history creation support function" in April.

We are committed to further improving the functionality of the cloud-based medication history service system to make it the preferred choice for more dispensing pharmacies.

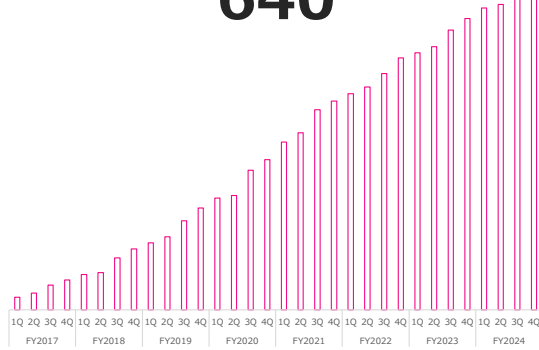


Healthcare business:  
Maternal and child health handbook app + Childcare DX services

**Introduction smoothly:  
the childcare DX services at municipalities using “Boshimo”**

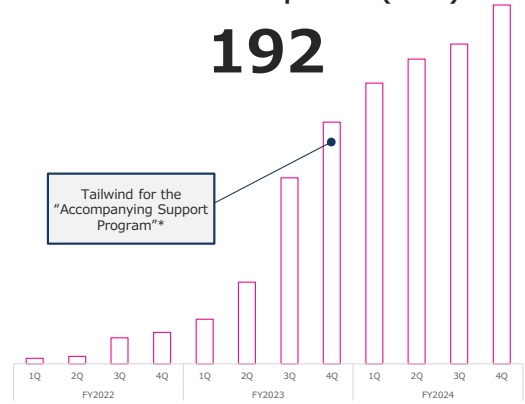
Maternal and child health handbook app

**640**



Childcare DX services  
Number of municipalities (total)

**192**



The maternal and child health handbook app "Boshimo" has been implemented in 35% of municipalities nationwide. At the end of September, the number of installations reached 640.

The childcare DX service has expanded to a total of 192 as of the end of September.

This is also backed by the central government's efforts to support the digitalization and DX of childcare services.





Healthcare business:  
Maternal and child health handbook app + Childcare DX services

**Promote introduction in municipalities not yet using the maternal and child health handbook app**

~Seamless support for pregnancy, childbirth and childcare~



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The maternal and child health app, “*Boshimo*”, is a service available for free to residents in municipalities where it has been implemented. The app provides seamless support from pregnancy through childbirth and into parenting, all within a single platform.

We will strengthen efforts to promote the adoption of the app in municipalities that have not yet implemented it, aiming to further increase the current adoption rate of 35%.

Healthcare business:  
Maternal and child health handbook app + Childcare DX services

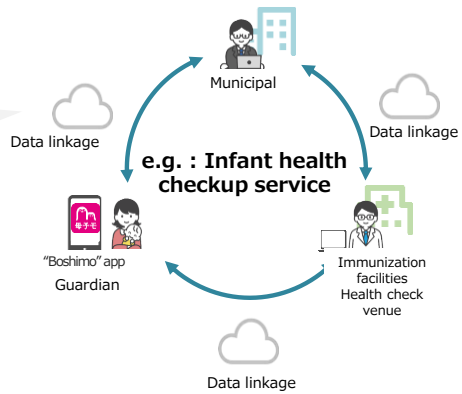
**Promote introduction of childcare DX services in municipalities using the maternal and child health handbook app**



- Questionnaire and reservation form functionality
- Childhood immunizations (Digital preliminary examination slip , etc.)
- Infant health checkup
- Visits to all households with infants
- Pregnancy checkups and pregnancy notification

**High utilization rate**

Some municipalities have **over 90%** of applications, such as pregnancy notifications and infant health checkup questionnaires, submitted through the app.



We will also promote the adoption of the childcare DX service in municipalities that have already implemented the maternal and child health app.

By using this service, residents will be able to submit applications for pregnancy notifications, infant and toddler health checkup questionnaires, and other forms directly through the app.

In municipalities where the app has been implemented, the application rate via the app has exceeded 90%, resulting in a rapid advancement of digitalization.

"Childcare support" has become one of the key social issues, and we will continue to focus on the childcare DX service, contributing to the improvement of the local childcare environment.

Healthcare business: Topic

# LunaLuna

## Women (Girls) Support

### LunaLuna "Junior mode"

- Support for elementary and junior high school students around menarche
- Parent-child data sharing functionality also added



## Family Support

### Luna Luna "Family course" offered to municipalities

- Provided free of charge in cooperation with municipalities
- Support for fertility in the home



# LunaLuna

オフィス

## Corporate Employee Support (Female + Male)

### Expanded "LunaLuna office" functionality (Femtech service for corporate clients)

- Introduced "Menopause program\*2" in addition to the conventional "Menstrual Program \*1"
- A pilot program for the "Male menopause program" is also underway.



\*1: Employee benefit program: "Support program for gynecological consultations and Low-Dose pill use utilizing online medical consultation"  
 \*2: Online menopause outpatient program

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Now, let me introduce other topics related to the healthcare business.

In our women's healthcare service, "LunaLuna", we launched the "Junior Mode" in March 2024.

In October, we also added a data-sharing feature for parents and children.

This aims to enhance healthcare support for elementary and junior high school students, particularly regarding their first menstruation.

Additionally, we have begun collaborating with several municipalities on "LunaLuna"s fertility support feature, the "Family Course." By offering this service free of charge to local residents, we aim to support municipal efforts in addressing the issue of declining birthrates.

"LunaLuna Office" began offering services in 2020. It provides Femtech services, such as the "Menstrual Program," to support companies in addressing the health issues faced by working women. In November, we also introduced a "Menopause Program."

Connecting students and teachers

## Full cloud-based school affairs support system

# BLEND

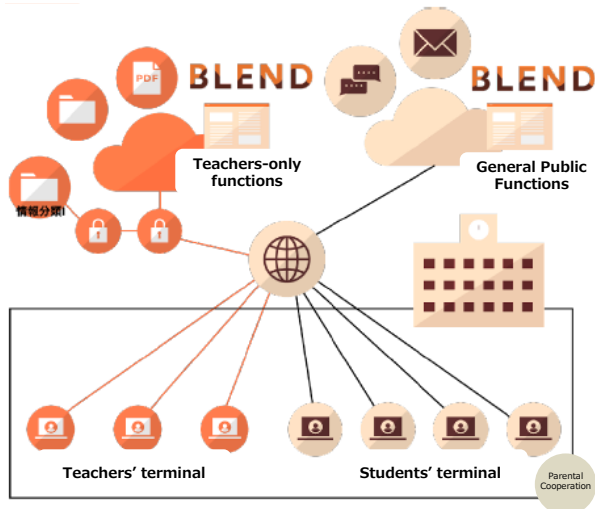


Next, I would like to explain more about the school DX business.

## School DX business : Full cloud-based school affairs support system

A world with **BLEND**

### Eliminating all negatives



#### Functions

- Fully cloud-based centralized management of data
- Data linkage without returning to the staff room
- Data linkage with parents and guardians

#### Effects

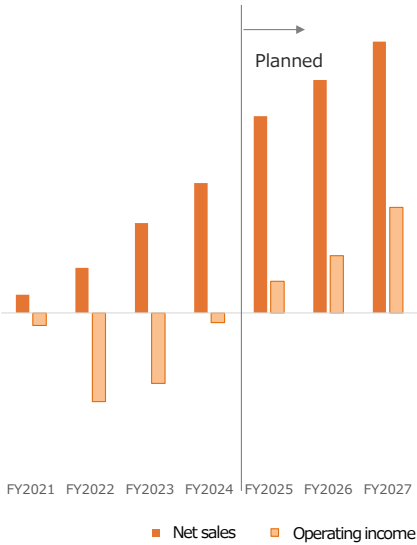
- Reducing workload for school affairs
- Reducing system management costs

#### Values

Create an environment that enables concentration on essential education through the provision of school DX services

“BLEND” is a revolutionary full cloud-based school affair support system that eliminates the inefficiencies in school administration. As it is fully cloud-based, it can not only be used within a school, but can also link information with the parents of students as needed. We support the creation of an environment where teachers can focus on essential education by reducing their administrative workload.

Image of medium-term profit



**Continuing increase in the number of schools introducing our service**

**Growth opportunities**

- Accumulation of projects expected to be new introducing in April 2025
- Government driving DX for school affair unit by prefectural area



**Public High School: Contracted with Yamanashi Prefectural Government**

**Differentiation**

**Cloud-based batch services**

The willingness to adopt the full cloud-based school affair support system remains high.

For private schools, new projects aimed at implementation in April next year are steadily progressing.

For public schools, amidst the central government's promotion of school DX in various prefectures, we have signed a contract for the implementation of the system with the *Yamanashi Prefecture Board of Education* and its public high schools.

This will serve as an opportunity to expand our business scope, not only to private schools but also to public schools.

## Earning forecast for FY2025

Next, I will explain the earnings forecast for the fiscal year ending September 2025.

## Earnings forecast for FY2025

**Net sales : increase,**  
**Operating income and Ordinary income : increase**

		YoY
Net sales :	<b>¥28,500 million</b>	<b>+3.0 %</b>
Operating income :	<b>¥2,800~¥3,200 million</b>	<b>+16.9~+33.7 %</b>
Ordinary income :	<b>¥2,900~¥3,300 million</b>	<b>+2.6~+16.7 %</b>
<b>Profit attributable to owners of parent :</b>	<b>¥1,460~¥1,740 million</b>	<b>(38.2)~(26.4) %</b>

The consolidated earnings forecast for the fiscal year ending September 2025 incorporates a reduction in the amortization burden of goodwill and customer-related assets.

Continuing from the previous period, we will focus on driving sales growth in the healthcare business and the school DX business, aiming to improve overall profitability.

For the full fiscal year, the consolidated financial forecast is as follows:

- Net sales: ¥28.5 billion
- Operating profit: from ¥2.8 to ¥3.2 billion
- Ordinary profit: from ¥2.9 to ¥3.3 billion
- Net profit for the period: from ¥1.46 to ¥1.74 billion



## Earnings forecast for FY2025

(Unit : Mil yen)	FY2024 (Actual)			FY2025 (Forecast)			YoY	
	Full year	H1	H2	Full year	H1	H2	Amount (full year)	Ratio (full year)
Net sales	27,669	13,517	14,151	28,500	14,000	14,500	+830	+3.0%
Cost of sales	7,264	3,612	3,651	7,000	3,500	3,500	(264)	(3.6)%
Gross profit	20,405	9,905	10,499	21,500	10,500	11,000	+1,095	+5.4%
SG&A	18,011	8,852	9,157	18,500	9,150	9,350	+489	+2.7%
Operating income	2,394	1,052	1,341	3,000	1,350	1,650	+605	+25.3%
(Ratio)	9.0%	7.8%	9.5%	10.5%	9.6%	11.4%		
Ordinary income	2,721	1,518	1,309	3,100	1,400	1,700	+272	+9.6%
(Ratio)	10.0%	11.2%	9.3%	10.9%	10.0%	11.7%		
Profit attributable to owners of parent	2,256	1,558	805	1,600	730	870	(763)	(32.3)%
(Ratio)	8.0%	11.5%	5.7%	5.6%	5.2%	6.0%		

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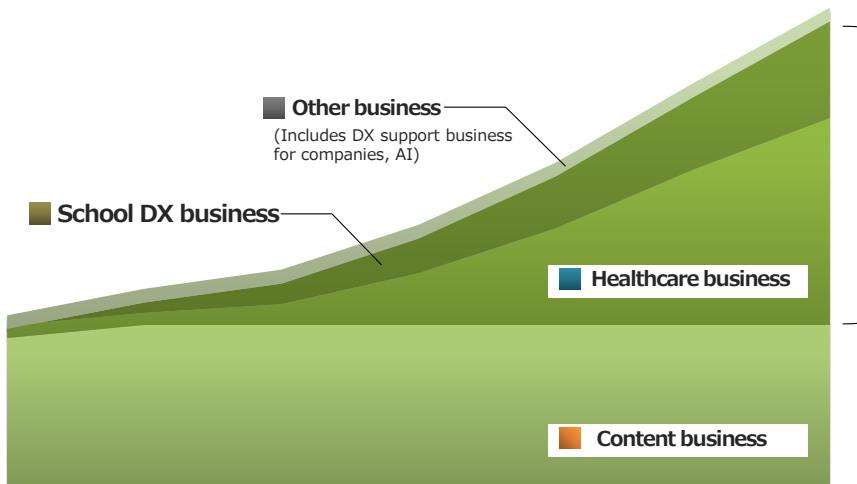
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The details of earnings forecast are as shown.

## Image of medium to long-term profit

Next, I will explain the image of medium to long-term profit.

## Image of medium to long-term profit



**In the midium to long-term, Healthcare business and School DX businesses will drive the profit growth**

FY2024

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The Group has focused on investing resources in the healthcare business and school DX business, using the cash cow generated by the content business as a source of funding.

The healthcare business has started to show the results of long-term business development, achieving operating income for the full fiscal year ended September 2024.

The school DX business turned profitable in the second half of 2024. The content business has maintained flat performance.

Regarding future revenue prospects, in the short term, we expect the school DX business to experience the quickest growth.

In the medium to long-term, we believe the healthcare business will play a leading role in driving profit growth.

Initially, we will focus on further sales and profit growth, led by the cloud-based medication history service system and childcare DX services.

Through the expansion of stock revenue across all businesses, we aim to achieve "sustainable growth" for the entire group.

# Capital policy

Next, I will explain our capital policy.

## Capital Policy

**We aim for continuous growth in sales and profit, and for harmonizing them with returns to shareholders.**

### I. Dividend

	Interim dividend		Year-end dividend		Annual dividend
FY2024	¥8	1 yen higher than expected	¥9 (Scheduled)	1 yen higher than previous year	¥17 (Scheduled)
FY2025 (Forecast)	¥9		¥9	1 yen higher than previous year	¥18

※ A Dividend at the end of FY2024 are to be referred to the 29th general shareholders' meeting on December 21, 2024.

### II. Cancellation of treasury shares: 1.2 million shares on December 2.

(Percentage of total issued shares before cancellation: 1.95%)

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The basic policy for our capital policy is aiming for sustainable growth in sales and profit in the medium to long-term, and for harmonizing them with returns to shareholders.

Based on the significant increase in full-year profits, the year-end dividend has been set at ¥9, which is ¥1 higher than the initial forecast.

The annual dividend per share will be ¥17, an increase of ¥1 compared to the previous period.

For the fiscal year ending September 2025, the interim dividend is expected to be 9 yen, and the year-end dividend is also expected to be 9 yen, bringing the total annual dividend to ¥18.

In addition, 1.2 million shares of treasury stock are scheduled to be retired on December 2.

Through these measures, we will work to return profits to our shareholders.



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This concludes the explanation.  
Thank you for your time.