

Risks and Uncertainties Statement

On August 1, 2019, Quaker Chemical Corporation (the "Company", also known as Quaker Houghton) completed its combination with Houghton International, Inc. ("Houghton") (herein referred to as "the Combination"). In addition, the Company acquired the operating divisions of Norman Hay plc ("Norman Hay") on October 1, 2019. Throughout this presentation, all figures presented, unless otherwise stated, reflect the results of operations of the combined company for the three months ended December 31, 2020 and 2019. Further, all year-to-date figures presented throughout the presentation for the year ended December 31, 2020 reflect the results of the combined company and for the year ended December 31, 2019 include five months of operations of Houghton post-closing of the Combination and three months of operations of Norman Hay post-closing.

Regulation G

The attached charts include Company information that does not conform to generally accepted accounting principles ("GAAP"). Management believes that an analysis of this data is meaningful to investors because it provides insight with respect to ongoing operating results of the Company and allows investors to better evaluate the financial results of the Company. These measures should not be viewed as an alternative to GAAP measures of performance. Furthermore, these measures may not be consistent with similar measures provided by other companies.

Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements can be identified by the fact that they do not relate strictly to historical or current facts. We have based these forward-looking statements including statements regarding the potential effects of the COVID-19 pandemic on the Company's business, results of operations, and financial condition, our expectations that we will maintain sufficient liquidity and remain in compliance with the terms of the Company's credit facility, and statements regarding remediation of our material weaknesses in internal control over financial reporting on our current expectations about future events. These forward-looking statements include statements with respect to our beliefs, plans, objectives, goals, expectations, anticipations, intentions, financial condition, results of operations, future performance, and business, including but not limited to the potential benefits of the Combination and other acquisitions, the impacts on our business as a result of the COVID-19 pandemic and any projected global economic rebound or anticipated positive results due to Company actions taken in response to the pandemic, and our current and future results and plans and statements that include the words "may," "could," "should," "would," "believe," "expect," "anticipate," "estimate," "intend," "plan" or similar expressions. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected in such statements. A major risk is that demand for the Company's products and services is largely derived from the demand for its customers' products, which subjects the Company to uncertainties related to downturns in a customer's business and unanticipated customer production shutdowns. Other major risks and uncertainties include, but are not limited to, the primary and secondary impacts of the COVID-19 pandemic, including actions taken in response to the pandemic by various governments, which could exacerbate some or all of the other risks and uncertainties faced by the Company, including the potential for significant increases in raw material costs, supply chain disruptions, customer financial instability, worldwide economic and political disruptions, foreign currency fluctuations, significant changes in applicable tax rates and regulations, future terrorist attacks and other acts of violence. Furthermore, the Company is subject to the same business cycles as those experienced by our customers in the steel, automobile, aircraft, industrial equipment, and durable goods industries. The ultimate impact of COVID-19 on our business will depend on, among other things, the extent and duration of the pandemic, the severity of the disease and the number of people infected with the virus, the continued uncertainty regarding availability, administration and long-term efficacy of a vaccine, or other treatments, including on new strands or mutations of the virus, the longer-term effects on the economy by the pandemic, including the resulting market volatility, and by the measures taken by governmental authorities and other third parties restricting day-to-day life and business operations and the length of time that such measures remain in place, as well as laws and other governmental programs implemented to address the pandemic or assist impacted businesses, such as fiscal stimulus and other legislation designed to deliver monetary aid and other relief. Other factors could also adversely affect us, including those related to the Combination and other acquisitions and the integration of acquired businesses. Our forward-looking statements are subject to risks, uncertainties and assumptions about the Company and its operations that are subject to change based on various important factors, some of which are beyond our control. These risks, uncertainties, and possible inaccurate assumptions relevant to our business could cause our actual results to differ materially from expected and historical results. All forward-looking statements included in this presentation, including expectations about the improvements in business conditions during 2021 and future periods, are based upon information available to the Company as of the date of this presentation, which may change. Therefore, we caution you not to place undue reliance on our forward-looking statements. For more information regarding these risks and uncertainties as well as certain additional risks that we face, refer to the Risk Factors section, which appears in Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2020. We do not intend to, and we disclaim any duty or obligation to, update or revise any forward-looking statements to reflect new information or future events or for any other reason. This discussion is provided as permitted by the Private Securities Litigation Reform Act of 1995.



Quaker Houghton.

Combination of Two Iconic Companies
Specializing in
Industrial Process Fluids.



Quaker Chemical 1918

Houghton International 1865

Headquartered in PA









115+

countries served around the world



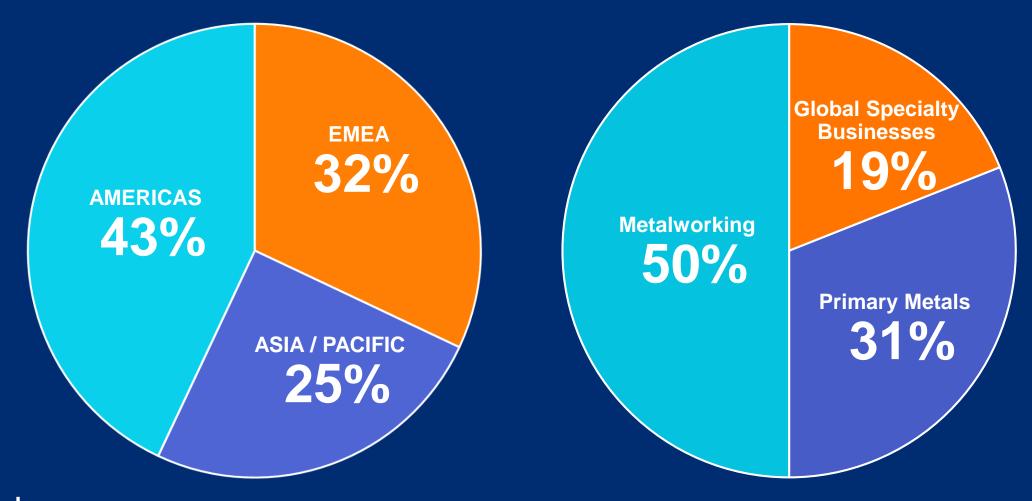
31

manufacturing locations



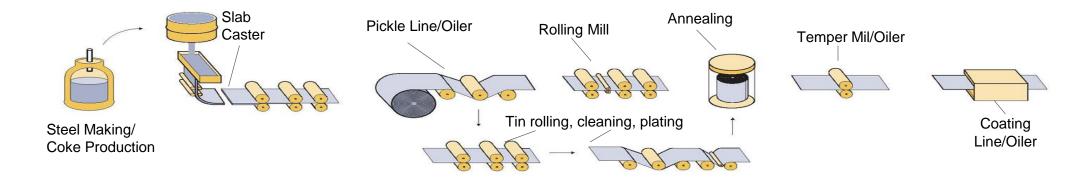
Quaker Houghton: Leading Global Supplier of Industrial Process Fluids with 2020 Net Sales of \$1.4B

Geographic and Product Snapshot



Quaker Houghton: Value Proposition for Primary Metals

Sheet Metal Production Process



QH Value Proposition

End-to-End Fluid Portfolio

On-site **Technical Expertise**

Customized **Technology**

Continuous Casting Fluid

Hydraulic Fluids & Greases

Hot Rolling Oils

Pickling Oils

Cold Rolling Oils

TemperMill **Fluids**

Cleaners

Coatings

Application Expertise, Process Expertise, Inventory Management, Cost Savings (TCO) Projects

Product Customization, New Formulation Development, Regulatory Support

Customer **Benefits \$\$\$**

Reduced **Operating Costs**



Enhanced Surface Quality and Protection



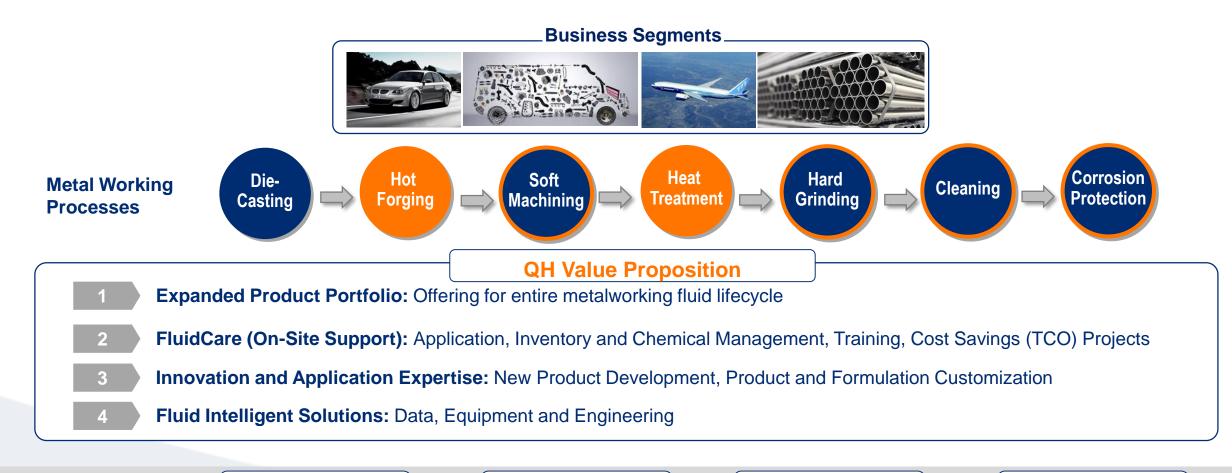
Extended and Improved Roll Life



Reduced Scrap and Waste



Quaker Houghton: Value Proposition for Metalworking



Customer Benefits \$\$\$

Sustainable Cost Reductions



Product Surface Improvements



Equipment & Tool-life Improvement



Increased Throughput & Utilization



Outperformance Powered by Distinctive Customer Intimacy Model

A Customer-Intimate Model at the center of our organizational decision-making Products & Solutions
Offerings are tailored to customer processes and needs

Customer facing experts driving sustainable on-site improvements

Knowledge & Expertise

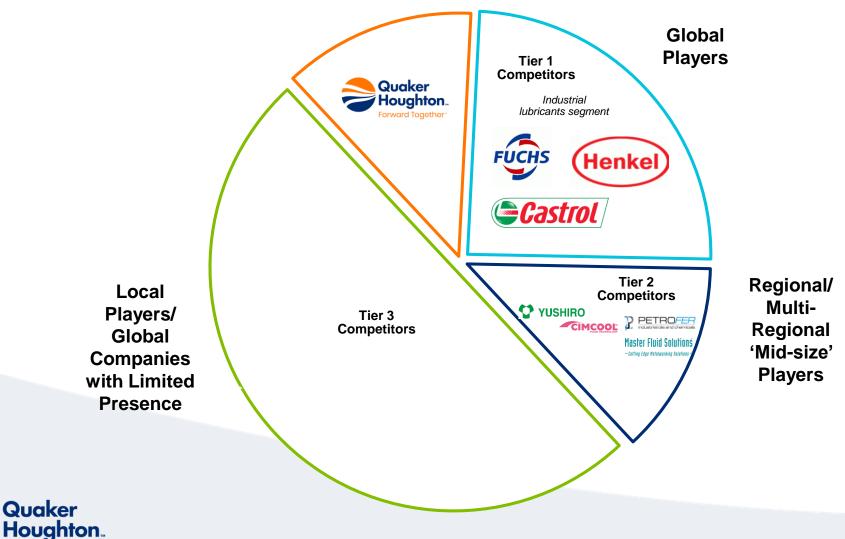
On-Site Support
Dedicated service teams
of experts at customer
locations

Fast response time to product deliveries, formulation changes, and sample testing



Competitive Landscape: Only Global Pure Play in Our Addressable Markets

~\$13B Addressable Market



Differentiated from Competitors by Scale, Focus and Solution Offering

	Quaker	Tier 1 Competitors	Tier 2 Competitors	Tier 3 Competitors				
	Houghton, Forward Together	FUCHS Henkel	YUSHIRO PETROFE industrial ola and chamicala Master Fluid Solutions - Latting Edge Retaliuniting Solutions -	Small, Local Player	Diversified Chemical Companies			
Scale and Global Reach								
Tight Strategic Focus								
Portfolio Breadth and Depth								
Industry Talent and Expertise								
Service Capabilities: Fluidcare® & Solutions								



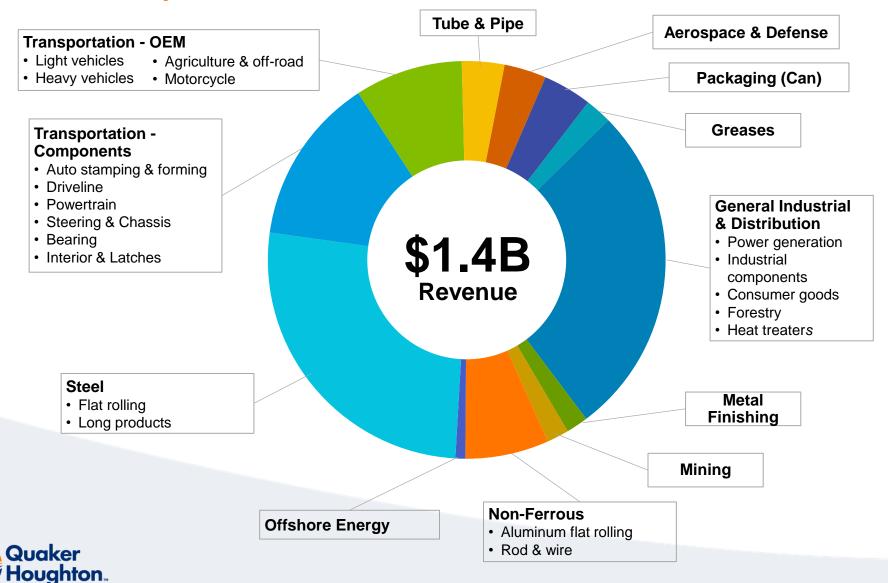
Advantage Neutral / Average Potential Disadvantage

Industrial Processing Fluid Market Perspective

Diversified End Markets

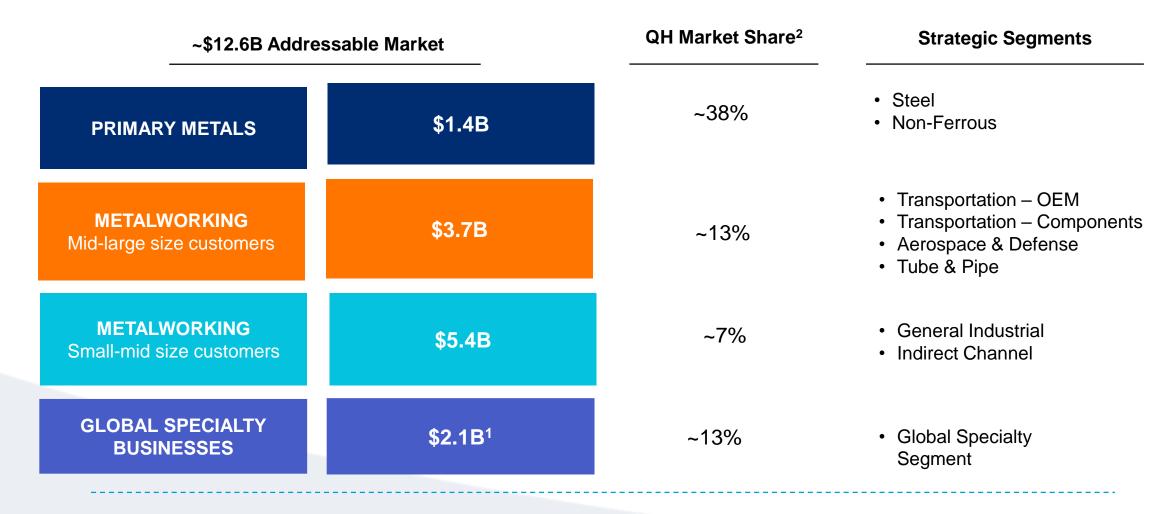
Forward Together

QH Continues to Expand Addressable Markets



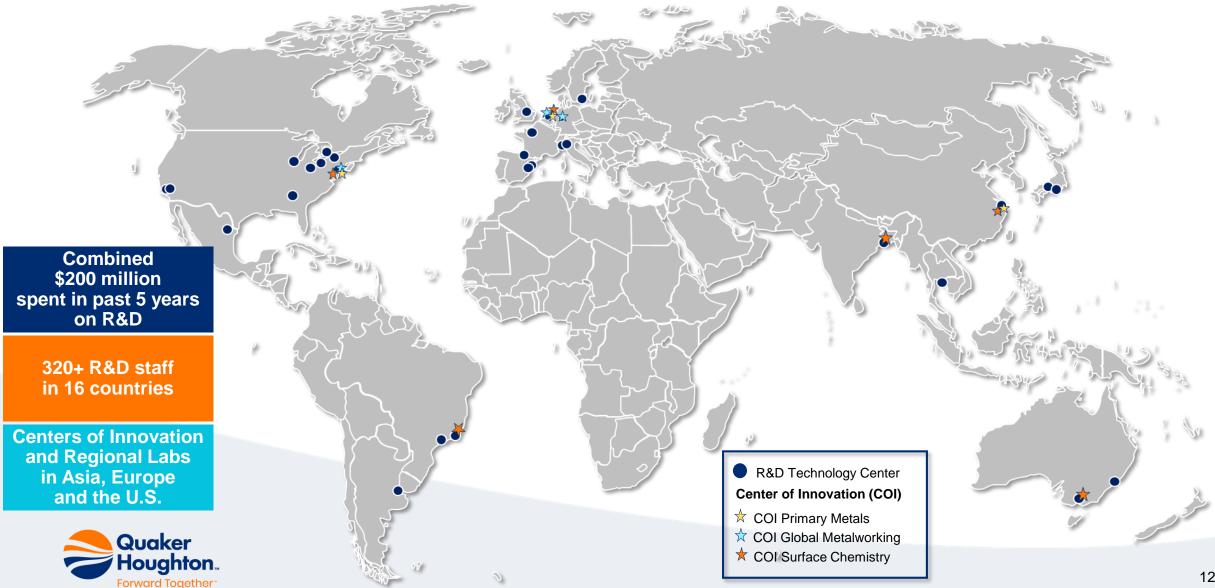
~13% Market Share in ~\$13B Addressable Market

Significant Opportunities to Grow





Quaker Houghton is the Industry's R&D Leader

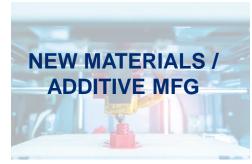


Well-Positioned to Address Market Trends

TECHNOLOGY ADVANCEMENT







CLIMATE CHANGE / SUSTAINABILITY









Data and Equipment Solutions: Complement Existing Product Portfolio

Growing Pipeline of Customer Opportunities and Interest























Our Plan to Grow



Mid-teens market share allows plenty of room to grow



Combination provides unique opportunities to **cross-sell** products to **expanded customer base** and **end markets**



Well positioned to take advantage of macro trends like **electrification**, **digitization**, and an expected **increased regulatory environment**



We are in markets that are expected to grow at a rate of 1-3% over time



Differentiated customer intimate business model will enable share gains above market at 2-4% into the future





Continue to pursue strategic acquisitions

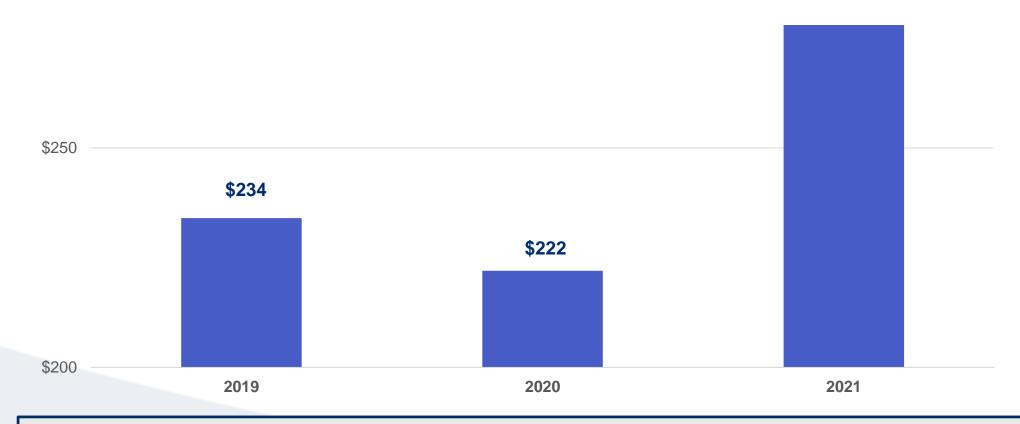
Impact of COVID-19

- Top priority is to protect the health and safety of our employees and our customers, while ensuring business continuity to meet all our customers' needs
- All 31 production facilities worldwide are open and operating
- Acted quickly to conserve cash and reduce costs during 2020, including eliminating discretionary spending, hiring freezes, selective furloughs and planned capital expenditures reduced by 30%
- Operating cash flow during 2020 was a record \$178 million; do not expect any liquidity or bank covenant issues
- Expect gradual sequential improvement in our markets as we progress through the next two years
- In 2021, we expect to see a 20+% increase in Adjusted EBITDA compared to 2020



Adjusted EBITDA Trend

(dollars in millions)



2021 Expected To Show Over 20% Improvement Over 2020



Balanced Capital Allocation Strategy

Supported by Strong Free Cash Flow with adjustments for COVID-19

Capital Structure	е

Net Leverage Target ≤ 2.5x

Post COVID-19 focus on reducing leverage while maintaining strong liquidity and compliance with bank covenants

Capex

Houghton Integration

Post COVID-19 reduction in capex to \$18 million in 2020; expect 2021 to be approx. \$30 – \$35 million; preserves integration related capex

Long-term

~1.5% of sales after integration plan completed in ~ two years

Return to Shareholders

Dividends

Maintain/increase dividends consistent with Quaker's practice over 48 years

Share Repurchase

Return excess cash to shareholders through opportunistic buybacks

Acquisitions

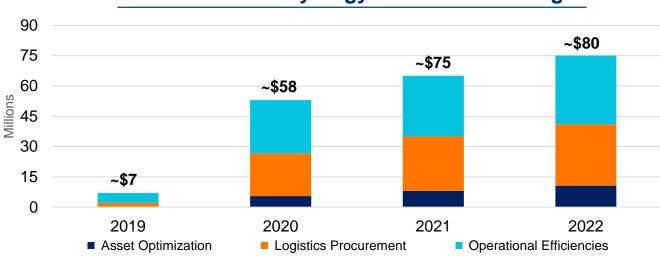
Support Growth Strategy

Bolt-ons will support core growth near term; larger opportunities considered post leverage reduction in ~ two years



Estimated Cost Synergies Increased





Synergy Updates

- Realized of ~\$7 million in 2019 and ~\$58 million in 2020 (up from initial estimate of \$35 million)
- Expect to achieve synergies of ~\$75 million in 2021 (up from \$50 million) and ~\$80 million in 2022 (up from \$60 million)

Sources of Synergy

Asset Optimization (~15%)

- Manufacturing footprint optimization
- Optimize IT platforms

Logistics & Procurement (~40%)

- Raw material purchasing
- Freight / warehousing
- Ester production

Operational Efficiencies (~45%)

- Organizational redundancies
- Non-labor cost savings



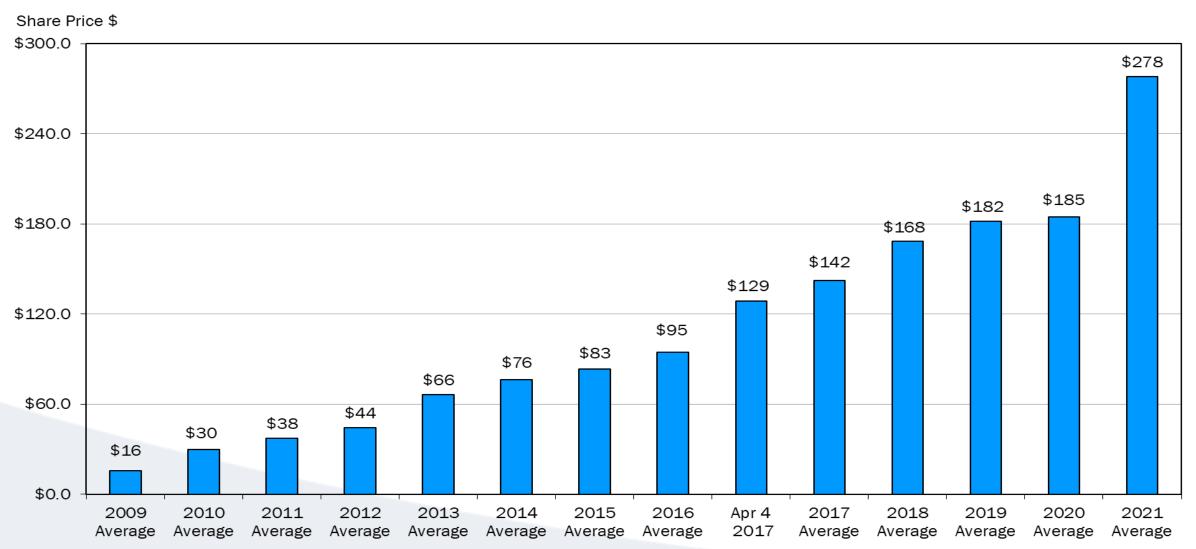
Success: What Does it Look Like?

We are highly confident in our ability to deliver our Integration Plan

- 1 We will have industry leading safety performance
- We will have retained our customers
- We will have achieved our targets and increased Adjusted EBITDA margin by ~4% pts
- 4 We will be growing above the market by 2 to 4%
- We will have reduced our debt to targeted level of ≤ 2.5x net debt to Adjusted EBITDA
- 6 We will have made at least one acquisition and be positioned for more
- We will have an engaged and happy workforce



Creating Shareholder Value Is Our Priority









Non-GAAP and Pro Forma Measures

The information included in this presentation includes non-GAAP (unaudited) financial information that includes EBITDA, adjusted EBITDA margin, non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP earnings per diluted share, and pro forma net sales, net income (loss) attributable to Quaker Houghton, EBITDA, adjusted EBITDA and adjusted EBITDA margin. The Company believes these non-GAAP financial measures provide meaningful supplemental information as they enhance a reader's understanding of the financial performance of the Company, are indicative of future operating performance of the Company, and facilitate a comparison among fiscal periods, as the non-GAAP financial measures exclude items that are not considered indicative of future operating performance or not considered core to the Company's operations. Non-GAAP results and pro forma information are presented for supplemental informational purposes only and should not be considered a substitute for the financial information presented in accordance with GAAP.

The Company presents EBITDA which is calculated as net income (loss) attributable to the Company before depreciation and amortization, interest expense, net, and taxes on (loss) income before equity in net income of associated companies. The Company also presents adjusted EBITDA which is calculated as EBITDA plus or minus certain items that are not considered indicative of future operating performance or not considered core to the Company's operations. In addition, the Company presents non-GAAP operating income which is calculated as operating income (loss) plus or minus certain items that are not indicative of future operating performance or not considered core to the Company's operations. Adjusted EBITDA margin and non-GAAP operating margin are calculated as the percentage of adjusted EBITDA and non-GAAP operating income to consolidated net sales, respectively. The Company believes these non-GAAP measures provide transparent and useful information and are widely used by analysts, investors, and competitors in our industry as well as by management in assessing the operating performance of the Company on a consistent basis.

Additionally, the Company presents non-GAAP net income and non-GAAP earnings per diluted share as additional performance measures. Non-GAAP net income is calculated as adjusted EBITDA, defined above, less depreciation and amortization, interest expense, net, and taxes on income before equity in net income of associated companies, in each case adjusted, as applicable, for any depreciation, amortization, interest or tax impacts resulting from the non-core items identified in the reconciliation of net income (loss) attributable to the Company to adjusted EBITDA. Non-GAAP earnings per diluted share is calculated as non-GAAP net income per diluted share as accounted for under the "two-class share method." The Company believes that non-GAAP net income and non-GAAP earnings per diluted share provide transparent and useful information and are widely used by analysts, investors, and competitors in our industry as well as by management in assessing the operating performance of the Company on a consistent basis.

In addition, the Company has provided certain unaudited pro forma financial information in this presentation. The unaudited pro forma financial information is based on the historical consolidated financial statements and results of both Quaker and Houghton and has been prepared to illustrate the effects of the Combination. The unaudited pro forma financial information has been presented for informational purposes only and is not necessarily indicative of Quaker Houghton's past results of operations, nor is it indicative of the future operating results of Quaker Houghton and should not be considered a substitute for the financial information presented in accordance with GAAP. The Company has not provided pro forma financial information as it relates to the acquired operating divisions of Norman Hay plc based on materiality. Pro forma results for the year ended December 31, 2019 include five months of Houghton's operations post-closing of the Combination, while Houghton reflects seven months of results for the period from January 1, 2019 through July 31, 2019. Pro forma results for the years ended December 31, 2018, 2017 and 2016, respectively, include Quaker's historical results, while Houghton reflects its stand-alone results.

As it relates to the full year 2021 expected adjusted EBITDA and other forward-looking information described in this presentation, the Company has not provided guidance for comparable GAAP measures or a quantitative reconciliation of forward-looking non-GAAP financial measures to the most directly comparable U.S. GAAP measure because it is unable to determine with reasonable certainty the ultimate outcome of certain significant items necessary to calculate such measures without unreasonable effort. These items include, but are not limited to, certain non-recurring or non-core items the Company may record that could materially impact net income, as well as the impact of COVID-19. These items are uncertain, depend on various factors, and could have a material impact on the U.S. GAAP reported results for the guidance period.

The following charts should be read in conjunction with the Company's fourth quarter and full year earnings news release dated February 25, 2021, which has been furnished to the Securities and Exchange Commission on Form 8-K, and the Company's Annual Report for the year ended December 31, 2020. These documents may contain additional explanatory language and information regarding certain of the items included in the following reconciliations.



Adjusted EBITDA Reconciliation

(dollars in thousands, unless otherwise noted)

	 4 2020	(Q4 2019	 /TD 2020	Υ	TD 2019
Net income attributable to Quaker Chemical Corporation	\$ 48,470	\$	15,240	\$ 39,658	\$	31,622
Depreciation and amortization	20,730		21,250	84,494		45,264
Interest expense, net	4,494		9,365	26,603		16,976
Taxes on income before equity in net income of associated companies	2,307		(2,012)	(5,296)		2,084
EBITDA	\$ 76,001	\$	43,843	\$ 145,459	\$	95,946
Equity income in a captive insurance company	(454)		(562)	(1,151)		(1,822)
Fair value step up of inventory sold	-		1,500	226		11,714
Houghton combination, integration and other acquisition-related expenses	6,859		11,572	29,538		35,361
Restructuring and related charges	1,956		2,633	5,541		26,678
Customer bankruptcy costs	-		1,073	463		1,073
Charges related to the settlement of a non-core equipment sale	-		-	-		384
Indefinite-lived intangible asset impairment	-		-	38,000		-
Pension and postretirement benefit costs, non-service components	(899)		501	21,592		2,805
Gain on changes in insurance settlement restrictions of an inactive subsidiary and related insurance insolvency recovery	(18,144)		(60)	(18,144)		(60)
Currency conversion impacts of hyper-inflationary economies	172		142	450		1,033
Adjusted EBITDA	\$ 65,491	\$	60,642	\$ 221,974	\$	173,112
Adjusted EBITDA Margin (%)	17.0%		15.5%	 15.7%		15.3%







Full Year 2019 Pro Forma Reconciliation

(dollars in millions)		2019										
		Quaker		Houghton		Divestitures		Other (a)		Forma*		
Net sales	\$	1,134	\$	475	\$	(34)	\$	(13)	\$	1,562		
Net Income (Loss) Attributable to Quaker Houghton	\$	32	\$	(3)	\$	(6)	\$	10	\$	33		
Depreciation and Amortization		45		31		-		3		77		
Interest Expense, Net		17		33		-		(15)		35		
Taxes on Income (b)		2		(1)		(2)		3		2		
EBITDA*		96		60		(8)		1		148		
Combination, Integration and Other Acquisition-Related Expenses		35		44		-		-		80		
Gain on the Sale of Divested Assets		-		(35)		-		-		(35)		
Fair Value Step Up of Houghton and Norman Hay Inventory Sold		12		-		-		-		12		
Restructuring and Related Charges		27		-		-		-		27		
Other Addbacks (c)		3		(0)		-		-		3		
Adjusted EBITDA*	\$	173	\$	68	\$	(8)	\$	1	\$	234		
Adjusted EBITDA Margin* (%)		15%		14%		24%		-4%		15%		

^{*} Certain amounts may not calculate due to rounding, including EBITDA, Adjusted EBITDA, Adjusted EBITDA margin (%) as well as the total pro forma financial results presented for combined Quaker Houghton.

- (a) Other includes: (i) additional depreciation and amortization expense based on the initial estimates of fair value step up and estimated useful lives of depreciable fixed assets, definite-lived intangible assets and investment in associated companies acquired; (ii) adoption of required accounting guidance and alignment of related accounting policies; (iii) elimination of transactions between Quaker and Houghton; and (iv) an adjustment to interest expense, net, to reflect the impact of the new financing and capital structure of the combined Company.
- (b) Taxes on income related to both Divestitures and Other reflect each tax effected at the U.S. federal tax rate of 21%.
- (c) Other addbacks include equity income in a captive insurance company, pension and postretirement benefit costs, non-service components, customer bankruptcy costs, insurance insolvency recoveries and currency conversion impacts of hyper-inflationary economies.



Full Year 2018 Pro Forma Reconciliation

(dollars in millions)

(donars in minions)		2018										
	Qı	Quaker		Houghton		Divestitures		Other (a)		Forma*		
Net sales	\$	868	\$	861	\$	(53)	\$	(22)	\$	1,655		
Net Income (Loss) Attributable to Quaker Houghton	\$	59	\$	(0)	\$	(9)	\$	17	\$	66		
Depreciation and Amortization		20		54		-		5		79		
Interest Expense, Net		4		56		-		(25)		35		
Taxes on Income (b)		25		3		(2)		5		30		
EBITDA*		108		113		(12)		1		210		
Combination, Integration and Other Acquisition-Related Expenses		16		7		-		-		23		
Other Addbacks (c)		1		2		-		-		3		
Adjusted EBITDA*	\$	126	\$	121	\$	(12)	\$	1	\$	236		
Adjusted EBITDA Margin* (%)		14%		14%		23%		-4%		14%		

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- (b) Taxes on income related to both Divestitures and Other reflect each tax effected at the U.S. federal tax rate of 21%.
- (c) Other addbacks include currency conversion impacts on hyper-inflationary economies, a gain on the liquidation of an inactive legal entity and charges related to non-recurring non-income tax and VAT charges.



Full Year 2017 Pro Forma Reconciliation

(dollars in millions) 2017 Houghton Other (a) Pro Forma* Quaker **Divestitures** Net Income (Loss) Attributable to Quaker Houghton \$ 20 (9) \$ (26)\$ (47)\$ \$ 9 Depreciation and Amortization 20 55 80 Interest Expense, Net (16)37 51 Taxes on Income (b) (2)84 42 42 EBITDA* (11)175 83 102 0 Equity Income in a Captive Insurance Company (3)(3)Combination, Integration and Other Acquisition-Related Expenses 40 30 10 Pension and Postretirement Benefit Costs, Non-Service Components (1) Cost Reduction Activities 2 2 0 Loss on Disposal of Held-for-Sale Asset 0 0 Insurance Insolvency Recovery (1) (1) Affiliate Management Fees Non-Income Tax Settlement Expense Other Addbacks (c) 0 Adjusted EBITDA* \$ 115 \$ 116 \$ (11)0 \$ 221 Adjusted EBITDA Margin* (%) 14% 15% 20% 0% 14%

- (a) Other includes estimated increases to depreciation and amortization due to purchase accounting fair value adjustments and a reduction of interest expense based on the average borrowings of the period plus the purchase consideration under the Quaker Houghton facility estimated interest rates.
- (b) Taxes on income related to both Divestitures and Other reflect each tax effected at the U.S. federal tax rate of 21%.
- (c) Other addbacks includes charges related to inventory fair value step up adjustments in the Wallover acquisition, currency conversion impacts of hyper-inflationary economies and other non-recurring charges.



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Full Year 2016 Pro Forma Reconciliation

(dollars in millions)

2016										
Quaker		<u>Houghton</u>		Divestitures		Other (a)		Pro Forma*		
\$	61	\$	(37)	\$	(8)	\$	7	\$	23	
	20		55		-		5		80	
	1		51		-		(14)		37	
	23		(5)		(2)		2		18	
	105		64		(10)		-		158	
	(2)		-		-		-		(2)	
	2		3		-		-		5	
	2		(1)		-		-		1	
	-		4		-		-		4	
	-		41		-		-		41	
	-		2		-		-		2	
	-		2		-		-		2	
	-		3		-		-		3	
	(0)		1		-		-		1	
\$	107	\$	119	\$	(10)	\$	0	\$	215	
	14%		16%		22%		0%		15%	
	Qu \$	\$ 61 20 1 23 105 (2) 2 2 2 - - - - - (0) \$ 107	\$ 61 \$ 20	\$ 61 \$ (37) 20 55 1 51 23 (5) 105 64 (2) - 2 3 2 (1) - 4 - 41 - 2 - 2 - 3 (0) 1 \$ 107 \$ 119	Quaker Houghton Divest \$ 61 \$ (37) \$ 20 55 1 51 23 (5) 105 64 (2) - 2 3 2 (1) - 4 - 41 - 2 - 2 - 3 (0) 1 \$ 107 \$ 119	Quaker Houghton Divestitures \$ 61 \$ (37) \$ (8) 20 55 - 1 51 - 23 (5) (2) 105 64 (10) (2) - - 2 3 - 2 (1) - 2 (1) - - 41 - - 2 - - 2 - - 3 - (0) 1 - \$ 107 \$ 119 \$ (10)	Quaker Houghton Divestitures Other \$ 61 \$ (37) \$ (8) \$ 20 55 - - 1 51 - - 23 (5) (2) - 105 64 (10) - 2 3 - - 2 (1) - - 2 (1) - - - 41 - - - 2 - - - 2 - - - 3 - - (0) 1 - - \$ 107 \$ 119 \$ (10) \$	Quaker Houghton Divestitures Other (a) \$ 61 \$ (37) \$ (8) \$ 7 20 55 - 5 1 51 - (14) 23 (5) (2) 2 105 64 (10) - (2) - - - 2 3 - - 2 (1) - - - 41 - - - 2 - - - 2 - - - 2 - - - 3 - - (0) 1 - - \$ 107 \$ 119 \$ (10) \$ 0	Quaker Houghton Divestitures Other (a) Pro F \$ 61 \$ (37) \$ (8) \$ 7 \$ 20 55 - 5 - 5 1 51 - (14) - - (14) -	

2016

- (a) Other includes estimated increases to depreciation and amortization due to purchase accounting fair value adjustments and a reduction of interest expense based on the average borrowings of the period plus the purchase consideration under the Quaker Houghton facility estimated interest rates.
- (b) Taxes on income related to both Divestitures and Other reflect each tax effected at the U.S. federal tax rate of 21%.
- (c) Other addbacks includes a charge related to a legal settlement, a charge related to inventory fair value adjustments in the Wallover acquisition, offset by a gain on the sale of an asset, currency conversion impacts of hyper-inflationary economies and a restructuring credit.



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