

Market Share by Line of Business - Life A&H

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Selected Criteria -		Year: 2013	State: SD	Codelist Basis: Business Written			Round by Thousands: No				
Business Type: Life A&H		Include Zero Companies: No		Line of Business: Guaranteed renewable (other individual policies)							
Group Code	Cocode	Company Name	Domicile	Direct Premiums Written	Market Share	Cumulative Market Share	Direct Premiums Earned	Dividends Paid or Credited on Direct Business	Direct Losses Paid	Direct Losses Incurred	Pure Direct Loss Ratio
370	60380	American Family Life Assur Co of Col	NE	47,994,706	27.2366%	27.2366%	48,327,328	0	29,164,539	31,389,680	64.9522%
261	71412	Mutual Of Omaha Ins Co	NE	11,901,547	6.754%	33.9906%	12,163,795	0	7,642,971	8,671,160	71.2866%
233	70319	Washington Natl Ins Co	IN	10,739,897	6.0948%	40.0854%	10,102,090	0	6,369,732	6,501,088	64.3539%
4011	70025	Genworth Life Ins Co	DE	9,960,432	5.6525%	45.7379%	9,835,403	0	4,438,137	6,224,141	63.283%
261	69868	United Of Omaha Life Ins Co	NE	9,244,277	5.246%	50.9839%	9,293,404	0	7,023,158	7,342,739	79.0102%
261	72850	United World Life Ins Co	NE	8,244,873	4.6789%	55.6628%	8,597,585	0	6,324,129	6,150,896	71.5421%
468	86231	Transamerica Life Ins Co	IA	6,174,558	3.504%	59.1668%	6,175,304	0	7,793,948	9,436,707	152.8136%
904	65838	John Hancock Life Ins Co USA	MI	4,973,484	2.8224%	61.9892%	5,039,293	0	848,713	2,249,799	44.6451%
290	77968	Family Heritage Life Ins Co Of Amer	OH	4,115,262	2.3354%	64.3246%	4,106,839	0	915,410	986,054	24.01%
	71471	Ability Ins Co	NE	3,861,084	2.1911%	66.5157%	3,908,695	0	6,414,320	7,517,631	192.331%
4483	70939	Gerber Life Ins Co	NY	2,989,384	1.6965%	68.2122%	2,990,132	0	2,197,511	2,280,447	76.2658%
860	69000	Northwestern Long Term Care Ins Co	WI	2,989,230	1.6964%	69.9086%	2,719,092	44,737	175,401	17,563	0.6459%
826	66915	New York Life Ins Co	NY	2,932,476	1.6642%	71.5727%	2,874,220	370	718,083	1,299,338	45.2066%
565	62049	Colonial Life & Accident Ins Co	SC	2,647,852	1.5026%	73.0753%	2,653,911	0	1,251,091	1,373,850	51.767%
626	62146	Combined Ins Co Of Amer	IL	2,468,994	1.4011%	74.4765%	2,337,647	0	742,830	782,219	33.4618%
367	80578	Physicians Mut Ins Co	NE	2,049,983	1.1633%	75.6398%	2,046,157	0	1,293,186	1,598,532	78.1236%
119	73288	Humana Ins Co	WI	2,019,795	1.1462%	76.786%	2,077,608	0	1,594,277	1,599,096	76.9681%
233	61263	Bankers Life & Cas Co	IL	1,920,585	1.0899%	77.876%	2,021,522	92	2,150,485	2,459,081	121.645%
1	12321	American Continental Ins Co	TN	1,859,514	1.0553%	78.9312%	1,835,697	0	1,425,674	1,501,249	81.7809%
3527	31119	Medico Ins Co	NE	1,773,991	1.0067%	79.9379%	1,853,205	0	1,309,729	1,302,609	70.2895%
687	64211	Guarantee Trust Life Ins Co	IL	1,659,317	0.9416%	80.8796%	1,509,983	0	246,253	359,659	23.8187%
	68802	Sentinel Security Life Ins Co	UT	1,566,145	0.8888%	81.7684%	1,606,502	0	1,421,410	1,224,054	76.1937%
901	65722	Loyal Amer Life Ins Co	OH	1,518,933	0.862%	82.6303%	1,529,355	0	1,067,715	1,074,936	70.2869%

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	62952	Equitable Life & Cas Ins Co	UT	1,508,013	0.8558%	83.4861%	1,475,840	0	643,814	489,722	33.1826%
4	65005	RiverSource Life Ins Co	MN	1,474,566	0.8368%	84.3229%	1,490,849	0	3,808,659	3,828,304	256.7868%
761	90611	Allianz Life Ins Co Of N Amer	MN	1,315,894	0.7468%	85.0697%	1,305,397	0	534,798	541,174	41.4567%
8	60534	American Heritage Life Ins Co	FL	1,250,290	0.7095%	85.7792%	1,244,100	0	782,390	761,374	61.1988%
	76325	Senior Hlth Ins Co of PA	PA	1,249,716	0.7092%	86.4884%	1,716,968	0	4,271,353	6,581,157	383.3011%
565	68195	Provident Life & Accident Ins Co	TN	1,224,376	0.6948%	87.1833%	1,215,970	0	456,472	296,167	24.3564%
290	92916	United Amer Ins Co	NE	1,200,332	0.6812%	87.8644%	1,215,170	0	1,100,886	1,098,301	90.3825%
1186	69515	Medamerica Ins Co	PA	1,117,837	0.6344%	88.4988%	1,132,328	0	384,586	387,866	34.2539%
241	65978	Metropolitan Life Ins Co	NY	1,079,118	0.6124%	89.1112%	1,079,615	0	94,307	73,364	6.7954%
3527	67679	American Republic Corp Ins Co	NE	1,054,955	0.5987%	89.7099%	1,055,866	0	733,960	729,461	69.0865%
84	71404	Continental Gen Ins Co	OH	1,003,811	0.5697%	90.2795%	1,097,670	0	775,442	2,115,456	192.7224%
215	68462	Reserve Natl Ins Co	OK	977,936	0.555%	90.8345%	984,578	0	822,422	886,471	90.0356%
19	69477	Time Ins Co	WI	946,053	0.5369%	91.3714%	947,295	0	1,706,433	2,656,704	280.4516%
	42129	United Security Assur Co Of PA	PA	872,066	0.4949%	91.8663%	818,592	0	64,024	120,592	14.7316%
367	72125	Physicians Life Ins Co	NE	862,750	0.4896%	92.3559%	863,807	0	572,590	570,064	65.9944%
	64580	Illinois Mut Life Ins Co	IL	731,214	0.415%	92.7708%	733,654	0	208,295	174,185	23.7421%
304	68241	Prudential Ins Co Of Amer	NJ	708,823	0.4023%	93.1731%	709,316	0	54,730	132,347	18.6584%
3527	60836	American Republic Ins Co	IA	626,743	0.3557%	93.5287%	634,814	0	595,198	637,492	100.4219%
860	67091	Northwestern Mut Life Ins Co	WI	547,459	0.3107%	93.8394%	541,913	146,897	59,397	-295,678	-54.5619%
	71439	Assurity Life Ins Co	NE	498,432	0.2829%	94.1223%	489,037	0	153,198	70,249	14.3648%
4011	65536	Genworth Life & Ann Ins Co	VA	475,363	0.2698%	94.392%	467,465	0	717,361	718,942	153.7959%
233	62065	Colonial Penn Life Ins Co	PA	461,073	0.2617%	94.6537%	447,411	0	297,710	303,809	67.9038%
8	65595	Lincoln Benefit Life Co	NE	443,726	0.2518%	94.9055%	452,013	0	75,505	94,696	20.9498%
119	65110	Kanawha Ins Co	SC	437,892	0.2485%	95.154%	437,892	0	142,143	205,790	46.9956%
	65927	Lincoln Heritage Life	IL	421,771	0.2394%	95.3934%	421,771	0	303,990	289,285	68.5882%

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		Ins Co									
19	70408	Union Security Ins Co	KS	404,824	0.2297%	95.6231%	408,507	0	192,595	985,430	241.2272%
84	63479	United Teacher Assoc Ins Co	TX	362,904	0.2059%	95.829%	374,036	0	104,249	105,389	28.1762%
200	69663	USAA Life Ins Co	TX	317,985	0.1805%	96.0095%	317,476	0	219,807	224,605	70.7471%
918	65056	Jackson Natl Life Ins Co	MI	304,488	0.1728%	96.1823%	301,778	0	453,757	453,757	150.3612%
12	60488	American Gen Life Ins Co	TX	280,444	0.1591%	96.3414%	283,875	0	292,545	392,317	138.2006%
619	69116	State Life Ins Co	IN	270,591	0.1536%	96.495%	278,185	0	65,726	129,861	46.6815%
	69132	State Mut Ins Co	GA	262,141	0.1488%	96.6437%	261,545	0	167,260	162,273	62.044%
4722	71390	Puritan Life Ins Co of Amer	AZ	260,251	0.1477%	96.7914%	263,905	0	175,355	168,374	63.801%
687	92703	United Natl Life Ins Co Of Amer	IL	245,088	0.1391%	96.9305%	242,867	0	105,694	93,412	38.4622%
290	60577	American Income Life Ins Co	IN	236,182	0.134%	97.0646%	237,032	0	129,381	184,346	77.7726%
690	61751	Central States H & L Co Of Omaha	NE	233,231	0.1324%	97.1969%	233,567	0	136,924	134,660	57.6537%
953	62359	Constitution Life Ins Co	TX	229,910	0.1305%	97.3274%	235,655	0	190,347	166,029	70.4543%
565	62235	Unum Life Ins Co Of Amer	ME	223,613	0.1269%	97.4543%	230,276	0	186,944	248,298	107.8263%
1117	63053	Family Life Ins Co	TX	223,392	0.1268%	97.5811%	225,668	0	162,591	156,436	69.3213%
	89184	Sterling Investors Life Ins Co	GA	210,861	0.1197%	97.7007%	213,822	0	113,534	112,469	52.5994%
241	87726	Metlife Ins Co of CT	CT	206,838	0.1174%	97.8181%	236,570	0	370,414	884,682	373.962%
1117	61883	Central United Life Ins Co	AR	205,943	0.1169%	97.935%	206,961	0	178,291	177,724	85.8732%
50	62553	Country Life Ins Co	IL	204,102	0.1158%	98.0508%	202,841	0	37,319	39,940	19.6903%
280	61190	Auto Owners Life Ins Co	MI	202,256	0.1148%	98.1656%	201,800	0	15,181	1,236	0.6125%
435	65935	Massachusetts Mut Life Ins Co	MA	193,388	0.1097%	98.2753%	109,324	0	0	690	0.6312%
1	68500	Continental Life Ins Co Brentwood	TN	189,720	0.1077%	98.383%	186,953	0	136,482	141,180	75.5163%
119	70580	Humanadental Ins Co	WI	184,648	0.1048%	98.4878%	184,648	0	85,138	86,773	46.9937%
953	68284	Pyramid Life Ins Co	KS	179,568	0.1019%	98.5897%	182,174	0	151,890	180,614	99.1437%
458	68136	Protective Life Ins Co	TN	169,166	0.096%	98.6857%	188,112	0	107,749	116,097	61.717%

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1266	91642	Forethought Life Ins Co	IN	167,126	0.0948%	98.7805%	170,486	0	119,502	119,594	70.1489%
468	66281	Monumental Life Ins Co	IA	164,649	0.0934%	98.874%	166,280	0	41,309	65,199	39.2104%
587	61239	Bankers Fidelity Life Ins Co	GA	154,975	0.0879%	98.9619%	139,014	0	110,401	107,480	77.316%
520	67784	Philadelphia Amer Life Ins Co	TX	132,620	0.0753%	99.0372%	131,742	0	296,233	300,886	228.3903%
408	86355	Standard Life & Accident Ins Co	TX	122,808	0.0697%	99.1069%	138,500	0	135,074	133,043	96.0599%
513	63088	Farm Bureau Life Ins Co	IA	120,871	0.0686%	99.1754%	128,347	0	127,167	134,661	104.9195%
572	77720	LifeSecure Ins Co	MI	114,471	0.065%	99.2404%	110,657	0	4,606	5,376	4.8583%
1348	69019	Standard Ins Co	OR	110,633	0.0628%	99.3032%	110,263	0	0	-261	-0.2367%
1295	80799	Celtic Ins Co	IL	93,233	0.0529%	99.3561%	99,277	0	41,441	40,381	40.6751%
707	62286	Golden Rule Ins Co	IN	87,216	0.0495%	99.4056%	104,383	0	38,663	32,301	30.9447%
330	60410	American Fidelity Assur Co	OK	71,972	0.0408%	99.4464%	70,485	0	134,655	280,146	397.4548%
55	71854	AAA Life Ins Co	MI	70,583	0.0401%	99.4865%	72,299	0	19,875	17,207	23.7998%
350	62596	Union Fidelity Life Ins Co	KS	70,256	0.0399%	99.5264%	70,976	0	7,901	6,920	9.7498%
19	65080	John Alden Life Ins Co	WI	65,780	0.0373%	99.5637%	71,459	0	440,080	541,098	757.2146%
233	65900	Conseco Life Ins Co	IN	56,748	0.0322%	99.5959%	61,543	0	49,488	46,327	75.2758%
901	88366	American Retirement Life Ins Co	OH	53,026	0.0301%	99.626%	43,928	0	19,387	33,546	76.3659%
332	61271	Principal Life Ins Co	IA	51,980	0.0295%	99.6555%	243	0	98,011	2,975	1,224.2798%
876	94358	US Able Life	AR	42,766	0.0243%	99.6798%	42,766	0	5,286	5,286	12.3603%
290	91472	Globe Life & Accident Ins Co	NE	42,688	0.0242%	99.704%	42,499	0	18,418	19,595	46.107%
276	61425	Trustmark Ins Co	IL	41,174	0.0234%	99.7273%	41,161	0	10,503	10,458	25.4075%
901	61727	Central Reserve Life Ins Co	OH	38,385	0.0218%	99.7491%	39,001	0	19,120	19,607	50.2731%
468	65021	Stonebridge Life Ins Co	VT	32,959	0.0187%	99.7678%	38,017	0	96,255	115,814	304.6374%
429	71714	Berkshire Life Ins Co of Amer	MA	32,516	0.0185%	99.7863%	32,516	0	0	0	0%
4712	63967	Government Personnel Mut Life Ins Co	TX	30,797	0.0175%	99.8038%	29,212	0	46,752	47,548	162.7687%
943	80837	Union Central Life Ins Co	NE	24,813	0.0141%	99.8178%	24,575	0	0	0	0%

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306	62626	CMFG Life Ins Co	IA	20,643	0.0117%	99.8296%	17,188	0	0	1,045	6.0798%
4011	72990	Genworth Life Ins Co of NY	NY	20,375	0.0116%	99.8411%	20,375	0	0	0	0%
429	64246	Guardian Life Ins Co Of Amer	NY	18,831	0.0107%	99.8518%	18,584	0	131,952	1,748,608	9,409.2122%
	11121	Unified Life Ins Co	TX	17,863	0.0101%	99.8619%	17,471	0	15,355	15,036	86.0626%
943	61301	Ameritas Life Ins Corp	NE	15,604	0.0089%	99.8708%	0	0	0	0	0%
229	61360	Reliastar Life Ins Co Of NY	NY	15,213	0.0086%	99.8794%	15,066	0	3,767	3,874	25.7135%
574	61859	Christian Fidelity Life Ins Co	TX	14,194	0.0081%	99.8875%	14,038	0	1,096	1,411	10.0513%
953	71072	Marquette Natl Life Ins Co	TX	14,061	0.008%	99.8955%	14,245	0	7,322	7,159	50.2562%
4734	61492	Athene Annuity & Life Assur Co	DE	13,469	0.0076%	99.9031%	13,469	0	7,800	7,716	57.2871%
1211	97241	Settlers Life Ins Co	WI	13,363	0.0076%	99.9107%	13,493	0	0	0	0%
549	68047	Professional Ins Co	TX	11,007	0.0062%	99.9169%	10,996	0	1,088	1,025	9.3216%
574	76112	Oxford Life Ins Co	AZ	10,401	0.0059%	99.9228%	6,289	0	11,445	11,354	180.5374%
901	67903	Provident Amer Life & Hlth Ins Co	OH	9,513	0.0054%	99.9282%	9,618	0	5,077	5,188	53.9405%
20	65676	Lincoln Natl Life Ins Co	IN	9,062	0.0051%	99.9334%	10,657	0	5,852	37,181	348.8881%
1216	69345	Teachers Ins & Ann Assoc Of Amer	NY	9,061	0.0051%	99.9385%	9,060	0	0	217	2.3951%
84	63312	Great Amer Life Ins Co	OH	8,844	0.005%	99.9435%	8,850	0	233	266	3.0056%
953	60763	American Pioneer Life Ins Co	FL	8,399	0.0048%	99.9483%	8,512	0	0	0	0%
	62928	EMC Natl Life Co	IA	7,322	0.0042%	99.9525%	7,224	0	2,820	2,018	27.9347%
869	66168	Minnesota Life Ins Co	MN	6,500	0.0037%	99.9562%	6,754	0	0	0	0%
839	62324	Freedom Life Ins Co Of Amer	TX	6,498	0.0037%	99.9598%	6,171	0	0	0	0%
	69329	Surety Life & Cas Ins Co	ND	6,485	0.0037%	99.9635%	6,487	0	1,342	1,342	20.6875%
565	64297	First Unum Life Ins Co	NY	6,317	0.0036%	99.9671%	6,688	0	0	0	0%
968	62944	AXA Equitable Life Ins Co	NY	4,857	0.0028%	99.9699%	5,145	0	1,168	1,161	22.5656%
91	71153	Hartford Life & Ann Ins Co	CT	4,411	0.0025%	99.9724%	4,414	0	12,689	48,437	1,097.3493%
	64017	Jefferson Natl Life Ins Co	TX	4,102	0.0023%	99.9747%	4,102	0	431	433	10.5558%

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1129	68608	Symetra Life Ins Co	WA	4,060	0.0023%	99.977%	4,222	0	0	0	0%
4796	87963	National Teachers Assoc Life Ins Co	TX	4,015	0.0023%	99.9793%	3,996	0	250	252	6.3063%
1216	60142	TIAA Cref Life Ins Co	NY	3,353	0.0019%	99.9812%	3,347	0	0	23	0.6872%
704	67172	Ohio Natl Life Ins Co	OH	2,942	0.0017%	99.9829%	2,947	0	0	0	0%
850	67644	Penn Mut Life Ins Co	PA	2,655	0.0015%	99.9844%	2,549	0	0	9	0.3531%
2538	82538	National Hlth Ins Co	TX	2,599	0.0015%	99.9858%	2,586	0	1,123	738	28.5383%
953	80624	American Progressive L&H Ins Of NY	NY	2,576	0.0015%	99.9873%	2,601	0	0	0	0%
836	70483	Western & Southern Life Ins Co	OH	2,574	0.0015%	99.9888%	2,556	0	0	0	0%
574	68349	North Amer Ins Co	WI	2,357	0.0013%	99.9901%	2,327	0	2,436	3,167	136.098%
290	65331	Liberty Natl Life Ins Co	NE	2,320	0.0013%	99.9914%	2,322	0	0	0	0%
3527	65641	Lincoln Republic Ins Co	ND	1,854	0.0011%	99.9925%	1,973	0	68	-7,548	-382.5646%
244	76236	Cincinnati Life Ins Co	OH	1,417	0.0008%	99.9933%	1,523	0	0	463	30.4005%
8	70874	Allstate Life Ins Co Of NY	NY	1,048	0.0006%	99.9939%	1,093	0	0	0	0%
408	60739	American Natl Ins Co	TX	1,043	0.0006%	99.9945%	1,043	0	0	-339	-32.5024%
492	68721	Security Life Ins Co Of Amer	MN	923	0.0005%	99.995%	921	0	0	0	0%
704	89206	Ohio Natl Life Assur Corp	OH	845	0.0005%	99.9955%	847	0	0	0	0%
	66214	Heartland Natl Life Ins Co	IN	808	0.0005%	99.9959%	808	0	93	105	12.995%
440	66265	Monarch Life Ins Co	MA	701	0.0004%	99.9963%	701	0	1,200	-56	-7.9886%
626	78697	Combined Life Ins Co Of NY	NY	646	0.0004%	99.9967%	638	0	0	0	0%
264	97055	Mega Life & Hlth Ins Co The	OK	627	0.0004%	99.997%	627	0	225	170	27.1132%
300	64513	Horace Mann Life Ins Co	IL	611	0.0003%	99.9974%	611	0	0	0	0%
261	13100	Omaha Ins Co	NE	561	0.0003%	99.9977%	561	0	0	0	0%
	67393	Ozark Natl Life Ins Co	MO	524	0.0003%	99.998%	531	0	0	0	0%
901	62308	Connecticut Gen Life Ins Co	CT	441	0.0003%	99.9982%	594	0	1,074	969	163.1313%
588	67199	Old Amer Ins Co	MO	389	0.0002%	99.9985%	396	0	0	119	30.0505%

Market Share by Line of Business - Life A&H
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Group Code	Cocode	Company Name	Domicile	Direct Premiums Written	Market Share	Cumulative Market Share	Direct Premiums Earned	Dividends Paid or Credited on Direct Business	Direct Losses Paid	Direct Losses Incurred	Pure Direct Loss Ratio
1117	65870	Manhattan Life Ins Co	NY	353	0.0002%	99.9987%	240	0	53	106	44.1667%
781	69744	Union Labor Life Ins Co	MD	336	0.0002%	99.9989%	336	0	0	-74	-22.0238%
8	60186	Allstate Life Ins Co	IL	322	0.0002%	99.999%	236	0	0	0	0%
4750	65919	Primerica Life Ins Co	MA	251	0.0001%	99.9992%	251	0	0	29	11.5538%
839	98205	National Found Life Ins Co	TX	218	0.0001%	99.9993%	217	0	0	0	0%
872	66230	William Penn Life Ins Co Of NY	NY	169	0.0001%	99.9994%	169	0	0	0	0%
19	67989	American Memorial Life Ins Co	SD	154	0.0001%	99.9995%	156	0	0	0	0%
450	65781	Madison Natl Life Ins Co Inc	WI	144	0.0001%	99.9996%	97	0	0	19	19.5876%
458	66370	Mony Life Ins Co	NY	136	0.0001%	99.9996%	140	83	0	0	0%
229	67105	Reliastar Life Ins Co	MN	121	0.0001%	99.9997%	121	0	0	0	0%
4734	61689	Aviva Life & Ann Co	IA	108	0.0001%	99.9998%	111	0	0	0	0%
	68985	Starmount Life Ins Co	LA	80	0%	99.9998%	79	0	0	0	0%
	81426	Commercial Travelers Mut Ins Co	NY	78	0%	99.9999%	79	0	0	0	0%
	60542	American Home Life Ins Co	KS	75	0%	99.9999%	80	0	0	0	0%
55	84522	Auto Club Life Ins Co	MI	68	0%	100%	71	0	0	-4	-5.6338%
468	70688	Transamerica Financial Life Ins Co	NY	34	0%	100%	40	0	0	1	2.5%
450	69078	Standard Security Life Ins Co Of NY	NY	29	0%	100%	33	0	0	0	0%
	70130	Universal Guar Life Ins Co	OH	24	0%	100%	24	0	0	0	0%
212	63177	Farmers New World Life Ins Co	WA	0	0%	100%	-3	0	0	0	0%
769	80705	US Br Great West Life Assur Co	MI	0	0%	100%	1,889	0	3,894	3,914	207.1996%
904	93610	John Hancock Life & Hlth Ins Co	MA	0	0%	100%	0	0	0	103,089	0%
241	63665	General Amer Life Ins Co	MO	0	0%	100%	16	0	0	0	0%
153	67628	Pekin Life Ins	IL	0	0%	100%	96	0	0	0	0%

Market Share by Line of Business - Life A&H

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		Co									
		170 Companies in Report		176,214,091	100%	100%	176,672,998	192,179	117,767,518	136,240,224	77.1143%

Database: OLTPPROD

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