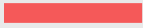
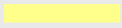




WINE LISTER LEAGUES 2021



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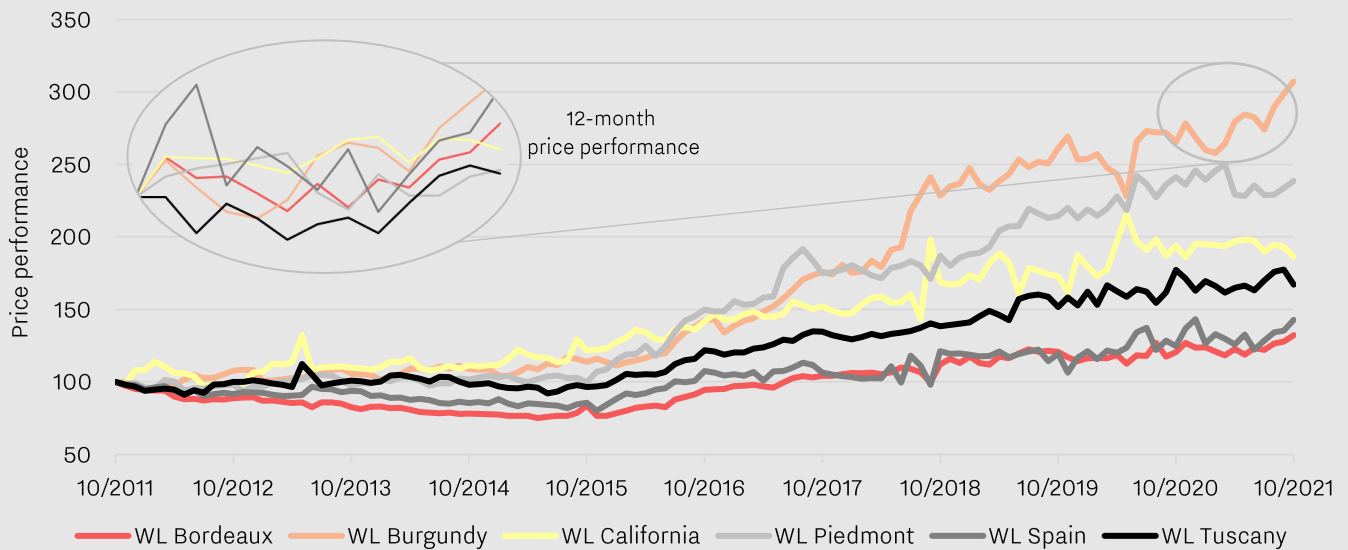
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WORDS FROM WINE LISTER

After well over a year of disruption due to the global health crisis, fine wine is booming. Collectors took refuge in their cellars during lockdowns, and show no signs of curbing their appetite for wine with the resumption of “normal” life. As 2021 draws to a close, Wine Lister seeks to celebrate those wines and producers that appear flagbearers of a new and much-diversified fine wine era. Measuring wine performance within a series of categories, our Wine Lister Leagues and Indicators provide the ultimate wish list for those wines and producers achieving great strides in quality, increased popularity, most under the radar wines, and more.

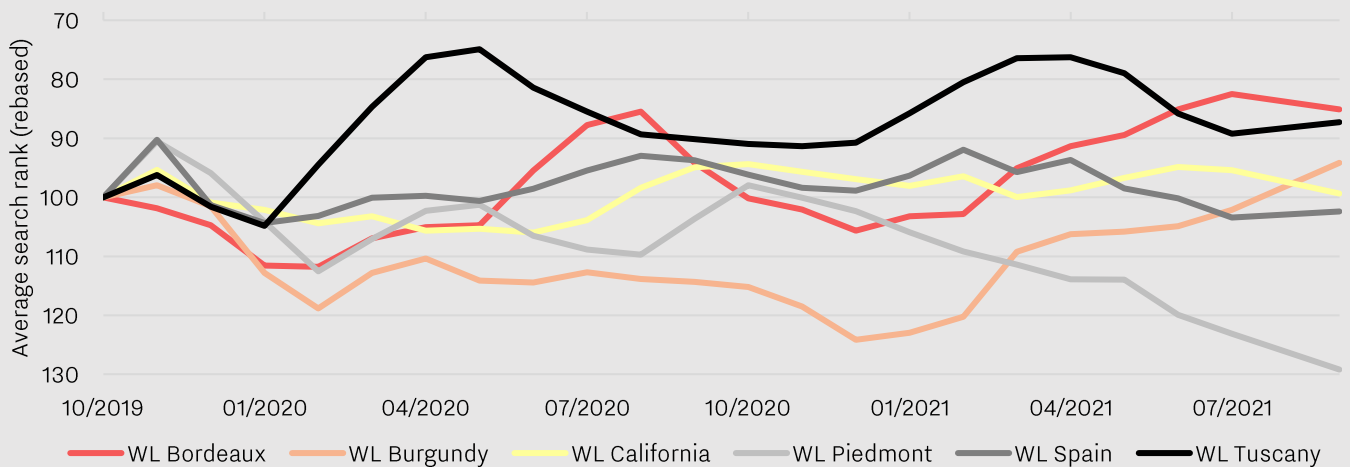
PRICE PERFORMANCE



We kick off this year's study by looking at the 10-year regional price performance of key fine wine regions. The price indices shown above comprise the top 20 wine brands by [Wine Lister Pro score](#) in each respective region.

- A region known for its investment staples, Burgundy leads the way long-term, up 207%, followed by distant second, Piedmont, up 138%. Bordeaux achieves the lowest price growth, up 32% over 10 years, just behind Spain at 42%
- The last 12 months show a positive rebound across all six regions, with every region achieving price growth between 3% and 14%

REGIONAL POPULARITY



We analyse above the average search rank of the same basket of top 20 wines per region:

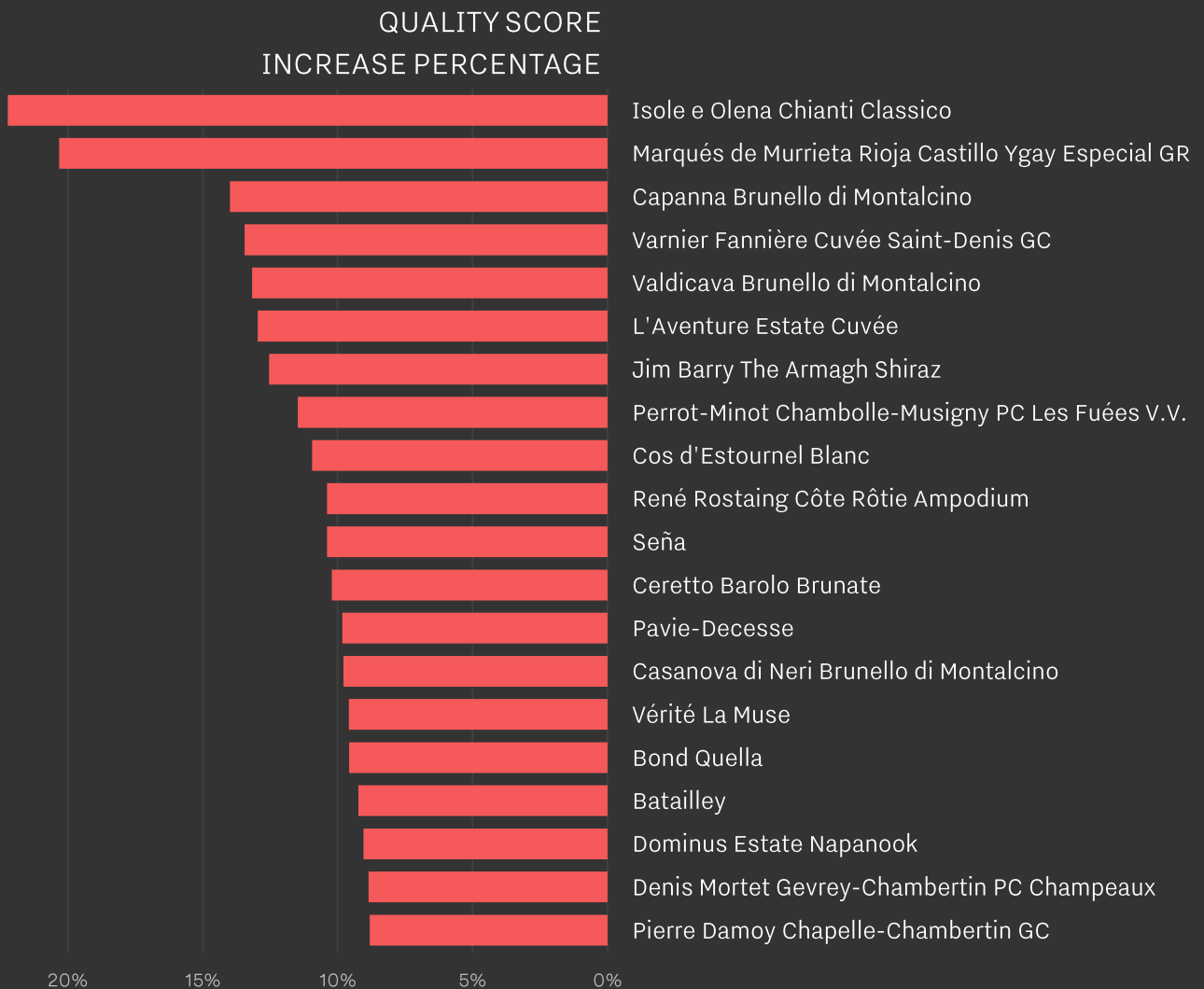
- Bordeaux and Tuscany, often compared to one another due to their high-profile juggernaut brands, have gained the most in popularity for their top wines, with Bordeaux notably recovering ground lost before the start of the coronavirus pandemic
- Meanwhile, Piedmont has lost its footing over the last year, likely as consumers were less excited about the region following the release of the sub-par 2017 vintage – though a reversal of fortunes may be on its way, with an anticipated 2018 vintage that could turn things around in the coming months



NEED TO KNOW:
Italy takes up five spots on the list, including three rapid risers from Brunello di Montalcino

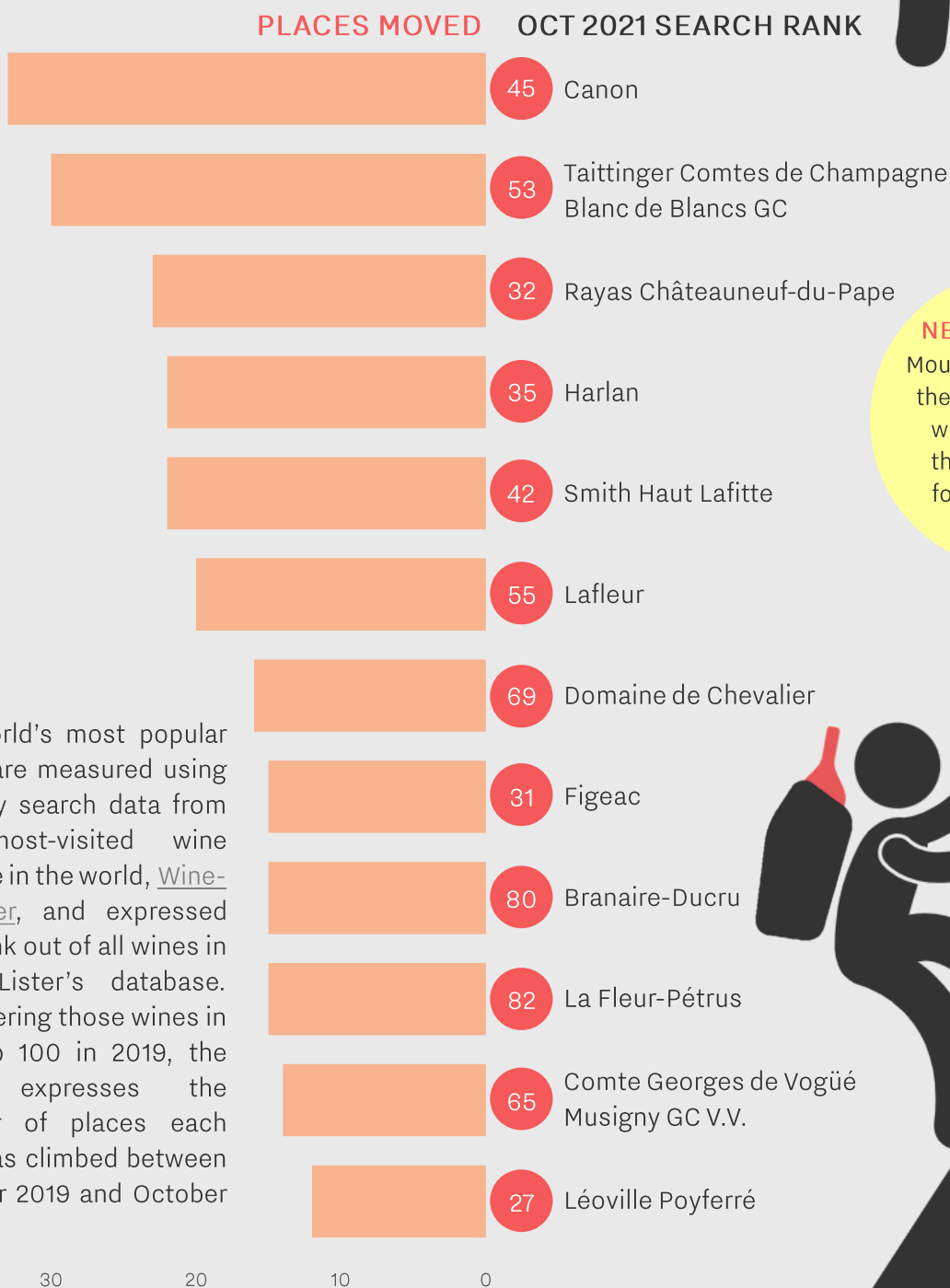
Our first League looks at the top 20 wines whose Quality score, based on our partner critics' ratings and drinking windows, has improved the most over the last two years, identifying which wines are on a rapid rise to the top.

QUALITY IMPROVERS



BIGGEST MOVERS

With the industry continuing its pivot towards digital solutions, and consumers becoming increasingly broad in their drinking interests, we examine below those top wines whose popularity has increased most in terms of online searches.



The world's most popular wines are measured using monthly search data from the most-visited wine website in the world, [Wine-Searcher](#), and expressed as a rank out of all wines in Wine Lister's database. Considering those wines in the top 100 in 2019, the chart expresses the number of places each wine has climbed between October 2019 and October 2021.

NEED TO KNOW:
Mouton has remained the #1 most popular wine in the world throughout 2021, followed by Dom Pérignon



30 20 10 0

BIGGEST MOVERS

Given the number of cuvées across which a Burgundy producer's popularity is measured, Burgundy wines are often missed in top search rankings. Below we take a closer look at the top 20 Burgundian wines whose popularity has increased most in terms of online searches over the past two years, allowing us to recognise those hard-to-come-by cuvées that are most on the rise, out of the 5,245 wines in the Wine Lister database.

NEED TO KNOW:
A producer with notably increasing popularity, Arnoux-Lachaux occupies 10 spots in the list below

BURGUNDY SUPERSTARS

PLACES MOVED



1,386	✳	Arnoux-Lachaux Vosne-Romanée Les Hautes Maizières
1,334	✳	Frédéric Magnien Corton-Charlemagne GC
1,305	✳	Arnoux-Lachaux Nuits-Saint-Georges PC Les Procès
1,210	✳	Arnoux-Lachaux Vosne-Romanée
1,167	✳	Arnoux-Lachaux Latricières-Chambertin GC
1,150	✳	Arnoux-Lachaux Chambolle-Musigny
935	✳	Guyon Echezeaux GC
928	✳	d'Auvenay (Lalou Bize-Leroy) Auxey-Duresses Les Clous
871	✳	Arnoux-Lachaux Clos de Vougeot GC
853	✳	Arnoux-Lachaux Echezeaux GC
777	✳	Arnoux-Lachaux Nuits-Saint-Georges PC Clos des Corvées Pagets
748	✳	Mongeard-Mugneret Nuits-Saint-Georges PC Les Boudots
719	✳	Arnoux-Lachaux Nuits-Saint-Georges Les Poisets
712	✳	Guyon Vosne-Romanée PC Les Brûlées
707	✳	Étienne Sauzet Puligny-Montrachet PC La Garenne
646	✳	Chanson Père et Fils Charmes-Chambertin GC
614	✳	Maltroye Chassagne-Montrachet PC Clos du Château de la Maltroye Monopole Rouge
609	✳	Jean-Michel Gaunoux Meursault PC Perrières
606	✳	Arnoux-Lachaux Vosne-Romanée PC Les Chaumes
563	✳	Dupont Tisserandot Charmes-Chambertin GC



2021'S MOST COMPELLING WINES

For the sixth year running, we have carried out an in-depth survey with key fine wine trade players from across the globe. The 47 CEOs, MDs, and wine department heads we consulted run companies that between them represent well over one-third of global fine wine revenues.

This year we asked experts: *“what are the most compelling wines and producers in the market today?”*

Wine lovers are left with no shortage of options, with 188 wines and producers named, spanning more than 20 major regions. Based on these initial responses, Wine Lister has chosen to dig deeper, highlighting some of the most exciting, and most-named nominees. We also explore what factors contribute to a wine or producer being “compelling”, ultimately affirming that at the heart of fine wine, its quality, coupled with unique storytelling, are the aspects that set the world’s greatest wines apart.



OLD WORLD WINES TO WATCH

BIBI GRAETZ

Bibi Graetz receives the most mentions of any producer in our survey on the world's most compelling wines or producers. With an artist's spirit, Bibi Graetz produces bottles that are beautiful both for their labels and their contents. The Tuscan producer was chosen for quality, with one merchant noting the estate as *"producing an increasingly excellent range of wines"*, as well as its commercial viability, with another noting it has *"super visibility, thus organically creating very large demand, in a very short amount of time"*.

LES CARMES HAUT-BRION

A darling of the trade for several years now, Bordeaux's Les Carmes Haut-Brion's flame continues to burn bright – with its quality (and accompanying critics' scores) rapidly ascending in recent years, it is no wonder. However, the trade are also quick to recognise its recent investment, and particularly its focus on continuous improvement and innovation, as unique: one specialist merchant cites *"the amount of experimentation Les Carmes Haut-Brion conduct"* as a compelling factor in its own right.

ROBERTO VOERZIO

Known for meticulous work in his Piemontese vineyards, Roberto Voerzio's work in the winery is equally exacting, resulting in low-yield wines pure in expression. Considered a modernist, the winemaker eschews traditional tannin-heavy styles, yet also embraces some classicism, with little intervention, and a light hand in ageing, resulting in well-balanced wines that have increasingly earned cult status. One Australian merchant hails them *"reference wines"*.

BERTHAUT-GERBET

At the helm since 2013, winemaker Amélie Berthaut is garnering increasing attention for her wines, following changes made at the Burgundy domaine on her arrival. Beyond cellar renovations, and combining the vineyards inherited from each side of the family under one title, she is also guiding the appellation of Fixin back into the limelight. Indeed, one specialist merchant notes the domaine as compelling for *"over-hauling its rustic style and producing beautiful Fixin, and more."*

FÜRST

Producing Pinot Noir in Burgstadt, Germany, Weingut Rudolf Fürst is recognised for its impressive elegance, created from meticulous, hand-worked vines and little intervention upon harvest. Though still below the radar of many, the estate holds great esteem amongst German wine lovers for its quality as much as its long-standing efforts to push German Pinot Noir to ever-greater heights.

NEW WORLD WINES TO WATCH



CATENA ZAPATA

Now in its fourth generation, this family winery is a longstanding icon of Argentinean wine, with special terroir matched by its micro-vinification approach in the winery. Though praise from critics for its strong quality is no new feat, respondents also note the winery's international presence and efforts to build relationships, with the trade and consumers alike, as key to its compelling nature, with one noting its "*enormous engagement leads to strong presence and demand*".

ERRAZURIZ

A giant amongst Chilean wine producers, Errazuriz recently celebrated its 150th anniversary. A part of the Viñedos Familia Chadwick group (also responsible for high-profile estates Seña and Viñedo Chadwick), Errazuriz's abilities run equally deep, and beyond the Bordeaux blends that are popular in the region, with multiple respondents specifically citing the Las Pizarras estate as compelling, with one noting its "*really thrilling Pinot Noir and Chardonnay, as well as its exciting story*".

PEDRO PARRA

Armed with a degree in terroir, Pedro Parra has been an increasingly common name to overhear in the wine world, as he traversed the hemispheres working as a wine consultant. Now focussed on a personal project in home region of Itata, Chile, Parra embraces grape variety diversity, dry farming, and 100-year old bush vines in his vineyards. His eponymous wine range reflects his enthusiasm for the land, and vision of extreme terroir dedication.

RHYS VINEYARDS

After a painstaking search for unique vineyard sites in California's Santa Cruz Mountains, Rhys is regarded for its dedication to excellence. Now with seven estate vineyards, the diligent search for the right terroir is matched by rigour and precision in the vineyard and winery. Broadly identified as a compelling producer, two respondents advise the exceptional Horseshoe Vineyard Pinot Noir and Chardonnay as standouts.

RIDGE VINEYARDS

Ridge is also making special wines in the Santa Cruz Mountains, focusing on Cabernet Sauvignon and Zinfandel. Celebrating its 60th anniversary in 2022, the trade's enthusiasm is only growing with the passage of time, with one specialist merchant noting Ridge "*never ceases to deliver*", before specifying "*a magnum of Monte Bello recently outperformed several first growths at dinner*" – recalling its initial claim to fame following its success at the Judgment of Paris.

WHAT COMPELS US?

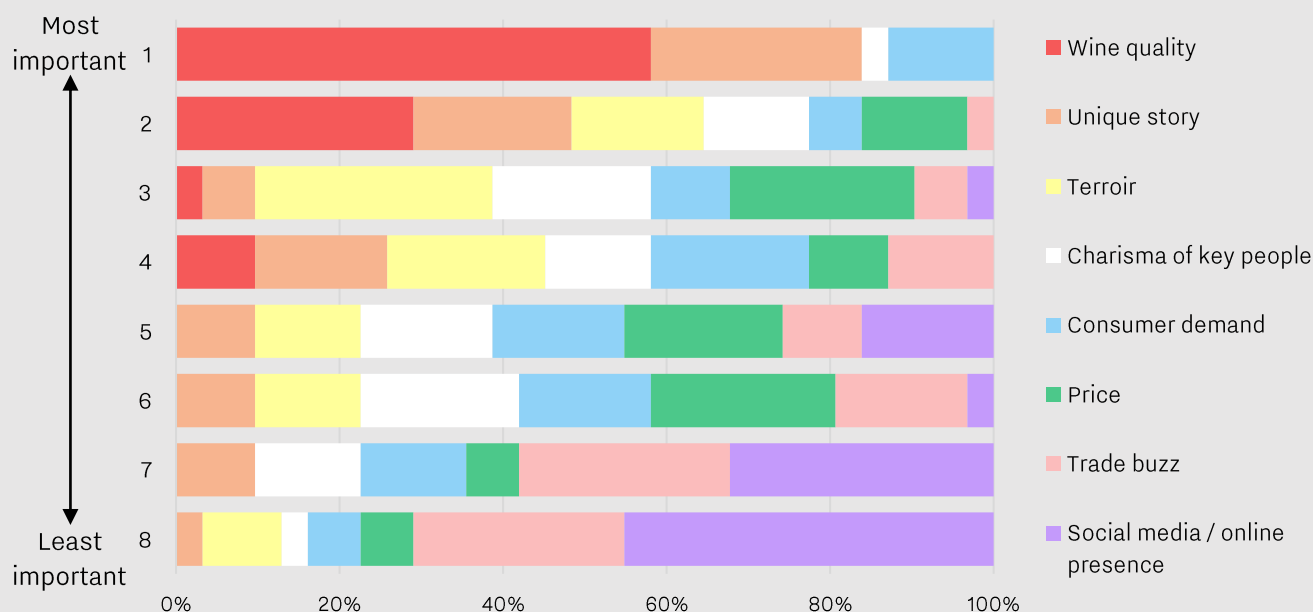
We asked our Founding Members “What factors are the most important today when considering how compelling a producer is? Please order the aspects shown below.” Here are their thoughts:

WINE QUALITY

Even the best marketing or communications efforts cannot change the essence of the liquid in bottle, and the trade remain ever in-tune with this truth: over 50% of respondents place wine quality as the most important factor when considering how compelling a producer is. One top tier UK merchant affirms “As much as the other factors must be included, we all know that these are entirely ancillary to how good the actual wine is”. Two others expand on wine quality to include **consistency**, with another top tier UK merchant noting that “Consistently high quality, particularly when faced with challenging conditions” is key. Some respondents also regard the future outlook of wine quality as important in their considerations, with one remarking “If a young producer makes substantial jumps in quality year-on-year in their early years, then it is someone to watch”.

UNIQUE STORY / CHARISMA OF KEY PEOPLE

Another 40% of respondents place emphasis on a producer’s story or charisma (with the remaining 10%, focused on business outcomes, naming **consumer demand** as the most compelling factor of a wine). This is echoed in multiple comments referencing “*authenticity*” as a particularly compelling aspect of a producer’s brand, with others specifying producer engagement as key to winning in a competitive landscape: one top tier Asian merchant notes “*engagement, inclusiveness, humility, and lack of fanfare*” as key, positive qualities.

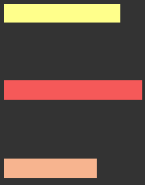


SOCIAL MEDIA / ONLINE PRESENCE

Despite emphasis on storytelling, noted above, Wine Lister’s Founding Members do not feel that social media platforms are a particularly important aspect in creating a compelling brand, with nearly 50% placing it as least important, and another 30% placing it second-last. Instead, the trade appear to favour a more personal approach to brand promotion, with one Place de Bordeaux member noting that “*engaging with trade and consumers in events around the world*” is the most effective and desirable way to promote a brand – indicating face-to-face engagement cannot yet be replaced with virtual interactions.

TRADE BUZZ

Perhaps stemming from the ultimate supremacy of wine quality in determining what makes for a compelling producer, our Founding Members do not emphasise industry sentiment as influential when forming their opinions. Instead, they prefer to make up their own minds through direct experience.



INDICATORS

Wine Lister Indicators are designed to provide suggestions for specific buying purposes, whether it be to discover something new (Hidden Gems), drink well without breaking the bank (Value Picks), impress at a dinner party (Buzz Brands), or add to your investment portfolio (Investment Staples). They provide useful segments to help cut into Wine Lister's data, creating a ready-made source list of the best wines to meet your needs.



NEED TO KNOW:

With only 5,000 bottles produced each vintage, Tenuta di Petrolo's Bòggina C is the least-discovered, but joint-highest quality, of this year's Hidden Gems.

HIDDEN GEMS

The Hidden Gem indicator helps you discover fine wines that are under the radar, yet worth uncovering. These wines are seldom found in the top restaurants and are infrequently searched for online, but have high ratings from wine critics, or are assigned "Hidden Gem" status by the global fine wine trade. Below are Wine Lister's Top 10 new Hidden Gems for 2021 – check out our 2020 Hidden Gems [here](#).

ALSACE ✦ Schlumberger Riesling Kessler

ARGENTINA ✦ Bodega Aleanna 'Gran Enemigo'

BURGUNDY ✦ Bertagna Corton-Charlemagne

BURGUNDY ✦ Berthaut-Gerbet Vosne-Romanée 'Les Suchots'

BURGUNDY ✦ Henri Magnien Gevrey-Chambertin '4 Carat Terres'

BURGUNDY ✦ Michel Magnien Chambolle-Musigny 'Les Sentiers'

BURGUNDY ✦ Thomas Morey Chassagne-Montrachet 'Vide Bourse'

CALIFORNIA ✦ Littorai The Haven Pinot Noir

OREGON ✦ Eyrie Original Vines Reserve

TUSCANY ✦ Tenuta di Petrolo Bòggina C

VALUE PICKS

Wine Lister's Value Picks help you to avoid compromise on your drinking choices, identifying wines with the best quality-to-price ratios. Wine Lister's algorithm gives a higher weighting to quality than price, thus giving the finest wines a look-in. Below are Wine Lister's Top 10 Value Picks for 2021.

CALIFORNIA

The Hilt Vineyard Pinot Noir

FRANCE

Huet Le Mont Sec

Weinbach Riesling Schlossberg
Cuvée Sainte Catherine

Tardieu-Laurent Châteauneuf-du-
Pape Cuvée Speciale

GERMANY

Emrich-Schönleber Monzinger
Frühlingsplätzchen Riesling Trocken

ITALY

Fèlsina Fontalloro

Podere Poggio Scalette Il Carbonaione

Isole e Olena Collezione de Marchi
Cabernet Sauvignon

Tenuta delle Terre Nere Guardiola Rosso

SPAIN

Compañía de Vinos Telmo Rodríguez
Pago La Jara



NEED TO KNOW:

Compañía de Vinos Telmo Rodríguez's Pago La Jara earns the highest Value score of this year's selections, and a WL score of 92.



NEED TO KNOW:

Château Rayas' Châteauneuf-du-Pape leads the way for Buzz Brands in 2021, while Domaine Leroy's Chambertin has the greatest Quality-Brand score ratio

BUZZ BRANDS

A Buzz Brand is a wine with strong presence on the world's top wine lists, enjoying high levels of online search frequency or demonstrating a recent growth in popularity, and identified by the fine wine trade as trending or especially prestigious. Below are Wine Lister's Top 10 new Buzz Brand picks for 2021 – check out our top 2020 Buzz Brands [here](#).

AUSTRALIA

Henschke Hill of Grace Shiraz

CHILE

Casa Lapostolle Clos Apalta

BORDEAUX

Figeac

Lafleur

PIEDMONT

Giuseppe Rinaldi Brunate

BURGUNDY

Georges Roumier Musigny

Dujac Clos de la Roche

Leroy Chambertin

RHÔNE

Rayas Châteauneuf-du-Pape

SOUTH AFRICA

The Sadie Family Columella

INVESTMENT STAPLES

Investment Staples are wines above a certain price, that have strong ageing potential, proven price performance, or represent good value compared to their peers, and are relatively stable and liquid, with recognition from our network of global fine wine trade members. Below are Wine Lister's Top 10 Investment Staples for 2021.

BORDEAUX

Cheval Blanc

Lafite

BURGUNDY

d'Auvenay (Lalou Bize-Leroy) Bonnes-Mares

Raveneau Montée de Tonnerre

CHAMPAGNE

Dom Pérignon

RHÔNE

Jean-Louis Chave Hermitage

Rayas Châteauneuf-du-Pape

TUSCANY

Soldera Case Basse

Tignanello

NEED TO KNOW:

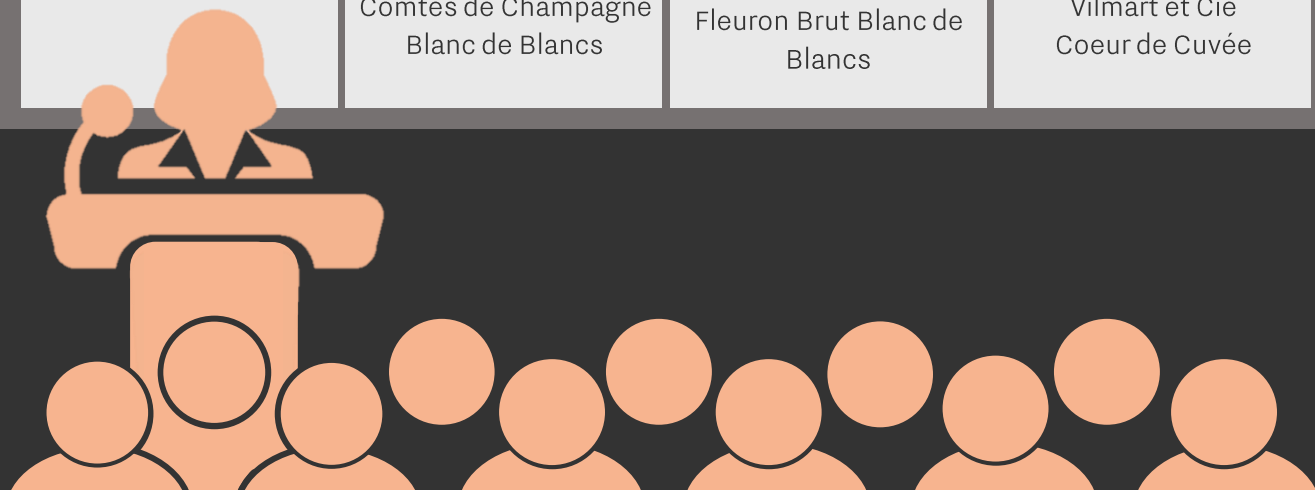
Lafite receives the most mentions of any wine from the trade as a key investment staple, outpacing second place Mouton-Rothschild by 60%.

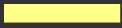




NEW YEAR'S EVE CHAMPAGNE MUST BUYS

MAJOR MARQUES	CONNOISSEUR'S COLLECTION	VARIETAL VINS	CAPTIVATING CUVÉES
Dom Pérignon P2	Bollinger Grande Année	Agrapart et Fils Minéral Blanc de Blancs Extra-Brut	Bérèche et Fils Le Cran
Krug Clos du Mesnil	Bollinger R.D.	Charles Heidsieck Blanc des Millénaires	Billecart-Salmon Cuvée Elisabeth Salmon
Krug Grande Cuvée	Philipponnat Clos des Goisses	Jacques Selosse Blanc de Noirs La Cote Faron	Bruno Paillard N.P.U. "Nec Plus Ultra"
Louis Roederer Cristal	Pol Roger Sir Winston Churchill	Paul Bara Comtesse Marie de France	Egly-Ouriet V.P Vieillessement Prolongé Extra Brut
Perrier-Jouët Belle Epoque	Salon Le Mesnil	Pierre Gimonnet et Fils Fleuron Brut Blanc de Blancs	Henriot Cuvée des Enchanteleurs
	Taittinger Comtes de Champagne Blanc de Blancs		Vilmart et Cie Coeur de Cuvée





We hope you found reading this study as intriguing as we found preparing it. The contents only brush the surface of the unique combination of data and research at our fingertips. We have at our disposal a wealth of insights and analysis on each cru contained herein, that we could not make room for individually in this study.

Contact us for more information or to order a bespoke study:
team@wine-lister.com

OUR OFFICIAL PARTNERS

The logo for Jancis Robinson, featuring her name in a white, elegant cursive script on a dark purple background.

www.jancisrobinson.com

The logo for Antonio Galloni's 'vinous' brand, with 'Antonio Galloni' in a small sans-serif font above 'vinous' in a large, bold, lowercase sans-serif font. Below it, the tagline 'explore all things wine' is written in a smaller, lowercase sans-serif font.

www.vinous.com

The logo for Jasper Morris's 'Inside Burgundy' brand, with 'JASPER MORRIS' in a red, uppercase serif font above 'Inside Burgundy' in a black, mixed-case serif font.

www.insideburgundy.com/

The logo for Bettane & Desseauve, featuring the brand name in a bold, lowercase sans-serif font with a blue plus sign between the two names.

www.bettanedesseauve.com



Jeannie Cho Lee
Master of Wine

www.jeanniecholee.com

Wine Lister is proud to collaborate with some of the most respected critics in the major fine wine markets. Their scores make up the Wine Lister quality ratings, along with an assessment of each wine's longevity.

The logo for Wine-Searcher, featuring a green wine bottle icon with a magnifying glass over it, followed by the text 'wine-searcher' in a lowercase sans-serif font.

www.wine-searcher.com

The logo for Wine Market Journal, consisting of the letters 'WMJ' in a white, uppercase serif font inside a white rectangular box.

www.winemarketjournal.com

To determine popularity, as part of the brand category, we have formed a partnership with **Wine-Searcher**, the world's most visited wine website, to incorporate their online search frequency data.

To assess liquidity, as part of the economic category, we used trading volumes compiled by **Wine Market Journal**, the leading source of wine auction data.



www.wineowners.com

Our price data is based on the world's largest price database and meticulously processed by **Wine Owners**, a best-in-class portfolio management and trading exchange platform. These historical market prices allow us to assess price performance and stability as well as current price.

COMPELLING PRODUCERS & WINES

Africa	USA (California)	Bordeaux (cont.)
South Africa	Beta Wines	Canon
Alheit Vineyards	Broc Cellars	Cheval Blanc
Eben Sadie	Bryant Family Vineyard	Cos d'Estournel
Klein Constantia	Ceritas Wines	Domaines Delon
Naudé Wines	Colgin Cellars	Ducru-Beaucaillou
Paulus Wine Co.	Dominus Estate	Durfort-Vivens
Thorne & Daughters	Duckhorn Vineyards	Figeac
Americas	DuMol Wines	Fleur Cardinale
Argentina	Dunn Vineyard	George 7
Catena Zapata	Harlan	Grand Village
Cheval des Andes	HdV Wines	Haut Brion
El Enemigo	Joseph Phelps Vineyards Quarter Moon	Haut Roc Blanquant
Luca Winery	MacDonald Vineyards	Haut-Bailly
Roberto de la Mota	Opus One	La Conseillante
Trapiche Iscay	Peter Michael Winery	La Gaffelière
Zuccardi	Racines Wine	Lafite Rothschild
Chile	Realm Cellars The Bard	Lafleur
Almaviva	Rhys Vineyards	Larcis Ducasse
Carmen D.O Quijada Semillon	Ridge Monte Bello	Le Prieuré
Casa Real	Screaming Eagle	Léoville Poyferré
Clos Apalta	Vérité Winery	Les Carmes Haut Brion
Don Melchor	Australasia	Lynch-Bages
Eduardo Chadwick	Australia	Maison Sichel
Pedro Parra	BK Wines	Mouton Rothschild
Seña	Giant Steps	Pavie
Viña Errázuriz	Henschke	Pichon Longueville Comtesse de Lalande
Viña La Rosa	New Zealand	Rocheyron
Viñedo Chadwick	Rippon Vineyards	Séraphine
USA (California)	Europe	Smith Haut Lafitte
Abreu Vineyards	France	Burgundy
Aubert Wines	Bordeaux	Bachelet-Monnot
Beau Marchais	Bel Air Marquis d'Aligre	Berthaut-Gerbet

COMPELLING PRODUCERS & WINES (CONT.)

Burgundy (cont.)	Champagne (cont.)	Piedmont (cont.)
Bonneau du Martray	Legras & Haas	Giuseppe Rinaldi
Cécile Tremblay	Piper Heidsieck Rare	Lalù
Claire Naudin	Jura	Mauro Molino
Comte Liger-Belair	Domaine du Pelican	Nervi Gattinara
Domaine de la Romanee-Conti [Montrachet]	Labet	Poderi e Cantine Oddero
Domaine de l'Arlet Clos de l'Arlet	Lajibe Carmeret	Produttori Barbaresco
Domaine du Clos Salomon Givry Clos Salomon	Rhône	Prunotto
Domaines des Lambrays	Domaine du Banneret	Roagna
Faiveley	Jean-Louis Chave	Roberto Voerzio
Fourrier	Rayas	Rocche di Castiglione
Georges Noëllat	Rayas Blanc	Sori della Sorba
Georges Roumier	France (Other)	Vietti [Lazzarito]
Jacques Prieur	Arretxea	Tuscany
Jayer Gilles	Germany	Antinori
Jean Pierre Guyon	Egon Müller	Bibi Graetz
Laurent Perrachon et Fils	Fürst	Biondi Santi
Les Horées	Keller	Cantine Ravazzi
Louis Latour	Peter Jacob Kühn	Castello Romitorio
Pattes Loup	Italy	Gianni Brunelli
Perrot Minot	Piedmont	Il Marronetto
Pierre-Yves Colin-Morey	Bartolo Mascarello	IPSUS Il Caggio
Prieuré Roch	Bruno Giacosa	Istine
Rebourseau	Bruno Rocca	Le Pergole Torte
Stéphane Magnien	Ceretto	Masseto
Thierry Pillot	Chiara Boschis	Montevertine
Thomas Morey	Claudio Fenocchio	Ornellaia
Yann Durieux	Elio Grasso	Querciabella
Yves Girardin	Fratelli Brovia	Ridolfi
Champagne	Gaja	Sassicaia
Henri Giraud	Giacomo Conterno	Siro Pacenti
Krug [Clos du Mesnil]	Giovanni Rosso	Solaia

COMPELLING PRODUCERS & WINES (CONT.)

Tuscany (cont.)
Soldera Case Basse
Tenuta di Valgiano
Italy (Other)
Baron Longo
Schiopetto
Portugal
Filipa Pato
Spain
Alto Moncayo
Alvaro Palacios
Emilio Rojo Ribeiro Castes Branco
Marques de Riscal
Mas d'en Gil
Miguel Merino La Loma
Remírez de Ganuza Gran Reserva Blanco
Terroir Sense Fronteres
Vega Sicilia
Yjar (Telmo Rodríguez)

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