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<u>TRANSFORMING URBAN LANDSCAPES: A</u> <u>LEGISLATIVE FRAMEWORK FOR REAL ESTATE</u> <u>AND TDREXCHANGE IN INDIA</u>

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ABSTRACT

Urbanization in India has unveiled significant inefficiencies within the real estate sector, particularly in managing land and development rights. Traditional methods have failed to address challenges such as liquidity constraints, market inefficiencies, and the hoarding of Transferable Development Rights (TDR). This paper introduces a pioneering legislative framework for establishing a Real Estate Exchange and TDR Exchange, aimed at revolutionizing the sector. The proposed model seeks to create a transparent, efficient, and equitable market by leveraging advanced economic principles and cutting-edge technological solutions. Key components includea sophisticated execution and pricing algorithm, designed to optimize bidding and transactional processes, and a robust regulatory body to oversee operations and ensure compliance. This framework promises to streamline the allocation of development rights, reduce market distortions, and foster sustainable urban and rural development. This research lays the groundwork for a resilient and dynamic real estate market in India by addressing systemic and operational inefficiencies.

Keywords: Real Estate Exchange, Transferable Development Rights, TDR Exchange, Urban Development, Legislative Framework, Market Efficiency, Liquidity Constraints, Sustainable Development, India, Economic Principles, Regulatory Framework, Property Rights.

TRANSFORMING URBAN LANDSCAPES: A LEGISLATIVE FRAMEWORK FOR REAL ESTATE AND TDREXCHANGE IN INDIA

INTRODUCTION:

Urbanization in India is both a sign of progress and a harbinger of challenges, especially in the real estate sector. As cities like Mumbai grow, the traditional methods of managing land and development rights have revealed their inadequacies. The issues are manifold: liquidity constraints that stifle growth, market inefficiencies that drive up costs, and the hoarding of Transferable Development Rights (TDR) that skew development opportunities. These factors contribute to inflated property prices and opaque transactions, undermining the equitable distribution of development benefits.

To address these critical issues, this research proposes an innovative legislative framework for establishing a Real Estate Exchange and TDR Exchange. The aim is to create a transparent, efficient, and sustainable real estate market through the integration of advanced economic principles and cutting-edge technology. Central to this proposal is a sophisticated execution and pricing algorithm designed to streamline the bidding and transaction processes. Inspired by the Vickrey auction model, this algorithm ensures that winning bids reflect true market values, fostering fair competition and reducing market distortions.

The proposed framework outlines multiple transaction workflows tailored to various scenarios such as government-to-developer, developer-to-developer, landowner-to-developer, and developer-toclient interactions. Each workflow is meticulously crafted to incentivize efficient bidding and prevent TDR hoarding, ensuring that development rights are allocated based on actualmarket needs. By establishing a scientifically determined base price for assets, the model addresses the unscientific calculation of the ready reckoner rate, which has traditionally led to inflated prices and tax evasion. This approach guarantees that property prices are realistic and economically sound, enhancing overall market transparency and fairness.

Furthermore, the model tackles the pervasive issue of information asymmetry by providing transparent access to critical data for all bidders while safeguarding the intellectual property of developers. This balance ensures that the market operates transparently without compromising

competitive advantages.

The successful implementation of the Real Estate and TDR Exchanges depends on their integration with broader urban planning and land-use policies. To oversee the functioning of these exchanges, the establishment of a dedicated regulatory body, the Real Estate and TDR Exchange Regulatory Authority (RETDERA), is proposed. RETDERA will set operational standards, ensure compliance, and resolve disputes, aligning the exchanges with national development objectives and promoting sustainable urban and rural growth.

In conclusion, this legislative framework offers a transformative solution to the inefficiencies plaguing India's real estate sector. By creating a transparent and efficient market, it promises to streamline the allocation of development rights, reduce liquidity constraints, and foster a more competitive environment. This comprehensive approach not only addresses current challenges but also lays the foundation for a resilient and dynamic real estate market, poised to meet the future demands of India's urbanization.

THEORY FOR TRANSFERABLE DEVELOPMENT RIGHT (TDR) EXCHANGE AND REAL ESTATE EXCHANGE

The theory for establishing a Transferable Development Rights (TDR) and Real Estate Exchange in India is grounded in a comprehensive economic analysis and tailored to address the real estate sector's multifaceted dynamics. This theory aims to create an innovative framework that elucidates the conceptual underpinnings of TDR exchanges while proposing a practical mechanism for operationalizing these exchanges across various market contexts. Central to this exploration is the development of an advanced execution and pricing algorithm designed to optimize the bidding, listing, and transactional processes within the TDR and Real Estate Exchange. This algorithm integrates economic principles, statistical analyses, and mathematical modeling to ensure true market valuations, thereby minimizing the market distortions historically observed in the real estate sector.

The foundational premise of this theory rests on a critical examination of prevailing market inefficiencies, liquidity constraints, and the entrenched challenges associated with TDR and land

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hoarding. The proposed model meticulously constructs a theoretical framework aimed at catalyzing efficient market operations, facilitating equitable land and development rights transactions, and fostering sustainable urban and rural development. A key feature of this model is its adaptability to different asset classes and geographic contexts, extending its applicability from urban real estate markets to rural land acquisitions. This flexibility is crucial for accommodating the diverse characteristics of land use and development rights transactions acrossIndia, ensuring that the model remains relevant and effective in various developmental scenarios. The theory delves into the intricate challenges of developing an exchange mechanism thataddresses both the supply and demand sides of the market. It contemplates the roles of various stakeholders, including government agencies, developers, landowners, and end-consumers, in shaping market dynamics and influencing the exchange's operational efficacy. Through a detailed exploration of bidding entities, auction formats, penalty mechanisms, and compliance strategies, the theory provides a robust framework for navigating the complex interplay of economic incentives, regulatory considerations, and market behaviors. The execution and pricing algorithm, designed to optimize the bidding, listing, and transactional processes, integrates advanced economic principles, statistical analyses, and mathematical modeling to ensure that bidding entities reflect true market valuations, thereby minimizing market distortions.

The model for the TDR and Real Estate Exchange is based on selecting bidding entities in such a manner that they have the highest incentive to reflect truly efficient pricing while bidding. The pricing algorithm addresses the negative and positive externalities of developing the urban landscape through an economics principles-based mathematical and statistical model. This model establishes the first base price from which bidding will start at a certain price point, ensuring the least wedge impact on the market. The execution algorithm with an inbuilt model will deduce the cost of building urban infrastructure efficiently for the horizon of the next 25 to 30 years at present value, aiming for minimal government intervention in the bidding process of the TDR Exchange and Real Estate Exchange.

Several issues contributed to the failure of previous Real Estate Exchanges. One significant issue is the ready reckoner rate, which relies not on scientific calculation but rather on appraisal and comparison pricing methods. This practice creates a wedge in the market and incentivizes builders

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and buyers to conceal the true market price to evade property taxes. Moreover, the statistics regarding the Urban Real Estate Market show that the rental yield is disproportionately low compared to the properties' true intrinsic value. The appraisal being excessively high and then remaining stagnant and persistent for several years indicates that the pricing is exorbitant and contributes to a bubble effect in the market. This situation, where inventory remains unsold and there is force-based cartelization among builders to prevent efficient builders from lowering prices and building affordable housing, strongly suggests a long-standing hoarding of TDR and land parcels without any transparent policy to reveal the true pricing of TDR and land available for development based on market forces.

Developing a TDR and Real Estate Exchange based on economic principles will be a step toward bringing about such a reform in the Real Estate Sector. The algorithm's adaptability to different asset classes and geographic contexts extends its applicability from urban real estate markets to rural land acquisitions, ensuring that the model remains relevant and effective in various developmental scenarios. The theory also delves into the intricate challenges of developing an exchange mechanism that addresses both the supply and demand sides of the market, contemplating the roles of various stakeholders, including government agencies, developers, landowners, and endconsumers, in shaping market dynamics and influencing the exchange's operational efficacy.

The theory proposes using blockchain technology to facilitate dynamic pricing, smart contracts for automating legal and regulatory processes, and data privacy and security measures. Cross-chain interoperability and user-friendly interfaces will be prioritized to enhance liquidity and market access for TDR and Real Estate transactions. Blockchain technology will also support the dynamic pricing of TDR, land, and development rights units in real-time based on market demand, supply, and external economic factors. Additionally, consensus mechanisms and blockchain infrastructures best suited to ensure the scalability, speed, and security necessary for processing high volumes of transactions will be implemented.

In synthesizing these elements, the draft contributes a novel theoretical perspective to the field of urban economics and real estate development while laying the groundwork for practical implementation. By envisioning an exchange platform grounded in economic rationality, transparency, and responsiveness to the evolving needs of the real estate market, this theory aspires to pioneer a new paradigm for land and development rights transactions in India. This approach holds the potential to significantly impact India's urban and rural development trajectories, offeringa scalable, efficient, and equitable model for managing the country's precious land resources. The model's adaptability and feedback mechanisms are designed to respond to changing market conditions or bidder behaviors over time, ensuring dynamic adjustment to maintain market efficiency and fairness.

EXTENSIVE WORKFLOW OF THE TRANSFERABLE DEVELOPMENT RIGHT (TDR) AND REAL ESTATE EXCHANGE MODEL

Initiation and Setup: The initiation and setup phase begins with the registration and identification of all entities (builders, developers, landowners, and government agencies) on the TDR Exchange platform. Unique identification codes are generated for each entity, similar to the MAHARERA code for builders. Data from existing land registry systems, urban development plans, and government databases are incorporated to develop a 3D model based on spatial techniques and geographic terrain structure for city planning.

Algorithm Configuration: In configuring the algorithms, a pricing algorithm is established to determine the base price using an economics principles-based mathematical and statistical model. This includes integrating cost functions for land, infrastructure, transportation, environmental, and social impacts, and employing advanced optimization techniques like Adam and SGD for precise cost minimization. The execution algorithm is developed to dynamically deduce the cost of building urban infrastructure over the next 25 to 30 years at present value, adapting to different asset classes and geographic contexts.

Bidding and Listing Processes: The bidding and listing processes classify bidding entities into categories such as clear land parcels, slum redevelopment, redevelopment of saleable properties, and redevelopment of subsidized buildings. A Vickrey auction model with modifications tailored for the TDR context is implemented, alongside a penalty mechanism for overbidding, aligned with the premium paid over the second-highest bid. Information asymmetry is controlled by providing essential data transparently while protecting developers' intellectual property, using a controlled information release strategy post each auction round.

Detailed Bidding Workflow: The detailed bidding workflow comprises three phases: development bidding, TDR units bidding, and property rights bidding. In the development biddingphase, builders and developers submit ask bids for development costs for clear land parcels, withthe most efficient builder (minimum cost and maximum vertical development) winning the bid. Upon reaching the plinth level of construction, the bidding window for TDR units opens, allowingfinal consumers and investors to submit quote bids for TDR units. Once TDR units are allocated, the bidding for property rights units begins, where quotes for TDR units are matched with development ask bids, and property rights are allocated accordingly.

Specific Scenario Workflows: Specific scenarios include workflows for clear land parcels, slumredevelopment, redevelopment of saleable properties, and redevelopment of subsidized buildings. For clear land parcels, builders submit ask bids for development costs, with the optimized lowest bid winning the development rights. Bidding for TDR units and property rights units follows upon construction completion. In slum redevelopment, slum dwellers receive tokenized rights for affordable housing, and affordable housing builders submit ask bids for redevelopment, with the execution algorithm optimizing the matching of redevelopers with slum dwellers. For the redevelopment of saleable properties, property owners submit ask bids, and developers submit quotes for development costs, with a portion of development cost contracts allocated to owners forreallocation. Builders develop TDR units and bundle them with property rights for sale in the openmarket. For the redevelopment of subsidized buildings, independent valuers submit base valuations, which are absorbed into the pricing algorithm, and the process for redevelopment andsale follows similar workflows as saleable properties.

Compliance and Enforcement: Compliance and enforcement are managed through a dedicated regulatory authority overseeing the TDR Exchange, ensuring adherence to market dynamics and economic principles. A penalty system for bidders failing to honor their bids is implemented, basedon historical bidding data. The pricing algorithm adjusts the government charge based on market conditions to ensure liquidity and efficient allocation.

Integration with Urban Planning: The integration with urban planning involves developing a separate 3D model by city planners, providing inputs to the execution algorithm while maintainingflexibility for continuous improvement. The execution algorithm adapts to the 3D model for accurate land and TDR unit calculations.

Blockchain and Technological Integration: Blockchain and technological integration involve implementing a multi-asset tokenization framework on blockchain for TDR, land, development rights, and property rights units. Smart contracts are used to automate legal and regulatory processes, facilitating dynamic pricing of TDR, land, and development rights units based on real-time market demand and supply. Blockchain infrastructures ensure scalability, speed, and securityfor processing high volumes of transactions.

Adaptability and Feedback Mechanisms: The adaptability and feedback mechanisms include continuous monitoring of market data and dynamic adjustment of the pricing algorithm based on macroeconomic factors. The iterative bidding process allows for multiple rounds of bidding with an open window initially set at six months, potentially reducing to three or one month based on market efficiency.

Future Expansion: Future expansion plans involve extending the model to include land acquisition for rural India, considering agricultural economics and land laws. Additionally, an Infrastructure Exchange for urban transportation is proposed, integrating the automobile and roadinfrastructure industries as bidding entities.

This extensive workflow aims to create a scalable, efficient, and equitable model for managing land and development rights transactions in India, significantly impacting urban and rural development trajectories. The model's adaptability and dynamic adjustment mechanisms ensure continuous improvement and relevance in response to evolving market conditions and stakeholderbehaviours.

A BILL TO ESTABLISH AND REGULATE THE REAL ESTATE EXCHANGE AND TRANSFERABLE DEVELOPMENT RIGHT (TDR) EXCHANGE

Preamble: To provide a comprehensive framework for the establishment and regulation of the Real Estate Exchange and the Transferable Development Right (TDR) Exchange in India, this billaims to improve market efficiency, reduce liquidity constraints, and foster sustainable urban and rural development. This act is enacted by the Parliament of India to establish robust mechanisms for transparent and equitable transactions in land and development rights.

CHAPTER I: PRELIMINARY

1. Short Title, Extent, and Commencement:

- (1) This Act may be called the Real Estate and TDR Exchange Act, 2024.
- (2) It extends to the whole of India.
- (3) It shall come into force on such date as the Central Government may, by notification in the Official Gazette, appoint.

2. **Definitions:**

- (a) "Real Estate Exchange" means the platform established for the trading of real estateassets including land units, development units, and property rights.
- (b) "TDR Exchange" means the platform established for the trading of Transferable Development Rights.
- (c) "Development Units" refer to the rights or contracts related to the development orconstruction of real estate.
- (d) "Property Rights" refer to the legal rights associated with the ownership and use ofreal estate assets.
- (e) "Central Government" means the Government of India.

Chapter II: Establishment and Objectives

3. Establishment of Exchanges:

- (1) The Central Government shall establish the Real Estate Exchange and the TDR Exchange.
- (2) The Exchanges shall be managed by a Regulatory Authority constituted under this Act.

4. Objectives of the Exchanges:

- (1) To enhance market efficiency in the real estate sector.
- (2) To reduce liquidity constraints and enable free entry and exit of efficient builders.
- (3) To ensure transparent and equitable transactions in land and development rights.
- (4) To foster sustainable urban and rural development.

Chapter III: Regulatory Authority

5. Constitution of the Regulatory Authority:

- (1) There shall be a Regulatory Authority known as the Real Estate and TDR Exchange Regulatory Authority (RETDERA).
- (2) The Authority shall consist of a Chairperson and such number of members as theCentral Government may determine.

6. Powers and Functions of RETDERA:

- (1) To regulate and supervise the functioning of the Real Estate Exchange and the TDRExchange.
- (2) To set standards and guidelines for transactions on the Exchanges.
- (3) To ensure compliance with the provisions of this Act and related regulations.
- (4) To resolve disputes arising out of transactions on the Exchanges.

Chapter IV: Procedures and Operations

7. Trading Procedures:

- (1) The Exchanges shall operate through an electronic platform.
- (2) All transactions on the Exchanges shall be conducted transparently and recorded electronically.
- (3) The Exchanges shall facilitate the listing, bidding, and trading of real estate assets and TDR units.

8. Pricing and Valuation:

- (1) The pricing of assets and TDR units on the Exchanges shall be determined by market forces through an execution and pricing algorithm.
- (2) The algorithm shall incorporate economic principles to ensure fair and efficient pricing.

9. Compliance and Reporting:

- (1) Participants in the Exchanges shall comply with all applicable laws and regulations.
- (2) The Exchanges shall submit periodic reports to RETDERA detailing transaction volumes, pricing, and compliance.

Chapter V: Enforcement and Penalties

10. Enforcement Mechanisms:

- (1) RETDERA shall have the authority to enforce compliance with this Act and related regulations.
- (2) The Authority may impose penalties for non-compliance, including fines and suspension of trading privileges.

11. Penalties for Violations:

- (1) Any participant found violating the provisions of this Act shall be liable to penalties asprescribed by RETDERA.
- (2) Penalties may include monetary fines, suspension or revocation of trading rights, andother measures as deemed appropriate by the Authority.

Chapter VI: Miscellaneous

12. Protection of Intellectual Property:

- (1) The intellectual property of developers and builders shall be protected on the Exchanges.
- (2) Confidentiality of ask bids and development contracts shall be maintained.

13. Amendments and Revisions:

• (1) The Central Government may, by notification in the Official Gazette, amend or reviseany provision of this Act as necessary to achieve its objectives.

14. Power to Make Rules:

• (1) The Central Government may make rules for carrying out the purposes of this Act.

15. Savings:

• (1) Nothing in this Act shall affect any right, liability, or obligation acquired, accrued, orincurred under any other law in force.

16. Repeal and Savings:

- (1) Any provisions inconsistent with this Act in existing laws are hereby repealed.
- (2) Notwithstanding such repeal, any actions taken under the repealed provisions shall remain valid.

Detailed Explanation:

Preamble: The Preamble establishes the intent and purpose of the Act, which is to create a regulatory framework for the establishment and operation of the Real Estate Exchange and the TDR Exchange. The aim is to improve market efficiency, reduce liquidity constraints, and foster sustainable urban and rural development in India.

Chapter I: Preliminary This chapter lays the groundwork by defining the Act's short title, extent, commencement, and key definitions. The Act is named the Real Estate and TDR Exchange Act, 2024, and it applies to the entire country of India. It will come into effect on a date specified by the Central Government. Key terms such as Real Estate Exchange, TDR Exchange, DevelopmentUnits, Property Rights, and Central Government are defined to ensure clarity.

Chapter II: Establishment and Objectives Chapter II mandates the establishment of the Real Estate Exchange and the TDR Exchange by the Central Government. These exchanges will be managed by a Regulatory Authority. The primary objectives of the exchanges are to enhance market efficiency, reduce liquidity constraints, ensure transparent and equitable transactions, and promote sustainable development in urban and rural areas.

Chapter III: Regulatory Authority This chapter details the creation of the Real Estate and TDRExchange Regulatory Authority (RETDERA). The authority will consist of a Chairperson and other members appointed by the Central Government. RETDERA's functions include regulating and supervising the exchanges, setting standards and guidelines, ensuring compliance with the Act, and resolving disputes arising from transactions on the exchanges.

Chapter IV: Procedures and Operations Chapter IV outlines the operational procedures for the exchanges. The exchanges will operate electronically, ensuring transparent and recorded transactions. They will facilitate the listing, bidding, and trading of real estate assets and TDR units. Pricing and valuation of assets will be determined by market forces through an execution and pricing algorithm, which will incorporate economic principles to ensure fair pricing. Compliance and reporting mechanisms are established, requiring participants to adhere to applicable laws and regulations and mandating periodic reporting to RETDERA.

Chapter V: Enforcement and Penalties This chapter empowers RETDERA to enforce compliance with the Act and related regulations. The authority can impose penalties for non-compliance, including fines and suspension of trading privileges. Penalties for violations include monetary fines, suspension or revocation of trading rights, and other appropriate measures.

Chapter VI: Miscellaneous The final chapter addresses miscellaneous provisions. It ensures the protection of intellectual property for developers and builders, maintaining the confidentiality of ask bids and development contracts. The Central Government is given the authority to amend or revise any provision of the Act to achieve its objectives. The government may also make rules to carry out the purposes of the Act. Existing rights, liabilities, or obligations under other laws are protected, and inconsistent provisions in existing laws are repealed, although actions taken under the repealed provisions remain valid.

This detailed bill aims to establish a well-regulated and efficient marketplace for real estate and TDR transactions, promoting transparency, reducing market inefficiencies, and supporting sustainable development across India.

IMPACT AND REACH OF THE PROPOSED BILL OF REAL ESTATE AND TDR EXCHANGE ACT

Impact on Market Efficiency: The Real Estate and TDR Exchange Act is poised to significantly enhance market efficiency in the real estate sector. By establishing regulated exchanges for real estate and transferable development rights, the Act introduces a transparent and streamlined platform for transactions. The implementation of a robust pricing algorithm ensures that asset valuations reflect true market conditions, reducing the distortions caused by non-transparent pricing mechanisms. This transparency will attract a broader range of participants, including institutional investors, developers, and individual buyers, fostering a competitive environment thatdrives efficiency.

Reduction of Liquidity Constraints: One of the primary aims of the Act is to alleviate liquidity constraints that have historically plagued the real estate market. By facilitating the free entry and exit of efficient builders through the exchange platform, the Act ensures that capital is more fluidlycirculated within the market. This will enable developers to access necessary funding more readilyand allow investors to liquidate assets more efficiently. The introduction of the TDR Exchange also means that development rights can be traded independently of the physical property, adding another layer of liquidity and flexibility to the market.

Promotion of Sustainable Development: The Act emphasizes sustainable urban and rural development by integrating economic principles into the development and trading processes. Theexecution and pricing algorithms will factor in environmental, social, and infrastructural impacts, ensuring that development projects are not only economically viable but also environmentallysustainable. This holistic approach to development will contribute to the creation of balanced urban environments and support the equitable distribution of resources and opportunities in rural areas. Enhancement of Transparency and Equity: The establishment of a regulatory authority, RETDERA, to oversee the operations of the Real Estate and TDR Exchanges ensures a high levelof transparency and accountability. All transactions will be conducted electronically and recorded,

reducing the potential for fraudulent activities and enhancing trust among market participants. The Act also promotes equitable transactions by protecting the intellectual property of developers andmaintaining the confidentiality of sensitive information. These measures will create a more level playing field for all participants, from large developers to individual property owners.

Boost to Investment and Economic Growth: By improving market conditions, the Act is expected to attract both domestic and foreign investment into the real estate sector. The assuranceof a regulated, transparent, and efficient market will make real estate assets more attractive to investors, leading to increased capital inflow. This, in turn, will stimulate economic growth, generate employment opportunities, and contribute to the overall development of the nation. The Act also facilitates the entry of new players into the market, promoting innovation and competition.

Impact on Legal and Regulatory Framework: The Act introduces a comprehensive legal framework that standardizes the procedures and operations of real estate and TDR transactions. By setting clear guidelines and compliance requirements, the Act reduces legal ambiguities and streamlines the regulatory processes. This will facilitate smoother transactions and reduce the timeand costs associated with legal compliance. The provision for amendments and revisions ensures that the Act remains adaptable to changing market conditions and regulatory needs.

Reach and Accessibility: The Real Estate and TDR Exchange Act extends to the entire country, making its benefits accessible to all regions, including underserved and rural areas. By incorporating advanced technological solutions such as electronic platforms and blockchain, the Act ensures that even remote participants can engage in the market. This inclusivity will help bridge the urban-rural divide and promote balanced regional development.

CONCLUSION

The Real Estate and TDR Exchange Act represents a transformative step towards modernizing thereal estate sector in India. By establishing regulated exchanges for real estate and transferable development rights, the Act addresses key market inefficiencies and liquidity constraints. It promotes transparency, equity, and sustainable development, creating a robust framework for transactions that benefits all market participants. The Act's impact on market efficiency, investment, and economic growth is significant, providing a stable and attractive environment forboth domestic and foreign investors. The creation of RETDERA ensures ongoing oversight and compliance, fostering trust and reliability in the market. Overall, the Real Estate and TDR

Exchange Act is a comprehensive and forward-looking legislation that aligns with the goals of sustainable development and economic progress, promising a brighter and more equitable future

for the Indian real estate sector.

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