



WORKSHOP AT
International Documentary Film Festival Amsterdam
24th-26th November 2019

CASE STUDIES ON DOCUMENTARY RELEASES



With the support of the MEDIA Programme of the European Union

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Creative
Europe
MEDIA

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PROGRAMME

Europa Distribution has organised this programme in partnership with IDFA. We kindly ask you to participate in all the Europa Distribution and Festival Activities.

SUNDAY NOVEMBER 24

ARRIVALS

10.00 – 17.00 **Press & Industry Screenings**
See programme on the [IDFA website](#)

11.30 – 17.40 **Rough Cuts Screenings (30-40 minutes/film)**
Venue: Pathé Tuschinski, room 5 (see maps)

***Art of Repression** by Estephan Wagner & Marianne Hougen-Moraga (11.05), **Porvenir** by Alfredo Pourailly De La Plaza (11.50), **Tobias** by Alexa Bakony (14.30), **The Tigress** by Dino Osmanovic & Philipp Fussenegger (15.15), **Between Fire and Water** by Hemal Trivedi (16.00), **I See for You** by Cille Hannibal (16.45)*

17.00 – 18.00 **Docs for Sale Happy Hour**
Venue: Arti et Amicitiae (see maps)

18.00 – 19.30 **Guests Meet Guests: Networking cocktail**
Venue: Zuiderkerk (see maps)

21:00 – 22.30 **IDFA Forum & DocLab Drinks**
Venue: Tolhuistuin, IJzaal (see maps)

MONDAY NOVEMBER 25

10.00-11.30 **EUROPA DISTRIBUTION PUBLIC PANEL**
Venue: De Brakke Grond theatre, Rode Zaal (see maps)

SOLO, a one-man-band story and case study



This panel will show how each link brings the film alive, creating at each step some additional creative and financial value, and how each part of the chain needs to work together for the sake of the film.

And what a better way to do so than following the voyage done by the documentary SOLO? Born, raised and brought to life by a one-man-band and his team(s), it is the perfect example of how a shared experience can help put all chances in one basket and reach audiences.

SPEAKERS: **Petra Oplatkova** –Producer, Sirena Films, Artcam Films (CZ)
Manuela Buono – General Manager, Slingshot Films (IT)

MODERATOR: **Mathias Noschis** – Founder, Alphapanda (DE)

14.45 – 18.30 **IDFA DOCLAB FORUM – ROUND TABLES PITCHES**
Venue: Compagnietheater, Zuilenzaal (see maps)
See programme on [IDFA website](#)

15.30 – 17.30 INDUSTRY TALK: SVOD AND THE BATTLE FOR EUROPEAN CONTENT

Venue: De Brakke Grond theatre, Rode Zaal

The arrival of multiple SVOD platforms in Europe in 2020 will not only drastically alter our media landscape; it may also unleash a battle for European documentary content and talent. With new EU legislation demanding platforms to include at least 30% EU content within their catalogs, developing original content for the European audio-visual market is now an important business strategy. What are the strategies of streaming giants toward European content development and what are the opportunities and challenges for the documentary field?

SPEAKERS: **Guy Bisson** – Research Director, Ampere Analysis (UK)

MODERATOR: **Simon Kilmurry** – President, International Documentary Association (US)

17.00 – 18.00 DOCS FOR SALE HAPPY HOUR

Venue: Arti & Amicitiae

18.00 – 19.30 GUESTS MEET GUESTS: NETWORKING COCKTAIL

Venue: Zuiderkerk

19.30 EUROPA DISTRIBUTION ICE-BREAKER DINNER

Venue: Hemelse Modder, Oude Waal 11 (see maps)

TUESDAY NOVEMBER 26

10.00 – 13.00 EUROPA DISTRIBUTION CLOSED WORKSHOP

Venue: Het Groene Paleis, Courantzaal (see maps)

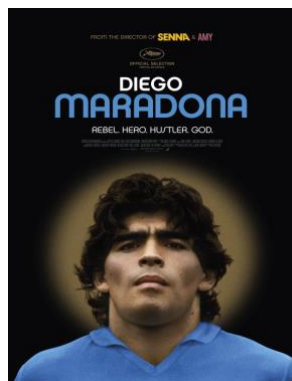
Case studies on releases

DIEGO MARADONA by Asif Kapadia

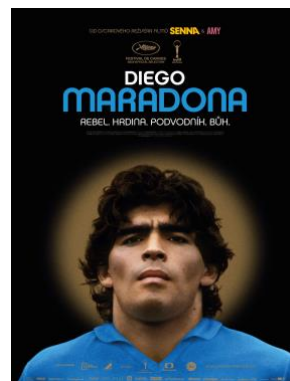
SPEAKERS:

Julia van Berlo, Cineart (NL)

Jana Trnková, Aerofilms (CZ)



Diego Maradona (Cinéart)



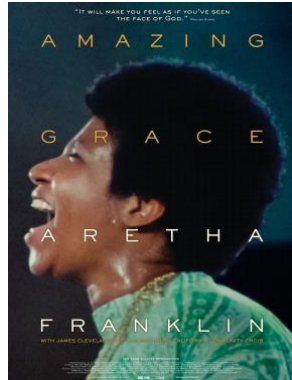
Diego Maradona (Aerofilms)

AMAZING GRACE by Alan Elliot and Sidney Pollack

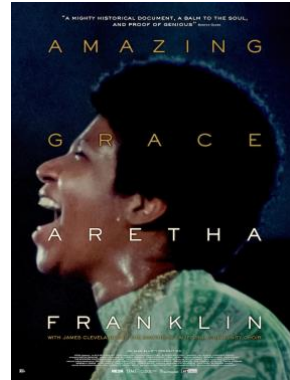
SPEAKERS:

Nille Stormoen, Arthaus (NO)

Mika Siltala, Cinema Mondo (FL)



Amazing Grace (Cinema Mondo)

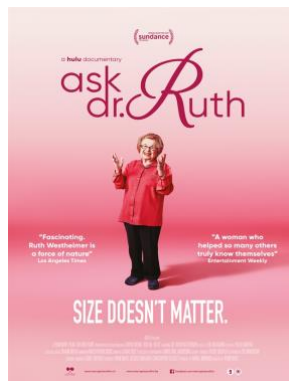


Amazing Grace (Arthaus)

ASK DR. RUTH by Ryan White

SPEAKER:

Huub Roelvink, Cherry Pickers (NL)

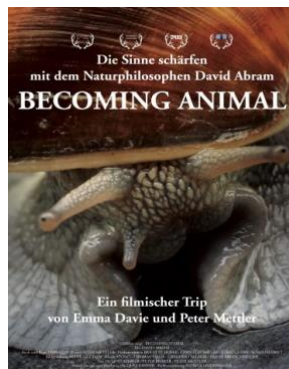


Ask Dr. Ruth (Cherry Pickers)

BECOMING ANIMAL by Emma Davie and Peter Mettler

SPEAKER:

Michael Höfner, GMfilms (DE)



Becoming Animal (GMfilms)

EASY LOVE by Tamer Jandali

SPEAKER:

Jennifer Jones, mindjazz pictures (DE)



Easy Love (mindjazz pictures)

CAT VIDEO FEST by Will Braden

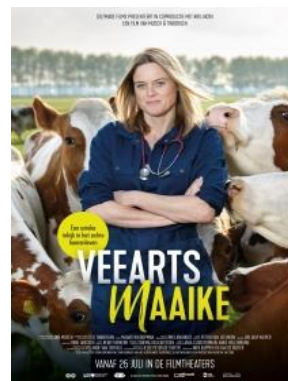
VEEARTS MAAIKE by Jan Musch et Tijs Tinbergen

SPEAKER:

Daan Vermeulen, Cinema Delicatessen (NL):



Cat Video Fest (Cinema Delicatessen)



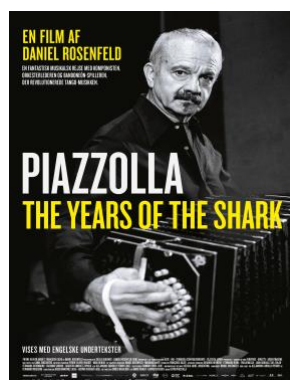
Veearts Maaiké (Cinema Delicatessen)

PIAZZOLLA, THE YEARS OF THE SHARK

SPEAKER:

Kim Foss, Camera Film (DK)

Mika Siltala, Cinema Mondo (FI)



Piazzolla, the Years of the Shark (Camera Film)



Piazzolla, the Years of the Shark (Cinema Mondo)

14.45 – 18.30 IDFA DOCLAB FORUM – ROUND TABLES PITCHES

Venue: Compagnietheater, Zuilenzaal (see maps)
See programme on [IDFA website](#)

17.00 – 18.00 DOCS FOR SALE HAPPY HOUR

Venue: Arti & Amicitiae, Rokin 112 (see maps)

18.00 – 19.30 GUESTS MEET GUESTS: NETWORKING COCKTAIL

Venue: Zuiderkerk (see maps)

DEPARTURES (Unless you booked an extra night at your own expenses)

USEFUL INFORMATION

ACCOMMODATION

Unless notified otherwise by the festival, you will be accommodated at:



Volkshotel

Wibautstraat 150, 1091GR Amsterdam

Phone: +31 20 261 2100

TRANSPORTATION

TO REACH AMSTERDAM/YOUR HOTEL

FROM SCHIPHOL AIRPORT TO AMSTERDAM CENTRAL STATION

- TAXIS

Approximately 65€. Don't take a ride offered to you by taxi drivers at the gate or in the airport building, but go to the official taxi stand outside the airport.

- UBER

Approximately 35€. If you're a first time UBER user, please use the promo code hw952ue and get a 10€ discount on your first trip.

- PUBLIC TRANSPORT

Definitely the best option!

Price of a one-way train ticket from Schiphol to Amsterdam Central Station: 5,50€. Departures 8 times an hour for a duration of 15 minutes. You can buy your train ticket at the yellow ticket machines located in the hallway of Schiphol. Please note that it's not possible to buy your ticket in the train. If you travel without a valid ticket you might get a fine of 50€.

FROM AMSTERDAM CENTRAL STATION TO YOUR HOTEL

You can take the metro line 51,53,54 and get off at metro station **Wibautstraat**. Then walk for 1 minute.

TO GET AROUND IN AMSTERDAM

- PUBLIC TRANSPORT

The closest public transport stops to the Industry Hub (Vlaams Cultuurhuis Brakke Grond) is **Rokin** (metro line 52, trams 4, 14, 24). From there all primary screening locations, industry venues are within walking distance.

Trams and metros operate until approximately 12:30 a.m. Night busses operate all night long.

To reach the IDFA district, you can take the **metro lines 51, 53 and 54** from the **Wibautstraat** station (next to the Volkshotel) and stop at the **Nieuwmarkt** metro station. The ride takes approximately 5 minutes. From there, industry venues are at walking distance.

An **OV-Chip Card** is necessary to use all public transport in the Netherlands. There are several options: a disposable card for the train, a disposable card for the local bus/ tram/metro and a reusable travel card which you can use for all kinds of transport throughout the whole country. For more information on this matter, please visit this website. (<https://www.ov-chipkaart.nl/home-1.htm> - /)

You can purchase an anonymous card at all train stations, subway stations, as well as many tobacco shops and supermarkets.

More information about Amsterdam public transportation system on <https://en.gvb.nl/>

- TAXIS

There are numerous taxi stands throughout the city. You can also hail a taxi in the street, though this is not common practice. To order a taxi by phone, call the following general number: +31 20 7777777.

Alternatively, you can use Taxi Electric, a cab service in Amsterdam with full electric vehicles only. To book a ride download the app (App Store / Google Play), visit www.taxielectric.nl or contact +31 88 100 4444.

- MACBIKE

For our guests MacBike offers a 10% discount on bike rentals. Just bring your pass and use the promocode IDFA19. The two stores nearest to IDFA are: Amsterdam Central Station (De Ruijterkade 34B) & Waterlooplein (Waterlooplein 289), but there are three other stores downtown as well.

Opening hours: Daily from 9:00 to 18:00. More information on www.macbike.nl

A lot of hotels, like our festival hotel Volkshotel, also have bikes to rent.

GENERAL INFORMATION

ACCREDITATION

You should collect your **Festival Pass** and your **Docs for Sale Acquisition Pass** from the Guest desk, located at Brakke Grond (Nes 45). Open from 9.00 to 21.00.

Don't forget to bring your ID with you!

There you can also obtain tickets and get general information about the festival.

With your 2 passes, you will get access to:

- all regular IDFA screenings and events (with a free ticket);
- all industry screenings (no ticket needed: first come, first served);
- the industry program and services of the Industry Office;
- the daily Guests Meet Guests drinks;
- the Awards Ceremony and Documentary Ball on Wednesday, November 21;
- company profiles, strand profiles, biographies and contact information of accredited guests through our online guest list.
- the viewing booths at Docs for Sale (reservation is necessary), which include the full Docs for Sale 2019 catalogue
- the Docs for Sale lobby;
- the daily Docs for Sale Happy Hour;

INDUSTRY DESK

For any questions regarding IDFA's programme for professionals you can go the Industry Desk (Brakke Grond, Nes 45) Open November 15-21, 9:30-13:00 & 14:00-17:30.

APP

The App « IDFA 2019 » is free of charge and can be downloaded from the Apple App store or the Google Play Store.

CONTACTS ON-SITE

FOR QUESTIONS RELATED TO THE FESTIVAL (GENERAL MATTERS, LOGISTICS)

IDFA Office +31 206 273 329

FOR QUESTIONS RELATED TO THE ED WORKSHOP

Sebastiano Lommi +32 483 55 41 98

Christine Eloy +32 496 20 86 22

MAPS



1. Volkshotel

Wibautstraat 150
Tel: +31 20 261 2100

2. De Brakke Grond

Nes 45
Tel: +31 20 622 9014

3. Pathé Tuschinski

Reguliersbreestraat 26-34
+31 88 515 2000

4. Zuiderkerk

Zuiderkerkhof 72
Tel: +31 20 308 0399

5. Compagnietheater

Kloveniersburgwal 50
Tel: +31 20 520 5310

6. Het Groene Paleis

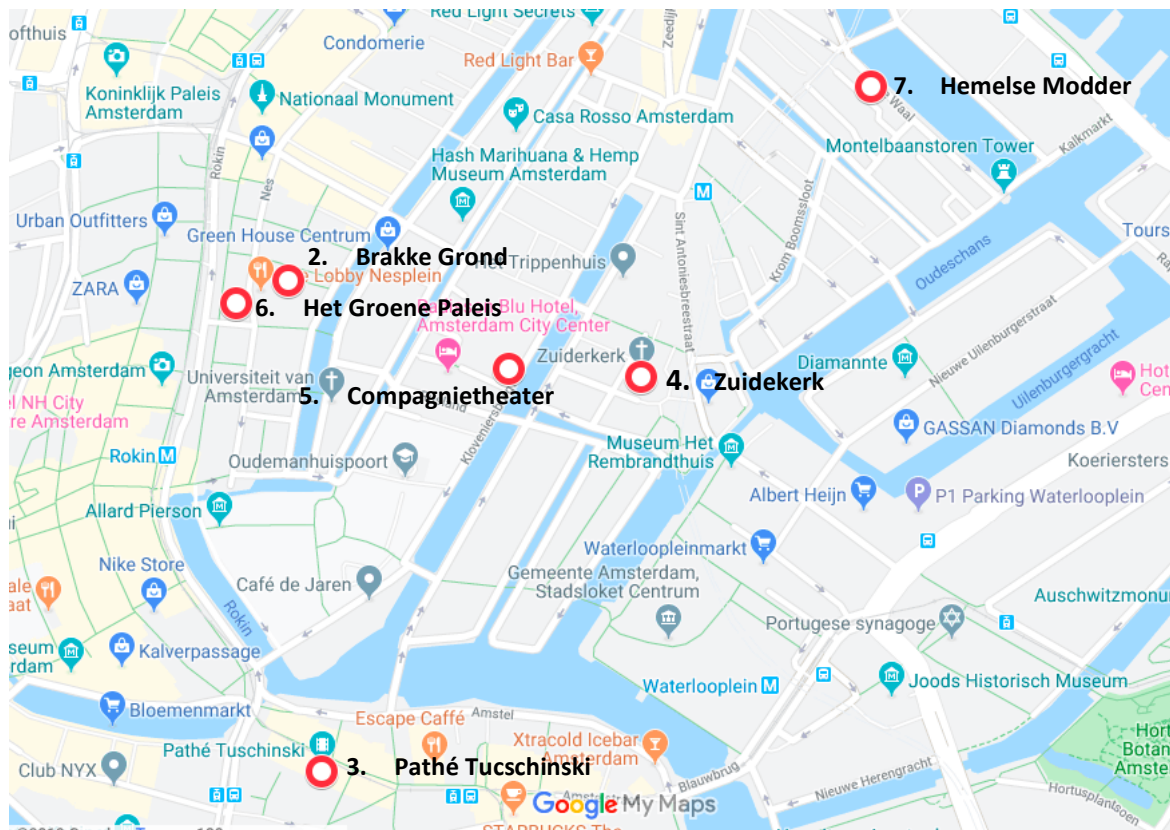
Rokin 65
Tel: +31 20 820 3535

7. Hemelse Modder

Oude Waal 11
+31 20 624 3203

8. Tolhuistuin

IJpromenade 2
Tel: +31 20 763 0650



WHO'S WHO

MODERATOR



Mathias Noschis
Founder, Alphapanda (DE)

Mathias Noschis is a film marketing strategist specialised in social media. He is the founder of Alphapanda, a film marketing agency with team members in Berlin, Warsaw and Geneva. Alphapanda's client list includes 20th Century Fox, Warner Bros., the European Film Awards, Festival Scope and several independent producers, distributors and sales agents. Alphapanda's recent projects span from fiction films *The Guest* (Locarno '18), *Another Day of Life* (Cannes '18), *Touch Me Not* (Berlinale '18 Golden Bear) and *God's Own Country* (Sundance '17) to documentaries *Manu* (IDFA '18), *Hamada* (IDFA '18), *Heartbound* (TIFF '18) and *Ghost Hunting* (Berlinale '17). Mathias is also a consultant for Creative Europe MEDIA and a marketing expert and tutor for organisations such as ACE Producers, FOCAL, IFFR and Proimagenes Colombia.

SPEAKERS



Manuela Buono
General Manager and Founder, Slingshot Films (IT)

Manuela Buono was born and still live in Trieste (Italy). In 2013 she founded production and distribution company Slingshot Films, specialized in creative documentaries and arthouse fiction films with a focus on debuts. She has been involved in film and tv production, and festivals organization for more than 10 years. She was member of the selection committee of Festival dei Popoli, Firenze (2013-15). Manuela is also responsible for the editorial line of ARCH Film, Italian independent film distribution label. Among the new Arch Film projects, she is responsible for the Italian side of LUSO! Mostra Itinerante del Cinema Portoghese (Itinerant exhibition of Portuguese Cinema). Mega Plus 2010 graduated (Media Business School Master in European Audiovisual Management), she received a Nipkow fellowship in 2011 and was selected for Berlinale Talent – Distribution Studio, in 2014. In 2016, she participated to Biennale College as producer of the feature film *Lala*.

With Slingshot Films, she is producing *Fango Rosso*, feature documentary by Alberto Diana (now in post-production) and *White Lies* (in development), confirming the attention and value given to new authors and cinematic practices. She produced for Arch Production *Non è Sogno* by Giovanni Cioni (Locarno Film Festival 2019). She is member of the European Film Academy.



Kim Foss
Managing Director, Camera Film (DK)

Kim started his career in the music business, running and curating independent film clubs and working as a freelance journalist. He was hired to run and curate the newly established NatFilm Festival in 1993. He stayed with the event, turning it into the largest film festival in Denmark, for 13 years, simultaneously serving as critic and film journalist for the daily newspapers Det Fri Aktuelt and Jyllands-Posten. He co-founded the sister festival CPH:DOX in 2003.

In 2006 he was hired as the managing director of the arthouse cinema Grand Teatret in Copenhagen as well as the company's distribution arm, Camera Film. In 2006 he received an honorary Bodil Award from the Danish Film Critics Association. In 2010 he was named Chevalier de l'Ordre des Arts et des Lettres by the French Minister of Culture.



Michael Höfner
CEO, GMfilms (DE)

Michael Höfner became active in film distribution in 1990s. After working as a freelance film critic and as programmer for arthouse movie theatres he set up his distribution company GMfilms in 1995. The company is dedicated to independently-made feature films and documentaries from around the world with a certain focus on Israel. GMfilms is releasing three up to four titles per year theatrically as well as on video. In 2005 GMfilms became part of the “good!movies” network which is devoted to release arthouse titles for the small screen. Michael is a board member of Spitzenorganisation der Filmwirtschaft, Germany’s umbrella association of film exhibitors, suppliers, producers and distributors. He is also in the board of AG Verleih, the German association of independent film distributors.



Jennifer Jones
Head of Public Relations, mindjazz pictures (DE)

Since 2013 Jennifer has managed all public relations campaigns for the Cologne-based distribution company mindjazz pictures in addition to her acquisition activities for the company. As Senior PR-Manager, she also runs a press agency in Cologne managing publicity for international and German theatrical releases, including film festival presentations and premieres. She is a long-time competition jury member, curator and program manager for the Cologne Short Film Festival (KFFK). Jennifer served five years as Artistic Director for the International Women’s Film Festival, Cologne (*Feminale*) and has been active for over 20 years in the film industry as a programmer, public relations and cultural events manager for institutions, festivals and projects including the German Film Institute, Berlinale, Kunstfilmbiennale, Oberhausen Short Film Festival, DOK.fest Munich and the European Union MEDIA program.

She has also been invited as a jury member to international festivals e.g., Sarajevo Film Festival, Seoul International Women’s Film Festival, One World Festival Prague and Festival du Cinéma Européen Lille. As an adjunct lecturer at the University of Cologne, she taught courses in film festival management & programming, film critique and public relations. As a experienced vocalist of different styles of music, Jennifer has performed and toured professionally with numerous bands and ensembles. Currently she enjoys singing and writing songs with her alternative rock band “superfuse” and country band “Breezewood”.



Huub Roelvink
Managing Director, Cherry Pickers Filmdistributie (NL)

Huub Roelvink is the owner and Managing Director of Cherry Pickers Filmdistributie, a Benelux distribution company that has released titles like *Lady Macbeth*, *The Rider*, *Sweet Country*, *The Nile Hilton Incident* and *Wildlife*, and documentaries such as *Chavela*, *La Chana* and *Oasis: Supersonic*. Before founding the company in 2016 he was the Managing Director of Imagine Filmdistributie and the founder of Cinema Delicatessen, a distributor specialised in documentaries. He also has a wide experience in cinema programming and exploitation, starting his career as a student in Kriterion cinema in Amsterdam, and subsequently programming various art houses and being Managing Director of LUX cinema. Huub holds a Masters in Social Anthropology from the University of Amsterdam.



Mika Siltala

CEO & Head of Acquisitions, Cinemamondo (FI)

Mika lives in Helsinki and has a background in journalism, scuba-diving and kayaking. He is a founding member of a major indie book publisher Like Ltd, focusing on books on cinema, editing and translating several of them from Oshima Nagisa to Ed Wood. In the late 80's, he founded the Love & Anarchy film fest, now better known as Helsinki Film Festival – Love & Anarchy, which is by far the biggest cinema event in Finland, including the market Finnish Film Affair (FFA).

In 1990, he co-founded Cinema Mondo Ltd, a distribution company and exhibitor focusing on world cinema and Japanese animation (Studio Ghibli films). Mika is a Board member of the Finish Distributor's Association.



Nille Stormoen

Marketing Manager, Arthaus (NO)

Nille Elvin Stormoen has been working at Arthaus since 2014, first as Communication and PR Officer, before entering the position as Marketing Manager in 2016. She's also a member of the acquisition team. Nille has a diverse background within the film industry - working with the The Norwegian Short Film Festival, the PR company Kulturmeglerne and the distributor Europafilm.

She studied Arts Management at BI Norwegian School of Management from 2006 to 2009, whilst running a music festival alongside her studies. She attended the MA program World Cities and Urban Life at Goldsmiths, University of London in 2012 to 2013, specializing on the cinema and arts as common spaces and strategic tools in urban development.



Jana Trnkova

Social Media Manager, Aerofilms (CZ)

Jana Trnkova is a Social media manager at Aerofilms, a Czech distribution company based in Prague. Aerofilms specialises in high quality and attractive feature films and documentaries. Their recent documentary titles include *Diego Maradona*, *Three Identical Strangers*, *McQueen* and newly they release six documentaries on art per year (autumn line-up includes *Gauguin a Tahiti*, *Tintoretto – Un ribelle a Venezia* and *Hermitage – The Power of Art*). Jana also works as a social media manager for three cinemas in Prague that specialize in foreign and alternative cinema content.

Jana holds a degree in Czech and English linguistics and literature and is currently finishing master degrees in Gender studies and Media studies.



Petra Oplatková

Producer, Sirena Films – Artcam Films (CZ)

Petra Oplatková is originally an architect. Since 2013 she closely collaborates with producer & director Artemio Benki (ARTCAM FILMS, SIRENA FILM). She took various positions in the distribution and production units of both companies, currently being producer and head of development. Petra is an alumni of BERLINALE TALENTS 2014, EuroDoc 2014 and EAVE 2018. She worked on award winning Sirena Film co-productions *Marguerite* and *Personal Shopper*. In 2019, ARTCAM completed its first majority production, creative documentary *SOLO* by Artemio Benki (debut), a Czech, French, Argentinian and Austrian co-production supported by the Czech Film Fund, MEDIA, CNC, INCAA, BKA-Kultur and Eurimages. *SOLO* premiered at Cannes (L'Acid) and went on a successful festival run, receiving the main awards at MakeDox, IFF Duhok and IDF Jihlava.



Julia Van Berlo
Press & Promotions, Cinéart (NL)

With a general love for storytelling Julia studied English Language & Culture at university. After that, she went on to the Faculty of Arts, Culture & Science where she graduated with a Master in Film Studies. Julia has worked in cinemas for nearly a decade, and her love for the film industry really grew. After an internship many years ago at Cinéart (an arthouse Benelux distributor), she came back to work for them in 2016. She works on the marketing team and does the publicity for all the films besides reading scripts for acquisition.



Daan Vermeulen
Head of Acquisitions, Cinema Delicatessen (NL)

Daan Vermeulen works for Dutch documentary film distributor Cinema Delicatessen. He is responsible for the acquisition of new documentary films, and the marketing and distribution strategies of theatrical-, outreach-, DVD- and VOD-releases. Titles he worked on include *A Strange Love Affair with Ego*, *The Act of Killing*, *CITIZENFOUR*, *I Am Not Your Negro*, *Kedi*, *Louis Theroux: My Scientology Movie*, *Maidan*, *Sergio Herman: Fucking Perfect*, *Those Who Feel the Fire Burning*, *Weiner*. In recent years Vermeulen has given guest lectures at the Netherlands Film Academy and Noordelijk Film Festival and has been a member of selection committees for the IDFA Forum. Before joining Cinema Delicatessen, he worked at the International Documentary Film Festival Amsterdam (IDFA). Vermeulen holds master degrees in Cultural Analysis and Film Studies from the University of Amsterdam.

DISTRIBUTORS (IN ALPHABETICAL ORDER PER LAST NAME)



Greta AKCIJONAITE
Greta Garbo - LT
greta@garbo.lt



Tinne BRAL
Imagine - BE
t.bral@imaginefilm.be



Gianluca Buttari
Teodora Film -IT
gianluca.buttari@teodorafil
m.com



Hanna FARR
Curzon- UK
hanna.farr@curzon.com



Kim FOSS
Camera Film - DK
kim@camerafilms.dk



Tor FOSSE
Tour de Force - NO
tor@biff.no



João FROES
Outsider Films - PT
joaofroes@outsider-
films.pt



Michael HÖFNER
GMfilms - DE
gmfilms@gmfilms.de



Jennifer JONES
mindjazz pictures
jennifer@mindjazz-
pictures.de



Adeline MARGUERON
Les Grignoux asbl - Le Parc
Distribution - BE
adeline@grignoux.be



Petra OPLATKOVA
Artcam Film – Sirena Film
petra.oplatkova@artcam.cz



Huub ROELVINK
Cherry Pickers – NL
huub@cherrypickersfilm.nl



Käte SCHAEFFER
Arsenal Filmverleih – DE
k.schaeffer@arsenalfilm.
de



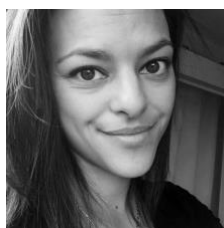
Mika SILTALA
Cinemamondo – FI
mikas@cinemamondo.fi



Nille STORMOEN
Arthaus – NO
nille@arthaus.no



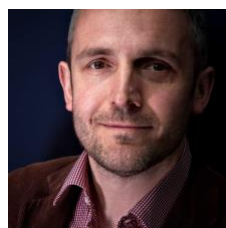
Jana TRNKOVA
Aerofilms – CZ
jana@aerofilms.cz



Julia VAN BERLO
Cinéart - NL
julia@cineart.nl



David VAN MARLEN
Cherry Pickers - NL
david@cherrypickersfilm.nl



Andy WHITTAKER
Dogwoof – UK
andy@dogwoof.com

NOTE-TAKER



Jesús SILVA VILAS
Communication Consultant
jesus.silva.vilas@gmail.com
+34 620 98 66 55

EUROPA DISTRIBUTION TEAM



Christine ELOY
Managing Director
christine.eloy@europa-
distribution.org
+32 496 20 86 22



Sebastiano LOMMI
Junior Project Manager
sebastiano.lommi@europa-
distribution.org
+32 483 55 49 18

ABOUT EUROPA DISTRIBUTION

Europa Distribution is the association of independent film distributors. With **about 120 leading independent distributors representing 30 countries in Europe and beyond**, it serves as the **voice of the sector**, and acts as a **network** and a **think tank**.

Since 2006, Europa Distribution has been creating new bridges for its members to share knowledge and mutualise experience. Through dedicated brainstorming and training sessions, open panels, informal gatherings, the Association's aim is to enhance the circulation of information and ideas and to improve the curation, promotion and distribution of independent films.

Ursula Meier is the President of Honour of the Association. The Board of Administration, chaired by **Laurent Dutoit (Agora Films / Switzerland)** and **Stefano Massenzi (Lucky Red, Italy)** is composed of 12 independent European distributors, representative of all members in terms of nationality, type of structure and cultural diversity. The list of current members is available on our website: <http://www.europa-distribution.org>



[Europa Distribution](#)



[@EurDist](#)

• Let's •
TALK

With the support of the MEDIA Programme of the European Union

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