



Date: 04 February, 2026

To,  
Corporate Relations Department  
**BSE Limited**  
2<sup>nd</sup> floor, P.J. Tower,  
Dalal Street,  
Mumbai – 400 001  
**Company Code: 532888**

To  
Corporate Relations Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G-Block  
Bandra Kurla Complex, Bandra (E),  
Mumbai- 400 051  
**Company Code: ASIANTILES**

Dear Sir/ Madam,

**Subject: Investor Presentation**

Please find attached Investor Presentation for the quarter and nine months ended on 31 December, 2025. It is also uploaded on the website of the Company [www.aglasiangranito.com](http://www.aglasiangranito.com).

This information is submitted to you pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to kindly take on your record.

Thanking You.

Yours truly,

**For Asian Granito India Limited**

**Dhruvi Trivedi**  
**Company Secretary and Compliance Officer**

Encl.: As above

Regd. & Corp. Office:  
202, Dev Arc, Opp. Iskcon Temple,  
S. G. Highway, Ahmedabad - 380 015  
Gujarat (INDIA)  
Tel : +91 79 66125500/698  
E : info@aglasiangranito.com  
W : www.aglasiangranito.com  
CIN : L17110GJ1995PLC027025

**TILES | MARBLE | QUARTZ | BATHWARE**



**Asian Granito India Ltd.**

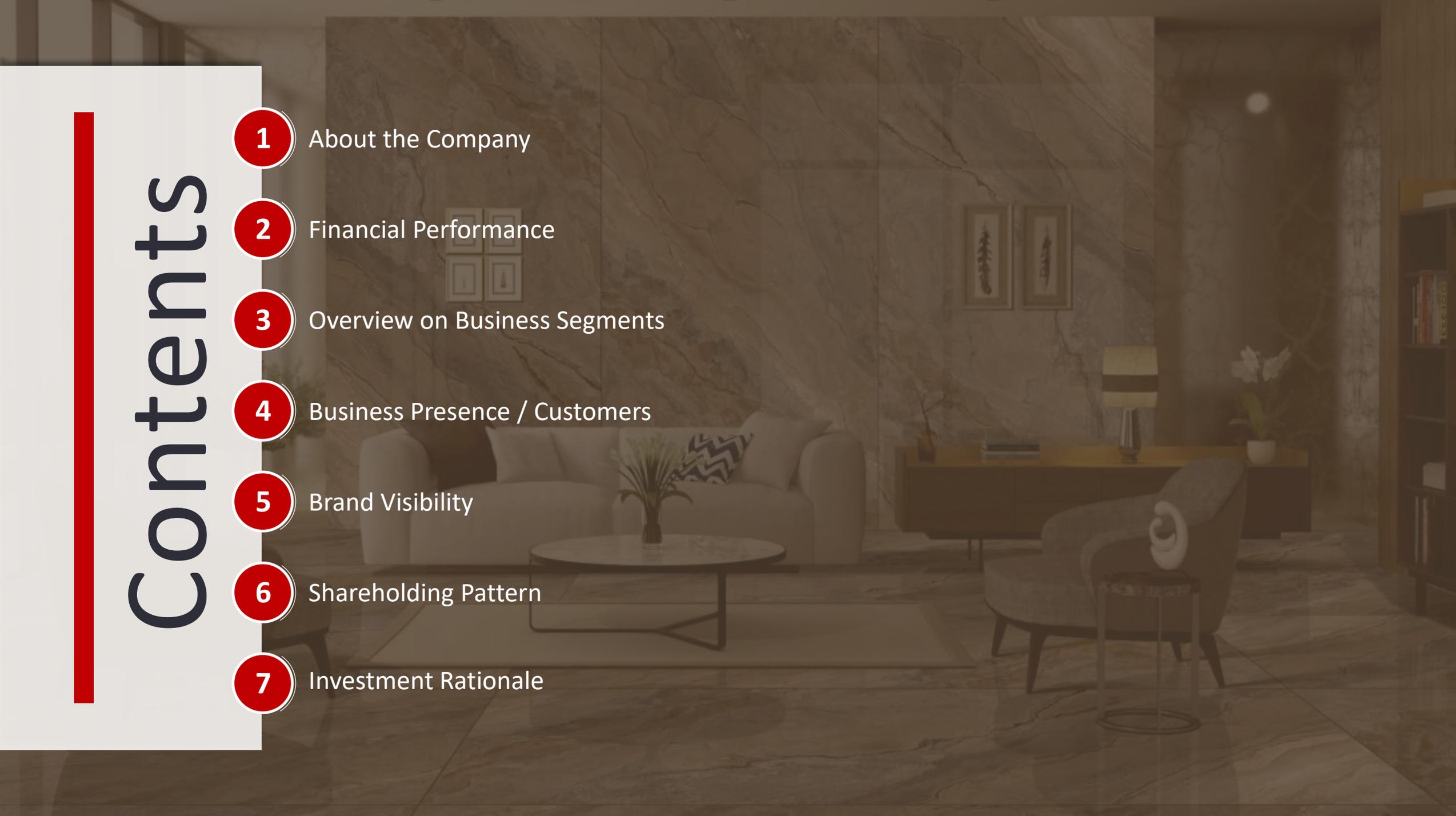
INDIA'S LEADING  
TILES,  
MARBLE,  
QUARTZ  
& BATHWARE BRAND



Premium  
*ka* Pappa



INVESTOR  
PRESENTATION - Q3FY26



# Contents

- 1 About the Company
- 2 Financial Performance
- 3 Overview on Business Segments
- 4 Business Presence / Customers
- 5 Brand Visibility
- 6 Shareholding Pattern
- 7 Investment Rationale

# Snapshot Of The Company



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**4<sup>th</sup> Largest Listed**  
Ceramic Tiles Company



**14**  
Plants <sup>2</sup>



**54.5 Mn Sqm**  
Installed Capacity <sup>3</sup>



**18,000+**  
Touch Points



**6,000+**  
Employees



**750+** efficient dealers and  
distributors



**100+**  
Countries Present



**9MFY26 (Cons)**  
**Revenues: ₹ 1,219 crore**  
**EBITDA: ₹ 102 crore**  
**PAT: ₹ 42 crore**

- ▶ Incorporated in 1995; commenced tiles operations in 2001
- ▶ Innovation led company with a diverse product portfolio of Tiles and Bathroom Solutions
- ▶ Three decades of rich experience serving Institutional, Government and Retail clients in Domestic (85%) and Overseas Market (15%)

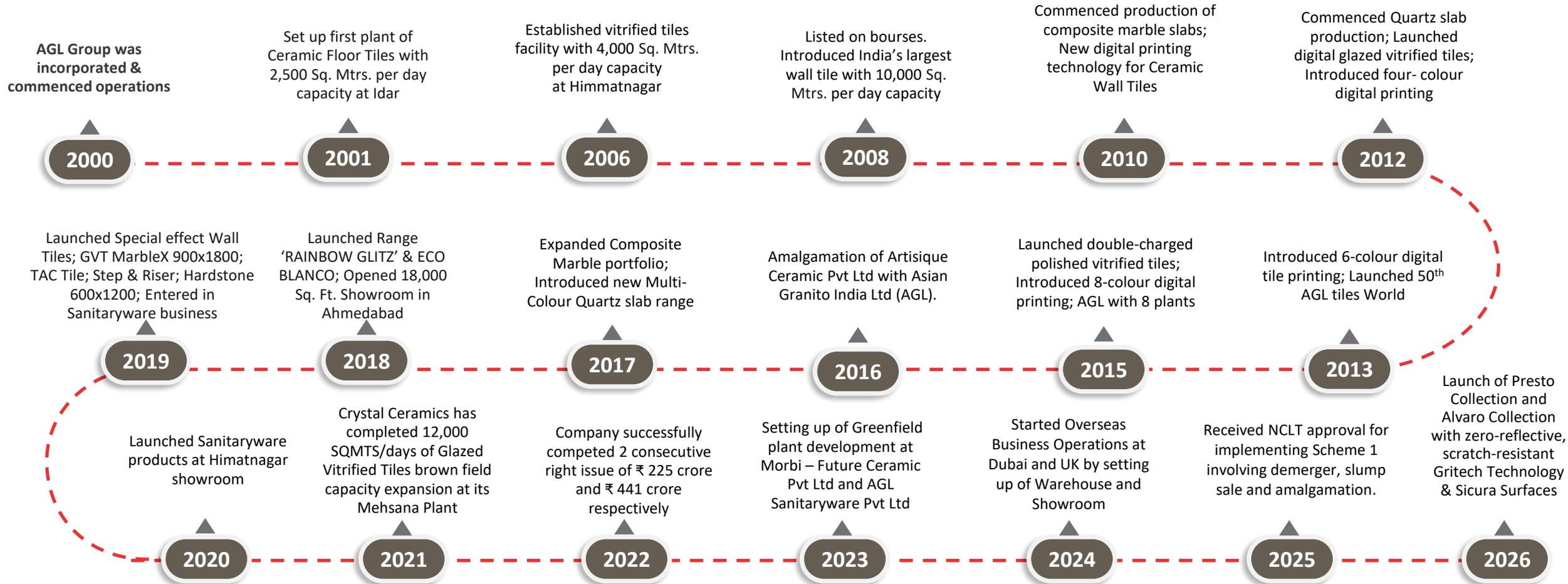


1.Total 14 units operating under 11 facilities including the ones owned by Subsidiaries and Associates  
2. Current Operational Capacity as of December 2025 is 37.4 Mn Sqm

# A Journey Full Of Evolution And Growth



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Particulars	FY2000	9MFY26
<b>Sales</b>	₹ 0.88 crore	₹ 1,219.10 crore (After redrafting)
<b>Installed Capacity</b>	0.83 Million Sq. Mtrs. per annum	54.5 Million Sq. Mtrs. per annum

# Vision Is The Art Of Seeing What Is Invisible To Others



Kamlesh Patel  
Chairman & Managing Director



Mukesh Patel  
Managing Director



## VISION

To become a Global leader in providing innovative lifestyle solutions to make lives more beautiful and to create stakeholder success.



## MISSION

- Growing profitably across the AGL Group.
- To be pioneer in bringing latest technology and provide best quality products.
- Create competitive advantage in market and lead the industry by innovations.
- To create healthy & productive work environment for all employees and associates.
- To empower communities for working towards safe, clean and green environment.



## VALUES

### INTEGRITY

We are fair and ethical while taking every decision.

### DISCIPLINE

We create and adhere to a strict code of conduct.

### TRANSPARENCY

We share every learning and failure with the world and are open for feedback.

### INNOVATION

Being innovative is the belief and priority of AGL. It defines us and contributes greatly in our purpose of making lives more beautiful.

### TEAMWORK

We are committed to create an environment of teamwork. Every member of AGL team is valued and respected for their contribution.

### QUALITY AND CUSTOMER FOCUS

AGL strives to provide highest quality of products with an objective to add value to the success of our customers.

### CONTINUOUS IMPROVEMENT & IMPLEMENT

We consistently strive to improve our products, services, internal practices, skills and overall culture of the organisation through incremental and breakthrough progress.



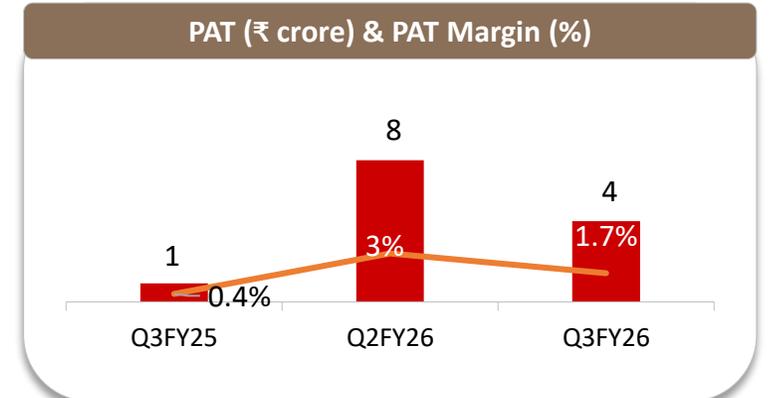
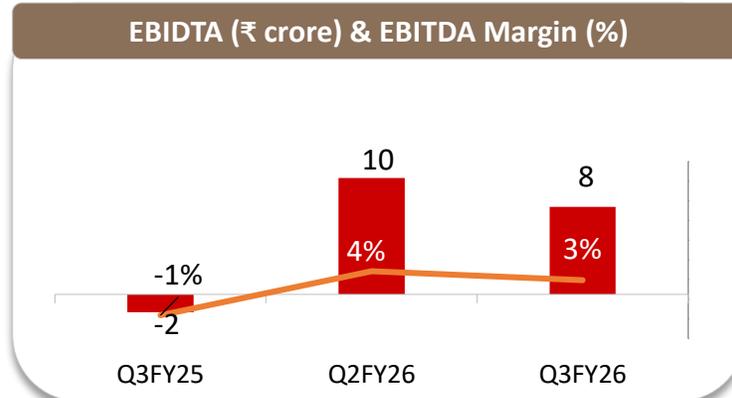
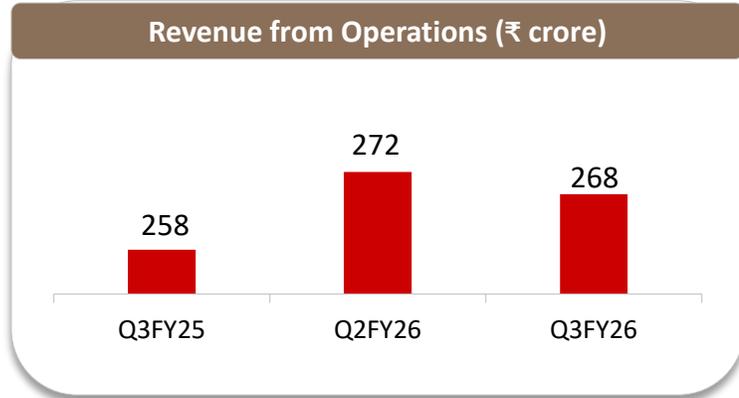
# Financial Performance

# Standalone - Q3FY26 & 9MFY26

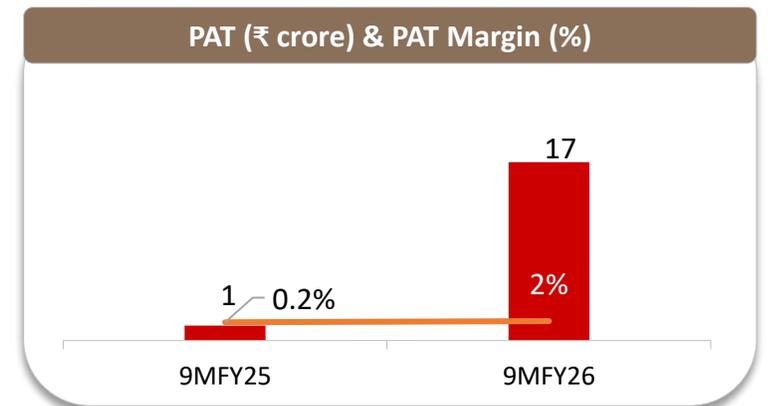
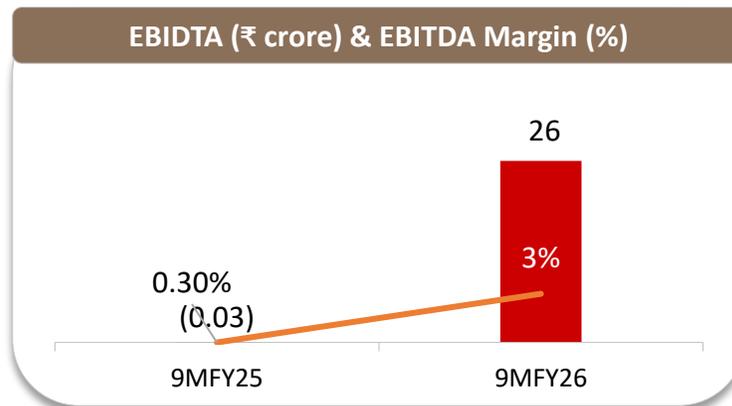
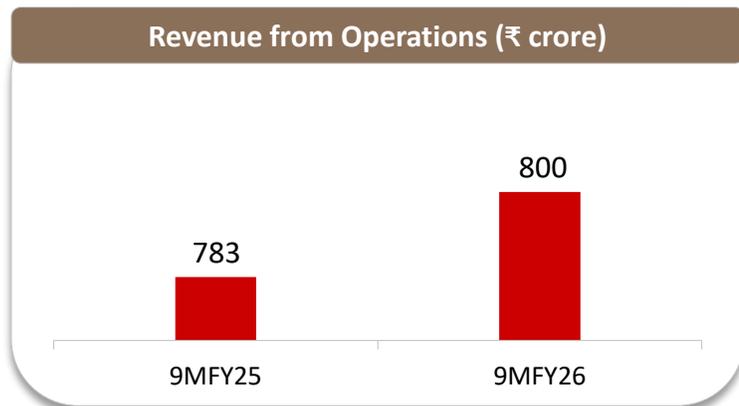


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## Q3FY26



## 9MFY26



# Standalone Profit & Loss – Q3FY26 & 9MFY26



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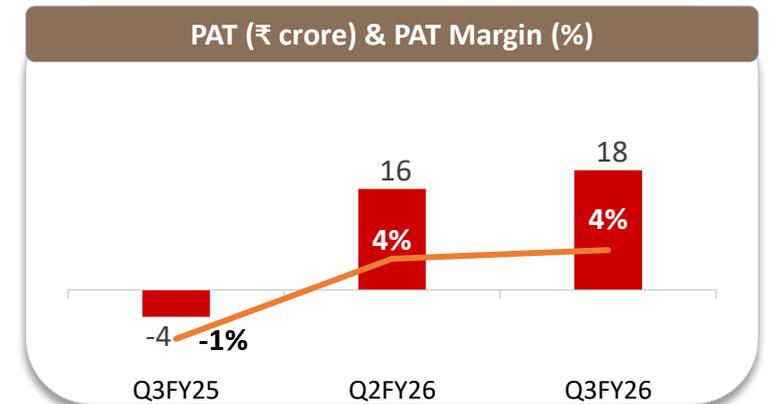
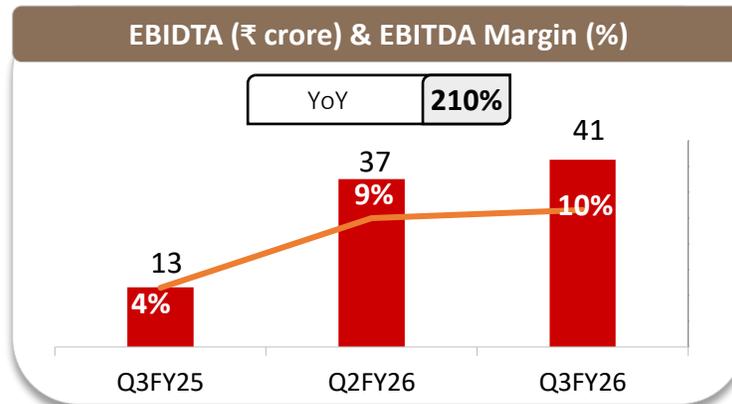
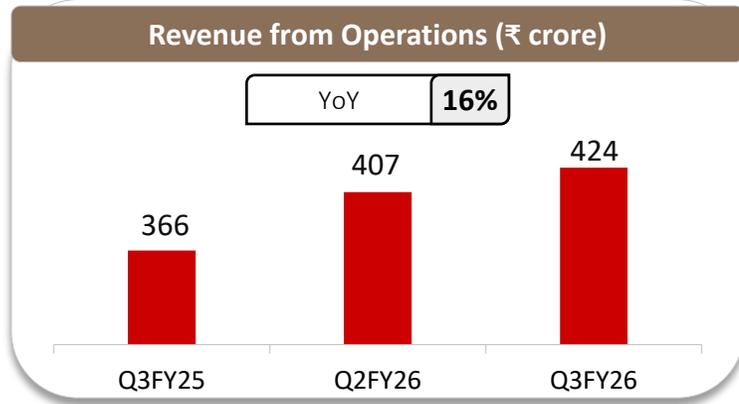
Particulars (₹ crore)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)
<b>Revenue from Operations</b>	<b>268.42</b>	<b>257.99</b>	<b>4.05%</b>	<b>272.42</b>	<b>-1.47%</b>	<b>800.48</b>	<b>782.64</b>	<b>2.28%</b>
Other Income	5.24	6.12		5.52		16.73	17.00	
<b>Total Income</b>	<b>273.66</b>	<b>264.11</b>	<b>3.62%</b>	<b>277.95</b>	<b>-1.54%</b>	<b>817.21</b>	<b>799.64</b>	<b>2.20%</b>
Expenditure								
Cost of material consumed	206.07	205.16		205.85		617.14	619.36	
Employee benefit expenses	18.05	21.60		25.18		63.79	65.29	
Finance Cost	3.18	2.21		3.12		9.12	5.69	
Depreciation	3.17	3.87		2.10		8.99	11.62	
Power & Fuel	11.36	9.87		13.61		34.82	29.72	
Other Expenses	25.03	22.96		17.29		58.42	68.29	
<b>Total Expenses</b>	<b>266.87</b>	<b>265.67</b>	<b>0.45%</b>	<b>267.16</b>	<b>-0.11%</b>	<b>792.28</b>	<b>799.97</b>	<b>-0.96%</b>
<b>EBITDA (Excluding Other Income)</b>	<b>7.91</b>	<b>(-1.61)</b>	<b>LP</b>	<b>10.49</b>	<b>-24.58%</b>	<b>26.32</b>	<b>(0.03)</b>	<b>LP</b>
<b>EBITDA Margin</b>	<b>2.95%</b>	<b>-0.62%</b>	<b>LP</b>	<b>3.85%</b>	<b>-90 bps</b>	<b>3.29%</b>	<b>0.00%</b>	<b>LP</b>
<b>Profit Before Tax</b>	<b>6.80</b>	<b>-1.56</b>	<b>LP</b>	<b>10.79</b>	<b>-37.00%</b>	<b>24.93</b>	<b>(0.33)</b>	<b>LP</b>
<b>Profit After Tax</b>	<b>4.42</b>	<b>1.01</b>	<b>336.25%</b>	<b>7.76</b>	<b>-43.02%</b>	<b>17.39</b>	<b>1.47</b>	<b>1,086.67%</b>

# Consolidated – Q3FY26 & 9MFY26

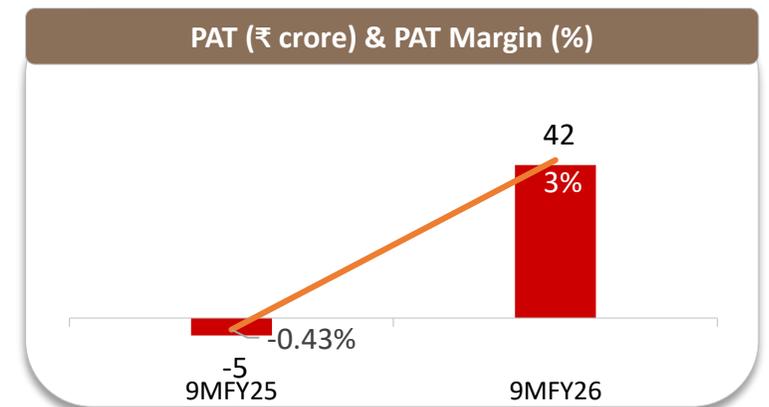
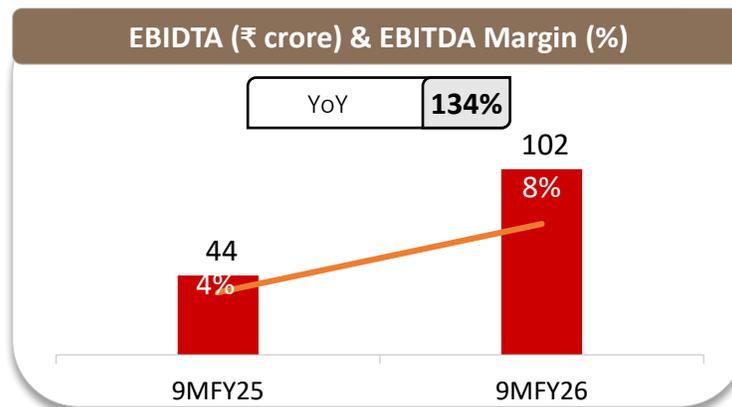
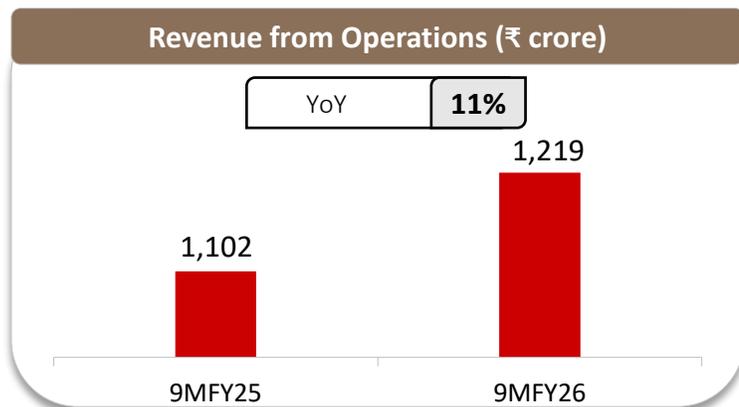


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## Q3FY26



## 9MFY26



# Consolidated Profit & Loss – Q3FY26 & 9MFY26



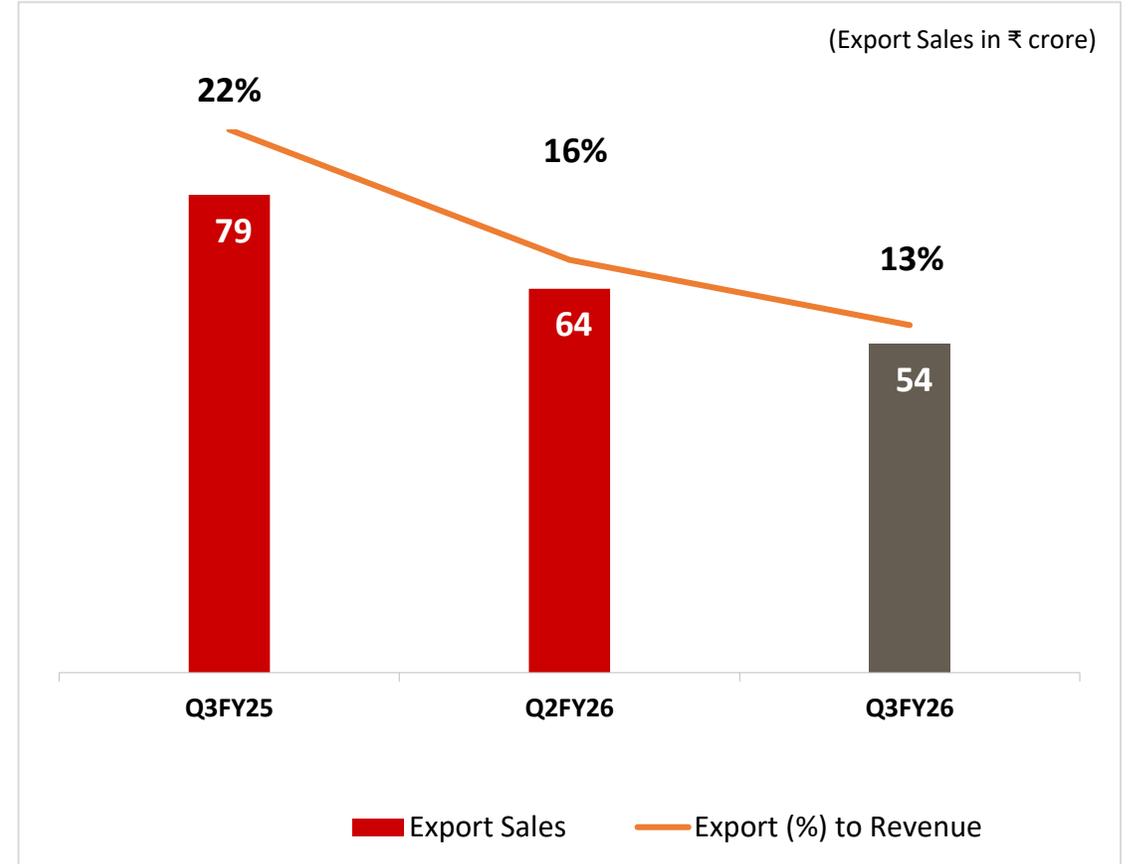
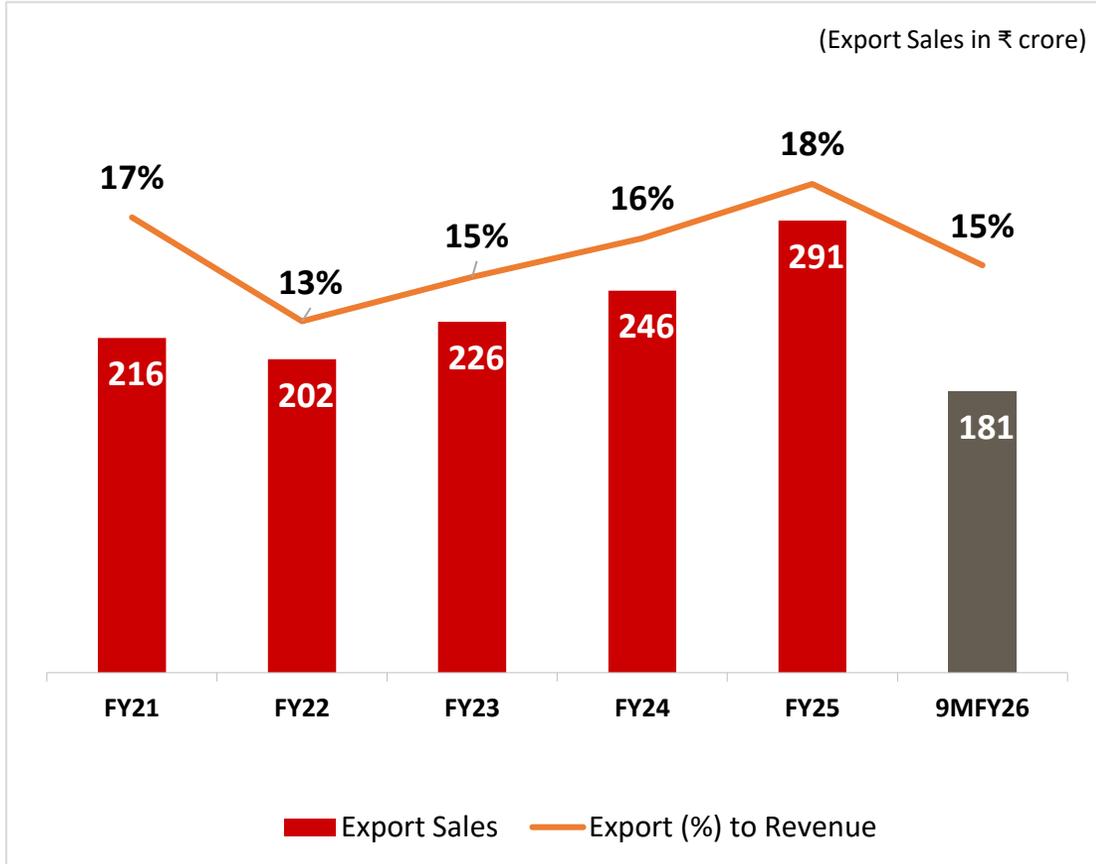
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Particulars (₹ crore)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)
<b>Revenue from Operations</b>	<b>423.93</b>	<b>366.09</b>	<b>15.80%</b>	<b>406.92</b>	<b>4.18%</b>	<b>1,219.10</b>	<b>1,102.24</b>	<b>10.60%</b>
Other Income	2.86	0.76		3.34		11.00	2.88	
<b>Total Income</b>	<b>426.79</b>	<b>366.86</b>	<b>16.34%</b>	<b>410.27</b>	<b>4.03%</b>	<b>1,230.10</b>	<b>1,105.12</b>	<b>11.31%</b>
Expenditure								
Cost of material consumed	257.49	219.93		230.61		720.14	642.49	
Employee benefit expenses	35.88	37.80		41.15		113.03	112.29	
Finance Cost	6.84	7.06		7.08		21.10	21.57	
Depreciation	12.99	14.33		13.23		39.85	42.70	
Power & Fuel	49.15	54.92		57.74		158.76	172.97	
Other Expenses	40.61	40.29		40.78		124.83	130.84	
<b>Total Expenses</b>	<b>402.96</b>	<b>374.33</b>	<b>7.65%</b>	<b>390.60</b>	<b>3.16%</b>	<b>1,177.70</b>	<b>1,122.86</b>	<b>5.37%</b>
<b>EBITDA (Excluding Other Income)</b>	<b>40.80</b>	<b>13.15</b>	<b>210.21%</b>	<b>36.64</b>	<b>11.35%</b>	<b>102.34</b>	<b>43.66</b>	<b>134.43%</b>
<b>EBITDA Margin</b>	<b>9.62%</b>	<b>3.59%</b>	<b>603 bps</b>	<b>9.00%</b>	<b>62 bps</b>	<b>8.39%</b>	<b>3.96%</b>	<b>443 bps</b>
<b>Profit Before Tax</b>	<b>23.84</b>	<b>(7.47)</b>	<b>LP</b>	<b>19.67</b>	<b>21.18%</b>	<b>52.40</b>	<b>-17.73</b>	<b>LP</b>
<b>Profit After Tax</b>	<b>18.49</b>	<b>(4.15)</b>	<b>LP</b>	<b>15.59</b>	<b>18.61%</b>	<b>41.72</b>	<b>-4.70</b>	<b>LP</b>

# Consolidated Exports Revenue – Q3FY26 & 9MFY26



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# Performance Highlights – Q3FY26



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## Business Performance

- ▶ Average gas cost for Q3FY26 was ₹ 28.06/scm as compared to ₹ 35.98/scm in Q3FY25
- ▶ Average propane gas cost for Q3FY26 was ₹ 51.47/kg as compared to ₹ 60.10/kg in Q3FY25



## Operational Performance

- ▶ Export revenue at ₹ 54.44 crore; 13% of the revenue
- ▶ Domestic revenue at ₹ 369.50 crore; West (61%), North (15%), South (15%) and East (9%)
- ▶ Retail Sales (60%), Institutional Sales (32%) and Government Sales (8%)
- ▶ Ceramic Tiles revenue increased by 21% YoY to ₹ 379.72 crore
- ▶ Marble & Quartz revenue at ₹ 36 crore
- ▶ Revenue from Sanitaryware increased by 49% YoY to ₹ 35.09 crore
- ▶ Started Business Operations at various overseas territory in Dubai, UK, Indonesia and Senegal



## Financial Performance

- ▶ Revenue from operation increased by 16% to ₹ 424 crore
- ▶ EBITDA increased by 210% to ₹ 41 crore due to increase in product realizations and marginal softening in gas prices & certain cost reduction measures
- ▶ PAT reported at ₹ 18 crore

Embarked on a journey to achieve a long-term vision of achieving a total revenue of ₹ 6,000 crore



# Overview on Business Segments

# Ceramic Tiles - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Tiles market



## Product Basket:

### Ceramic Tiles (Wall & Floor)

Wall Tiles, Polished Porcelain,  
Tuff Guard Floor

### Polished Vitrified Tiles

(PVT) & Double Charge (DC) Soluble  
Salt, Twin Charge, Double Charge,  
(Jumbo & Imperio)

### Glazed Vitrified Tiles (GVT)

Grestek, Hardstone, MarbleX, Splendour  
Series, XXL Series, Slimgres, Marvel Series

### Outdoor Tiles

(Heavy duty Vitrified Tiles)  
Grandura +, Eco Blanco Roof Tiles

## AGL Advantage:

- Innovation and Technology focus
- Quality and Reliability
- Comprehensive product portfolio at competitive pricing

## AGL'S Presence in Tiles

- **2001** Manufacturing since
- **2023** Started trading activity of Large Slab tiles products in UAE
- **100+** Countries of export
- **1,58,920 sq.mtrs** Daily tile mfg capacity from 10 plants
- **43.92 mn sq.mtrs** Total Production in FY25

Company has entered into Joint Venture Agreement ("JVA") with various individuals of Nepal and incorporated new company namely Nepovit Ceramic Pvt Ltd. as an Joint Venture Company ("JVC") to set up wall tiles manufacturing unit in Nepal for which the Company has made required initial investment as per JV Agreement.

## Manufacturing Presence :

### AGL OWN PLANTS

- ▶ Dalpur (GVT and Wall)
- ▶ Dholka (Wall)
- ▶ Idar (Floor)

### AGL SUBSIDIARY PLANTS

- ▶ Crystal Ceramics, Mehsana (GVT)
- ▶ Gresart Ceramic, Morbi (Digital Wall)
- ▶ Future Ceramic, Morbi (Large Format GVT)

### OUTSOURCING PLANTS

- ▶ Adicon Ceramica, Morbi (Mega Slab plant)
- ▶ Affil Vitrified, Morbi (GVT)
- ▶ Ivanta Ceramics, Morbi (Wall)



Location	Production Capacity
Morbi	29.48 mn sqm
Himmatnagar	5.94 mn sqm
Idar	2.84 mn sqm
Dholka	2.31 mn sqm
Mehsana	11.88 mn sqm

## End User Industry Application



Real Estate



Residential



Hospitals



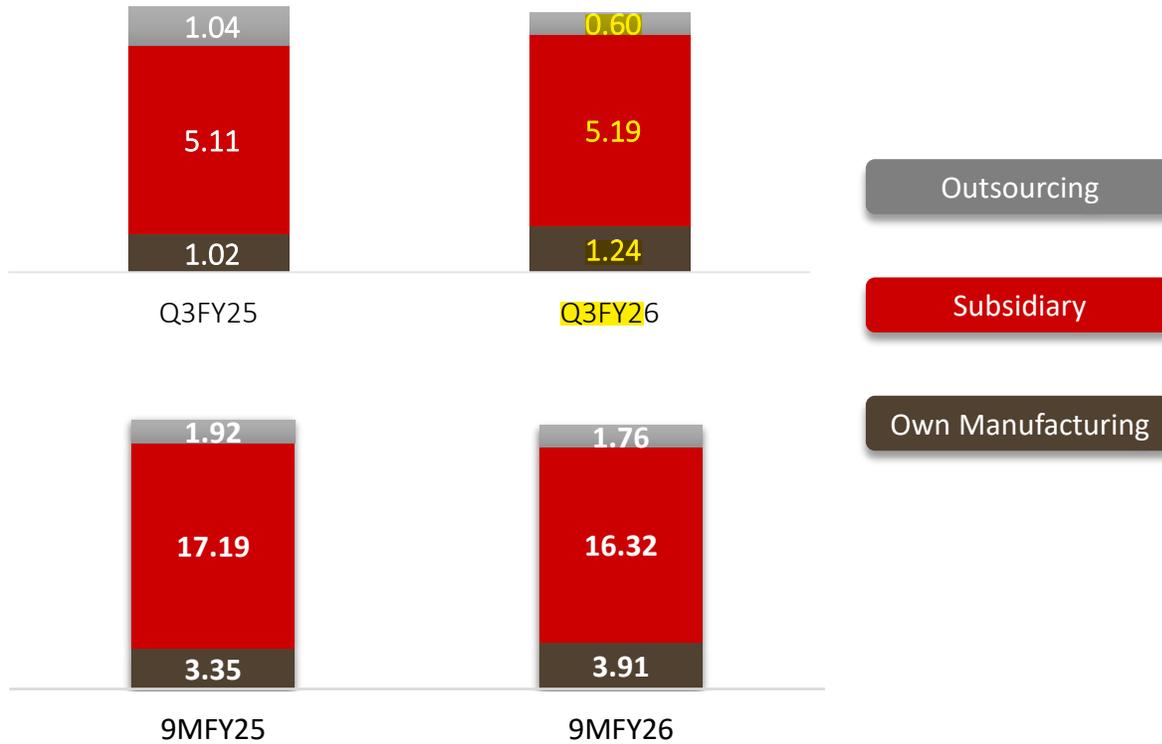
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# Ceramic Tiles – Operational And Financial Performance



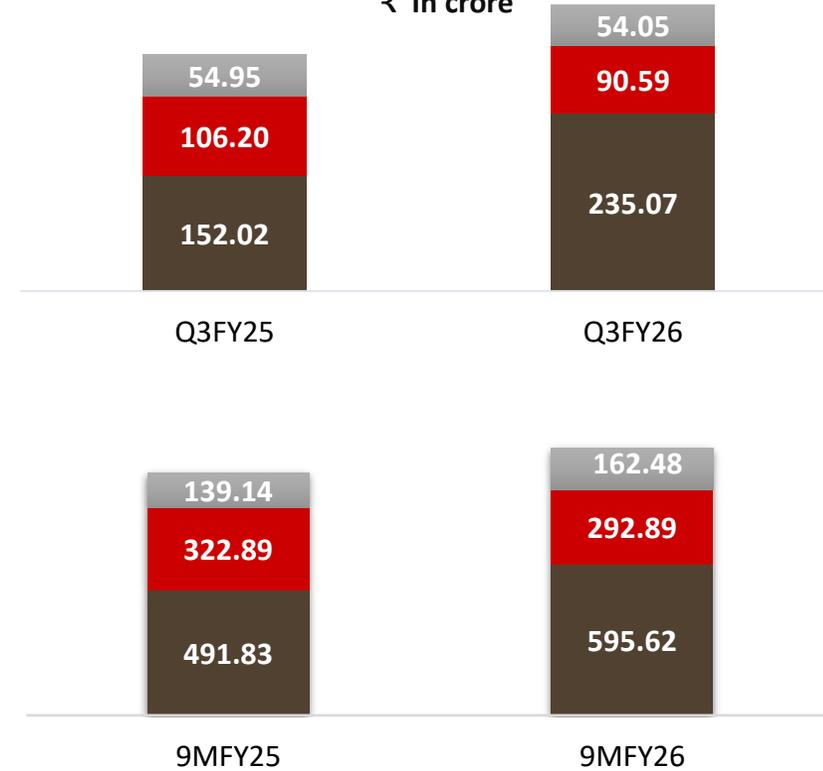
## Production Volume Data

Mn Sq.Mtr



## Revenue Break Up\*

₹ In crore



\* Revenue from Own Manufacturing includes trading sales also

# Ceramic Tiles – Niche Products



**STYLEX  
BLAZED VITRIFIED  
TILES**



**GRESTEK  
MARBLEX**



**GRESTEK  
DIGITAL GLAZED  
VITRIFIED TILES**



**POLISHED  
VITRIFIED TILES**



**NATURAL  
WOODEN PLANKS**



**SOLAR REFLECTIVE  
ROOF TILES**

# Marble & Quartz - Business Overview

Over the years, Asian Granito has created a strong brand recall in the Organized Marble & Quartz market



## Product Basket:

### Marble

Multi-colored Marble, Marble, Imported Natural Marble, Onyx Marble

### Quartz

Multi-colored Quartz, EStone

## AGL Advantage:

- ▶ Exceptional Durability
- ▶ Leading player in India with increasing foothold in overseas

## AGL'S Presence in Marble and Quartz

- 2009 Marble Manufacturing since
- 2011 Quartz Manufacturing since
- 2022 Quartz products started in USA
- 2023 Started trading activity of Marble products in UAE
- 10 Countries of export
- 6,100 mn sq.mtrs Daily marble and quartz manufacturing capacity from 3 plants
- 0.81 mn sq.mtrs Total Production in FY25

Demand for Quartz increase in overseas market due to growing demand in Electronics & Semiconductor Industries, Hospitality, Real Estate, Residential and Institutional.

## Manufacturing Presence:

### AGL OWN PLANTS

- ▶ AGL OWN PLANTS
- ▶ Dalpur (Marble)
- ▶ Dalpur (Quartz)

### AGL SUBSIDIARY PLANTS

- ▶ Amazoone, Dalpur (Quartz)



Himmatnagar 2.02 mn sqm

### Production Capacity

## End User Industry Application



Real Estate



Residential



Hospitality



Institutional

# Marble & Quartz - Operational And Financial Performance



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## Production Volume Data

Mn Sq.Mtr



Subsidiary

## Revenue Break Up

₹ In crore



# Sanitaryware & Bathware - Business Overview



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## Product Basket:

### Sanitaryware

Water Closets, Basins, Urinals, Cisterns,  
Seat Covers

### Faucets & Bath Fittings, Taps

Bathroom Accessories, Showers, Allied  
Items

## AGL Advantage:

- ▶ Strategic diversification gaining momentum
- ▶ Strategically upgraded from third party outsourcing to own manufacturing
- ▶ Exports to 10 countries, gaining presence in the niche segment

## AGL'S Presence in Bathware

- **Oct 2023**  
Manufacturing since
- **10**  
Countries of export
- **2,000 Pieces**  
Daily Bathware manufacturing capacity
- **0.18 mn pieces**  
Total Production in FY25

## Manufacturing Presence:

### AGL OWN PLANTS

- ▶ Currently being sourced from partners under sourcing agreements

### AGL SUBSIDIARY PLANTS

- ▶ AGL Sanitaryware, Morbi



### Production Capacity

0.66 mn pieces

## End User Industry Application



Real Estate



Residential



Hospitals



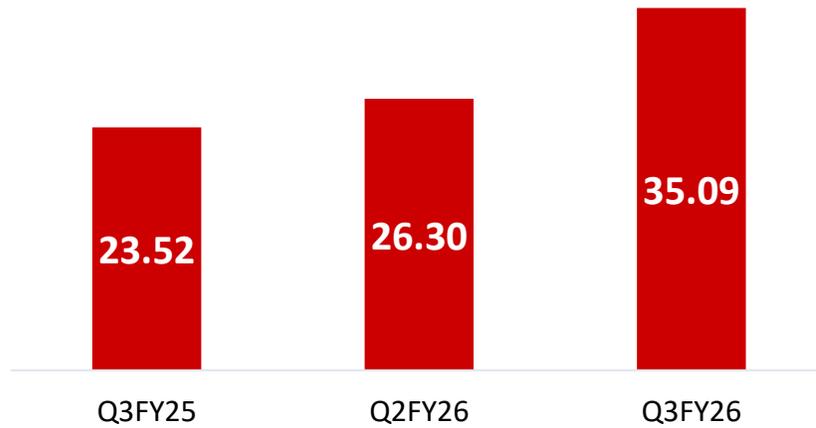
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# Sanitaryware - Financial Performance

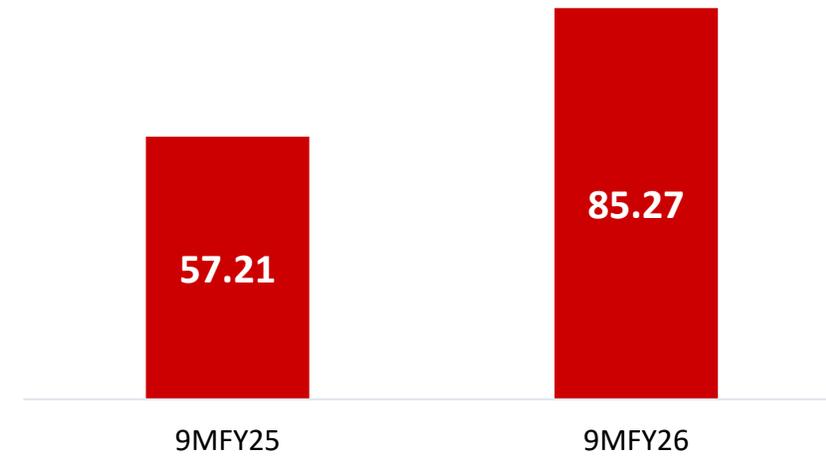


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Revenue Break Up  
₹ In crore



Revenue Break Up  
₹ In crore



# Pioneer In Product Innovations



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1<sup>st</sup> to Introduce  
Full Body tiles in India

WORLD'S WHITEST



1<sup>st</sup> to Introduce  
World's Whitest Cararra  
White Double Charge  
Vitrified tiles



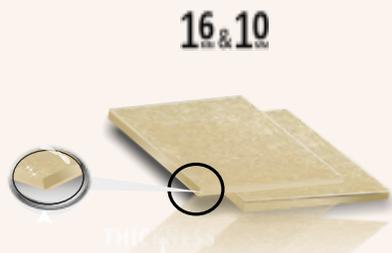
1<sup>st</sup> to Introduce  
Grestek XXL Large format  
tiles 800x1200mm



1<sup>st</sup> to Introduce  
World's 1000x1000mm  
Jumbo Double Charge  
Vitrified Tiles



1<sup>st</sup> to Introduce 30 mm  
thickness Quartz stone  
with own manufacturing  
of Engineered Marble &  
Quartz stone in India



Introduced 16mm Thick  
Heavy Duty Vitrified tiles  
Grestek Hardstone



1<sup>st</sup> to Introduce 300x900 mm  
Large Format  
Wall & Vitrified tiles



1<sup>st</sup> to Introduce 6.8 mm  
Slimgres tiles



1<sup>st</sup> to Introduce  
1600x3200 mm Large Slab

# Manufacturing Facilities



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OWN PLANTS

AGL Dalpur Plant (Wall Tiles)



AGL Dalpur Plant (GVT)



AGL Dalpur Plant (Marble & Quartz)



AGL Idar Plant (Floor Tiles)



AGL Dholka Plant (Wall Tiles)



SUBSIDIARY

Amazone Dalpur Plant (Quartz)



Crystal Mehsana Plant (GVT)



GRESART Morbi Plant (Digital Wall Tile)



Future Ceramics Morbi (GVT)



AGL Sanitaryware Plant



SUBSIDIARY

Associate Morbi Plant (Affil)



Associate Morbi Plant (Ivanta)



OUTSOURCING

Associate Morbi Plant (Adicon)





**Business Presence /  
Customers**

# Multi-model Approach To Reach Each Corner Of The Country And Across The World



## Dealer Network

01

**2,700\* Dealers and Sub-Dealers** across 32 states and union territories representing our retail presence

## Franchise Network

02

**277+ Exclusive Franchise Partners** across states and union territories with 18,000+ touch points

## Own Display Centers

03

**13 Company Owned Display Centers** across India

## Subsidiaries

04

**Company Owned 14** domestic subsidiaries and **8** overseas subsidiaries

\* 750+ are efficient Dealers and Distributors across 32 states and union territories representing our retail presence in last quarter

# Marquee Clientele



## Government Projects



## Builders



## Corporates



## Banks



## Apparel



## Multiplex



## Hotels



## Eatery Brands





# **Brand Visibility: Approach, Initiatives and Practice**

# Our Brand Ambassador Ranbir Kapoor



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\* Advertisement Videos

# Advertisement - Focused And Strategic



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# Advertisement - Focused And Strategic



# Enhancement Of Brand Visibility And Global Go-to-market Expansion



## Brand Visibility Enhancement through New Age Means

- ▶ Expand and leverage Social Media presence and following through campaigns and influencer marketing



**1.5 Million Followers \***



**52.7 k Followers \***



**5.3 k Followers \***



**27.2 k Followers \***

- ▶ Company has signed renowned Bollywood Star Ranbir Kapoor as a Brand Ambassador for AGL brand and Vaani Kapoor for Bonzer7 brand

## Further Expansion of Domestic Touch Points

- ▶ Expand exclusive showrooms presence under current franchise model
- ▶ Focus on addition of Dealers and Sub-dealers in the territories with low existing presence
- ▶ Addition in large Company owned Display Centres to engage more with the retail customers

## Expand International Presence through Strategic Planning

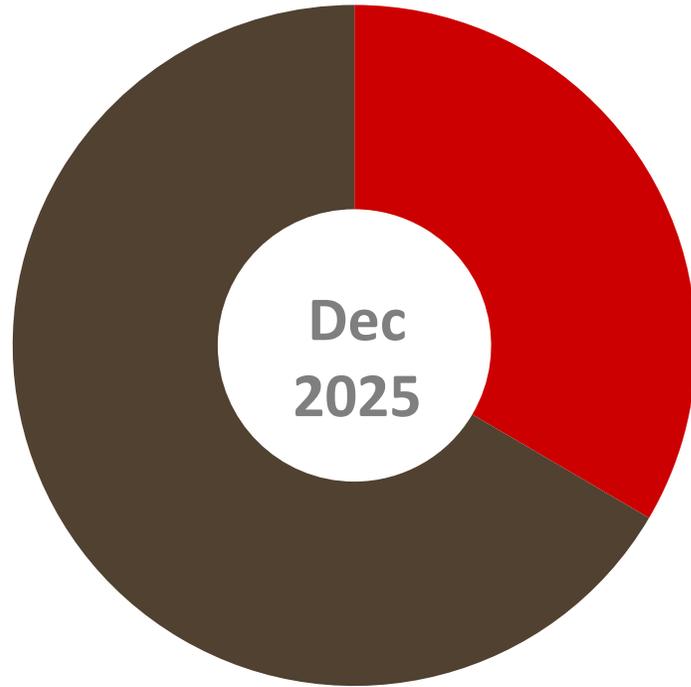
- ▶ Add new dealerships and distribution points in the Company's existing developed markets
- ▶ Build large presence in developed markets with growing demand through opening up of Subsidiaries and Warehouses to supply products in real time
- ▶ Explore OEM partnerships with importers, distributors and manufacturers abroad

\* As on 12 Nov 2025



# Shareholding Pattern

# Shareholding Pattern



<span style="color: red;">■</span> PROMOTER	33.72%
<span style="color: brown;">■</span> Public	66.28%

<b>NSE Ticker</b>	ASIAN TILES
<b>BSE Ticker</b>	532888
<b>Share Price (₹)^</b>	73.11
<b>Market Cap (₹ Mn)^</b>	1,66,955
<b>% Free Float^</b>	67.57%
<b>Free float market cap (₹ Mn)^</b>	1,12,811
<b>Shares outstanding^</b>	23,19,11,649
<b>3M ADTV (Shares)</b>	20,31,4661
<b>3M ADTV (₹ Mn)</b>	144.03
<b>Industry</b>	Ceramics

Source: NSE, ^As on 04 Dec 2025

# Investment Rationale



## Brand Recall in Organized Market

One of the leading player in the organized market with good brand presence and recall in the marketplace



## Innovative Products

As a key player in the Indian ceramic industry, company aim to capture a higher market share by continuous product development and introducing new designs that align with customer requirements and evolving market trends



## Competitive Pricing

The Company focus on strategic pricing to enable their trade partners to optimize their profit margins and effectively compete in their markets



## Customer Outreach

The Company's customer outreach spans over 18,000+ touchpoints across 32 states and union territories in India. This encompasses 750+ efficient dealers and distributors , 277+ exclusive franchise stores, and 13 Company-owned display centers



## Strengthened Supply Chain

Through the implementation of various measures, company fortified their supply chain, ensuring swifter deliveries and reliable service



## State-of-the-art manufacturing

The Company's success lies in its state-of-the-art manufacturing units equipped with advanced technology, high-end machinery, and cutting-edge testing equipment from Italy, China, India and beyond. The facilities are multipurpose, providing the flexibility to manufacture various product sizes and customize their portfolio to meet evolving customer demands without substantial capital investments



## Enhanced Quality Control

Reinforcing the commitment to achieving zero defect deliveries, company focus on quality measures across the value chain



## People Strength

Company has a passionate and talented team of employees who are steered by the experience and vision of our senior leadership and promoters



Premium  
*ka* Pappa

*Thank you*

## Contact us

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