

A WELCOME MESSAGE from HUGH CAMPBELL

Managing Partner, GP Bullhound

I want to wish you all a very warm welcome to Newcastle and our fourth Northern Tech Awards. It is a pleasure to be the host for the evening together with such an illustrious group of leaders from the technology industry. As we continue to move this event around the region, it is interesting to discover not only the scale, but also the strength and depth of the Northern tech community. Our previous three events showcased the sector along the M62 corridor in Manchester, Leeds and Liverpool. This year we are in Newcastle where we are reminded of the North East's tech heritage, with the likes of Sage and Atom Bank, as well as the exciting community of fast growing tech businesses, such as ZeroLight, Bede Gaming and Performance Horizon Group. Furthermore, the region is supported by fantastic business networks such as Dynamo, Sunderland Software City and Digital Union who play a significant role in nurturing the local ecosystem.

Despite ongoing national and global geopolitical uncertainty, 2016 was a record year for deal activity in the UK tech sector. A weaker pound saw British companies receive more investment than any other European country post-Brexit, with Ctrip's acquisition of Skyscanner and Softbank's acquisition of ARM Holdings being two standout examples. Furthermore, over £6.7bn was invested in UK tech firms across 4,009 deals, an increase of 40% on 2015.

This year, in partnership with Tech North, we are recognising and celebrating the region's biggest tech success stories by compiling the first Northern Tech 100 League Table, which will be available this evening, after the awards ceremony.

We are extremely pleased with the number of applications that we have received for the awards and I wanted to personally thank every company who applied. This evening, I am excited to say that we not only have the fastest growing tech companies in the region, but also what we think are some of the most imaginative and brilliant entrepreneurs nationwide. Together with our judges, we have reviewed the 100 fastest growing companies in the region, received presentations from ten shortlisted firms today and decided on the overall winners of our award categories. The winners of these categories will be announced this evening.

I would like to thank our fantastic sponsors for their support and for making this not-for-profit event possible: Barclays, OBI Property, Performance Horizon, Squire Patton Boggs, Teesside University, Tees Valley Combined Authority, Berenberg, Frazer John Recruitment, Inflexion, London Stock Exchange, Mercia Technologies, Sage and Tech North.

I would also like to thank our media partners, Seven Hills and Insider, for raising the profile of the event, our Digital Partner Draw & Code for their 'barking dog', Alex Connock and the Shine North team for the opening film and last, but not least, Tech North for their help in producing the Northern Tech 100 League Table.

Finally, I hope you will use this event to meet with your peers from across the sector, but I also hope that these awards will add fresh fuel to your innovative and competitive spirits and help to substantiate the size and importance of the tech scene across the region.



HUGH CAMPBELL

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PROGRAMME

12:00 JUDGES' AND SPONSORS' LUNCH
13:00 SELECTION OF JUDGES' AWARDS
16:30 AWARD WINNERS VOTED BY THE JUDGES
18:30 REGISTRATION, DRINKS & CANAPES

19:45 WELCOME ADDRESS Hugh Campbell (Managing Partner, GP Bullhound) David Rowan (Editor, Wired UK)

> **20:00** DINNER COUNTDOWN VIDEO RANKING: 50 – 2

21:30 THE TRULIA STORY **Pete Flint**, *Founder and former CEO*, *Trulia*

21:45 AWARDS CEREMONY

22:15 ONWARDS NETWORKING AND AFTER PARTY CELEBRATIONS

Award CATEGORIES

NORTHERN STARS FASTEST GROWING COMPANY OF THE YEAR FASTEST GROWING LARGER COMPANY JUDGES' INNOVATION AWARD JUDGES' AWARD FOR INTERNATIONAL SUCCESS JUDGES' LEADERSHIP AWARD TECH4GOOD AWARD LOCAL HERO AWARD YOUNG ENTREPRENEUR AWARD OVERALL JUDGES' AWARD

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OBI PROPERTY

Barclays is proud to have an established history of supporting businesses across the North.

We continue to invest in our local and industry knowledge across the region, to help our clients achieve success today and in the future. Many businesses across the North, with a turnover of £5m and above, look to us to support their future. We are specialists in a broad range of sectors, including Technology, Media & Telecommunications, Manufacturing, Transport & Logistics, Retail & Wholesale, Hospitality & Leisure, Real Estate, Education & Charities.

Our clients have access to regular sector thought-leadership material and we hold regular networking events, designed to offer valuable industry insight, as well as facilitate new business connections.

OBI Property is a Manchester based niche firm of chartered surveyors serving the commercial property market and specialising in office leasing, business.

OBI Property is a privately owned real estate firm that focuses on providing innovative advice to a range of national and international clients.

Our core purpose is to offer complete real estate knowledge that makes businesses more successful by applying the "OBI Difference", a totally integrated approach which involves our combined skillsets contributing to any work we undertake. It is this consistent approach to anything we do that enables us to exceed client expectations and provide an exceptional service level that is not matched by our competitors.

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Supporting Skyscanner as their travel search business goes global.



Skyscanner Offices, Edinburgh Shane Corstorphine, CFO, Skyscanner Paul McAuslan, Relationship Director, Barclays

As a fast-growing technology company, Skyscanner needs a far-sighted financial partner. Our understanding of their vision enabled us to fund an equity release scheme, providing the impetus to grow their business. They've now opened seven new international offices since the start of 2013. As CFO Shane Corstorphine says, "We have a true partnership with Barclays because they understand the complexities of our business and share our ambition."

To find out how we can help your business succeed, call Richard Faulkner, Head of Technology, Media and Telecoms for Northern on 07810 055 819^{*} or visit barclays.com/corporatebanking



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With offices in the U.S., UK, Germany, Japan and Australia, Performance Horizon is backed by toptier investors, including Mithril, Greycroft Partners and DN Capital. For more information, visit www.performancehorizon.com or follow @tweetphg.



Squire Patton Boggs is a full-service global law firm. We provide insight at the point where law, business and government meet, giving you a voice, supporting your ambitions and achieving successful outcomes.

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Clients expect knowledge of their business as well as high-quality legal skills from their law firms. Our combination of legal and industry experience allows us to better analyse client requirements and develop the right approach for the matter at hand. Clients receive tested insight and guidance from a team that understands their needs and is able to offer tailored solutions.



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Teesside University, in the heart of Teesside in the North East of England, is a well-regarded, dynamic and modern institution recognised regionally and nationally for the transformative impact it has on the communities it serves, and as a catalyst for economic, social and cultural development.

Through our flagship programme DigitalCity, we are creating a leading digital hub by supporting talented digital entrepreneurs, growing digital skills and transforming business performance through digitisation. Supported by a wide partnership, DigitalCity brings together all of the University's digital expertise and support to help companies thrive in a digital future.

Tees Valley Combined Authority is the body that drives economic growth and job creation in the area. It focuses on economic development, transport, infrastructure and skills.

The Combined Authority harnesses the economyboosting powers of Tees Valley's five local councils (Darlington, Hartlepool, Middlesbrough, Redcar & Cleveland and Stockton-on-Tees) and Tees Valley Local Enterprise Partnership to elevate partnership working between the public and private sector to create an even more effective approach to building a stronger Tees Valley.



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Amazing things happen when the right people work together.

Our experience and knowledge of the market, coupled with a passion to deliver incredible results has led to our outstanding reputation as a humanfocused, market-leading recruiter.

As well as Technology, we cover Finance, Human Resources and Digital & Marketing. We support candidates and clients across permanent, contract and interim opportunities, with an executive offering across all practices.

Finding the right person for the right job is not a science, it's an art-form. It's not a collection of tickboxes and personality quizzes, it's listening well and understanding.

There's no formula or shortcut, we simply get to know everyone.



Supporting Technology Companies Locally and Globally

We are proud to sponsor the Northern Tech Awards 2017

As a global full service law firm, we address the unique needs of technology companies operating in multiple jurisdictions or looking beyond the borders of their own countries for financing, growth or liquidity.

Our GlobalStart initiative is specifically aimed at companies with fast-growing, quick-scaling commercial and legal needs. Our team of experts from around the globe – experienced, sector-focused lawyers who understand the challenges faced by growing technology companies – are an integral part of clients' expanding business objectives.

Our entrepreneurial team has significant experience in advising technology companies across the full spectrum of corporate transactions, including start-up funding to M&A, joint ventures, strategic alliances, new market entry and accessing capital markets, as well as international tax structuring, using and protecting IP and technology assets, and employment and immigration advice.

We can help you navigate the issues as you seek to grow and develop your business internationally, with our geographic reach, industry expertise and global network of contacts.

Jane Haxby Partner, Manchester T +207 655 1277 E jane.haxby@ squirepb.com

Paul Mann Partner, Leeds T +44 113 284 7643 E paul.mann@ squirepb.com **Giles Chesher** Partner, Manchester T +44 161 830 5163 E giles.chesher@ squirepb.com

Peter Morley Partner, Leeds T +44 113 284 7022 E peter.morley@ squirepb.com **Dale Huxford** Of Counsel – American Qualified, London T +44 207 655 1382 E dale.huxford@ squirepb.com

Robert Bray Partner, London T +44 207 655 1612 E robert.bray@squirepb.com

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Inflexion is an award-winning UK mid-market private equity firm, investing equity of £10m to £100m in high growth, entrepreneurial businesses with ambitious management teams and working in partnership with them to accelerate growth.

We are one of the most active TMT investors in the UK. In the past 12 months, we have invested in five high growth technology-led platform businesses and completed three bolt-on acquisitions to support our TMT portfolio.

Inflexion's investee companies grow at an average of over 20%; and we have helped our businesses expand into over 110 countries and create over 7,000 jobs.

Inflexion provides complementary investment solutions backing buyouts, as well as minority investments. Investing across all sectors and UK regions from offices in London and Manchester, Inflexion also has experts in Bangalore, São Paulo and Shanghai dedicated to enabling investee companies to benefit from privileged access to these fast growth markets. We are able to support growth through our in-house digital expertise, investment in operational improvement, expansion via acquisition and expansive network.

Inflexion is currently managing c. £2bn on behalf of its investors. Read more at inflexion.com.

London Stock Exchange Group (LSE.L) is a diversified international exchange Group that sits at the heart of the world's financial community. The Group can trace its history back to 1801.

The Group operates a broad range of international equity, bond and derivatives markets, including London Stock Exchange; Borsa Italiana; MTS, Europe's leading fixed income market; and the pan-European equities platform, Turquoise. Through its markets, the Group offers international business, and investors, unrivalled access to Europe's capital markets.

Post trade and risk management services are a significant and growing part of the Group's business operations.

The Group offers its customers an extensive range of real-time and reference data products, including Sedol, Unavista, Proquote and RNS, as well as access to over 200,000 international equity, bond and alternative asset class indices, through LSEG's world leading index provider, FTSE.

London Stock Exchange Group is also a leading developer of high performance trading platforms and capital markets software.

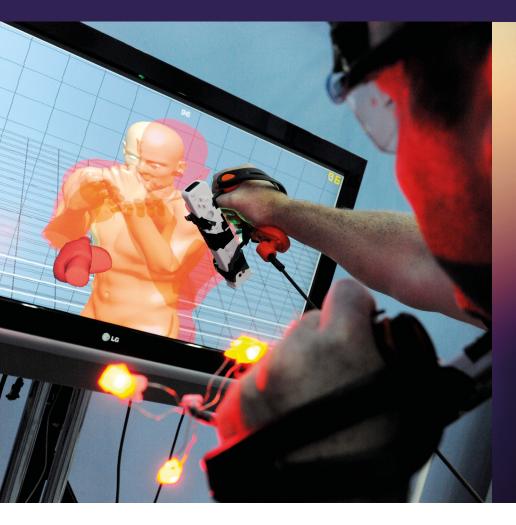
Headquartered in London, United Kingdom with significant operations in Italy, France, North America and Sri Lanka, the Group employs approximately 2,800 people.







We're proud to sponsor the Northern Tech Awards



Tees Valley is home to a vibrant digital community, fed by fantastic talent and ideas. Working together with business, Tees Valley Combined Authority and DigitalCity at Teesside University are driving the digital transformation of the Tees Valley's economy, connecting our region to new opportunities and networks and enabling creative and tech talent to flourish.

Find out more at www.thedigitalcity.com www.teesvalley-ca.gov.uk

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Mercia is a leading UK technology investor with a particular emphasis on the Midlands, North of England and Scotland.

We focus on high growth sectors leveraging the team's deep expertise across four fields including -

- Digital & Digital entertainment;
- Software & the Internet;
- Electronics, Materials, Manufacturing & Engineering;
- Life sciences & Biosciences.

Mercia's 'Complete Capital' model nurtures businesses using SEIS, EIS and third party funds, supported by a team of highly experienced sector specialists who provide hands-on support and guidance. As these early-stage businesses develop, Mercia is then able to deploy capital from its own balance sheet to further develop the 'Emerging Stars'.

As sector specialists, our team members have been directly involved in financing, building and managing companies for many years. The team works extensively with each portfolio company to build and scale, each businesses and ultimately deliver shareholder returns over time.

If you would like to know more about how Mercia can help your business then please call the team today on Tel: +44 (0) 330 223 1430 or email info@merciatech.co.uk



Sage is the market leader for integrated accounting, payroll and payment systems, supporting the ambition of entrepreneurs and business builders.

We're the largest UK-owned tech company in the FTSE250, yet despite the scale of our company, which employs 13,000 people around the world in 23 countries, we still have the needs of business and entrepreneurs at the very heart of what we do.

They are the innovators, the job creators and the engine room of the global economy, providing 2/3 of all jobs. And like many of the businesses we serve, Sage began as an entrepreneur's dream round 35 years ago and is proud to be anchored in the North East. The region's commitment to STEM through its schools, apprenticeships, colleges and universities is strong but combine this with the unusually high level of collaboration that we enjoy with local businesses and the result is a lasting cultural legacy encouraging and nurturing creative tech talent. We're proud to be a sponsor of the Northern Tech Awards and celebrate this success.

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WE ARE TECH NORTH

About Tech North

Tech North is a government-backed initiative charged with accelerating the growth of the digital business sector in the North of England. We do this through a series of programmes and initiatives focused on startups, investment, people and skills, and profile raising research and editorial.

Northern Tech 100 League Table

This year Tech North has worked with GP Bullhound to launch the first Northern Tech 100 League Table. By building on the top 50 list from previous years we hope to showcase even more of the region's fastest growing tech companies and raise the profile of the sector even further as it continues to grow.

Our programmes

Northern Stars: Pitch competition to find the 10 best early-stage tech businesses looking to raise their profile and seek investment. See this year's winners in the Northern Stars Awards category.

Founders' Network: 6-month programme of educational workshops where founders can meet, share experiences and learn from the experts.

Co-Investment Fund: Tech North has proposed to government a £30million co-investment fund that would use investment finance from government to invest alongside private investment partners into high-growth tech companies across the region.

Northern Voices: 6-month programme of media training for women working in tech in the North and looking to build their profile by speaking in the media and at events.

Research, editorial and events

An important part of what we do at Tech North is to shine a light on the exciting companies and things happening in the tech sector here, raising its profile regionally, nationally and internationally. We do this through editorial, events, and research reports such as The Digital Powerhouse and the Tech North Investment Index.



"Amazing things happen when the right people work together"

There's a lot of choice out there if you look hard enough. There's a lot of talent hidden away.

The key, the trick if you like, is to help uncover that talent by shouting loudly about why you're great.

We'd like to raise our voices for you.



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We have had the privilege of supporting technology leaders through our TMT experience, in-house digital expertise and expansive network to achieve global ambitions.

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There were 65 IPOs in 2016 on LSE

39%

The 38 companies that floated on AIM ended the year up more than 39% on average 78%

78% of 2016 IPOs are currently trading up at the end of 2016

5

Equity deals in London raised over £1bn in 2016

38

38 IPOs on AIM compared to 31 in 2015





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SPEAKERS

PETE FLINT

Managing Partner NFX Guild, Founder and Former CEO, Trulia, Inc., San Francisco, CA.



Pete Flint is a Managing Partner of NFX Guild an innovative Venture Capital fund that uses an inviteonly Guild structure, network effects and advanced software to support entrepreneurs and build exceptional companies.

The initial capital behind NFX Guild comes from the Partners and from several of Silicon Valley's top VCs, including CRV, Greylock, Shasta and Mayfield. Prior to NFX Guild, Pete founded the online real estate company Trulia in 2005, now one of the most popular real estate websites and mobile apps in the U.S. He was its CEO and Chairman from inception to acquisition.

In July 2014, rival property service Zillow purchased Trulia for \$3.5Bn, with both brands continuing to operate side-by-side. Pete serves on the Board of Zillow Group, the parent company.

Before founding Trulia, Pete was part of the founding team at lastminute.com, a leading European online travel company that was acquired by Sabre/ Travelocity in 2005 for over \$1Bn. Pete is an active angel investor and advisor to technology companies and is a founding Board member of New Story Charity a technology enabled platform focused on eliminating homelessness by building sustainable communities around the world. He is a frequent speaker at internet, entrepreneurship, technology and real estate conferences and is also a guest lecturer at Stanford's Graduate School of Business and at Oxford's Said Business School.

He has been a Finalist in the national E&Y Entrepreneur of the Year awards, named "Most Admired CEO" by the San Francisco Business Times, one of the "Most Powerful CEO's Under 40" by Forbes and one of the most powerful and influential people in real estate.

Pete received a Masters and First Class Degree in Physics from the University of Oxford, and his MBA from Stanford University in 2005. Pete is a Henry Crown Fellow and a member of the Aspen Global Leadership Network at the Aspen Institute and is a graduate of the Singularity University's Executive Program.

SPEAKERS

HUGH CAMPBELL Managing Partner, GP Bullhound **DAVID ROWAN** *Editor WIRED UK*



Hugh Campbell is a Founder and Managing Partner of GP Bullhound. Hugh has 15 years' experience advising and investing in Europe's category leaders in the technology sector.

He has closed deals with King.com, Avito, Mobica and Zuto as well as selling businesses to Real Networks, Tesco, Disney, Accenture, Inflexion, CSC and Experian.

He started his career with Citibank in M&A before moving on to Goldman Sachs where he worked in Equity Research. In 2000, Hugh left Goldman Sachs and spent most of the year working and living in Beijing, China before going back to his investment banking roots by co-founding GP Bullhound. Hugh is currently on the Advisory Board for Tech North.

Hugh opened the Manchester office in 2014, he is an MGS alumni and graduated from Pembroke College, Oxford.

David Rowan is editor of WIRED UK, the technology and trends magazine covering online brands, gadgets and the culture that surrounds them.

David has reported on technology for The Times and Channel 4 News, the latter requiring him to illustrate the new iPod Video from the set of a porn shoot. He's also written for The Sunday Times and Telegraph Magazines, and edited the Guardian's online content.

David has curated an exhibition of British creative talent at the Government's Cabinet Forum conference. He has also addressed the TEDs, and frequently contributes on Newsnight and the Today programme. He also writes a monthly column for GQ.

David is in touch with many of the world's leading trendsetters and spotters. In presentations he looks at how the net is disrupting almost every sector, how apps change consumer behavior and why 'social commerce' is killing traditional marketing. He reveals the ten trends that will change your market in the next decade – and what you should be doing now to protect yourself.

List of **ATTENDEES**

FIRST NAME	LAST NAME	COMPANY	TITLE
Aaron	Clark	Barclays	Relationship Director
Adam	Rudd	Beechtree	Investment Director
Adam	Ward	Airtime Rewards	Co-Founder & CEO
Adam	Harrison	Parcel2go.com	Managing Director
Alasdair	Greig	Northstar Ventures	Director
Alastair	Nuttall	EY	Partner & Head of Yorkshire Audit
Alex	Mordey	Advancery	Managing Director
Alex	van Someren	Amadeus Capital	Managing Partner
Alex	Buchan	Northstar Ventures	Investment Manger
Alex	Connock	Shine North	Director of New Business
Alexandra	Jarvis	GP Bullhound	Director, London
Alice	Hall	Pink Boutique	Founder
Alon	Kuperman	GP Bullhound	Investment Manager, London
Andrew	Showman	CurrentBody.com	Co-Founder
Andrew	Daniels	Degree 53	Managing Director
Andrew	Kirkham	MPD Group	CTO
Andrew	Cowell	OBI Property	Transaction & Asset Management
Andrew	Mason	RapidSpike	Co-Founder
Andrew	Green	Utiligroup	CTO
Andy	Kent	Angel Solutions	CEO
Andy	Cooper	Draw & Code	Co-Founder
Andy	Bush	Inc. Media	Senior Vice President
Andy	Walsh	Telcom Networks	Chairman
Andy	Mayer	Yoomee	Founder
Angela	Spindler	N Brown Group	CEO
Anish	Kapoor	AccessPay	CEO
Anthony	Manning	Berenberg	010
Anthony	Greensmith	Lyceum Capital	Partner
Arian	Kalantari	TheLADbible	Co-Founder & Director
Ash	Lewis	Ash.TV	CEO
Ashley	Wild	Performance Horizon	Director
Barry	Robinson	Phoenix Equity Partners	Investment Director
Ben	Wright	Berenberg	Vice President
Ben	Quigley	Everything Different	CEO
Bev	Boettcher	GP Bullhound	Event Manager
Bianca	Hartley	Interact	VP of Marketing
Bill	Dobbie	CUPID	Co-Founder
Billy	Webber	Sunderland Software City	COO
Birte	Schroder	GP Bullhound	Event Coordinator
Brian	Whigham	Venn Digital	Managing Director
Calum	Smeaton	TVSquared	Founder & CEO
Carl	Phillipson	Media Network Global	Director
Carl	Wong	LivingLens	Co-Founder & CEO
Carl	Cavers	Sumo Digital	CEO
Carol	Kane	Boohoo	CEO
Cath	Richards	Inflexion	Partner
Catherine	Garner	Ogilvy	Partner
Charla	Cihan	Ogilvy	Director
Charles	Sharland	Private Investor	Private Investor
Charlie	Cannell	Inflexion	Director
	Walker		Vice President
Charlie	vvuikei	Silicon Valley Bank	

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		COMPANY	
FIRST NAME	LAST NAME	COMPANY	TITLE
Charlie	Hoult	Opencast Software	Founder
Chris	Deeley	Elementary Technology	Managing Director
Chris	Tighe	Financial Times	North East Correspondent
Chris	Lowe	NOTWICS	Founder
Chris	Blaxall	Performance Horizon	CFO
Chris	Reed	ProxiSmart	Founder
Chris	Wade	Sage	Business Executive
Chris	Maguire	Business Cloud	Editor
Christopher	Newell	Impulsepay	CEO
Dale	Reed	Control F1	Director
Dale	Huxford	Squire Patton Boggs	Of Counsel
Dan	Smyth	Bede Gaming	Founder
Dan	Wright	NorthEdge Capital	Founder & CEO
Dario	Grandich	Parallax	Director
Darren	Earnshaw	Barclays	CIO
Darren	Garland	ProVu Communications	Managing Director
Darren	Rajanah	The Hut Group	CCO
Darren	Jobling	ZeroLight	CEO
Darryl	Adie	Ampersand Commerce	Director
Dave	Wrightson	Engage Interactive	Founder
Dave	Nish	GP Bullhound	IT Manager
Dave	Tucker	Sonocent	CEO
David	Parr	Barclays	Relationship Director
David	Rowan	WIRED	Editor
David	Rasche	GB Group	Chairman
Dean	Ward	Evoke Creative	Co-Founder
Dean	Sadler	TribePad	CEO
Derek	Steele	Mobysoft	Founder & CEO
Dominic	Horridge	OBI Property	Building Consultancy
Dominic	Clark	Private Investor	Private Investor
Dominic	Lusardi	Animmersion	Managing Director
Doug	Jones	Tech North	Community Engagement Manager
Ed	Prior	GP Bullhound	Analyst, Manchester
Ed	Rochfort	Trak Global Group	Founder & CEO
Elizabeth	Clark	Dream Agility	CEO
Eloise	Maslewshi	Mando	Director
Emma	Cheshire	Dot Forge Accelerator	CEO
Faroog	Ansari	Reason Digital	CEO
Furqan	Alamgir	Connexin	Founder & CEO
Gareth	Healy	Inflexion	Partner
Garry	Partington	RealityMine	Founder
Gary	Hunter	Redu Group	CEO
Gary	Gallen	rradar	CEO
Geoff	Phillips	Sage	Head of C4L
Giles	Chesher	Squire Patton Boggs	Partner
	Timms	IESA	CEO
Glenn			
Guy	Redwood	SimpleUsability	Founder & Managing Partner
Graham	Paul	Zerolight	CFO
Hannah	Wright	Sage	Campaign Manager
Hayden	Bailey	Orca Mobile	CEO
Herb	Kim	Thinking Digital	Founder & CEO

List of **ATTENDEES**

FIRST NAME	LAST NAME	COMPANY	TITLE
Howard	Simms		Co-Founder & Director
		Apadmi GP Bullhound	
Hugh	Campbell	TheLADbible	Managing Partner
Hugh	Chappell		Non-Executive Director
lan	Wilson	Mercia Technologies	Investment Director Associate Director
Jack	Davies	Seven Hills	Co-Founder
James	Fox	3Squared	
James	Wise	Balderton	Partner
James	Doggart	Cloud Technology Solutions	
James	Clark	London Stock Exchange	Business Development Manager
James	Mulvany	Radio.co	Founder & CEO
James	Beard	Sage	Business Development Director
James	Branton	The Car Buying Group	Technical Director
James	Allsopp	UNW Corporate Finance	Senior Manager
James	Pennington	Viral Effect	Managing Director
Jane	Haxby	Squire Patton Boggs	Partner
Jason	Binks	Personalyze	Co-Founder & COO
Jason	Stockwood	Simply Business	CEO
Javed	Huq	GP Bullhound	Vice President, Manchester
Jeremy	Levine	Evolution Funding	CEO
Jeremy	Gidlow	Intechnica	CEO
Jim	Mawdsley	Generator	CEO
Jim	Rothnie	McCann	Business Development Director
Joe	Averill	OBI Property	Transaction & Asset Management
John	Keefe	Draw & Code	Co-Founder
John	Dyson	Frazer John	Founder
John	Mackey	Frazer John	Senior Partner
Jon	Coker	MMC Ventures	Managing Partner
Jonathan	Cantwell	GP Bullhound	Director, San Francisco
Jonathan	Burrows	Ask4	Founder
Jonathon	Manning	Newcastle Chronicle	Editor
Jordan	Мауо	Profile Financial	CEO
Julie	Curran	Scottish Equity Partners	Deal Origination
Justin	Blackhurst	Fresh Generation Uk	Director
Kat	Martin	Rise	Manager
Keith	Hanson	Fine Equinity	Director
Keith	Teare	ADV	Chairman
Kyle	Booysens	GP Bullhound	Analyst, London
Lee	Perkins	Metronet (UK)	CEO
Linda	Edworthy	Tees Valley Combined Authority	Director
Lou	Cordwell	Magnetic North	CEO
Luke	Atherton	Visualsoft	Director
Malcolm	Cowley	Performance Horizon	CEO
Malcolm	Wallis	C365Cloud	Managing Director
Manoj	Ranaweera	Private Investor	Private Investor
Mark	Barlow	AppLearn	CEO
Mark	Easby	Better Brand Agency	Managing Director
Mark	Taylor	Beringea	Head of Growth Finance & Partner
Mark	Sebba	GP Bullhound	Non-Executive Director
Mark	Fahy	London Stock Exchange	Head of the UK Small & Mid-Cap team
Mark	Robinson	OBI Property	
Mark	Flanagan	Shield Safety Group	CEO
	-		

GP BULLHOUND NORTHERN TECH Awards 2017 27

		COMPANY	TITLE
FIRST NAME	LAST NAME	COMPANY	TITLE
Martin	Port	BigChange Apps	Founder & CEO
Martin	Balaam	Jigsaw24	CEO
Matt	Finegold	GP Bullhound	Analyst, San Francisco
Matt	Jeffs-Watts	Tech North	Head of Programmes
Matt	Burton	Visualsoft	CTO
Matthew	Hirst	Utiligroup	CEO
Matthias	Lehleiter	Berenberg	Associate Director
Melanie	Ellyard	Smart Bulldog	Director
Michael	Brady	Bede Gaming	CEO
Michael	Dimelow	ADV	Partner
Michael	Hall	DueCourse	Head of Growth
Mike	Agutter	Axon	Director
Mike	Holligan	Barclays	Director
Mike	Asher	Better2Know	CEO & Chairman
Mike	Reid	Frog Capital	Managing Partner
Mike	King	Mobica	Vice President
Mike	O'Brien	Opencast Software Europe	Founder & CEO
Mike	Breewood	ResDiary	COO
Mike	Rivis	Sykes Cottages	CTO
Мо	Aneese	Livingbridge	Managing Director
Muhamad	Mirza	MoneySuperMarket.com	Investments Principal
Naomi	Morrow	Sunderland Software City	Manager
Neil	Turvin	Godel Technologies	CEO
Nick	Bate	Beta Partners	Managing Partner
Nick	Marshall	Giacom World Networks	Founder & CEO
Nick	Horrocks	GP Bullhound	Director, Manchester
Nick	Giles	Seven Hills	Co-Founder
Nicola	Drinkwater	Tech North	Partnerships Manager
Nigel	Begg	Aspire Technology Solutions	Managing Director
Patrick	Jolly	Private Investor	Private Investor
Paul	Shannon	ANS Group	CEO
Paul	Vider	Kennet	Senior Associate
Paul	Fellows	Performance Horizon	COO
Paul	Mann	Squire Patton Boggs	Partner
Paul	Bray	Team17	Operations & Finance Director
Pete	Flint	NFX Guild	Partner
Pete	Lee	Purple Wifi	CFO
Peter	Crooks	Invosys	Co-Founder & COO
Phil	Lawson	InVentry	Director
Phil	Hodari	Private Investor	Private Investor
Phil	Eckardt	sevenHills	Finance director
Phil	Charnock	SwapBots	PR Manager
Philip	Cunliffe	Newsco/Insider	Regional Business Editor
Philip	Curzon	PasTest	CEO
Piers	Ridyard	Nifty Drives	CEO
Rebecca	Double	GP Bullhound	PA, London
Richard	Faulkner	Barclays	Northern Head of TMT
Richard	Brass	Berenberg	Head of UK Clients
Richard	Young	BVCA	Director
Richard	Law	GB Group	CEO
	Carter	Nostrum Group	CEO
Richard	Currer		

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List of **ATTENDEES**

FIRST NAME	LAST NAME	COMPANY	TITLE
Richard	Lace	OBI Property	Transaction & Asset Management
Richard	Flint	Sky Betting and Gaming	CEO
Richard	Gregory	Tech North	Director of Tech North
Richard	Barlow	Wejo	Founder & CEO
Richard	Parker	Country Attire	CEO
Robert	Earnshaw	Teesside University	Director
Robin	Ward	Performance Horizon	Senior Director
Ryan	Dignan	Zuto	Co-Founder & Managing Director
Sam	Chapman	The Floow	Chief Innovation Officer
Sarat	Pediredla	Hedgehog lab	CEO
Schalk	Van Der Merwe	The Hut Group	CIO
Scott	Lowe	Barclays	VP Engineering
Scott	Hitchins	Interact	SVP, Global Sales
Sean	Sewell	Performance Horizon	Co-Founder
Simon	Devine		Director
Simon	Calver	BGF Ventures	Partner
Simon	Heafield	Blue Logic	Director
Simon	Miremadi	GP Bullhound	Associate, Berlin
Simon	Nicholls	GP Bullhound	Partner, London
Simon	Swan	Hiring Hub	Co-Founder
Simon	Braham	LDC	Investment Director
Simon	Wilkinson	RealityMine	Chairman
Simon	Crabtree	Mercia Technologies	Investment Director
Stephen	Dracup	Chess	Managing Director
Stephen	Wilson	eBECS	Founder
Stephen	Roberts	ECI Partners	Investment Director
Stephen	Irish	Hyperdrive Innovation	Managing Director
Steve	Purdham	3 Rings	Chairman
Steve	Klin	BlueVenn	Co-Founder & CFO
Steve	Wild	OBI Property	
Stuart	Browne	Resulting	CEO
Stuart	McGregor	WMG	Group Commercial Director
Tim	Philpotts	Frazer John	Partner
Tim	Smallbone	Inflexion	Partner
Tim	Leslie	MTech IT Solutions	Operations Director
Tom	Shaw	GP Bullhound	Intern
Tom	Howard	Stickyeyes	CFO
Tom	Dawes	Valuechain	CEO
Tony	Bolland	Intechnica	Non-Executive Director
Tristan	Watson	Ignite100	CEO
Vicki	Shiel	Tech North	Head of Content
Victoria	Leigh	Squire Patton Boggs	Partner
Will	Lewis	OBI Property	Transaction & Asset Management
Zandra	Moore	Panintelligence	Sales & Marketing Director
Zoe	Farrington	Realsafe Technologies	CEO
200			OLO

THE JUDGING Panel



RICHARD FLINT Chief Executive, Sky Betting and Gaming



STEVE PURDHAM Chairman, 3rings



CHARLES SHARLAND Co-founder, AppSense and Vistorm



RICHARD FAULKNER Head of TMT North of England, Barclays



PETE FLINT Managing Partner, NFX Guild, Founder and Former CEO, Trulia



CHRIS WADE Chief of Staff, UK/Ireland, Sage



ANGELA SPINDLER *CEO*, *N* Brown Group



RICHARD GREGORY *Director, Tech North*



CAROL KANE Joint CEO, Boohoo



DAVID ROWAN *Editor, WIRED UK*



CHRIS BLAXALL CFO, Performance Horizon



DALE HUXFORD Of Counsel, Squire Patton Boggs



RICHARD LAW CEO, GB Group plc



MARK SEBBA Former CEO, Net-a-Porter



ROBERT EARNSHAW Director Digital City, Teesside University



WILL LEWIS Director, OBI Property

2017 KEY Findings

Enterprise Software businesses have dominated the Top 50 list once again this year, with a 38% share.

Once again, the strength of software development in the North is highlighted, with a total of 19 companies recognised in the Top 50 fastest growing companies. The sector's dominance comes as no surprise given how well represented it has been in previous years, however it is great to see its strength compounded with seven net additions in 2017 increasing its total share to 38%. We predict this trend will increase over the coming years as companies continue to optimise processes, reducing inefficiencies, and feel increasing trust and comfort in using cloud based SaaS products.

Digital Media has doubled its presence this year, with a total of six companies included in the Top 50. This is unsurprising given corporate advertising budgets are transitioning from traditional mediums to those capable of utilising new formats and attracting younger generations. Companies such as TheLADbible and Degree53 are examples of such businesses which have disrupted the traditional players in this space and capitalised on new markets.

This year we have split out Betting & Gaming for the first time to highlight its strength. It is important to note that the majority of the businesses in this category, including Team 17 and Bede Gaming, are not new companies, but are experiencing great growth through their ability to produce high quality games – in a truly global sector, this is no mean feat!

Ecommerce, IT Services, Telecom Services and Fintech all fell proportionally compared to 2016, however this should not be misinterpreted as assuming that they are on the decline – in fact the opposite – but achieving high growth is difficult in more mature sectors as it requires competitive differentiation and / or product innovation.

SECTOR BREAKDOWN	TOP 50 – COUNT	%
Enterprise Software	19	38%
Digital Media	6	12%
IT Services	6	12%
Ecommerce	5	10%
Betting & Gaming	4	8%
Fintech	4	8%
Telecoms Services	3	6%
Hardware	3	6%

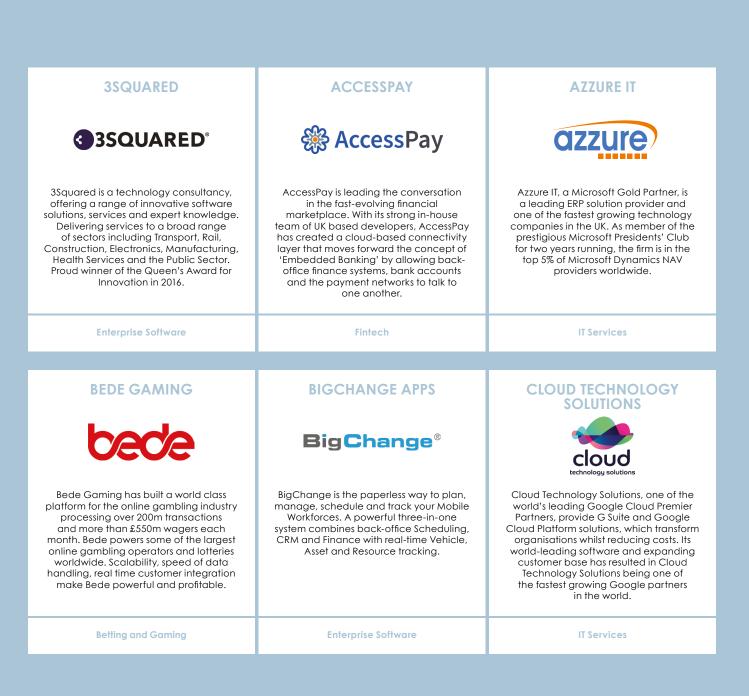
Top 100 **COMPANIES**

COMPANY NAME	LOCATION	SECTOR
3Squared	Sheffield	Enterprise Software
4040 Media	Preston	Digital Media
AccessPay	Manchester	Fintech
Advancery	Bradford	
Airangel	Warrington	Enterprise Software
Ampersand Commerce	Manchester	Digital Media
Angel Solutions	Liverpool	Digital Media
Apadmi	Manchester	Enterprise Software
Aspire Technology Solutions	Newcastle upon Tyne	
Axon	Macclesfield	
Azzure IT	Sheffield	IT Services
Bede Gaming	Newcastle upon Tyne	Betting / Gaming
Better2Know	Lancaster	Ecommerce
BigChange Apps	Leeds	Enterprise Software
Blue Logic	Leeds	IT Services
C365Cloud	Wakefield	Enterprise Software
Chess Telecom	Cheshire	Telecoms Services
Cloud Technology Solutions	Manchester	
Connexin	Hull	Telecoms Services
Context Public Relations	Manchester	Digital Media
ContractHireAndLeasing.com	Manchester	Ecommerce
Control F1	Huddersfield	Enterprise Software
CurrentBody.com	Manchester	Ecommerce
Degree 53	Manchester	Digital Media
Delete Agency	Leeds	Digital Media
Double Eleven	Middlesbrough	Betting / Gaming
eBECS	Chesterfield	
Elementary Technology	Telford	Enterprise Software
Engage Interactive	Leeds	Digital Media
ESP Group	Hull	Enterprise Software
Everything Different	Newcastle upon Tyne	Digital Media
Everyming Dinerenn Evoke Creative	Birkenhead	Digital Media
Evolution Funding	Chesterfield	Fintech
Fat Media	Lancaster	Digital Media
Fresh Generation UK	Ashton-under-Lyne	Digital Media
Giacom World Networks	Hull	IT Services
Godel Technologies	Manchester	Enterprise Software
Hedgehog Lab	Newcastle upon Tyne	Enterprise Software
Hiring Hub	Manchester	Enterprise Software
Hyperdrive Innovation	Sunderland	Hardware
- / 1		
Impulsepay Intechnica	Newcastle upon Tyne Manchester	Fintech IT Services
Interact	Manchester	Enterprise Software Enterprise Software
InVentry	Leeds	
Invosys	Manchester	Telecoms Services Hardware
LPW Technology	Runcorn	
Mando	Liverpool	Digital Media
Metronet (UK)	Manchester	Telecoms Services
Mobica	Manchester	IT Services
Mobysoft	Manchester	Enterprise Software

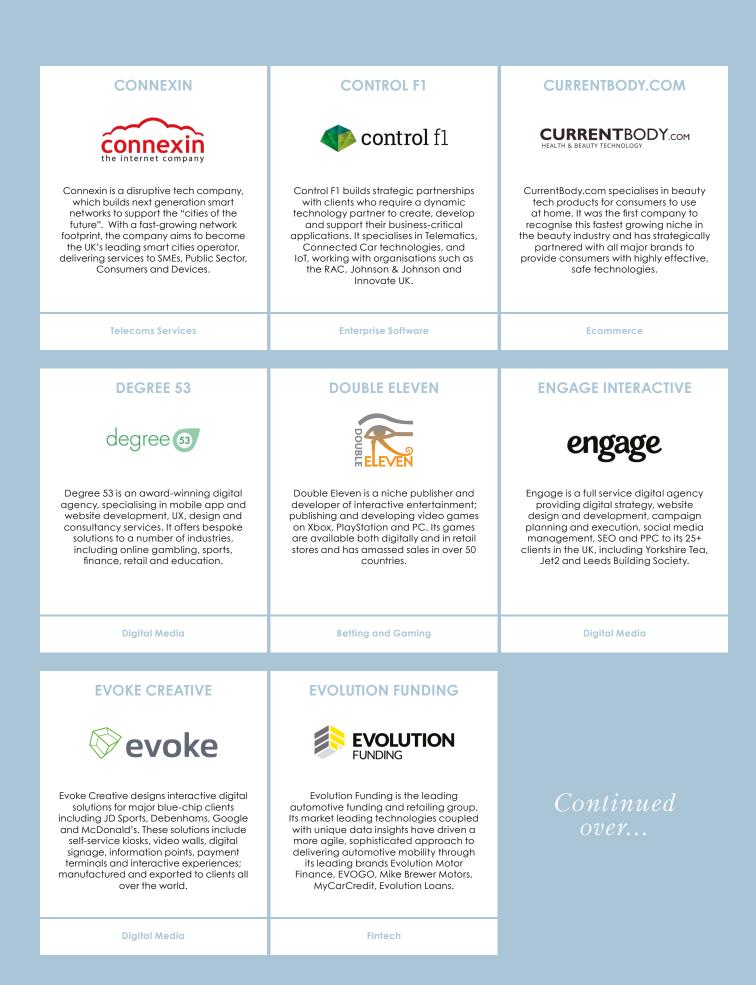
COMPANY NAME	LOCATION	SECTOR
MPD Group	Manchester	Enterprise Software
MTech IT Solutions	Leeds	IT Services
NiteSite	York	Hardware
Opencast Software Europe	Newcastle upon Tyne	IT Services
OpenCRM	Middlesbrough	Enterprise Software
Panintelligence	Leeds	IT Services
Parallax	Leeds	Digital Media
Parcel2go.com	Manchester	Enterprise Software
Performance Horizon	Newcastle upon Tyne	Enterprise Software
Pimoroni	Sheffield	Ecommerce
Pink Boutique	Newcastle upon Tyne	Ecommerce
Profile Financial	Manchester	Fintech
ProVu Communications	Huddersfield	Telecoms Services
Pure Technology Group	Wakefield	IT Services
Purple WiFi	Ashton under Lyne	Enterprise Software
Reason Digital	Manchester	Digital Media
Redu Group	Sunderland	Enterprise Software
Resdiary.com	Glasgow	Enterprise Software
ResponseTap	Manchester	Enterprise Software
Resulting	Manchester	IT Services
rradar	Hull	Enterprise Software
SafeGuard World	Crewe	Enterprise Software
Shield Safety Group	Manchester	Enterprise Software
SimpleUsability	Leeds	IT Services
Sky Betting and Gaming	Leeds	Betting & Gaming
Sonocent	Leeds	Enterprise Software
Sumo Digital	Sheffield	Betting & Gaming
Sykes Cottages	Cheshire	Ecommerce
Team17	Wakefield	Betting & Gaming
Telcom Networks	Manchester	Telecoms Services
The Car Buying Group	Bradford	Ecommerce
The Floow	Sheffield	Hardware
The Hut Group	Crewe	Ecommerce
TheLadBible	Manchester	Digital Media
TPP	Leeds	Enterprise Software
Trak Global Group	Crewe	Telecoms Services
TribePad	Sheffield	Enterprise Software
TVSquared	Edinburgh	Enterprise Software
Tyres on the Drive	Crewe	Ecommerce
UKFast	Manchester	IT Services
Uniform	Liverpool	Digital Media
Utiligroup	Preston	Enterprise Software
Vaioni	Manchester	Telecoms Services
Venn Digital	Wilmslow	Digital Media
Visualsoft	Stockton on Tees	Digital Media
Wax Digital	Ashton under Lyne	Fintech
WMG	Harrogate	Digital Media
Yoomee	Sheffield	Digital Media
ZeroLight	Newcastle upon Tyne	Enterprise Software
Zuto	Manchester	Fintech

LEAGUE TABLE Profiles

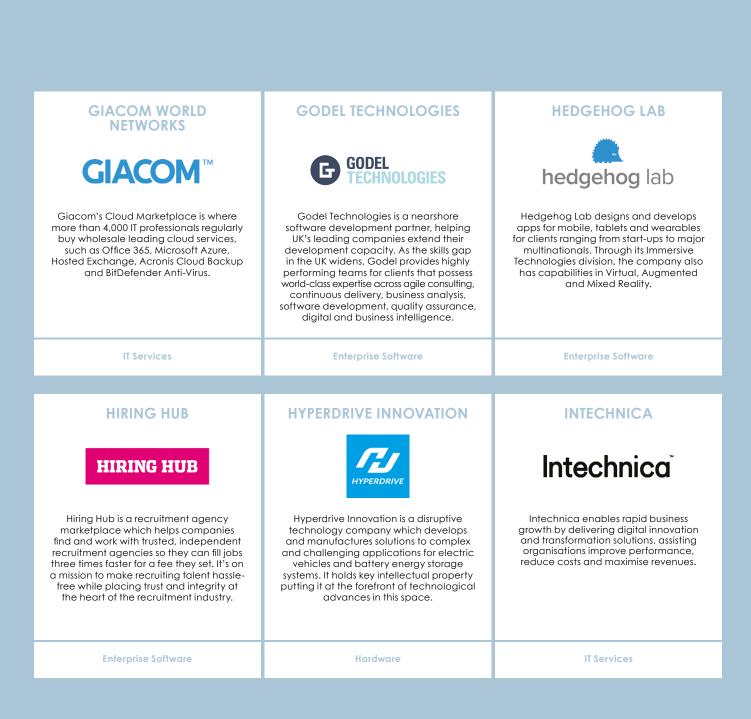
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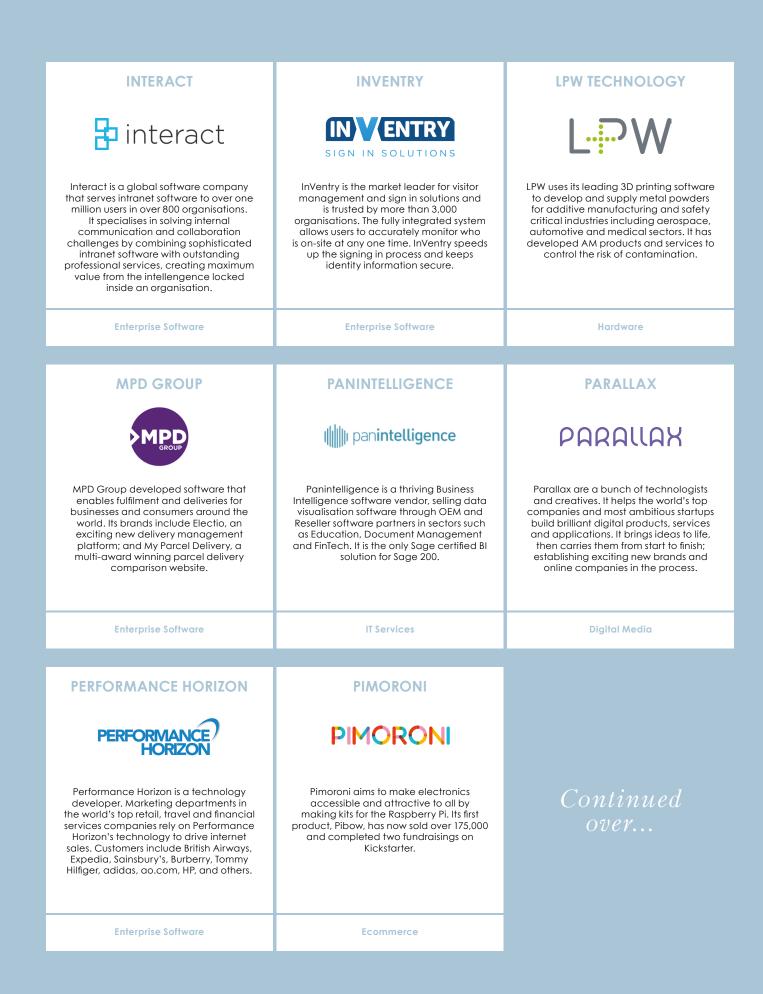


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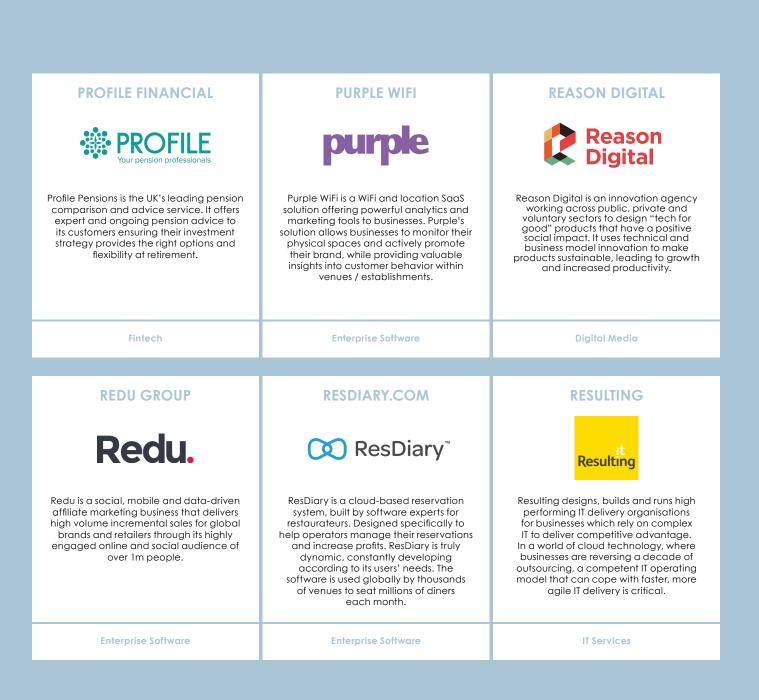


LEAGUE TABLE Profiles





LEAGUE TABLE Profiles



RRADAR



rradar navigates risk and reward challenges for entrepreneurs and businesses by reframing the law and risk management. It designs advice and training with cutting edge technology delivery to show people what they can do, not what they can't do.

SHIELD SAFETY GROUP



Shield Safety is one of the UK's leading providers of Food, Fire and Health & Safety software and services. Born from its heritage in safety and passion for software, its SaaS system, Compliance Centre, is an integral part in delivering the company ethos - 'We believe in making safety simple.'

SKY BETTING AND GAMING



Sky Betting & Gaming is one of the UK's leading online bookmakers, bringing five major online products - Sky Bet, Sky Vegas, Sky Casino, Sky Poker and Sky Bingo – to over 2 million UK customers. It is on a mission to make betting and gaming better.

Enterprise Software

Enterprise Software

Betting and Gaming

TEAM17



Team17 has been creating and publishing video games for over 25 years. Through its games label, it utilises the collective knowledge, skillsets and relationships in enabling developers to engineer new exciting IP, whilst building sustainable businesses. Team17 has shown consistent growth in turnover, profits and has disrupted traditional games publishing.

TELCOM NETWORKS

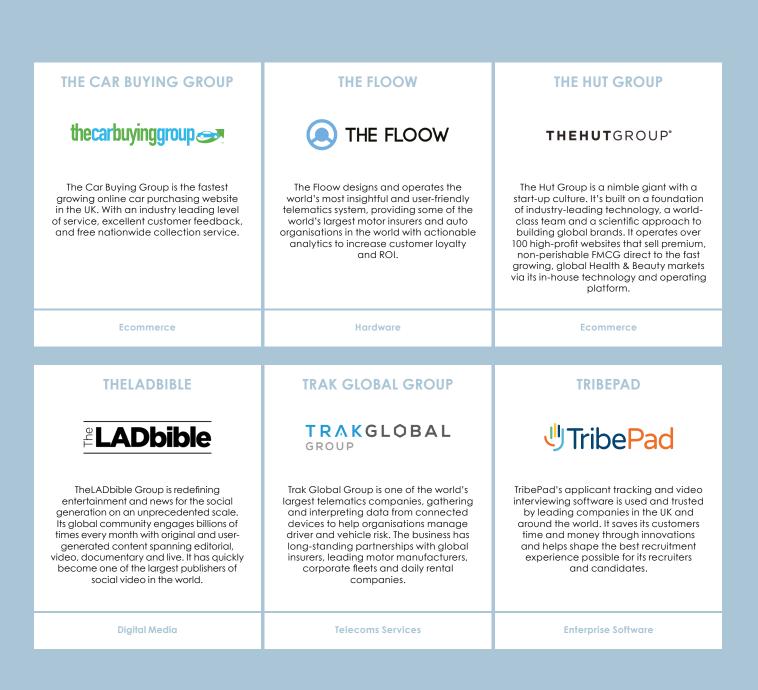


Telcom is a connectivity provider dedicated to making ultrafast internet readily available and accessible. Using the latest technology to make installation quicker and more efficient, Telcom provides reliable internet up to 1Gb/s to support commerce and innovation. Continued over...

Betting and Gaming

Telecoms Services

LEAGUE TABLE Profiles



TVSQUARED

tvsquared[®]

TVSquared is the gold-standard for TV measurement and optimisation. Brands and agencies in 50+ countries use TVSquared to improve TV efficiency by between 20-80% by determining the effectiveness of a single spot, improving the performance of on-air campaigns, optimising media spend, informing planning and buying and understanding the total impact of TV.

TYRES ON THE DRIVE

TyresOnTheDrive

TyresOnTheDrive.com is saving the world from weekends spent at the garage by bringing great service to the customer. It is dragging tyre fitting into the modern age, allowing customers to book online and have new tyres fitted or punctures repaired at any suitable time and location of their choice.

UTILIGROUP

utiligroup

Utiligroup is a market leading provider of innovative SaaS solutions to the utilities and energy industry. It is an enabler for progressive new suppliers and other companies, enabling responsible, compliant market entry and sustainable growth. It makes utilities smarter for everyone by enabling growing competitive diversity to support customer champions.

Enterprise Software

Ecommerce

Enterprise Software

ZEROLIGHT



ZeroLight is the 3D visualisation platform for the automotive sector, empowering brands and agencies to deploy amazing front end experiences both in store and online. Active in markets worldwide, Audi, Toyota, Pagani and VW are using ZeroLight solutions to engage customers, sell higher spec cars and drive big-data driven decisions. ZUTO

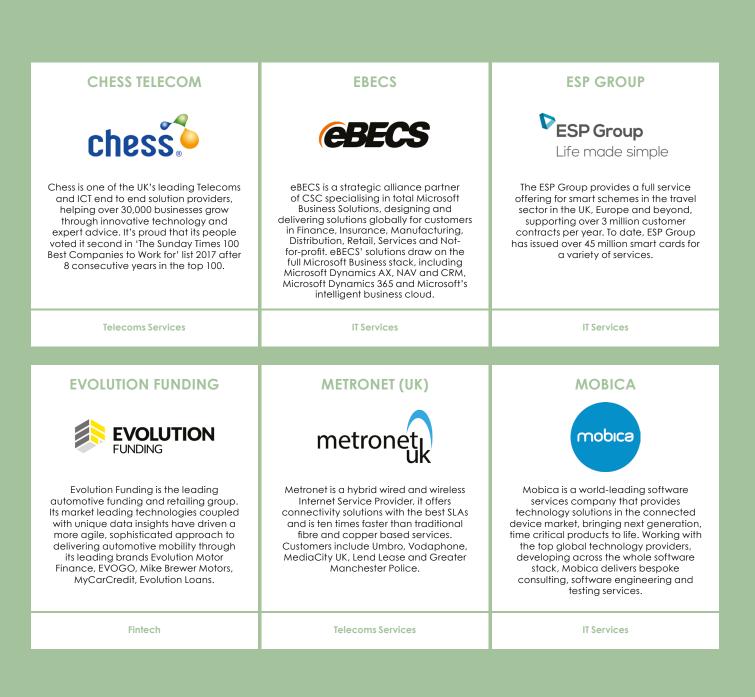


Zuto makes car buying simple and stress free. Using just a few personal details, it can search a panel of trusted lenders and find the most suitable car finance for a customer. Customers can then use Zuto's online portal to upload a car they've found or search thousands of Zuto's verified dealers. Upon full approval, Zuto complete the paperwork and the customer can arrange pick up of their new car.

Enterprise Software

Fintech

TOP 15 LARGER COMPANIES Profiles



PURE TECHNOLOGY GROUP	SAFEGUARD WORLD	SKY BETTING AND GAMING
pure technology group	SafeGuard World International	SKY & GAMING
Pure Technology Group is a leading provider of ICT services to SME, corporate and public sectors. It provides cloud, hybrid, on-premise and mobile solutions tailored to customers' requirements. The group is composed of Pure Design, Pure Procurement, Pure Solutions and Pure Security.	SafeGuard is a global leader in payroll and employment outsourcing software, SafeGuard World specialises in helping clients navigate through the myriad of regulatory complexities in over 165 countries.	Sky Betting & Gaming is one of the UK's leading online bookmakers, bringing five major online products - Sky Bet, Sky Vegas, Sky Casino, Sky Poker and Sky Bingo – to over 2 million UK customers. It is on a mission to make betting and gaming better.
IT Services	Enterprise Software	Betting and Gaming
SUMO DIGITAL	SYKES COTTAGES	THE HUT GROUP
	A SYKES cottages	THEHUTGROUP"
Sumo Digital is a world class, award winning, independent turn key game development studio. The company has grown to over 350 people across three studios. Sumo has a reputation for quality, reliability, creativity and technological achievement that sees it partner with the biggest names in games publishing.	Sykes Cottages is the UK's leading independent holiday cottage rental company. Founded over 25 years ago, Sykes Cottages has grown to a portfolio of over 8,000 cottages across the UK and Ireland, delivering a booking and marketing service for over 240,000 holidays.	The Hut Group is a nimble giant with a start-up culture. It's built on a foundation of industry-leading technology, a world- class team and a scientific approach to building global brands. It operates over 100 high-profit websites that sell premium, non-perishable FMCG direct to the fast growing, global Health & Beauty markets via its in-house technology and operating platform.
Betting and Gaming	Ecommerce	Ecommerce
ТРР	UKFAST	ZUTO
tpp	VOUR FUTURE IS OUR BUSINESS	Zuto
TPP is a leading IT company, providing innovative solutions for integrated Electronic Health Records, online patient services, interoperability and research. It currently provides integrated records on a centrally hosted database for over 40 million patients. TPP offers modules for over 24 different healthcare settings, connecting primary, secondary, mental health, and social care.	UKFast is one of the largest independently owned hosting providers in the UK, providing dedicated servers, cloud services and colocation to businesses, government and the public sector. UKFast has grown from a two-person venture to one of the region's leading tech companies.	Zuto makes car buying simple and stress free. Using just a few personal details, it can search a panel of trusted lenders can find the most suitable car finance for a customer. Customers can then use Zuto's online portal to upload a car they've found or search thousands of Zuto's verified dealers. Upon full approval, Zuto complete the paperwork and the customer can arrange pick up of their new car.
Enterprise Software	IT Services	Fintech

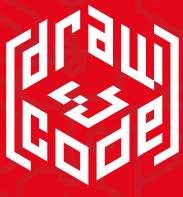
NORTHERN Stars

Northern Stars is a pitch competition, run by Tech North, that identifies and showcases the best tech startups in the North of England. Startups pitch their way through a series of events, culminating in a Grand Final where we announce the 10 winning companies.

> Find out about this year's winners on the following pages...

> #NorthernStars technorthhq.com/northern-stars

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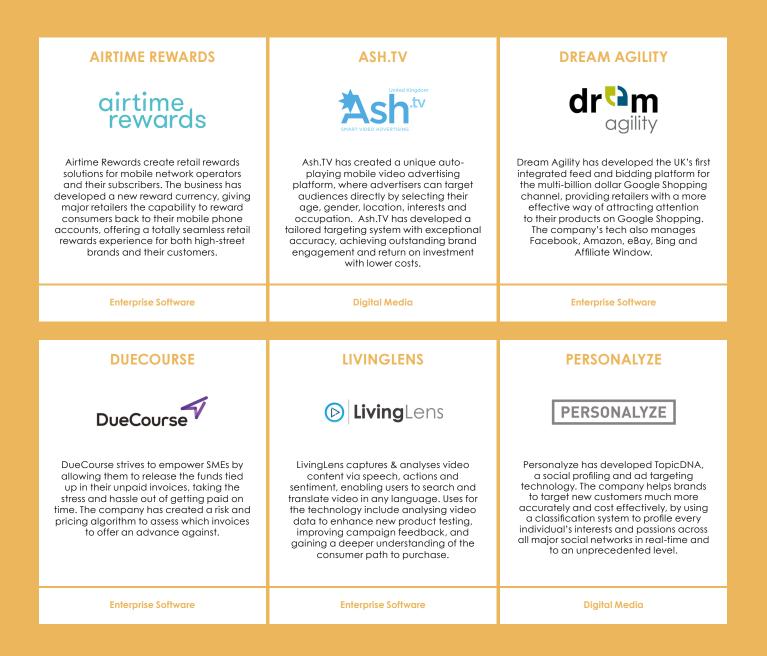
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NORTHERN STARS

NORTHERN STAR *Profiles in alphabetical order*

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WE ARE TECH NORTH



PROXISMART

ProxiSmart

ProxiSmart has developed ParkingPerx, a platform that enables consumers to achieve free parking in return for making associated purchases in high street shops. Principally targeted at town & city centres that have seen a down-turn in trade, ParkingPerx uplifts loyalty, footfall and spending through the offer of free parking.

RADIO.CO



Radio.co is a live streaming platform that allows anyone to create an online radio station, running entirely from the cloud and replacing conventional desktop software, which is still commonplace in the radio industry. The company sees clear demand for a more streamlined and consumer/prosumer focused solution.

SWAPBOTS



SwapBots are a collectable, customisable toy and video game hybrid brought to life by a smartphone or tablet using augmented reality. At accessible pocket-money prices, the parent-friendly product features no in-app purchases or advertising, placing the parent in control of purchases.

Enterprise Software

VALUECHAIN



Valuechain has developed a smart manufacturing software system to improve business-to-business collaboration and competitiveness of global advanced manufacturing supply chains. Valuechain uniquely engages with every tier of manufacturing supply chains through innovative production control, business improvement, supply chain intelligence and collaboration solutions.

Enterprise Software

Enterprise Software

Hardware

THE MISSION BUSINESS

Our mission is to campaign for change-makers; delivering momentum and meaning for those realising the positive potential of business

sevenHILLS

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Dealmakers inTechnology



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