

Financial Results Overview for the 2nd Quarter Ended September 30, 2016

Japan Asia Investment Co., Ltd. (JAIC) (TSE 8518)

Announcement: November 7, 2016

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- 1. Results for 2nd quarter of FY 2016 (Previous accounting standard)
 - Achieved positive operating income and ordinary income
 - Gains on sales and revenues from mega solar projects increased.
 - Net loss was posted due to extraordinary loss, but the amount of net loss decreased.
- 2. Progression ratio vis-à-vis initial plan at year's start (Previous accounting standard)
 - Selective investments in promising companies/projects executed as planned
 - Fund establishment lags behind initial plan, but negotiations are underway.
- 3. Measures for 3rd & 4th quarter of FY 2017 (Previous Accounting Standard)
 - No change to full-year results forecast. Gains on sales projected in the fourth quarter.
 - Gains on sales mainly of unlisted companies. Sales of three major candidates under negotiation.
 - Five mega solar projects (17.7 MW) are planned to be sold.

2. Results for 2nd quarter ended September 30, 2016 (Previous accounting standard) JAIC

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2. Results for 2nd quarter ended September 30, 2016 – Business circumstances



- Japan
 - Stock market was strong.
 - Number of IPOs projected to decrease from last year owing to tightened screening by TSE
 - Increased support offered to startups; continued rush to establish venture capital funds
 - TSE infrastructure funds market kicked off
- China
 - Economy continued to slowdown, but the decline in growth rate was mild due to expanded public investment.
 - Depreciation of RMB continued to progress, with strong anticipation for further depreciation.
 - US/European companies pushed forward with direct investment in China; venture capital investment value increased drastically.
 - Foreign direct investment including M&A also continued to expand.

2.	Results for 2 nd quarter ended September 30, 2016 – Outline of results
	(Previous accounting standard)



Previous accounting standard	Actual 201		Actual	Decreased revenue due to a fall in sales proceeds		
	Amount (million yen)	Composition ratio	Amount (million yen)	Composition ratio	Change	Gains on sales and
Operating revenue	1,956	100%	1,649	100%	(16%)	revenues from mega solar projects
Operating cost	1,220	62%	747	45%	(39%)	increased
Operating gross profit	736	38%	902	55%	23%	
SG&A expenses	882	45%	686	42%	(22%)	A chicked positive
Operating income	(146)	-	215	13%	-	Achieved positive income
Ordinary Income	(202)	-	109	7%	-	
Profit attributable to						
owners of parent	(148)	-	(64)		-	Extraordinary loss
						of ¥186 million was
New & Increased Funds	-	-	-	-	-	posted.
New Investnemts	1,530	-	1,402		(8%)	

 Results for 2nd quarter ended September 30, 2016 – Outline of results (Previous accounting standard)

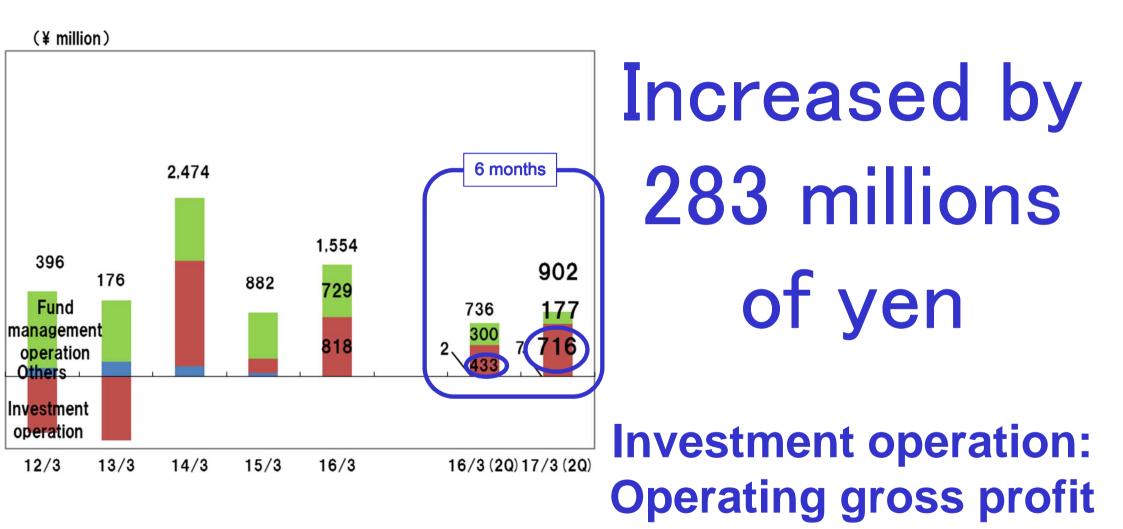


Previous accounting standard	Actual F	Y 2016	Actual 2017/3(2Q)				
	Amount (million yen)	Composition ratio	Amount (million yen)	Composition ratio	Change		
Cash and deposits	8,202	36%	5,638	28%	(31%)		
Operational investment securities (Renewable energy projects)	3,722	16%	4,336	22%	16%		
Operational investment securities after deducting Allowance for possible investment loss (Private equity)	8,226	36%	7,545	38%	(8%)		
Total assets	22,680	100%	19,826	100%	(13%)		

Increased investment in renewable energy projects

Loans payable	16,910	75%	14,652	74%	(13%)
Total shareholders'					
equity	4,976	22%	4,577	23%	(8%)

2. Results for 2nd Quarter ended September 30, 2016 – Statement of Income : JAIC Break down of operating gross profit by business lines (Previous accounting standard)



increased

- Results for 2nd Quarter ended September 30, 2016 Statement of Income JAIC Fund management (Previous accounting standard)
- New funds & AUM of funds

(JPY million)	12/3	13/3	14/3	15/3	16/3	16/3(2Q)	17/3(2Q)
New & Increased Funds	11,926	4,548	_	-	5,201	_	_
AUM of Funds	85,833	85,873	50,888	43,897	39,335	41,106	36,758

Decreased due to liquidation of funds and the strong yen

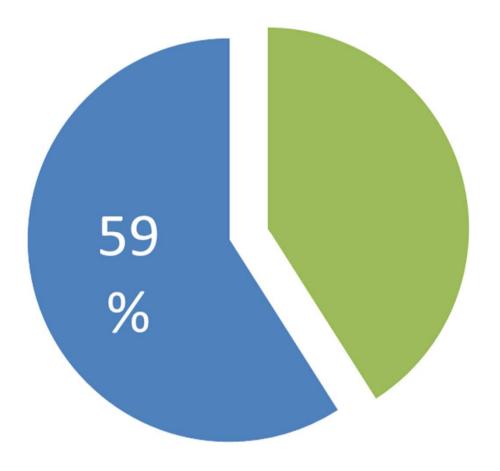
Fund management fees

(JPY million)	12/3	13/3	14/3	15/3	16/3	16/3(2Q)	17/3(2Q)	Change (%)
Fund Management fees Total	1,050	852	865	634	729	300	177	(41%)
Management fees etc	966	815	733	571	441	241	177	(26%)
Success fees	84	37	132	63	288	58	_	_

Decreased due to a fall in the AUM of funds

2. Results for 2nd quarter ended September 30, 2016 - Statement of Income - **JAIC** break down of management fees (Previous accounting standard)

Break down of management fees



59%

Management fees for funds which are four years from maturity

 Results for 2nd quarter ended September 30, 2016 - Statement of Income - Investment income (Previous accounting standard)

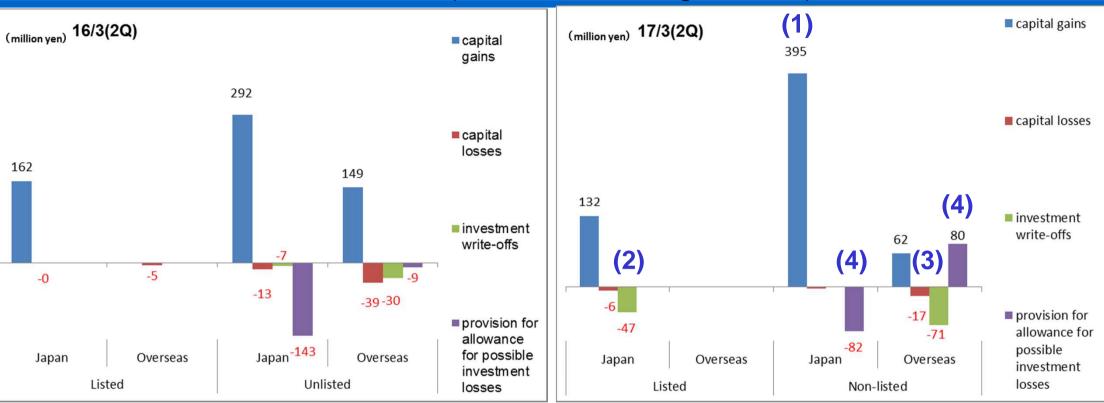
(JPY million)	12/3	13/3	14/3	15/3	16/3	16/3(2Q)	17/3(2Q)	Change (%)	
Proceeds of sales of securities	3,938	2,411	4,656	3,651	2,954	1,557	1,168	(25%)) (1)
Cost of securities sold	3,412	1,385	2,133	1,767	1,863	1,013	604	(40%)	
Realized capital gains	526	1,025	2,523	1,883	1,090	544	563	4%	(2)
Investment write-offs	394	174	45	1,233	10	36	118	220%	ň –
Provision for allowance for possible investment losses	978	1,863	1,435	471	559	152	1	(99%)	(3)
Investment income	(847)	(1,012)	1,042	178	520	354	443	25%	

(1) Large-scale sales decreased → Sales proceeds decreased
(2) Investment profitability improved

- → Secured gains on sales on a par with same period of previous fiscal year
- (3) Loss disposition was almost completed
 - →Total of investment write-offs and provision for allowance decreased year on year

"Cost of securities sold" in above table doesn't include "Investment write-offs"

 Results for 2nd quarter ended September 30, 2016 - Statement of Income -Investment income break down (Previous Accounting Standard)



- (1) Gain on sale of domestic unlisted stocks
 - →Investment profitability improved year on year
- (2) Investment write-offs on domestic listed stocks
 - \rightarrow The loss occurred due to a fall in stock prices
- (3) Investment write-offs on overseas unlisted stocks
 - \rightarrow The loss occurred for funds managed by other companies.
- (4) Provision for allowance for unlisted stocks
 - →The amount decreased due to replacement of assets; reversal of allowance was recorded

JAIC

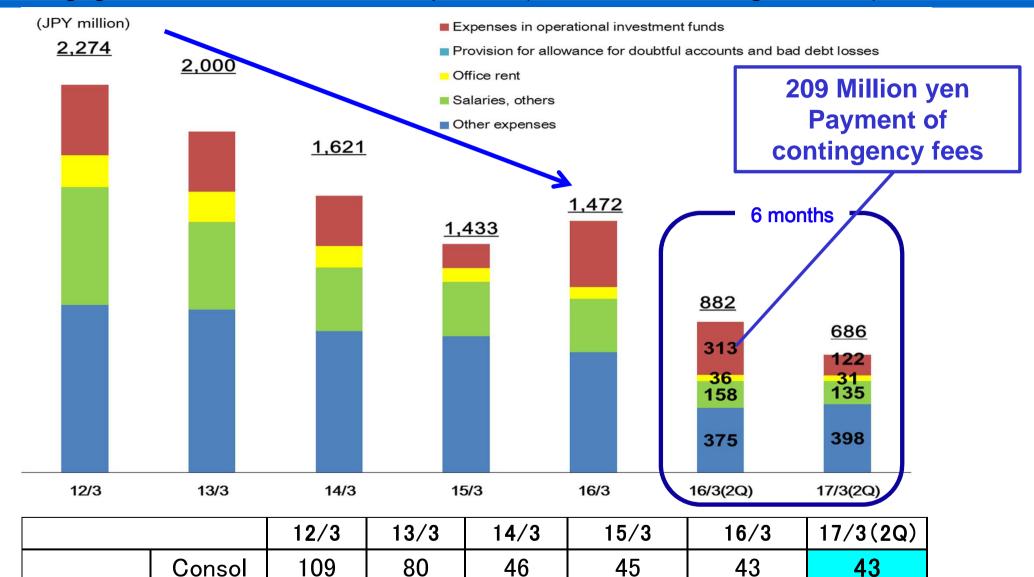
2. Results for 2nd quarter ended September 30, 2016 - Statement of Income – Income from mega solar projects (Previous accounting standard)

(JPY:million)	16/3(2Q)	17/3(2Q)	Change (%)
Investment operations			
Proceeds of sales of securities	1,557	1,168	(25%)
Income gains	40	22	(44%)
Fund interests income etc.	51	269	421%
Operating Revenue	1,649	1,461	(11%)
Cost of securities sold	1,013	604	(40%)
Investment write-offs	36	118	220%
Provision for allowance for possible investment losses	152	1	(99%)
Fund interests losses etc.	14	19	40%
Operating Cost	1,216	744	(39%)
Operating Gross Profit	433	716	<mark>66%</mark>

¥250 million of this comes from revenues from electricity sales etc. under mega solar projects



2. Results for 2nd quarter ended September 30, 2016 - Statement of Income – Selling, general and administrative expenses (Previous accounting standard)



23

25

23

NO.of

employee

Non-

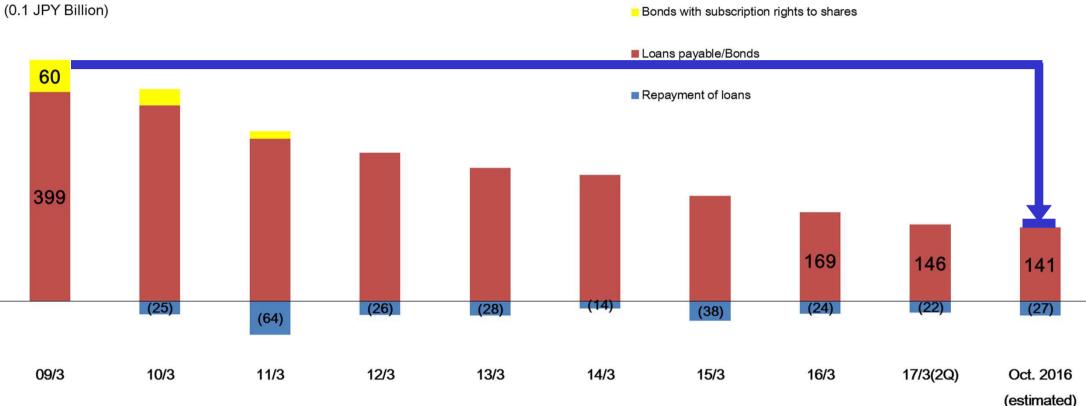
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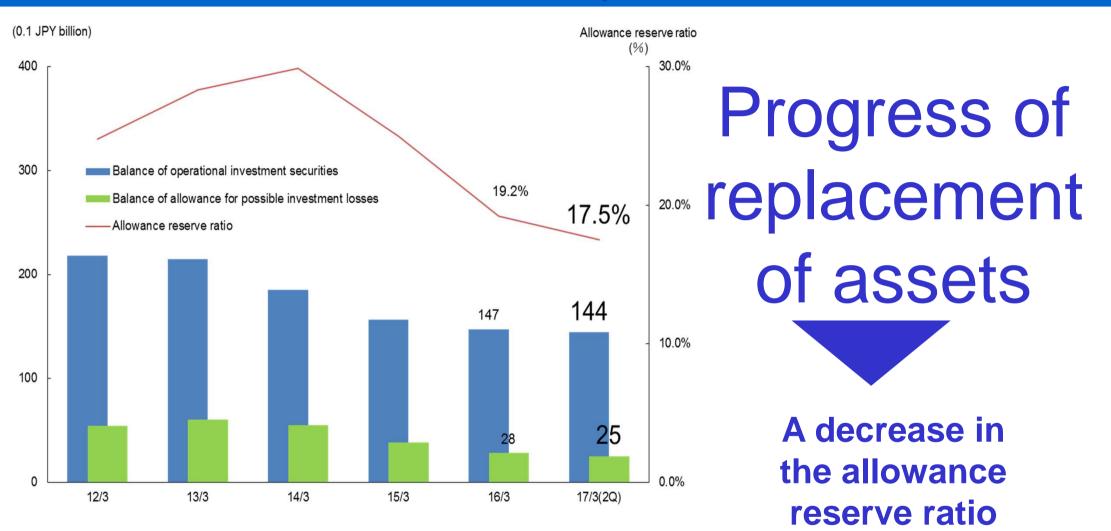
Results for 2nd quarter ended September 30, 2016 - Balance Sheet – 2. Debt outstanding (Previous accounting standard)



Decreased by 69%

2. Results for 2nd quarter ended September 30, 2016 - Balance Sheet – Allowance reserve ratio (Previous accounting standard)





2. Results for 2nd quarter ended September 30, 2016 – Cash Flows (Fund consolidated accounting standard)



(JPY million)	12/3	13/3	14/3	15/3	16/3	16/3(2Q)	17/3(2Q)	Change(%)	
Operating CF	738	1,196	3,624	511	974	1,586	222	(86%)	(1)
Investing CF	396	277	437	213	470	23	9	(57%)	
Financing CF	(4,056)	(2,838)	(1,424)	(3,224)	(1,404)	(852)	(2,000)	_	
Change in Net CF	(2,948)	(1,259)	2,758	(2,371)	(26)	761	(1,855)	-	(2)
Cash & Cash Equivalents	6 912	5,554	0 242	5 0 4 2	5 015	6 702	4 060	(209/)	<u>, </u>
at End of Period	6,813	5,554	8,313	5,942	5,915	6,703	4,060	(39%)	

(1) Operating CF

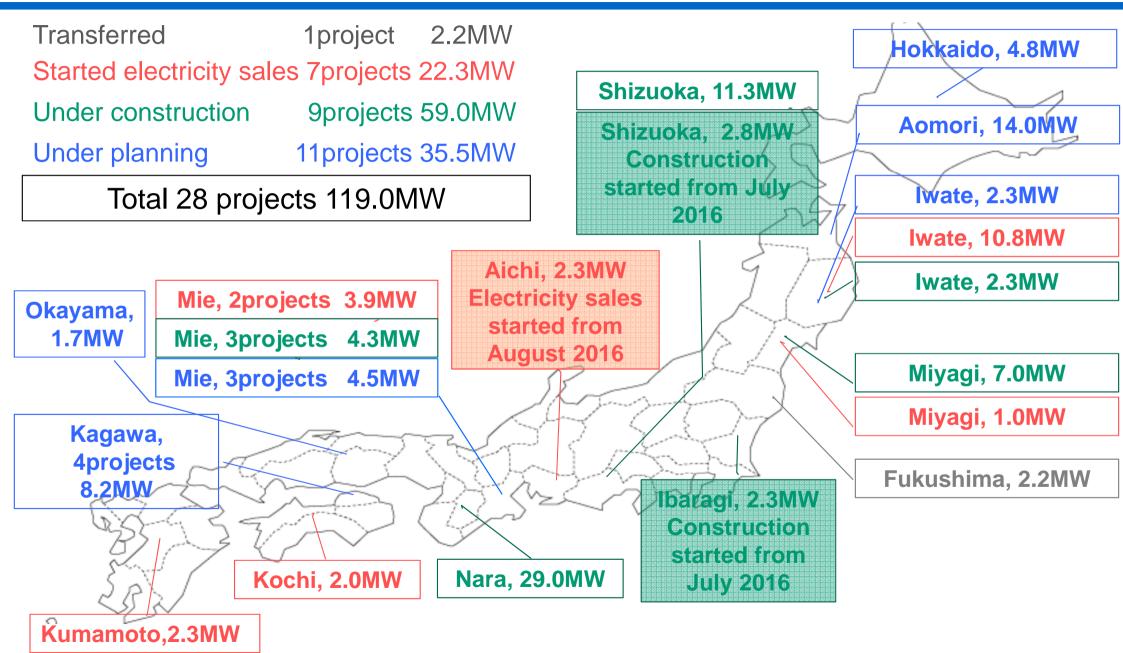
Occurrence of loss before tax and a decrease in the distributions from investment funds

(2) Financing CF

A decrease in cash flows due to an increase in loan repayment amount and a decrease in the exercise of share acquisition rights

 Results for 2nd quarter ended – Progress report on initial place 	•	JAIC
Implementation of domestic investment	 Domestic Investment execution : 8 companies 0.4 billion yen No fund investment made by any of the major candidates 	
Promotion of alliance with First Eastern Group	 Meetings on the establishment of funds in China a Japan were held. Difficulties faced in reaching agreement on condition resulting in a delay in projected plan 	
Expansion of renewable energy investment	 Investment executed in 10 projects including exist ones, amounting to a total of 0.8 billion yen Electricity sales started for 1 project. Construction stat 2 projects. 	
Value Addition (VA) of the existing portfolio	 Introduction of potential customers, and support in raising of money IPOs of two companies executed; IPOs of two monophics scheduled in November 2016 	

 Results for 2nd quarter ended September 30, 2016 – Investments in mega solar projects (as of Sep. 30, 2016)



Results for 2nd quarter ended September 30, 2016 – Private Equity – New investments



Japan: 8 companies, 0.4billion yen

WonderPlanet Inc.	Plus One Marketing Ltd. 5 FREETEL
the "Crash Fever" game which achieved over six million downloads.	SIM-free mobility hardware "FREETEL", Mobile Virtual Network Operator
J-ARM Co., Ltd.	Powerful and Beautiful PBSystems REALED E-2274X
Support for introduction of cell therapy and regenerative medicine for pets	Participatory virtual reality theater "4DOH; 4th.Dimension Of Hyperspace"
MTE&S Co., Limited	1 company : secondary investment
IoT-based air conditioning control systems	The stock in this company was sold through the exchange with the stock in a listed company within one month after our investment.

Other 2 companies

2. Results for 2nd quarter ended September 30, 2016 – Private Equity – New investments



J-ARM Co., Ltd.

[Company data]

■ Head office: Osaka

- Established: April, 2006
- President &CEO: Kunihiko Okada

[Regenerative medicine]

A therapy in which cells cultured in laboratories are administered in patients to enhance their immune system or reproduce their tissues. Regenerative medicine is attracting attention as a new way of treating diseases and injuries that could not be cured with surgical procedures or drugs, and is also applied to pets.



[Support for veterinarians]

To help veterinary practitioners engage in cutting-edge regenerative medicine, J-ARM provides training programs on cell culture technologies and sells cell culture kits.



[Development of cell drugs]

In July 2015, J-ARM commenced joint clinical development of cell drugs based on canine allogeneic mesenchymal stem cells in collaboration with DS Pharma Animal Health Co., Ltd.



Overseas: 2 companies, 0.2billion yen

ShenYang GeGuan Technologies	Polydice, Inc.
「」格冠科技 GeGuanTechnologies	食 譜社群網 愛料理
Cloud computing service provider in Shenyang, China, offering hospital management systems for small/medium-sized and private hospitals.	Leading recipe website in Taiwan "iCook" (<u>https://icook.tw/</u>)
 Integrated management of in-hospital examinations/diagnoses/reservations, accounting, clinical test information, electronic medical records, health check-up results, etc. 	 Commenced service in November 2011. Rapidly acquired users and viewers, securing the top position in the market segment.
 Automation of procedures for reporting to Chinese government and supervisory authorities and submission of medical fee statements. 	

2. Results for 2nd quarter ended September 30, 2016 – Updates on investee companies JAIC

 Plus One Marketing Ltd. Entered into partnership with Tokyo Gas, which is looking to launch low-priced smartphone service. Planning to start partial trial sales in November. Partners with a leading mobile phone service provider in Mexico that boasts the world's fourth position in the number of subscribers. Sales in Central and South America becoming full-fledged. Partners with JTB. Rents out sets of mobile terminals and SIM cards to JTB's customers traveling to Japan. 	PEZY Computing K.K. The Shoubu supercomputer jointly installed with the Advanced Center for Computing and Communication topped Green500, a world ranking for energy-saving performance, in three consecutive editions.
Megakaryon Corporation	FacePeer Inc.An increasing number of corporations are adopting FaceHub, the company's video chat platform.IDOM (former Gulliver International) uses FaceHub for its interactive used-car assessment service.
http://www.jaic-vc.co.jp	- 23 -

2. Results for 2nd quarter ended September 30, 2016 – Private Equity – Investment exit



Refinverse, Inc.	PhoenixBio Co., Ltd. <u>PhoenixBio</u>				
Materials manufacturer that uses waste as raw material	In-house study service with "PXB-MICE" secondary investment				
Investment through funds for investees in Japan July 28, 2016: Listed on TSE Mothers	IPO executed five months after investment				
SIGMAMELTEC LTD.	Shenyang Ruiyite Software				
SIGMAMELTEC シンマメルテック株式会社	Technology 论易特软件 整合创造价值 Smart Your Business				
Development, manufacturing and sales of electronic equipment products and semiconductor manufacturing tools	Development and sales of middleware, Enterprise Service Bus (ESB)				
Investment through buyout funds operated by a JAIC Group company Transfer to new owner	Investment through funds operated in Shenyang, China; transferred to parent company				

1 company : secondary investment

The stock in this company was sold through the exchange with the stock in a listed company within one month after our investment.

WASHHOUSE CO., LTD.



November 22, 2016 To be listed on TSE Mothers & FSE Q-Board

Headquarters that manages the WASHHOUSE laundry chain that offers safe, secure and clean coin-operated washers around-the-clock

Twenty-four-seven call centers keep real-time track of each laundry branch via on-site cameras to promptly address customers' problems and provide equipment maintenance on a remote basis.

Eltes Co., Ltd.



November 29, 2016 To be listed on TSE Mothers

Big data analysis specializing in risk identification

Helps entities maintain their reputation by providing them with analyses for avoiding and solving social risks (Internet flaming, information leakage, harmful rumors) based on big data and offering risk handling consultation service



Further pursuit of initial plan at year's start	P27
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Sales plan for the second half-year	P29

 Measures for 3rd & 4th quarter of FY 2017 – Further pursuit of initial plan at year's start

JAIC

Implementation of domestic investment

- Continue selective investments in promising companies
- Explore new candidates for fund investment

Promotion of alliance with First Eastern Group

Continue negotiations for establishing funds

Expansion of renewable energy investment

Commercialize new projects; promote existing projects

Value Addition (VA) of the existing portfolio

Continue providing proactive support Host a business matching event, Top Management Club

Secure gains on sales

- Negotiate sales of unlisted companies
- Negotiate sales of mega solar projects

3. Measures for 3rd & 4th quarter of FY 2017 (Previous accounting standard)



Previous accounting standard	Actu	al 2017/3(2C	Result forcas	t FY2017	
	Amount (million yen)	Composition ratio	Progression ratio	Amount (million yen)	Composition ratio
Operating revenue	1,649	100%	32%	5,100	100%
Fund management operation	177	11%	40%	450	9%
Investment operation	1,461	89%	32%	4,500	88%
Others	10	1%	7%	150	3%
Operating cost	747	45%	24%	3,100	61%
Cost of securities sold	604	37%	24%	2,500	49%
Investment write-offs & provision for allowance for possible investment losses	120	7%	24%	500	10%
Others	22	1%	23%	100	2%
Operating gross profit	902	55%	45%	2,000	39%
SG&A expenses	686	42%	53%	1,300	25%
Operating income	215	13%	31%	700	14%
Ordinary Income	109	7%	20%	550	11%
Profit attributable to owners of parent	(64)	(4%)	(17%)	375	7%

No change from the result forecast made at the beginning of FY2017

Extraordinary loss posted in 2Q and lower-than-expected profit from fund management operation will be supplemented by higherthan-expected profit from investment operation.

The result forecast are based upon the information currently available to JAIC at the time of writing and certain assumptions. The achievement is not promised.

Various factors could cause actual results to differ materially from these result forecasts.

3. Measures for 3^{rd} & 4^{th} quarter of FY 2017 – Sales plan for the second half-year \triangle **JAIC**

• Private equity

- Projected number of IPOs: Approx. 6 companies/year (1H: 2; 2H: 4 (planned) (of which 2 have been approved for listing)
- WASHHOUSE CO., LTD.:

November 22, 2016: To be listed on TSE Mothers and FSE Q-Board Planning to sell all 210,000 shares held by funds Tentative condition: 2,090–2,300 yen per share Sales proceeds corresponding to JAIC's stake in the funds are projected.

Gains on sales of unlisted shares projected in 4Q
 Gains on sales of three major companies to account for more than half of 2H gains on sales.

Sales of two companies under negotiation; negotiation for sale of the remaining company to start

- Mega solar projects
 - Of those projects, five power generation facilities (17.7 MW) are being negotiated to be sold in 4Q.

4. Appendix



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•Business results & financial position (Previous Accounting Standards)

(JPY million)	08/3	09/3	10/3	11/3	12/3	13/3	14/3	15/3	16/3	16/3 (2Q)	17/3(2Q)
Business Results											
Operating Revenues	20,051	8,494	7,414	10,979	5,396	3,784	6,155	4,532	4,043	1,956	1,649
Operating Gross Profit	10,879	(19,988)	(5,599)	3,692	396	176	2,474	882	1,554	736	902
SG&A Expenses	5,328	7,698	3,787	2,399	2,274	2,000	1,621	1,433	1,472	882	686
Operating Income	5,550	(27,686)	(9,386)	1,293	(1,878)	(1,823)	852	(550)	82	(146)	215
Ordinary Income	4,796	(28,950)	(10,334)	175	(2,477)	(2,612)	374	(610)	612	(202)	109
Net Income	3,049	(34,845)	(10,903)	(2,044)	(2,885)	(2,575)	462	(850)	597	(148)	(64)
Financial Position	1										
Cash and deposits	16,490	11,387	11,940	12,950	10,513	8,550	10,428	9,437	8,202	9,154	5,638
Operational investment securities of renewable energy projects	-	-	-	-	-	-	608	1,337	3,722	1,917	4,336
Operational investment securities after deducting allowance for possible investment loss (Private equity)	62,878	72,733	30,774	19,898	16,462	15,452	12,380	10,364	8,226	8,833	
Loans payable, bonds & bonds with subscription rights to shares	39,273	45,971	40,563	32,327	28,275	25,433	24,010	20,193	16,910	18,460	14,652
Total shareholders' equity	55,003	14,142	5,378	4,376	1,969	1,565	2,573	3,373	4,976	3,700	4,577

• Funds & investment activities

(JPY million)	08/3	09/3	10/3	11/3	12/3	13/3	14/3	15/3	16/3	16/3(2Q)	17/3(2Q)
New & Increased Funds	11,257	11,626	9,883	1,330	11,926	4,548	_	-	5,201	_	_
AUM of Funds	108,800	108,502	108,445	85,755	85,833	85,873	50,888	43,897	39,335	41,106	36,758
New Investnemts	23,950	15,046	4,002	3,204	4,545	4,746	4,189	2,728	4,093	1,530	1,402
Balance of Investments	89,497	76,472	63,076	42,268	36,706	33,886	25,862	19,722	18,783	18,672	18,547

Statement of Income – Break Down (Previous accounting standard)

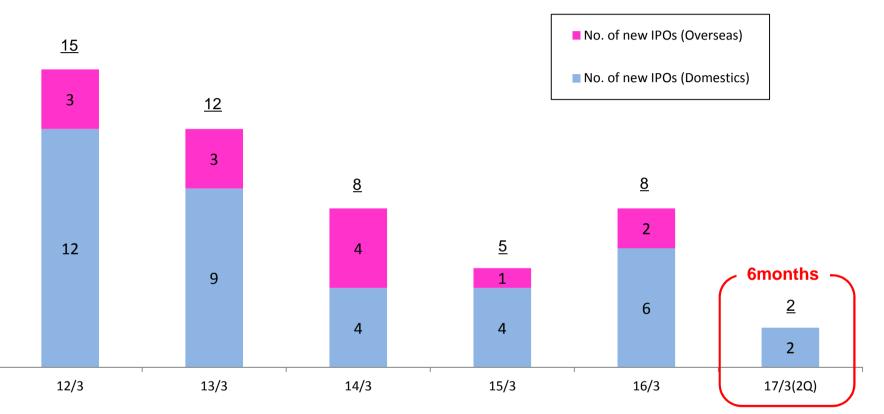


	(JPY:million)	08/3	09/3	10/3	11/3	12/3	13/3	14/3	15/3	16/3	16/3(2Q)	17/3(2Q)
1.	Fund management operation											
	Fund management fees and others	1,501	1,559	1,294	1,088	966	815	733	571	441	241	177
	Success Fees	1,006	268	461	295	900 84	37	132	63	288	58	177
	Operating Revenue	2,508	1,827	1,755	1,383	1,050	852	865	634	729	300	177
	Operating Cost	2,308	1,027	1,755	1,303	1,030	0.02			129	300	
	Operating Gross Profit	2,506	1,827	1,755	1,383	1,050	852	865	634	729	300	177
2.	Investment operations	2,300	1,027	1,755	1,303	1,030	052	003	034	123	300	177
۷.												
	Proceeds of sales of securities	14,547	5,203	4,700	8,584	3,938	2,411	4,656	3,651	2,954	1,557	1,168
	Income gains	746	606	430	595	181	95	121	93	49	40	22
	Fund interests income etc.	1,241	207	242	180	63	194	357	100	295	51	269
	Operating Revenue	16,535	6,018	5,373	9,360	4,183	2,701	5,134	3,844	3,300	1,649	1,461
	Cost of securities sold	5,960	5,022	4,450	6,680	3,412	1,385	2,133	1,767	1,863	1,013	604
	Investment write-offs	1,665	15,069	2,829	627	394	174	45	1,233	10	36	118
	Provision for allowance for possible investment losses	467	7,615	5,151	(296)	978	1,863	1,435	471	559	152	1
	Fund interests losses etc.	540	509	398	191	178	158	52	168	47	14	19
	Operating Cost	8,632	28,217	12,829	7,203	4,964	3,582	3.666	3,640	2,481	1,216	744
	Operating Gross Profit	7,902	(22,199)	(7,456)	2,157	(780)	(880)	1,468	203	818	433	716
З.	Others	,			,			,				
	Operating Revenue	1,004	649	285	234	162	229	154	53	13	6	10
	Operating Cost	537	266	183	83	35	25	15	9	7	3	3
	Operating Gross Profit	467	382	101	151	126	204	139	44	5	2	7
	Total											
	Operating Revenues	20,051	8,494	7,414	10,979	5,396	3,784	6,155	4,532	4,043	1,956	1,649
	Operating Cost	9,171	28,483	13,013	7,286	4,999	3,607	3,681	3,650	2,488	1,220	747
	Operating Gross Profit	10,879		(5,599)	3,692	396	176	2,474	882	1,554	736	902
							·•·	,		,		
	SG&A Expenses	5,328	7,698	3,787	2,399	2,274	2,000	1,621	1,433	1,472	882	686
	Operating Income	5,550	(27,686)	(9,386)	1,293	(1,878)	(1,823)	852	(550)	82	(146)	215
	Ordinary Income	4,796	(28,950)	(10,334)	175	(2,477)	(2,612)	374	(610)	612	(202)	109
	Net Income	3,049	(34,845)	(10,903)	(2,044)	(2,885)	(2,575)	462	(850)	597	(148)	(64)

JAIC-Backed IPOs



(number of IPO)



Investment multiple by Initial price (First price multiple)

12/313/3 14/3 15/3 16/317/3(2Q) **Domestics** 1.4 1.5 15.2 4.9 1.7 0.5 1.9 3.4 2.2 1.8 **Overseas** --

Note

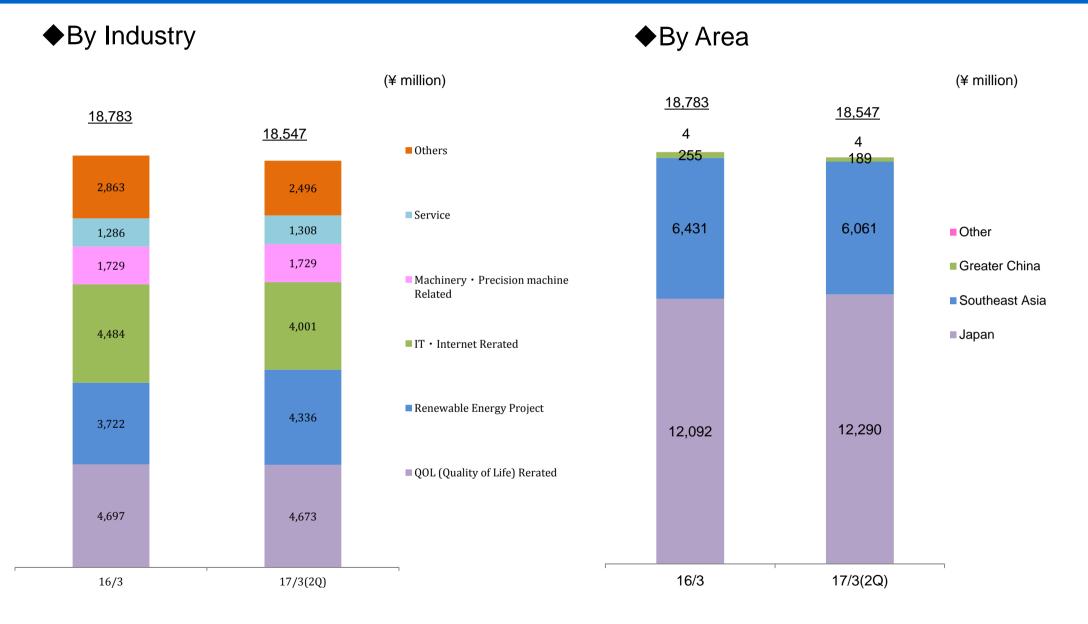
1: IPOs include acquisition by listed company as a result of equity swap etc. (2 in 2014/3, 2 in 2015/3, 2 in 16/3 and 1 in 17/3(2Q)).

2: First price multiple = Gross market capitalization at first price/Total our acquisition cost. However, the calculation of the first price multiple does not include the companies whose shares are acquired by listed companies as a result of equity swaps etc.

(Investment multiple)

Investment Portfolio Breakdown

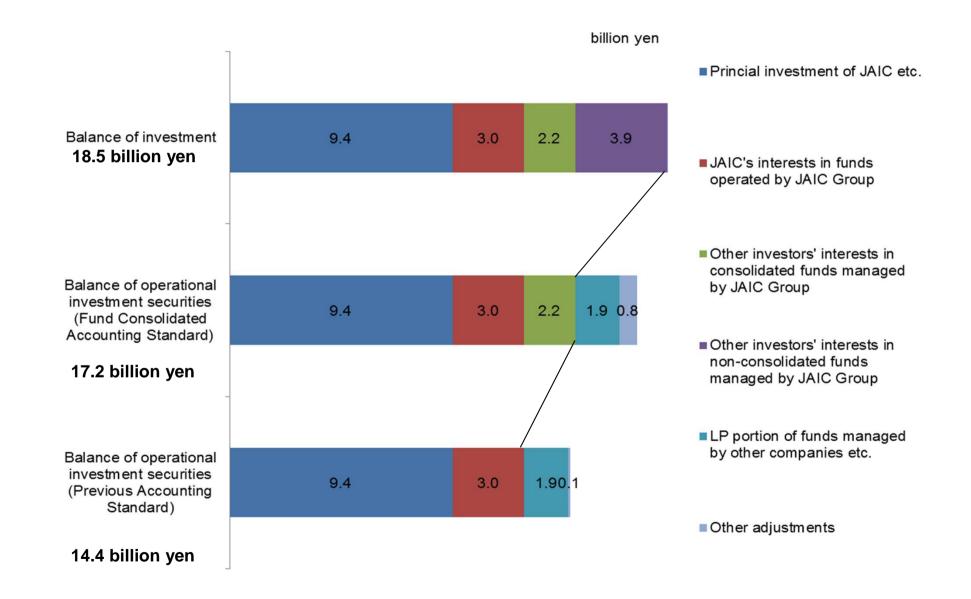




Note: Investments in funds managed by third parties and in which the JAIC Group is not involved in the management, are not included.

Balance of investment & balance of operational investment securities





Company Data (as of September 30, 2016)



Company name	Japan Asia Investment CO., Ltd. Abbreviation; JAIC						
Head office	3-11 Kandanishiki-cho, Chiyoc	la-ku, Tokyo 101-8570, Japan					
Established	July 10, 1981						
Paid-in capital	5,399 million yen						
Listed market	Tokyo Stock Exchange, 1st Se	ection					
Number of employees	43 (Consolidated) /25 (Non-co	nsolidated)					
Main business	 Investment activities Management of investment full Others 	unds					
Board of Directors	President & CEO Executive Managing Director Managing Director Director Outside Director Outside Director *members of Audit and Superv	Osamu Hosokubo Tetsuro Shimomura Seiichiro Shimura Kazunori Omori * Hitoshi Yasukawa* Tadashi Nunami* Visory Committee					



JAIC

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