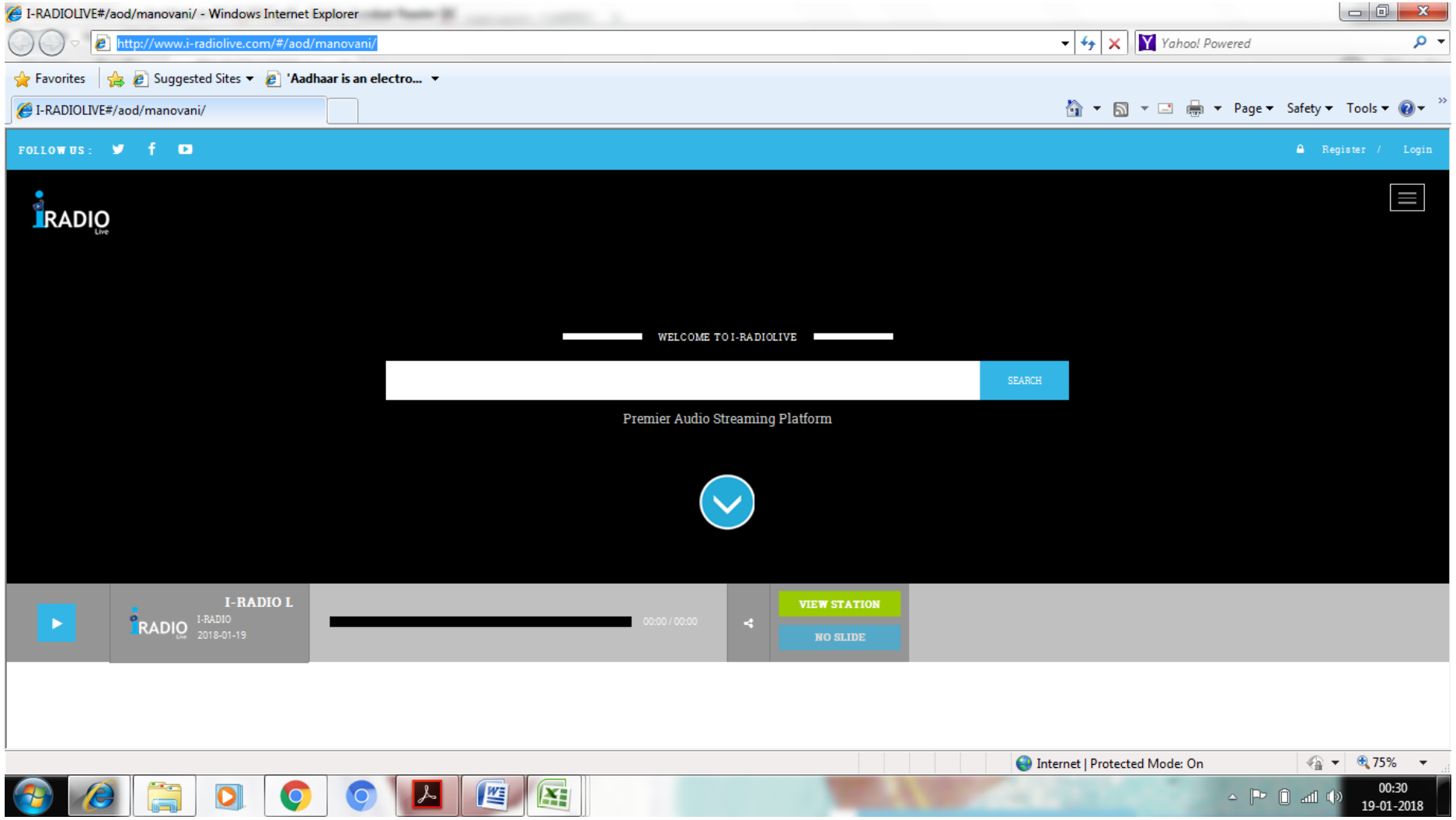Annexure 7.3.1