



NEXORA TECHNOLOGY COMPANY

Owner: Enrique Hannock

Blantyre, Malawi (Online)

Team Size: 5



MY BACKGROUND

My name is **Enrique Titus Hannock**, and I come from **Eziloni**, a small village in **Mchinji, Malawi**, with fewer than 40 houses. I completed my primary education there and have been a devoted member of **The Church of Jesus Christ of Latter-day Saints** for three years.

I am currently an **entrepreneur**, a **BYU-Idaho student** pursuing a degree in **Applied Health**, and a **Mining Engineering student** in Malawi. I also serve as a **service missionary** with **BYU Pathway Worldwide**.

From the age of 14, I began supporting my education by working part-time with **Developing Radio Partners**, an American organization, in partnership with **Mudziwathu Community Radio Station**, as a youth reporter. After finishing high school, I started a small cross-border business trading phone accessories and beverages between Malawi and Zambia to save for university.

Although I managed to fund my early university studies, the tuition increase of over **60%** in my third year created significant challenges. During that time, I received support from a close American friend I met in 2017, which helped me continue my education and inspired me to establish my current business.

NEXORA TECHNOLOGY COMPANY BACKGROUND

Nexora Technology Company was founded in May 2024 (1 year now) with a vision to provide innovative web and graphic design solutions while leveraging technology to support businesses and individuals in establishing a strong online presence. The initial funding for the company came from a combination of personal resources, including my tuition fee, my upkeep allowance provided by Anna Gallerani from North Carolina, and from a small chips business.

The company was launched under significant personal pressure, as part of the initial investment involved funds that were intended to be reimbursed for tuition within a strict two-month period. To ensure the viability and success of the venture, I committed to securing clients quickly and delivering high-quality services.

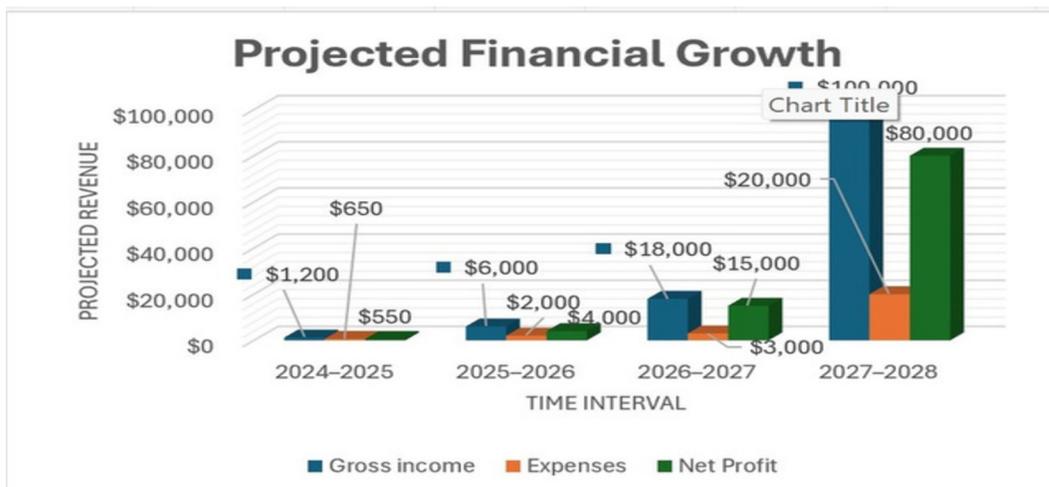
Within the first two months of operations, **Blue and Green Consulting Firm** became the company’s first client. I focused on delivering their project efficiently, ensuring complete customer satisfaction. This initial success led to referrals, which helped Nexora Technology gain additional clients. Remarkably, before the tuition repayment deadline, the company had earned enough to cover the tuition, marking a significant milestone in its early growth.

During the first three months following the initial projects, the company primarily earned through website hosting services, generating modest but steady revenue of \$10 per month. This period laid the foundation for establishing a customer-focused business model, emphasizing prompt delivery, quality, and reliability. Then I came up with the following plan

Projected Financial Growth

Interval	2024-2025	2025-2026	2026-2027	2027-2028	Expenses	Net Profit	Target achievement
\$1,200		2025-2026	\$650		\$550		Foundation building, client base setup
\$6,000		2026-2027	\$2,000		\$4,000		Office setup, team expansion, 100+ clients
\$18,000		2027-2028	\$3,000		\$15,000		Software launch, national client outreach
\$100,000			\$20,000		\$80,000		Regional partnerships, automation tools

Below is the graph of financial projection.



This was my first plan, and I do refer to this to know if I'm progressing or not, sometimes I do feel that I have made some achievements not because I have made money but because of client feedback and their trust in my services.

BUSINESS OVERVIEW

Business Name: Nexora Technologies

Customers: 25+ active clients (local businesses, NGOs, churches, Charity organizations and startups across the world).

Nexora Technology Company provides web development, software development, graphic design, social media marketing support, Client Consultation and Business Support and web hosting services. We help local businesses and organizations establish a professional online presence, streamline their operations, and grow digitally. We currently serve **over 20 recurring clients** and continue to expand our customer base through referrals and targeted online campaigns.

If given the loan, we will use the funds to upgrade our computers and software tools, enhance our server infrastructure, secure a small physical office location, and invest in marketing and branding. These investments will improve our production quality, increase service delivery speed, enhance digital security, and establish a professional business presence to better serve clients.

With improved tools and infrastructure, Nexora Technology will be able to take on more clients, deliver higher-value services, and scale into enterprise-level contracts. This will allow us to expand our income streams through web hosting, maintenance plans, creative design services, and digital automation systems for businesses.

This support will not only strengthen our internal capacity but also empower us to create local digital jobs and offer advanced technology services in Malawi — helping more local businesses grow through digital innovation while positioning Nexora Technology as a leading tech solutions provider in the region.

Selling Point: Nexora provides affordable, professional, and integrated digital services tailored to Malawian businesses and globally, combining local support with international-quality standards.

PAIN POINT (THE PROBLEM WE ARE SOLVING)

In Malawi and across similar developing markets, many small and medium enterprises (SMEs), NGOs, and startups face major barriers in digital transformation. These challenges limit their ability to compete, grow, and reach customers effectively.

KEY PROBLEMS FACED BY BUSINESSES

1. Lack of Online Visibility:

Most small businesses struggle to establish a professional online presence. Many rely solely on social media, which limits reach and credibility.

2. High Cost of Digital Services:

Local companies often find professional web development and design too expensive. Foreign service providers charge in USD, making them unaffordable for most Malawians.

3. Limited Technical Expertise:

Many entrepreneurs lack the technical knowledge to maintain websites or manage hosting and online marketing. This leads to outdated, insecure, or non-functional websites.

4. Unreliable Service Providers:

Local service providers sometimes deliver poor-quality work, delay projects, or fail to provide post-launch support. This discourages businesses from investing in digital tools.

5. Weak Brand Identity:

Startups and small organizations often operate without strong branding or visual identity, making it difficult to attract customers or donors.

NEXORA'S SOLUTION

Nexora Technology directly addresses these pain points with an integrated, affordable, and locally grounded approach:

Problem	Nexora's Solution
Businesses can't afford professional websites.	We offer budget-friendly web design packages with flexible payment options.
Lack of technical know-how.	We provide free onboarding and training sessions for clients to manage their platforms.
Poor quality or unreliable local service.	Nexora prioritizes speed, communication, and post-launch support , ensuring lasting client relationships.
	Our graphic design and branding services help clients look professional and attract more customers.
Weak branding.	

Problem	Nexora's Solution
Difficulty maintaining online presence.	Nexora provides hosting, maintenance, and digital marketing as a continuous service, not a one-time project.

This saves clients time, reduces costs, and elevates their online presence, making them competitive in the digital space.

MARKETGAP(PAINPOINTRECAPWITHSPECIFICALLYFORMALAWI)

Despite high digital potential, **three major gaps** persist in Malawi's tech market:

1. **Accessibility Gap:** Limited affordable local providers for websites, hosting, and design.
2. **Knowledge Gap:** Low digital literacy and lack of continuous client support.
3. **Quality Gap:** Inconsistent service quality and lack of professional standards among small service providers.

Nexora bridges all three by offering **low-cost, high-quality, and locally guided digital services**, transforming how Malawian businesses go online.

Company Principle: At Nexora, we believe that **no matter how challenging a task may be, customer satisfaction remains our ultimate goal**. This principle has guided our growth and continues to shape every client's interaction.

BUSINESS MISSION STATEMENT

"To empower businesses and individuals through innovative, affordable, and secure digital solutions that enhance visibility, growth, and connectivity". Guided by our motto, "Innovate, Integrate, and Elevate", we transform ideas into impactful digital experiences.

NET INCOME

Here is the recent net income for the month October

	October
Income	1850
- Fixed expenses	-120
- Loan payment	0
- Variable expenses	-1190
Net income (Profit (or loss))	540
Profit margin	19.5%

- **Monthly Revenue:** \$1850 (it varies due to different factors like celebrations for example on 15 October we made a lot of money from flyer designing because its

Mother's Day public holiday and same applies with valentine day and Christmas day)

- **Monthly Expenses:** \$1310 (including salaries, software, internet, operations, sales agents commission, server security payment and licenses (annually))

Net Profit **Net** = Revenue - Expenses = 1850-1310 = \$540

-

$$\text{Net Profit Margin} = \frac{540}{1850} = 29\%$$

SERVICE OR PRODUCT DELIVERABLE

We deliver fully functional websites, software, branding, and hosting solutions:

1. Requirement gathering and domain provision.
2. Design mockups
3. Development
4. Testing
5. Deployment
6. Client support

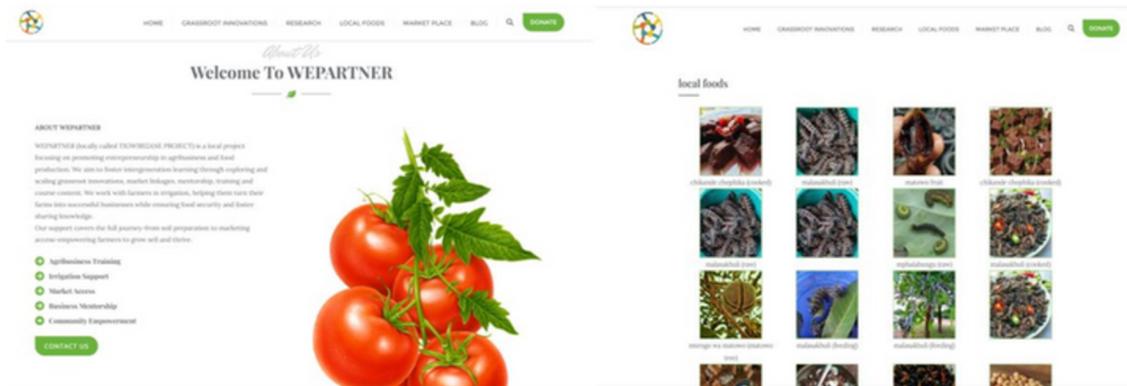
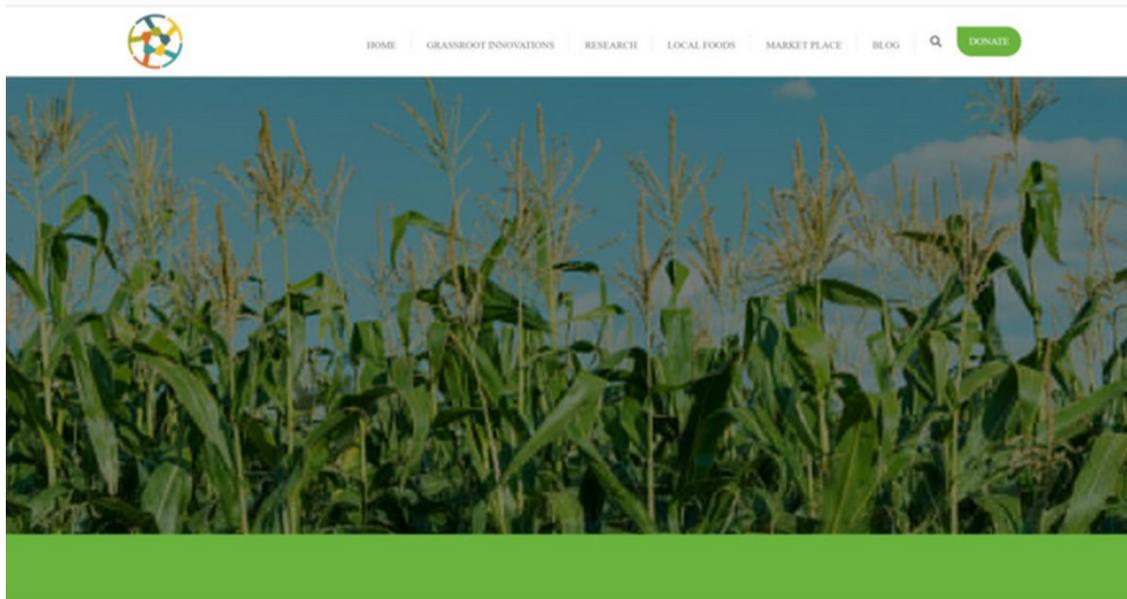
Final Deliverable: A complete, secure, and customized digital solution ready for client use.

NEXORA'S TECHNOLOGY COMPANY BEST CUSTOMER

Our best customer is **Blue and Green Consulting Firm**, a development-focused organization promoting sustainable agriculture and environmental innovation in Malawi. They became Nexora Technology's first client in June 2024, seeking a digital solution to improve their online visibility and communication with farmers and donors. Nexora developed a professional website and later expanded the collaboration into a full-scale digital platform called **WEPARTNER**, which has grown into a joint initiative between both organizations.

Through the **WEPARTNER Project** (<https://gogreen-lms.online/research/>), Nexora Technology helps smallholder farmers access markets, showcase grassroots innovations, and gain technical knowledge in irrigation and agribusiness. The platform enables farmers to upload videos, pictures, and blogs, making their innovations visible to funders and cooperatives. It also bridges key barriers such as undervaluation of local ideas, limited access to mentorship, and weak market linkages by integrating digital tools, online training, and direct partnerships with agri-buyers and government services.

The partnership with Blue and Green Consulting Firm has transformed from a client relationship into a strategic collaboration that demonstrates Nexora’s capacity to build scalable and socially impactful technology. Together, we have reached hundreds of farmers through digital mentorship, demo sites, and online learning, with a goal to impact over 5,000 smallholder farmers in Malawi. This partnership stands as proof that Nexora’s innovative approach can connect technology, sustainability, and community development effectively.



Nexora first website (for Blue and Green Consulting Firm)

Other Customers

Nexora’s services are designed for a diverse but clearly defined client base:

1. **Small and Medium Enterprises (SMEs)** – Businesses looking for professional websites and digital marketing solutions to increase visibility and sales.

2. **Non-Governmental Organizations (NGOs)** – Organizations that need strong online presence, transparency tools, and donor communication platforms.
3. **Startups and Entrepreneurs** – Early-stage ventures that require branding, digital identity, and technical support at a low cost.
4. **Educational and Religious Institutions** – Schools, churches, and colleges that want to reach more people online and streamline operations.
5. **Charity and Community Organizations** – Entities that rely on public trust and need affordable, reliable hosting and branding.

Market Opportunity and Growth Strategy

Malawi's digital economy is expanding rapidly as more businesses, schools, and organizations recognize the importance of having an online presence. With over **6 million internet users** and a growing youth-driven entrepreneurial community, there is an increasing demand for **affordable, reliable, and professional digital services**.

However, most small and medium enterprises (SMEs), NGOs, and local startups remain **underrepresented online** due to the high cost and inaccessibility of digital solutions. This gap creates a **significant opportunity** for Nexora Technology Company to lead the local digital transformation movement.

According to the **National ICT Policy (2023)**, Malawi aims to promote ICT-driven growth in education, health, agriculture, and entrepreneurship — aligning perfectly with Nexora's mission to empower local innovators through affordable technology.

HOW TO AVOID THESE PROBLEMS?

To avoid these challenges, full-service tech businesses must adopt disciplined financial management by using a dedicated business bank account, strictly separating personal and business funds, implementing structured budgeting, maintaining cash-flow forecasts, and requiring milestone-based client payments to keep operations funded; ensure consistent quality across planning, design, development, testing, hosting, and support by standardizing workflows, using project management systems, enforcing quality checks, and clearly assigning responsibilities; strengthen market differentiation by clearly communicating a strong value proposition, showcasing results through case studies and testimonials, and targeting niches where the business provides unique expertise; improve client acquisition and retention through strategic marketing, professional communication, transparent reporting, and ongoing relationship management to secure repeat contracts and referrals; and prevent overextension by properly evaluating workload capacity, scaling responsibly through outsourcing or team expansion when needed, and prioritizing sustainable delivery excellence over taking on more projects than the team can handle.

WHY CUSTOMERS CHOOSE US?

1. Full-Service Provision

We offer **complete end-to-end services**, ensuring clients receive a **full-package solution** from start to finish. This includes **helping clients plan, domain/extension purchasing, graphic and UI/UX design, full development, testing, hosting, maintenance, and ongoing support**. By managing every step of the process, we remove complexity for our clients and deliver a seamless, high-quality experience that competitors often cannot match.

2. Unique Value Proposition

Customers do business with us because we offer something our competitors don't—**innovative solutions, specialized expertise, and a tailored approach**. We combine technology with sustainable agriculture practices, empowering farmers not just with tools, but with guidance for long-term growth.

3. Trust and Reliability

Our clients trust us because of our **proven track record, consistent delivery, and transparency**. Unlike competitors who may focus solely on transactions, we focus on **building long-term relationships** and providing ongoing support, ensuring our customers succeed at every stage.

4. Customer-Centric Approach

Customers choose us because we **listen to their needs, provide personalized solutions, and respond quickly**. We don't just offer products or services; we **actively advise, guide, and co-create strategies** with our clients, creating measurable value that competitors often overlook.

COMPETITIVE ADVANTAGE AND FINANCIAL PLAN

Competitive Advantage

Nexora Technology Company stands out in Malawi's growing digital market through **innovation, affordability, and reliability**. While many providers offer fragmented or expensive services, Nexora delivers **end-to-end solutions** designed for small to medium and large organizations that need quality but can't afford premium foreign agencies.

Here's what makes Nexora different:

Area	Nexora's Advantage	Why It Matters
Affordability	Prices are customized to local income levels and payable in flexible installments.	Make digital services accessible to SMEs, NGOs, and individuals with limited budgets.

Area	Nexora's Advantage	Why It Matters
Local Understanding, Global Standards	We blend knowledge of local business culture with international-quality design and hosting. Nexora delivers projects quickly	Builds trust and bridges the gap between affordability and excellence.
Speed and Reliability	while maintaining high standards. Our guiding principle: <i>"No matter</i>	Ensures client satisfaction and repeat business. Clients stay loyal and refer to
Customer-Centered Approach	<i>how hard something might be, client satisfaction is our goal."</i>	others, creating sustainable growth. Saves clients time, reduces
Integrated Service Model	From design to hosting to marketing — all in one place.	confusion, and improves efficiency. Builds long-term relationships and consistent monthly
Ongoing Support	Nexora provides post-launch updates, backups, and maintenance.	income. Offers fresh ideas and energy while creating local
Youth-Driven Innovation	The company is powered by a young, tech-savvy team of 5 creative professionals.	employment.

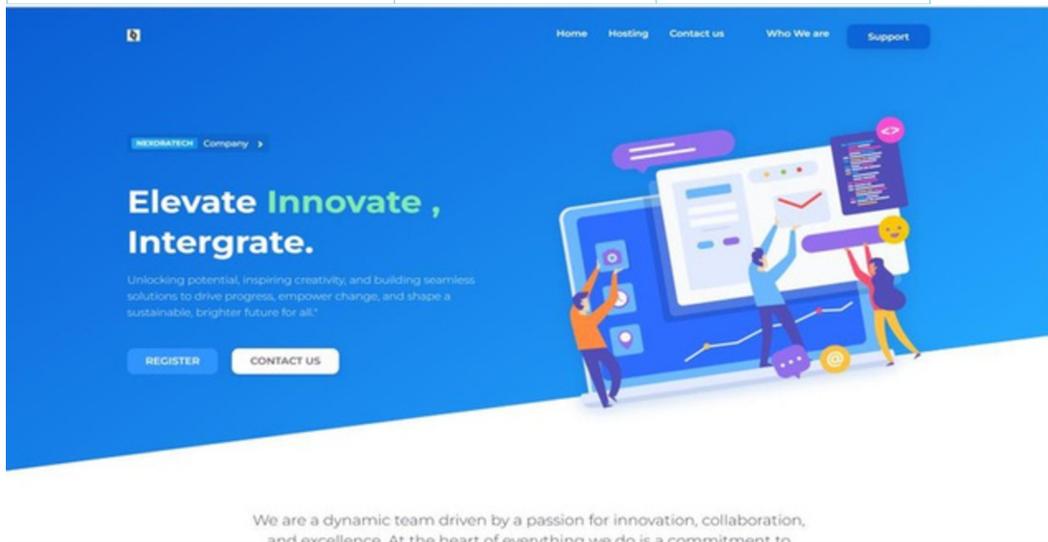
WHAT IS THE MOST COMMON CAUSE FOR BUSINESS LIKE THIS TO FAIL?

Poor cash flow management is one of the most common failing problems for full-service tech businesses, where even high-value clients may not prevent financial strain if income, expenses, and project timelines are not carefully controlled, especially when personal money and business money are mixed, leading to confusion and underfunded operations; inconsistent quality or delivery across multiple service stages, planning, design, development, testing, hosting, and support, can harm client trust and future contracts; lack of clear market differentiation makes it easy for clients to choose cheaper competitors if your value isn't communicated well; ineffective client acquisition and retention strategies, including poor marketing or weak client relationship management, can result in low project flow and unstable revenue; and overextension, accepting more work than the team can handle or stretching resources too far, often leads to missed deadlines, reduced quality, and long-term business decline.

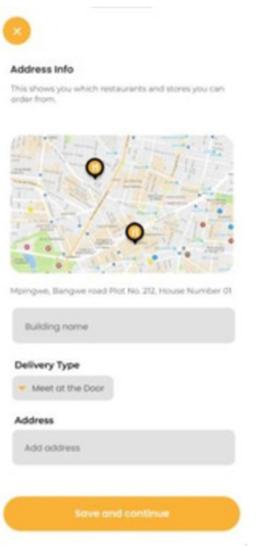
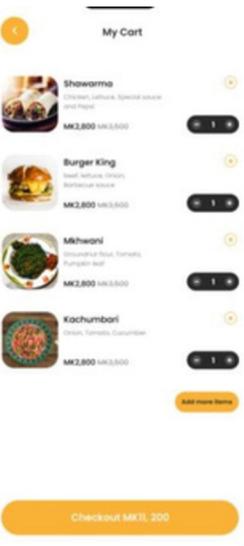
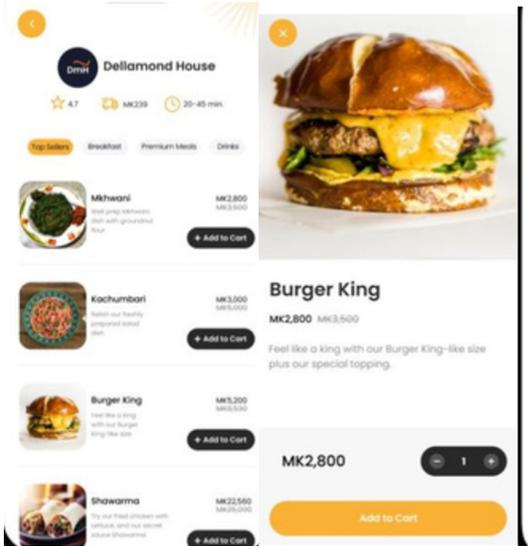
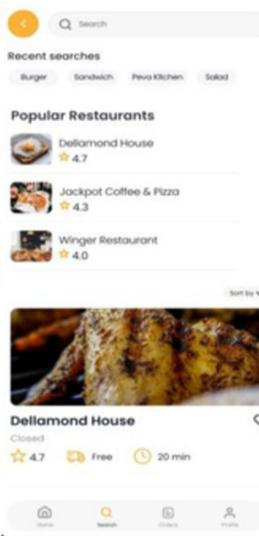
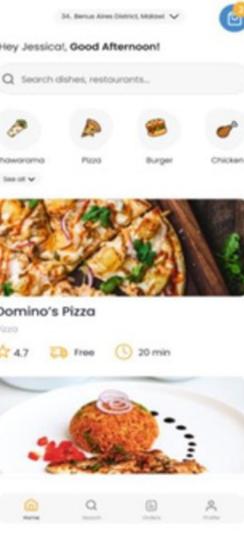
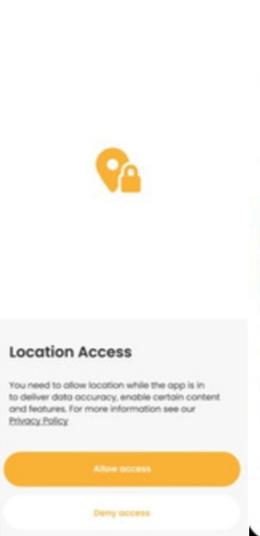
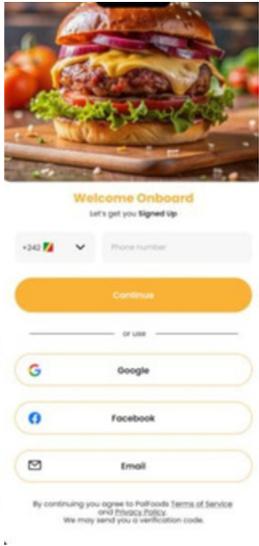
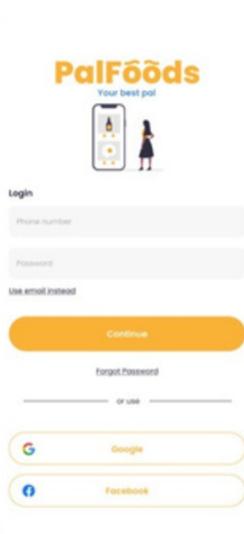
LIST OF YOUR SERVICES OR PRODUCTS AND THEIR PRICES

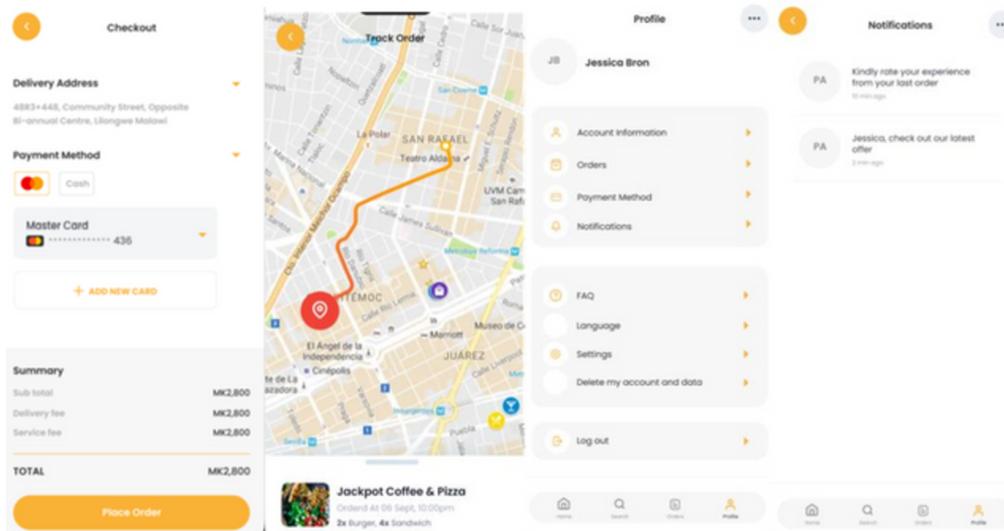
The full list of our services are available on our catalog document [here](#). The services in red means that we haven't offered these services to any client and those in gold are services which some have been partly paid for, and it's first time and the others are on testing stages like mobile application.

Service / Product	Price in MWK	Price in USD
Web Applications	500,000 – 900,000	\$285.55 – \$513.99
Mobile Applications	900,000+	\$513.99+
Basic Websites	100,000 – 250,000	\$57.11 – \$142.78
Business Websites	250,000 – 450,000	\$142.78 – \$257.00
Web Hosting	from 5,500	\$3.14+
VPS Hosting	from 23,000	\$13.14+
Cloud Hosting	from 10,500	\$6.00+
Logo Design	20,000 – 35,000	\$11.42 – \$19.99
Posters & Flyers	5,000 – 15,000	\$2.86 – \$8.57
Event Management System	220,000 – 500,000	\$125.64 – \$285.55



Nexora website home page





Palfoods mobile app (Online restaurant)

HOW DO CUSTOMERS KNOW NEXORA'S EXISTENCE?

- Social media (Facebook, YouTube, LinkedIn)
- Word-of-mouth referrals
- SEO & website presence
- Networking events and tech workshops
- Partnerships with student organizations

WHY DID YOU CHOOSE THIS BUSINESS?

Passion for technology and digital innovation; opportunity to help local businesses grow online and create employment.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS

1. Commission based selling agents based in south Africa, Nigeria, Zimbabwe and Malawi.
2. Social media campaigns
3. Referrals and networking
4. Partnering with NGOs
5. Email marketing and online portfolios

HOW WILL YOU USE THE MONEY?

We will use the \$900 to grow Nexora Technology by upgrading computers and design tools, improving web servers and security, marketing and branding, covering internet and operations, and renting a small office. This will help us serve more clients, improve service quality, and increase income.

Phase 1 Budget (First \$450 Loan Disbursement)

Goal: Establish foundational infrastructure, purchase essential tools, and set up workspace.

Expense Category	Purpose	Amount (USD)
Purchase computer, 2 Arduino	Acquire essential production equipment and enhance design capability	\$320
Upgrade web servers & security	Improve hosting reliability and cybersecurity	\$80
Marketing & branding (initial)	Create brand visuals, social media presence, and promotional content	\$50
Total		\$450

Phase 2 Budget (Second \$450 Loan Disbursement)

Goal: Strengthen systems, enhance online presence, improve marketing reach, and upgrade services.

Expense Category	Purpose	Amount (USD)
Upgrade web servers & security (advanced)	Enhance hosting capacity, reliability, and data protection	\$150
Purchase APIs and some software access	Improved API integration and upgrade to premium software and licenses to expand production capacity	\$180
Marketing & branding (expansion)	Paid social media ads, digital campaigns, and client acquisition	\$120

Expense Category	Purpose	Amount (USD)
Total		\$450



Office Computer at \$236.51 (left) and Arduino device for IoT systems at \$80 (right)

INCOMESTATEMENT & CASH FLOW STATEMENT

Income Statement

Month	Jan	Feb	Mar	April	May	Jun	Jul	Aug	Sep	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast
Sales revenue	180	70	70	430	700	70	750	70	502	870	900	950
Total transactions or units sold	3	1	1	2	4	1	4	1	2	5	7	10
Revenue per transaction or unit	60	70	70	215	175	70	188	70	251	174	128.5714	95
Expenses												
Self salary	20	20	20	20	50	20	20	100	100	30	30	100
Employee salaries	20	20	20	20	20	20	50	20	20	20	20	20
Raw Materials	30	30	30	30	30	30	30	30	30	30	30	30
Store Rent	0	0	0	0	0	0	0	0	0	100	100	100
Technology	5	5	5	4	4	3	5	5	5	5	9	7
Advertising	0	0	0	5	5	0	10	0	2	10	10	10
Transportation	0	0	0	0	0	0	0	0	0	30	30	30
Loan repayment	0	0	0	0	0	0	0	0	0	0	0	42
Taxes/Fees	0	0	0	0	0	0	0	0	0	2	2	2
Other	1	1	1	1	1	1	50	0	0	4	2	2
Total Expenses	76	76	76	80	110	74	165	155	157	231	233	343
Expense per transaction or unit	25	76	76	40	28	74	41	155	79	46	33	34
Net Income to reinvest	104	-6	-6	350	590	-4	585	-85	345	639	667	607
Net Profit Margin	58%	-9%	-9%	81%	84%	-6%	78%	-121%	69%	73%	74%	64%

Revenue MWK 1,200,000 – Expenses MWK 750,000 = Net Profit MWK 450,000

Cash Flow Statement

Nexora Technology Company Cash Flow

	Sep	October	This month (Nov)	month 1 forecast	month 2 forecast	month 3 forecast	month 4 forecast
Income	502	1850	0	900	950	800	700
- Fixed expenses	-120	-120	-120	-120	-120	-120	-120
- Loan payment	0	0	0	0	-40	-40	-40
- Variable expense	-35	-1190	0	-150	-150	-150	-150
= Profit (or loss)	347	540	-120	630	640	490	390
Starting cash	-85	262	802	682	1312	1952	2442
Available cash	262	802	682	1312	1952	2442	2832

Cash available for expansion and new investments is insufficient to fund operations and upgrade tools without external financing.

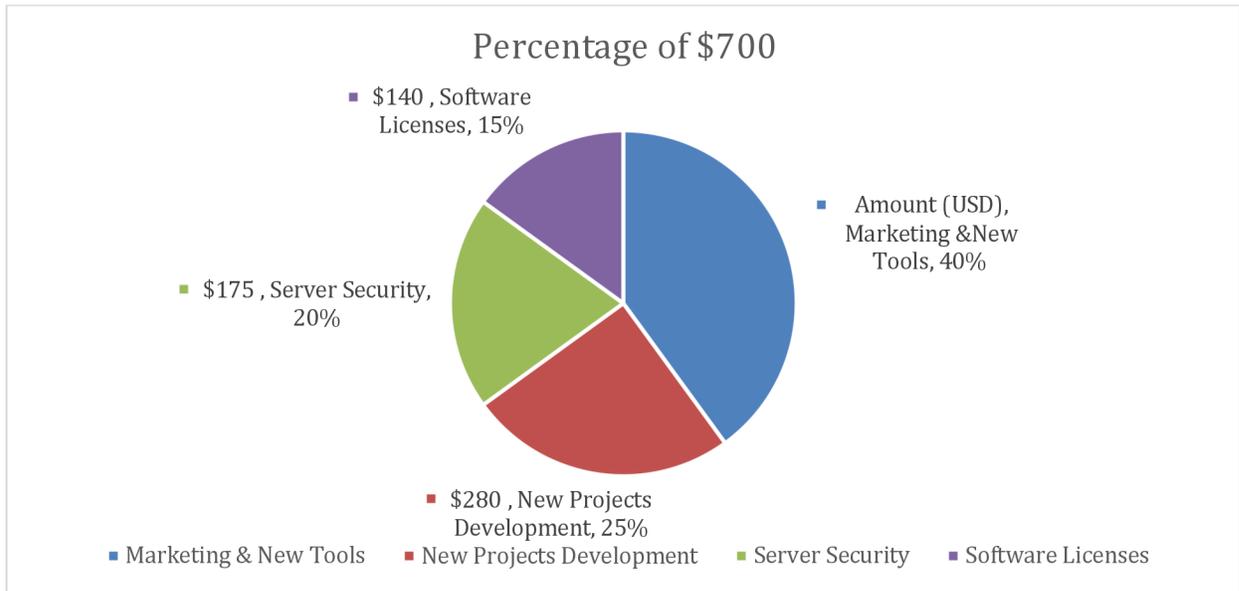
PROFITS SPENT TWO MONTHS AGO & LAST MONTH

The financial structure of Nexora Technology is built for **sustainability and controlled growth**. The company reinvests profits to expand services, purchase tools, and improve delivery speed. To ensure sustainable growth

Breakdown of \$700 Profit Spending (total available amount = \$975)

Activity	Percentage of \$700	Amount (USD)	Notes
Marketing & New Tools	40%	\$280	Includes online ads, social media promotions, and subscriptions for tools like design or analytics software. Covers development costs, prototyping, and
New Projects Development	25%	\$175	small scale testing of new service ideas (NexPay mobile app, African Research hub and Palfoods mobile app) Firewalls, SSL certificates, monitoring tools, antivirus, and software updates for server protection(annually).
Server Security	20%	\$140	APIs for payment gateways required for projects (mobile money and paychangu).
Software Licenses	15%	\$105	

Total Spent: \$280 + \$175 + \$140 + \$105 = \$700, 275 is reserved for emergencies and other operations which may come.



Summary

From a profit of **\$975**, Nexora Technology strategically allocated funds to strengthen growth and operations:

1. **Marketing & New Tools (\$280)** – To attract clients and enhance service delivery with better tools.
2. **New Projects (\$175)** – Investment in developing new services and testing innovative solutions.
3. **Server Security (\$140)** – Ensures client data, applications, and servers remain secure.
4. **Software Licenses (\$105)** – APIs for integration and payment management
5. **Saving (275)** – emergency and operations.

Long-Term Financial Vision

By 2030, Nexora Technology aims to:

- Serve over **100,000 clients across Malawi and Global**.
- Generate annual revenue exceeding **\$350,000**.
- Employ at least **100 skilled professionals**.
- Own an office in Malawi
- Operate as a full-fledged **digital innovation and training hub**, nurturing young developers, designers, and entrepreneurs.

ABOUT MY FAMILY

I was born into a large family of nine children. My father has two wives; I am from the first wife's side, where there are six children. I am the fourth-born overall but the first son in the family. From my mother's side, the youngest is Thomas, who was born in 2007, and all the children from my father's second wife are younger than him.

The firstborn in our family is Mary, who has three children, two boys and one girl. The second- and third-born each have two children, one boy and one girl. The first child of my third-born sister is my favorite, and he was named Enrique after me, as I was the only one who supported her during her hospital stay when my mother had just returned from surgery. The rest of us are not yet married and have no children.

I am the only one in my family who has completed high school and attended college. Some of my siblings attempted high school but lost interest along the way, and my father also did not pursue formal education.

Our family is diverse in terms of religion, though our background is rooted in Jehovah's Witnesses. My father once served as a respected gospel teacher and one of the church leaders. However, when he married a second wife, he was expelled from the church, as it was against its teachings. This event caused significant confusion and division within our family.



The team



Visit us:
<https://nexoratec.online/>

Meet Our Team



Enrique Hannock - Managing Director
Mobile App Developer
Web developer
Content Creator



Chimwemwe Khoriyo- Operation Manager
Web Developer
video Producer & audio maker
Graphic design



GOMEZGANI K. CHIRWA - Marketing Director
Web Developer
UI & UX Designer
Brand Strategist



Matthews Maseko- Creative Director
Graphic designer
Animator
Video Producer



Rita Banda Ngwira- Financial Director
Software Developer
Web Developer
Digital Marketing

A team of passionate creatives bringing bold ideas to life and delivering limitless possibilities for every project.

Though they work part-time (balancing jobs and studies) their belief in our mission keeps the company moving forward. We operate with a project-based payment model of **\$20 per member per month**, depending on project availability. Despite this modest rate, the team remains committed, often contributing even when profits are low. To support them, each member has been provided with a **laptop** and access to our **shared company data plan**.

Whenever we hold in-person meetings, the company offers a small **allowance of \$5** as appreciation. In **October**, all members received their pay, a sign of steady progress and teamwork.

I personally handle about **50% of the workload**, not out of necessity, but to ensure resources are well managed as we grow. What makes me most proud is that each team member is willing to leave their current jobs and join Nexora full-time once our office is established.

CONTACT DETAILS:

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