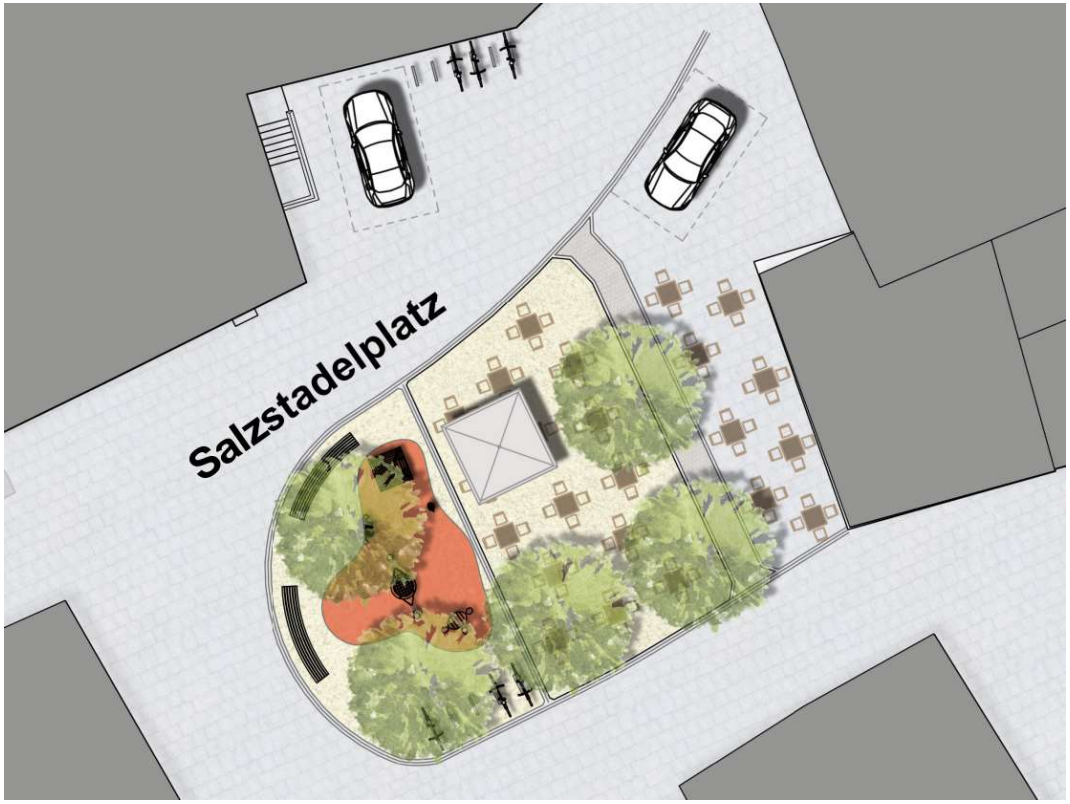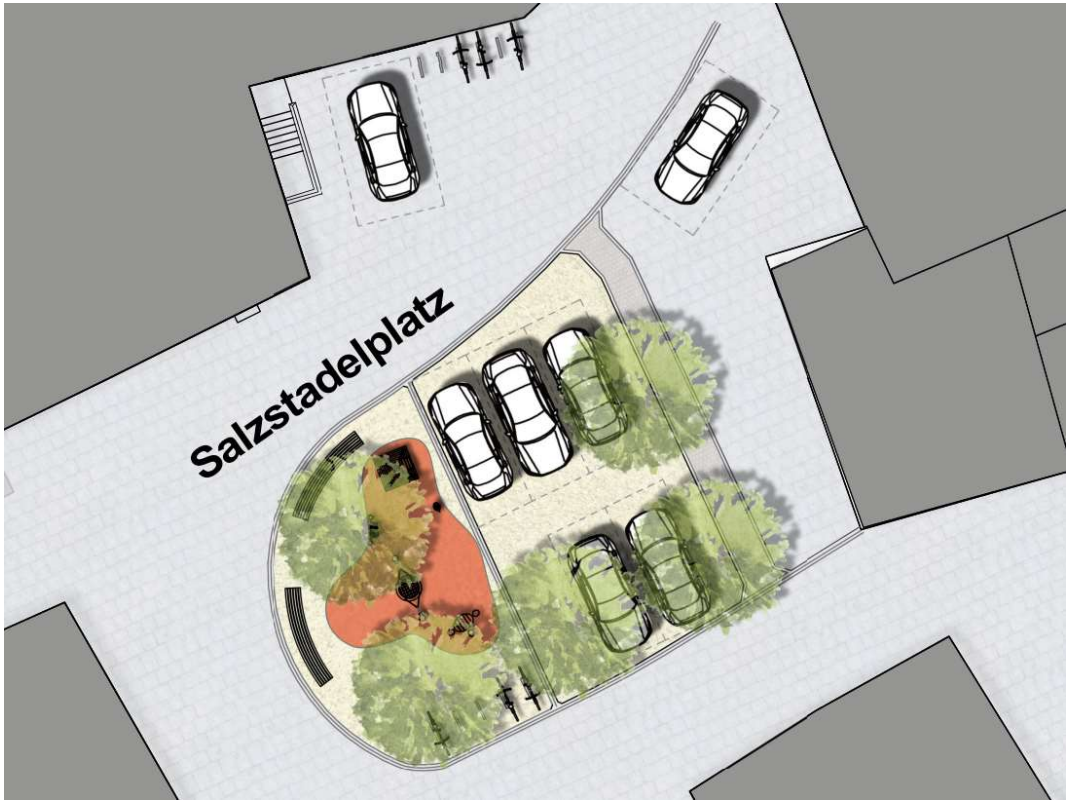Variante 1