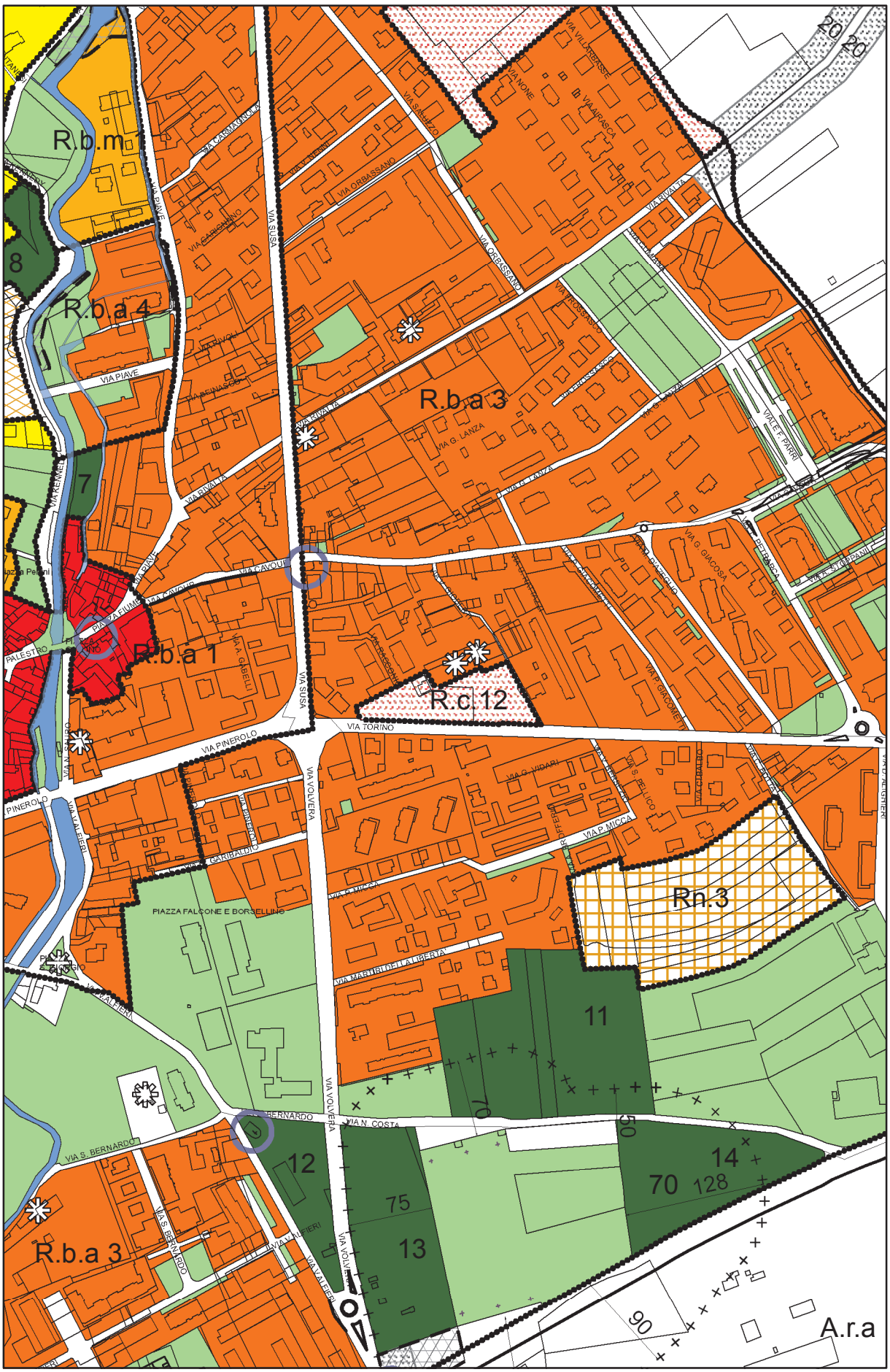Estratto 10b - Variante