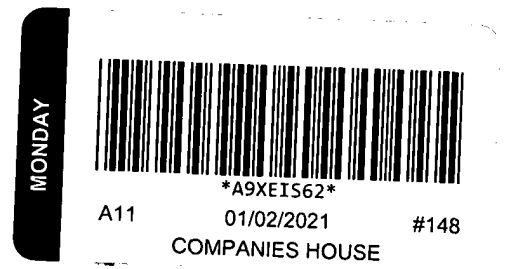


Company Registration No: 03359690

**THE BUSINESS MORTGAGE COMPANY SERVICES LIMITED
(‘TBMCS SERVICES LIMITED’)**

Report and Financial Statements

Year ended 30 September 2020



STRATEGIC REPORT (CONTINUED)**BUSINESS REVIEW AND PRINCIPAL ACTIVITIES**

TBMC Services Limited ('the Company') is a wholly owned subsidiary of Paragon Banking Group PLC ('the Group'). During the year the Company operated in the United Kingdom, the principal activity of the Company is that of the provision of mortgage packaging services to both the commercial owner occupier and commercial investor market, as well as the review of approved regulated financial promotions. There have been no significant changes in the Company's principal activities in the year under review. The directors are not aware, at the date of this report, of any likely major changes in the Company's activities in the next year.

The Company is registered with the Financial Conduct Authority (FCA) in order to be permitted to advise on regulated mortgage contracts. Additionally, the Company reviews and approves regulated financial promotions on behalf of certain non-regulated mortgage advisors.

The results for the year are set out in the profit and loss account on page 7.

The level of turnover recognised by the Company was £2,400 for the year which remained consistent with the previous year. The operations of the Company have resulted in a profit after tax of £8,424 (2019: £8,436). The Company remains in a liquid position at the year end.

No interim dividend was paid during the year (2019: £nil). No final dividend is proposed (2019: £nil).

The directors of the Company consider the results for the year to be satisfactory and are regularly monitoring the current market environment to assess likely changes in the level of performance in the coming year.

PRINCIPAL RISKS AND UNCERTAINTIES

The Company effectively acts as an FCA regulated agent on behalf of The Business Mortgage Company Limited and has no source of income other than income from The Business Mortgage Company Limited.

The UK economy in the current year has been impacted significantly by the effects of the Covid-19 virus. This has caused major economic disruption within the UK and global economy but has also driven governments and regulators to offer unprecedented levels of support to businesses and consumers, aimed at mitigating its impact.

Together with continuing uncertainty arising the potential impact economic impact of the UK's withdrawal from the European Union, the Covid-19 pandemic has made the long-term economic prospects for the UK and their impacts on the Company much difficult to forecast.

The main risks and uncertainties to which the Company is exposed are a reduction in the level of buy to let mortgage lending as well as the demand for buy to let and commercial properties in the United Kingdom.

FUTURE PROSPECTS

After considering the above, the directors have a reasonable expectation that the Company will have adequate resources to continue in operational existence for the foreseeable future, this is further discussed in note 3.

BOARD AND STAKEHOLDERS

The Board is mindful of its duty to act in good faith and to promote the success of the Group for the benefit of its shareholders and with regard to the interests of all of its stakeholders. The Board confirms that, for the year ended 30 September 2020, it has acted to promote the success of the Company for the benefit of its members as a whole and continues to have due regard to the following matters (as per section 172 of the Companies Act 2006):

- a. The likely consequences of any decision in the long-term;
- b. The interests of the Company's employees;
- c. The need to foster the Company's business relationships with suppliers, customers and others;
- d. The impact of the Company's operations on the community and the environment;
- e. The desirability of the Company maintaining a reputation for high standards of business conduct; and
- f. The need to act fairly as between members of the Company.

The principal activity of the Company is to support the loan origination and servicing activities of the Group and therefore, there is substantial common identity between the external non-shareholder stakeholders of the Company and those of the Group. There are also significant group stakeholders, including the entities to which the Company provides services, support and funding, aside from ownership interests.

STRATEGIC REPORT (CONTINUED)

As a consequence, engagement with external stakeholders takes place at a group level. The Company looks to group initiatives for guidance and takes them into account in its decision making. The Company follows Group policies and procedures as mentioned above, including those relating to the fair treatment of customers, standards of business conduct, the environment, the community and other stakeholders. More detail may be found in the Group's 2020 Annual Report and Accounts.

BOARD AND STAKEHOLDERS (CONTINUED)

However, in considering items of business directors of the Company make autonomous decisions on each decision's own merits, after due consideration of the long-term success of the Company, those factors set out in section 172 of the Companies Act 2006, where relevant, and the stakeholders impacted. Board meetings are held periodically where the directors consider Company business, such as participation in securitisation and other group funding transactions, sales and purchases of mortgage assets, group funding arrangements and dividend payments.

The Board considers and discusses information from across the organisation to help it understand the Group's business and its impact on the Company. It also reviews strategy, financial, and operational performance, as well as information covering areas such as key risks and legal and regulatory compliance.

SHAREHOLDERS

The Company has a single shareholder, Paragon Loan Finance (No. 3) Limited, which is itself a wholly owned subsidiary of Paragon Banking Group PLC, the ultimate parent company of the Group. The interests of the Company's shareholders thus coincide with those of the shareholders of the Group (s172 (1)(f)).

ENVIRONMENT

The Group recognises the importance of its environmental responsibilities, monitors its impact on the environment, and designs and implements policies to reduce any damage that might be caused by the Group's activities. The Company operates in accordance with group policies, which are described in the Group's Annual Report, which does not form part of this Report.

EMPLOYEES

The Company does not directly employ any staff and its results are monitored as part of The Business Mortgage Company Limited's budgeting process. As such, management do not utilise any significant performance indicators, either financial or non-financial.

Approved by the Board of Directors
and signed on behalf of the Board



A J Warren

Director

22 January 2021

DIRECTORS' REPORT

The directors present their Annual Report and the audited Financial Statements of TBMC Services Limited, registration no: 03359690, for the year ended 30 September 2020.

DIRECTORS

The directors throughout the year and subsequently were:

J A Heron (resigned 6 January 2020)

R D Shelton

A J Warren

J A L Simpson

R C Rowntree (appointed 8 June 2020)

FINANCIAL RISK MANAGEMENT POLICY

The directors do not consider that the Company is exposed to any significant financial risks. The Company is not exposed to any interest rate or currency risks. The Paragon Group of Companies Plc (the "Group") holds sufficient cash resources to support TBMC Services Limited obligations in the foreseeable future, with this balance being subject to regular cash flow forecasting to ensure sufficient cash resources continue to be held. Accordingly, they continue to adopt the going concern basis of accounting in preparing the financial statements.

AUDITOR

The directors have taken all reasonable steps to make themselves and the Company's auditor, KPMG LLP, aware of any information needed in preparing the audit of the Annual Report and Financial Statements for the year, and, as far as each of the directors is aware, there is no relevant audit information of which the auditor is unaware.

No notice from members under section 488 of the Companies Act 2006 having been received, the directors intend that the auditor, KPMG LLP, shall be deemed to be reappointed in accordance with section 487(2) of the Act.

INFORMATION PRESENTED IN OTHER SECTIONS

Certain information required to be included in a directors' report by the Companies Act 2006 and regulations made there under can be found in the other sections of the Annual Report, as described below. All of the information presented in these sections is incorporated by reference into this Directors' Report and is deemed to form part of this report.

- Commentary on the likely future developments in the business of the Company is included in the Strategic Report.
- Disclosure on any dividends paid during the year is included in the Strategic Report.

Approved by the Board of Directors
and signed on behalf of the Board



A J Warren

Director

22 January 2021

STATEMENT OF DIRECTORS' RESPONSIBILITIES
in relation to Financial Statements

The directors are responsible for preparing the Annual Report and the Financial Statements in accordance with applicable law and regulations.

Company law requires the directors to prepare the financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for the year. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of their profit or loss for that period.

The directors are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets, for the Company's systems of internal control and for taking reasonable steps for the prevention and detection of fraud and other irregularities and for the preparation of a strategic report and directors' report which comply with the applicable requirements of the Companies Act 2006.

Approved by the Board of Directors and signed on behalf of the Board.



A J Warren

Director

22 January 2021

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TBMC SERVICES LIMITED

Opinion

We have audited the Financial Statements of TBMC Services Limited for the year ended 30 September 2020 which comprise the profit and loss account, the statement of movement in equity, the balance sheet and the related notes 1 to 13, including the accounting policies in note 3.

In our opinion the Financial Statements:

- give a true and fair view of the state of the company's affairs as at 30 September 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with UK accounting standards, including Financial Reporting Standard 101 – 'Reduced Disclosure Framework'; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) ("ISAs (UK)") and applicable law. Our responsibilities are described below. We have fulfilled our ethical responsibilities under, and are independent of the company in accordance with, UK ethical requirements including the FRC Ethical Standard. We believe that the audit evidence we have obtained is a sufficient and appropriate basis for our opinion.

Going concern

The directors have prepared the financial statements on the going concern basis as they do not intend to liquidate the company or to cease its operations, and as they have concluded that the company's financial position means that this is realistic. They have also concluded that there are no material uncertainties that could have cast significant doubt over its ability to continue as a going concern for at least a year from the date of approval of the financial statements ("the going concern period").

We are required to report to you if we have concluded that the use of the going concern basis of accounting is inappropriate or there is an undisclosed material uncertainty that may cast significant doubt over the use of that basis for a period of at least a year from the date of approval of the financial statements. In our evaluation of the directors' conclusions, we considered the inherent risks to the company's business model and analysed how those risks might affect the company's financial resources or ability to continue operations over the going concern period. We have nothing to report in these respects.

However, as we cannot predict all future events or conditions and as subsequent events may result in outcomes that are inconsistent with judgements that were reasonable at the time they were made, the absence of reference to a material uncertainty in this auditor's report is not a guarantee that the company will continue in operation.

Strategic report and directors' report

The directors are responsible for the strategic report and the directors' report. Our opinion on the financial statements does not cover those reports and we do not express an audit opinion thereon.

Our responsibility is to read the strategic report and the directors' report and, in doing so, consider whether, based on our financial statements audit work, the information therein is materially misstated or inconsistent with the financial statements or our audit knowledge. Based solely on that work:

- we have not identified material misstatements in the strategic report and the directors' report;
- in our opinion the information given in those reports for the financial year is consistent with the financial statements; and
- in our opinion those reports have been prepared in accordance with the Companies Act 2006.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF TBMC SERVICES LIMITED (CONTINUED)

Matters on which we are required to report by exception

Under the Companies Act 2006, we are required to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

We have nothing to report in these respects.

Directors' responsibilities

As explained more fully in their statement set out on page 4, the directors are responsible for: the preparation of the financial statements and for being satisfied that they give a true and fair view; such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error; assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern; and using the going concern basis of accounting unless they either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue our opinion in an auditor's report. Reasonable assurance is a high level of assurance, but does not guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A fuller description of our responsibilities is provided on the FRC's website at www.frc.org.uk/auditorsresponsibilities.

The purpose of our audit work and to whom we owe our responsibilities

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.



Michael Davidson (Senior Statutory Auditor)

for and on behalf of KPMG LLP, Statutory Auditor

Chartered Accountants

1 Sovereign Square, Sovereign Street, Leeds, LS1 4DA

22 January 2021

TBMC SERVICES LIMITED**PROFIT AND LOSS ACCOUNT
YEAR ENDED 30 SEPTEMBER 2020**

	Note	2020 £	2019 £
TURNOVER	4	2,400	2,400
Administrative expenses		(638)	(614)
OPERATING PROFIT		<u>1,762</u>	<u>1,786</u>
Interest receivable and similar income	5	8,568	8,699
OPERATING PROFIT, BEING PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	6	10,330	10,485
Tax on profit on ordinary activities	7	(1,906)	(2,049)
PROFIT ON ORDINARY ACTIVITIES AFTER TAXATION	12	<u>8,424</u>	<u>8,436</u>

All activities derive from continuing operations.

There are no recognised gains or losses, other than the profit for the current and preceding year, and consequently a separate statement of comprehensive income has not been presented.

TBMC SERVICES LIMITED

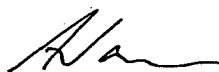
BALANCE SHEET

30 SEPTEMBER 2020

	Note	2020 £	2019 £
FIXED ASSETS			
Investments	8	2	2
		<hr/> 2	<hr/> 2
CURRENT ASSETS			
Debtors	9	198,103	189,727
Cash at bank and in hand		2,286	2,300
		<hr/> 200,389	<hr/> 192,027
CREDITORS			
Amounts falling due within one year	10	(2,530)	(2,592)
NET CURRENT ASSETS		<hr/> 197,859	<hr/> 189,435
NET ASSETS		<hr/> 197,861	<hr/> 189,437
CAPITAL AND RESERVES			
Called up share capital	11	2	2
Profit and loss account	12	197,859	189,435
EQUITY SHAREHOLDER'S FUNDS		<hr/> 197,861	<hr/> 189,437

The financial statements were approved by the Board of Directors on 22 January 2021.

Signed on behalf of the Board of Directors:



A J Warren

Director

TBMC SERVICES LIMITED

STATEMENT OF MOVEMENT IN EQUITY

YEAR ENDED 30 SEPTEMBER 2020

	Share capital £	Profit and loss account £	Total equity £
<i>Total comprehensive income for the year</i>			
Profit for the year	-	8,424	8,424
Other comprehensive income	-	-	-
Total comprehensive income for the year	-	8,424	8,424
Opening equity	2	189,435	189,437
Closing equity	2	197,859	197,861

YEAR ENDED 30 SEPTEMBER 2019

	Share capital £	Profit and loss account £	Total equity £
<i>Total comprehensive income for the year</i>			
Profit for the year	-	8,436	8,436
Other comprehensive income	-	-	-
Total comprehensive income for the year	-	8,436	8,436
Opening equity	2	180,999	181,001
Closing equity	2	189,435	189,437

NOTES TO THE ACCOUNTS

YEAR ENDED 30 SEPTEMBER 2020

1. GENERAL INFORMATION

The Business Mortgage Company Services Limited ('the Company') is a company domiciled in the United Kingdom and incorporated in England and Wales under the Companies Act 2006 with company number 03359690. The address of the registered office is Greenmeadow House 2 Village Way, Greenmeadow Springs Business Park, Cardiff, CF15 7NE. The nature of the Company's operations and its principal activities are set out in the Strategic Report.

These financial statements are presented in pounds sterling, which is the currency of the economic environment in which the Company operates.

2. BASIS OF PREPARATION

The Financial Statements have been prepared in accordance with applicable UK accounting standards. Disclosures have been made in accordance with Financial Reporting Standard 101 – 'Reduced Disclosure Framework' ('FRS 101').

As permitted by FRS 100 – 'Application of Financial Reporting Requirements' ('FRS 100') the Company has applied the measurement and recognition requirements of International Financial Reporting Standards ('IFRS') as adopted by the EU, but makes amendments where necessary in order to comply with the Companies Act 2006 and has set out below where advantage of disclosure exemptions provided by FRS 101 has been taken.

In the preparation of these financial statements, the following accounting standards are being applied for the first time.

- IFRS 16 – 'Leases'

This has had no impact upon the balance sheet or the profit and loss account.

3. ACCOUNTING POLICIES

The particular accounting policies applied are described below.

Accounting convention

The Financial Statements have been prepared under the historical cost convention.

Going concern

Accounting standards require the directors to assess the Company's ability to continue to adopt the going concern basis of accounting. In performing this assessment, the directors consider all available information about the future, the possible outcomes of events and changes in conditions and the realistically possible responses to such events and conditions that would be available to them. Particular focus is given to the Group's financial forecasts to ensure the adequacy of resources available for the Company to meet its business objectives on both a short term and strategic basis.

The Group has a formalised process of budgeting, reporting and review. The Group's planning procedures forecast its profitability, capital position, funding requirement and cash flows on a company by company basis. In compiling the most recent forecast, for the period commencing 1 October 2020, particular attention was paid to the potential consequences of Covid-19 on the Group's operations, customers, funding and prospects, both in the short and longer term. This included consideration of a number of different scenarios with impacts of varying duration and severity. In common with the Group's approach to IFRS 9, the economics used in the forecasting process were updated in October in light of the continuing development of the Covid-19 crisis, based on updated external projections. Future business activity was reforecast reflecting the potential impacts of the pandemic on markets and products.

After performing this assessment, the directors concluded that there was a reasonable expectation that the Company will have adequate resources to continue in operational existence for the foreseeable future, and that therefore it was appropriate for them to continue to adopt the going concern basis in preparing the Annual Report and Accounts. For this reason, they continue to adopt the going concern basis in preparing the Financial Statements.

NOTES TO THE ACCOUNTS**YEAR ENDED 30 SEPTEMBER 2020****3. ACCOUNTING POLICIES (CONTINUED)****Turnover**

Turnover represents administrative fees charged to The Business Mortgage Company Limited in respect of services performed on the Company's behalf during the year. Turnover represents net invoiced sales, excluding value added tax.

Current tax

Current tax, including UK corporation tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred taxation

Deferred taxation is provided in full on temporary differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Deferred tax assets are recognised to the extent that it is regarded as probable that they will be recovered. As required by IAS 12 – 'Income Taxes', deferred tax assets and liabilities are not discounted to take account of the expected timing of realisation.

Cash at bank

Balances shown as cash at bank in the balance sheet comprise demand deposits and short-term deposits with banks with initial maturities of not more than 90 days.

Fixed asset investments

Fixed asset investments are stated at cost, less any provision for impairment.

Consolidated accounts

The Company is exempt under Section 400 of the Companies Act 2006 from the obligation to prepare group financial statements, being a wholly-owned subsidiary undertaking of Paragon Banking Group PLC.

Disclosures

In preparing these financial statements the Company has taken advantage of the exemptions from disclosure provided by FRS 101 in respect of:

- The requirement to produce a cash flow statement and related notes
- Disclosures in respect of transactions with wholly owned subsidiaries
- Disclosures in respect of capital management
- The effects of new, but not yet effective IFRSs
- Disclosures in respect of key management personnel
- Disclosures of transactions with a management entity which provides key management personnel services to the Company

As the consolidated financial statements of Paragon Banking Group PLC, the ultimate parent undertaking of the Company, include equivalent disclosures the Company has also taken advantage of these further exemptions provided by FRS 101:

- Certain disclosures required by IFRS 13 – 'Fair Value Measurement'
- Certain disclosures required by IFRS 7 – 'Financial Instruments Disclosures'

The Company presently intends to continue to apply these exemptions in future periods.

4. TURNOVER

Turnover was derived from the Company's principal activity which was carried out wholly in the United Kingdom.

NOTES TO THE ACCOUNTS
YEAR ENDED 30 SEPTEMBER 2020

5. INTEREST RECEIVABLE AND SIMILAR INCOME

	2020 £	2019 £
Interest receivable from group companies	8,568	8,699

6. OPERATING PROFIT, BEING PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

	2020 £	2019 £
Operating profit is after charging:		
Auditor remuneration - audit services	624	600

Directors were not remunerated for their services to the Company during either the current year or preceding year. The Company had no employees in either the current year or preceding year.

Non audit fees provided to the Group are disclosed in the accounts of the parent company and the exemption from disclosure of fees payable to the Company's auditor in respect to non-audit services in these Financial Statements has been taken.

7. TAX ON PROFIT ON ORDINARY ACTIVITIES

a) Tax charge for the year

	2020 £	2019 £
Current tax		
Corporation tax	1,906	1,992
Prior period charge	-	57
Total current tax	1,906	2,049

b) Factors affecting the tax charge for the year

	2020 £	2019 £
Profit before tax	10,330	10,485
UK corporation tax at 19% (2019: 19%) based on the profit for the year	1,963	1,992
Effects of:		
Recognition of unrecognised tax losses	(57)	-
Prior period charge	-	57
Tax charge for the year	1,906	2,049

NOTES TO THE ACCOUNTS

YEAR ENDED 30 SEPTEMBER 2020

7. TAX ON PROFIT ON ORDINARY ACTIVITIES (CONTINUED)

The standard rate of corporation tax in the UK applicable to the Company in the period was 19.0% (2019: 19.0%), based on currently enacted legislation. During the period, legislation was substantively enacted, reversing the reduction in the tax rate to 17.0% which had been due to come into effect from April 2020. Consequently, temporary differences which had been expected to reverse at a tax rate of 18% in the current year, or 17% in subsequent years, have either reversed or are expected to reverse at a rate of 19%. The impact of this change has been accounted for in the year.

8. INVESTMENTS

	£
At 1 October 2019 and 30 September 2020	<u>2</u>

The Company's fixed asset investment relates to an investment in the share capital of the following company:

Buy to Let Direct Limited

Country of incorporation:	England and Wales
Principal activity:	Other financial intermediation
Equity shareholding:	100%

The investment in Buy to Let Direct Limited is held directly by TBMC Services Limited.

In the opinion of the directors, the value of the above investments is not less than the amount shown above.

9. DEBTORS

	2020 £	2019 £
Amounts falling due within one year:		
Amounts due from group companies	<u>198,103</u>	<u>189,727</u>

10. CREDITORS

	2020 £	2019 £
Amounts falling due within one year:		
Corporation tax	1,906	1,992
Accruals and deferred income	624	600
	<u>2,530</u>	<u>2,592</u>

11. CALLED UP SHARE CAPITAL

	2020 £	2019 £
Allotted:		
2 ordinary shares of £1 each (fully paid)	<u>2</u>	<u>2</u>

NOTES TO THE ACCOUNTS
YEAR ENDED 30 SEPTEMBER 2020

12. PROFIT AND LOSS ACCOUNT

	£
At 1 October 2018	180,999
Profit for the financial year	8,436
At 30 September 2019	189,435
Profit for the financial year	8,424
At 30 September 2020	197,859

No interim dividend was paid during the year (2019: £nil). No final dividend is proposed (2019: £nil).

13. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The immediate parent undertaking is Paragon Loan Finance (No. 3) Limited. The ultimate parent undertaking and controlling party of the Company is Paragon Banking Group PLC, a company registered in England and Wales. This is the largest and smallest group of which the Company is a member and for which consolidated financial statements are drawn up.

Copies of the Group's financial statements are available from that company's registered office at 51 Homer Road, Solihull, West Midlands, B91 3QJ.