Norfolk Hideaways Limited

Report and Financial Statements

Year ended

31 December 2019



Annual report and financial statements for the year ended 31 December 2019

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Directors

GD Baber (Chairman)

JC Boyce RG Boyce S Bullen H Millin

Registered office

Big Blue Sky Building, Warham Road, Wells Next The Sea, Norfolk, NR23 1QA

Company number

07593730

Auditor

RSM UK Audit LLP, Abbotsgate House, Hollow Road, Bury St Edmunds, Suffolk, IP32 7FA

Report of the directors for the year ended 31 December 2019

The directors present their report together with the financial statements for the year ended 31 December 2019.

Principal activities

The company's principal activity during the year was that of the letting of holiday property.

Directors

The directors of the company during the year were:

GD Baber JC Boyce RG Boyce S Bullen (appointed 1 January 2019) H Millin (appointed 1 January 2019) RSJ Seager (resigned 25 September 2019)

Directors' indemnity insurance

Qualifying third party indemnity provision is in place for the benefit of all directors of the company.

Statement of disclosure to auditor

So far as each director is aware, there is no relevant audit information of which the company's auditor is unaware. Additionally, each director has taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditor is aware of that information.

Auditor

The auditor, RSM UK Audit LLP, is deemed to be reappointed under section 487(2) of the Companies Act 2006.

This report has been prepared in accordance with the provisions applicable to companies entitled to small companies exemption.

On behalf of the Board

GD Baber Chairman

Directors' responsibilities statement

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare 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 that period.

In preparing those financial statements, the directors are required to:

- a. select suitable accounting policies and then apply them consistently;
- b. make judgements and accounting estimates that are reasonable and prudent;
- c. prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and 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 of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations.

Independent auditor's report to the member of Norfolk Hideaways Limited

Opinion

We have audited the financial statements of Norfolk Hideaways Limited (the 'company') for the year ended 31 December 2019 which comprise the statement of comprehensive income, statement of financial position, statement of changes in equity and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2019 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice:
- 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 under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may
 cast significant doubt about the company's ability to continue to adopt the going concern basis of
 accounting for a period of at least twelve months from the date when the financial statements are
 authorised for issue.

Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. Our opinion on the financial-statements-does-not-cover the other-information and, except to the-extent-otherwise explicitly-stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

Independent auditor's report to the member of Norfolk Hideaways Limited (Continued)

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us 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; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies
 regime and take advantage of the small companies exemption from the requirement to prepare a strategic
 report or in preparing the directors' report.

Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 3, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for 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 the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a 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 the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: http://www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

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.

RSH UK AUGUT UP

CLAIRE SUTHERLAND (Senior Statutory Auditor)
For and on behalf of RSM UK Audit LLP, Statutory Auditor
Chartered Accountants
Abbotsgate House
Hollow Road
Bury St Edmunds
Suffolk
IP32 7FA

22 December 2020

Statement of comprehensive income for the year ended 31 December 2019

	Note	2019 £	2018 £
Turnover		2,310,001	1,793,062
Cost of sales		(532,458)	(320,735)
Gross profit		1,777,543	1,472,327
Administrative expenses		(1,440,066)	(1,296,620)
Operating profit		337,477	175,707
Interest receivable Interest payable		4,860 (399)	1,525 (2,725)
Profit on ordinary activities before taxation	2	341,938	174,507
Taxation on profit on ordinary activities	3	(67,006)	(34,917)
Profit on ordinary activities after taxation and total comprehensive income for the financial year		274,932	139,590

The notes on pages 9 to 16 form part of these financial statements.

Statement of financial position at 31 December 2019

Company No 07593730

		20	19		2018
	Note	£	£	£	£
Fixed assets					
Tangible assets Investments	5 6		126,896 5,000		126,814 5,000
mvesments	O				
			131,896		131,814
Current assets					•
Debtors	7	502,765		243,775	
Cash at bank and in hand		578,304 ————		761,195 ————	
		1,081,069		1,004,970	
Creditors: amounts falling due	8	(397,224)		(593,724)	
within one year	0	(397,224)		(595,724)	
Net current assets			683,845		411,246
Total assets less current liabilities			815,741		543,060
Creditors: amounts falling due after one year	9		(1,033)		(4,275)
Provisions for liabilities Deferred taxation	10		(7,244)		(6,253)
Net assets			807,464		532,532
Capital and reserves					
Called up share capital	11		2		2
Profit and loss account			807,462		532,530
Total equity			807,464		532,532

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

The financial statements on pages 6 to 16 were approved by the Board and authorised for issue on $2^{1/12/20}$ and are signed on its behalf by:

G D Baber Director

The notes on pages 9 to 16 form part of these financial statements.

Statement of changes in equity for the year ended 31 December 2019

	Share capital	Profit and loss account £	Total £
Balance at 1 January 2018	2	392,940	392,942
Profit and total comprehensive income for the year	-	139,590	139,590
Balance at 31 December 2018	2	532,530	532,532
Profit and total comprehensive income for the year	-	274,932	274,932
Balance at 31 December 2019	2	807,462	807,464

Accounting policies for the year ended 31 December 2019

General information

Norfolk Hideaways Limited ("the Company") is a private company limited by shares incorporated in England and Wales.

The registered office address of the Company is Big Blue Sky Building, Warham Road, Wells Next The Sea, Norfolk, NR23 1QA.

Basis of accounting

These financial statements have been prepared in accordance with FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' ('FRS 102'), the requirements of the Companies Act 2006 as applicable to companies subject to the small companies' regime, and under the historical cost convention. The disclosure requirements of section 1A of FRS 102 have been applied other than where additional disclosure is required to show a true and fair view.

Going concern

As at 31 December 2019 the going concern basis of accounting was considered to be appropriate as no material uncertainties existed. The outbreak of Covid-19 in the early part of 2020 has caused severe disruption for the travel and tourism industry of which the company and the wider group to which it belongs are exposed to. The company has performed financial modelling for the period to 31 December 2021 to consider the impact of the Covid-19 outbreak on the forecast position. As explained in note 15 the company is part of an omnibus banking arrangement and given the current economic uncertainty the ultimate parent company, Quality Holidays Assured Limited, has provided a letter of support for the period covering at least 12 months from the date of approval of the financial statements. The directors have evaluated the ability of Quality Holidays Assured Limited to provide this support in the context of the group structure and activities of fellow subsidiaries and have not identified any material uncertainties in this regard. Accordingly, the financial statements have been prepared on a going concern basis.

Functional and presentational currencies

The financial statements are presented in sterling which is also the functional currency of the company.

Turnover

Turnover represents rental commissions receivable, excluding value added tax. The company recognises commission in the statement of comprehensive income when the deposit is received.

Where the company acts as agent, turnover includes only the commission element of the rental arrangements.

Deposits are received on a non-refundable basis and are therefore treated as income on receipt.

Intangible assets

On 30 September 2011 goodwill of £330,000 was recognised on the transfer of the trade and assets of Norfolk Hideaways to the company and was originally amortised over 10 years. In the period ended 31 December 2016 the directors concluded that the useful economic life of that goodwill was 5 years and consequently additional amortisation was charged in that period of £156,750 to bring the net book value to £Nil.

Accounting policies for the year ended 31 December 2019 (Continued)

Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost, net of depreciation and any impairment losses. Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost of each asset to its estimated residual value over its expected useful life, as follows:-

Motor vehicles Fixtures and fittings Equipment 25% straight line 15% reducing balance 15% reducing balance

Residual value is calculated on prices prevailing at the reporting date, after estimated costs of disposal, for the asset as if it were at the age and in the condition expected at the end of its useful life.

Fixed asset investments

Investments are initially measured at cost, including directly attributable transaction costs and subsequently measured at cost less any accumulated impairment losses.

Investments are assessed for impairment at each reporting date. Any impairments losses or reversals of impairment losses are recognised immediately in profit or loss.

Taxation

The tax expense represents the sum of the current tax expense and deferred tax expense. Current tax assets are recognised when tax paid exceeds the tax payable.

Current tax is based on taxable profit for the financial year. Taxable profit differs from the profit on ordinary activities because it excludes items of income or expense that are taxable or deductible in other years. Current tax assets and liabilities are measured using tax rates that have been enacted or substantively enacted by the reporting date.

Deferred tax is calculated at the tax rates that are expected to apply to the year when the asset is realised or the liability is settled based on tax rates that have been enacted or substantively enacted by the reporting date. Deferred tax is not discounted.

Deferred tax liabilities are recognised in respect of all timing differences that exist at the reporting date. Timing differences are differences between taxable profits and the profit on ordinary activities that arise from the inclusion of income and expenses in tax assessments in different years from their recognition in the financial statements. Deferred tax assets are recognised only to the extent that it is probable that they will be recovered by the reversal of deferred tax liabilities or other future taxable profits.

Current and deferred tax is charged or credited in profit or loss, except when it relates to items charged or credited to other comprehensive income or equity, when the tax follows the transaction or event it relates to and is also charged or credited to other comprehensive income, or equity.

Current tax assets and current tax liabilities and deferred tax assets and deferred tax liabilities are offset, if and only if, there is a legally enforceable right to set off the amounts and the entity intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Accounting policies for the year ended 31 December 2019 (Continued)

Leases

An asset and corresponding liability are recognised for leasing agreements that transfer to the Company substantially all of the risks and rewards incidental to ownership ("lease purchase and hire purchase"). The amount capitalised is the fair value of the leased asset or, if lower, the present value of the minimum lease payments payable during the lease term, both determined at inception of the lease. Lease payments are treated as consisting of capital and interest elements. The interest is charged to profit or loss so as to produce a constant periodic rate of interest on the remaining balance of the liability.

Annual rentals on operating leases are charged to profit or loss on a straight line basis over the lease term.

Rent free years or other incentives received for entering into an operating lease are accounted for as a reduction to the expense and are recognised, on a straight-line basis over the lease term.

Employee benefits

The costs of short-term employee benefits are recognised as a liability and an expense.

The company's holiday year ends at the reporting date.

Employees are not entitled to carry forward any unused holiday entitlement at the reporting date, unless there are exceptional circumstances.

Retirement benefits

Contributions are made into the individual personal pension plans of certain employees. The contributions are charged to profit or loss in the year in which they become payable.

Financial instruments

The Company has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102, in full, to all of its financial instruments. Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument, and are offset only when the Company currently has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Debtors

Debtors which are receivable within one year and which do not constitute a financing transaction are initially measured at the transaction price. Debtors are subsequently measured at amortised cost, being the transaction price less any amounts settled and any impairment losses.

Creditors

Creditors payable within one year that do not constitute a financing transaction are initially measured at the transaction price and subsequently measured at amortised cost, being the transaction price less any amounts settled.

Financial liabilities

Basic financial liabilities are initially measured at transaction price, unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest.

Notes forming part of the financial statements for the year ended 31 December 2019

	nployees		
		2019	201
	Staff costs (including directors) consist of:	£	:
	Wages and salaries	689,034	541,25
	Social security costs	44,775	41,91
	Pension costs	9,880	5,51
		743,689	588,68
٦	The average number of employees of the company during the year, inclu	iding directors, was	s as follows 201
		Number	Numbe
	Administration	28	2
	Administration of the 6 (2018: 4) directors who held office during the year, who are consersonnel, one received remuneration during the year and in the previous	dered to be the ke	
. p	of the 6 (2018: 4) directors who held office during the year, who are cons	dered to be the ke	2 y managem
, p .	of the 6 (2018: 4) directors who held office during the year, who are consersonnel, one received remuneration during the year and in the previous	dered to be the ke	y managem
, p .	of the 6 (2018: 4) directors who held office during the year, who are consersonnel, one received remuneration during the year and in the previous	idered to be the ke s period.	y managem 201
, p .	of the 6 (2018: 4) directors who held office during the year, who are consersonnel, one received remuneration during the year and in the previous ofit on ordinary activities before taxation	idered to be the kes period.	
. p	of the 6 (2018: 4) directors who held office during the year, who are consersonnel, one received remuneration during the year and in the previous ofit on ordinary activities before taxation Profit on ordinary activities before taxation is stated after charging:	idered to be the ke period. 2019 £	y managem 201
. p	of the 6 (2018: 4) directors who held office during the year, who are consersonnel, one received remuneration during the year and in the previous rofit on ordinary activities before taxation Profit on ordinary activities before taxation is stated after charging: Depreciation of owned tangible assets	idered to be the ke period. 2019 £	y managem 201

Notes forming part of the financial statements for the year ended 31 December 2019 (Continued)

3	Taxation		
		2019 £	2018 £
	Current tax:	_	~
	UK corporation tax on profit for year	65,232	32,191
	Adjustments in respect of previous periods	783	
		66,015	32,191
	Deferred tax: Origination and reversal of timing differences	991	2,726
	Taxation on profit on ordinary activities	67,006	34,917
	Taxation on profit on ordinary activities		
	The tax assessed for the year is different to that calculated at the applicat	ole standard rate	of corporation
	tax in the UK. The differences are explained below:	0040	
		2019 £	2018 £
		•	-
	Profit on ordinary activities before tax	341,938	174,507
	Tax on profit on ordinary activities multiplied by standard rate of		
	corporation tax in the ÚK of 19% (2018 – 19%)	. 64,968	33,156
	Effects of:		
	Expenses not deductible for tax purposes	304	1,142
	Adjustments in respect of previous periods	783	-
	Tax rate and other differences	951	619
	Taxation on profit on ordinary activities	67,006	34,917
4	Intangible fixed assets		الأسانية
			Goodwill £
	Cost		
	At 1 January 2019 and 31 December 2019		330,000
	Amortisation		
	At 1 January 2019 and 31 December 2019		330,000
	Net book value		
	At 31 December 2019		
	At 31 December 2018		-

Notes forming part of the financial statements for the year ended 31 December 2019 (Continued)

5	Tangible fixed assets		BA - À	F:	
		Equipment £	Motor vehicles £	Fixtures & fittings £	Total £
	Cost				
	At 1 January 2019 Additions	54,888 10,848	46,469 -	102,637 10,474	203,994 21,322 ———
	At 31 December 2019	65,736	46,469	113,111	225,316
	Depreciation At 1 January 2019 Charge for the year	20,517 5,813	29,093 6,332	27,570 9,095	77,180 21,240
	At 31 December 2019	26,330	35,425	36,665	98,420
	Net book value At 31 December 2019	39,406	11,044	76,446	126,896
	At 31 December 2018	34,371	17,376	75,067	126,814
6	Fixed asset investments				Unlisted investments £
	Cost At 1 January 2019 and 31 Decemb	er 2019			5,000
	Net book value At 1 January 2019 and 31 Decemb e	er 2019			5,000
7	Debtors			2019 £	2018 £
	Trade debtors Amounts owed by group undertakings Corporation tax Other debtors and prepayments			1,425 432,802 9,194 59,344 502,765	2,252 126,125 27,783 87,615 ————————————————————————————————————
8	Creditors: amounts falling due within	one year		2019 £	2018 £
	Obligations under finance lease and h Trade creditors Amounts owed to group undertakings Other taxation and social security Other creditors and accruals	ire purchase contracts	(note 9)	3,255 125,754 84,907 123,967 59,341	2,838 199,458 281,342 72,955 37,131
				397,224	593,724

Notes forming part of the financial statements for the year ended 31 December 2019 (Continued)

9 Creditors: amounts falling due after one year	2019 £	2018 £
Obligations under finance lease and hire purchase contracts – due within two to five years	1,033	4,275

Obligations under finance lease and hire purchase contracts are secured by the underlying assets.

10 Deferred taxation

	2019 £	2018 £
Balance at 1 January 2019 Movement in the year	6,253 991	3,527 2,726
Balance at 31 December 2019	7,244	6,253

The deferred tax provision consists entirely of accelerated capital allowances.

11 Share capital

	Allotted, called up and fully paid			
	2019 Number	2018 Number	2019 £	2018 £
Ordinary shares of £1 each	2	2	2	2

12 Commitments under operating leases

The total future minimum lease payments under non-cancellable operating leases are as follows:

	2019 £	2018 £
Within 1 year	50,750	44,077
2-5 years	193,833	120,000
>5 years	247,888	152,170
	492,471	316,247

13 Pensions

The company makes payments into individual personal pension plans on behalf of certain employees. The assets of these pension plans are held separately from those of the company in independently administered funds. The pension cost charge represents contributions payable by the company to the funds. The charge for the year was £8,948 (2018 - £5,512); No contributions were outstanding at the year end (2018 - £nil).

Notes forming part of the financial statements for the year ended 31 December 2019 (Continued)

14 Ultimate parent company

The ultimate parent company is Quality Holidays Assured Limited, a company incorporated in the Isle of Man, which is also the parent of the largest group for which consolidated financial statements are drawn up and of which the company is a member.

Following an internal group restructure on 14 November 2019, the company's immediate parent undertaking is Hideaways Holidays Group Limited, a company incorporated in England and Wales. Prior to that date, the immediate parent was Quality Holidays Assured Limited.

The address of the ultimate parent's registered office is: Bank Chambers

15-19, Athol Street Douglas Isle of Man IM1 1LB

15 Contingent liabilities

A deed of accession was made on 5 June 2020 supplemental to an omnibus guarantee and set-off arrangement registered on 25 September 2014 in favour of Lloyds Bank plc (the bank), encompassing the company, its ultimate parent company Quality Holidays Assured Limited, its parent company HPB Holdings Limited and fellow subsidiary companies HPB Travel Club Holdings plc, HPB Travel Club Limited, Conker Interiors Limited, HPB Loans Limited, HPB Tenancies Limited, Lantern & Larks Limited, Newmarketing Campaign Limited, Rural Retreats Holidays Limited, Signature Holidays Limited, Hideaways Holidays Group Limited, Cotswolds Hideaways Limited and Cornwall Hideaways Limited.

Each company guarantees payment of liabilities due to the bank by any or all of these companies. The arrangement also permits the bank to combine or consolidate all or any of the companies' accounts held with the bank with all or any of the companies' liabilities due to the bank and to set-off or transfer any credit balance held, in or towards satisfaction of any such liabilities. At 31 December 2019 total liabilities due to the bank by the companies were £3,147,905 (2018: £3,820,187). As at 31 October 2020, being the most recent month end management information is available, the total liabilities due to the bank by the companies was £3,703,688.

16 Post balance sheet events

Subsequent to the year end, the Covid-19 pandemic caused widespread-uncertainty-in-the global economy and particularly the travel industry. The directors consider the emergence and spread of Covid-19 to be a non-adjusting post balance sheet event and consequently no adjustments have been reflected in the financial statements.

17 Regulatory information

As stated within the accounting policies, where the group acts as agent, turnover includes only the commission element of the travel arrangements.

The gross value and cost of all travel arrangements for the year was as follows:

	2019 £	2018 £
Value Cost	9,170,537 (6,860,536)	7,190,012 (5,396,950)
	2,310,001	1,793,062