

## Financial Report – February 28, 2022

Report prepared by Donna White, March 15, 2022

### Summary

The income statement for February shows an underwriting loss of (\$221,288), \$1.3 million below the budgeted amount of \$1.1 million with a \$24,459 improvement from last month. Earned premiums were up 2.7% from last year, based on the unearned premium change year to date, an increase in accrued reinsurance premiums and an increase in direct written premiums of 3.0%. Our net claims incurred is the area with the largest variance compared to last year and to budget. Year to date at February 28<sup>th</sup> our net claims incurred are \$3 million up 146.7% from last year and 58.3% higher than budgeted. General expenses, in total, are over budget at \$2.1 million, with an overall 5.2% over budget. Market value of our investments did take a large hit in January with a \$1.3 million decrease in market value and in February an additional \$510 thousand reduction. Our investment income is off last year's results with a drop of 286% from (\$469 K) last year to (\$1,813 K) this year. This leaves us with a year to date net loss after our taxes of \$1.5 million compared to our budget of an \$892,984 profit. A quick reminder that this is very early in the year and without any significant losses our underwriting profit can quickly recover. In addition, market value fluctuations can be quite large and based on the volatility over the last couple of years, the values have returned within a few months.

### Details – Balance Sheet

Cash and investments are up 12.2% from last year and 2.6% below budget because of the decrease in market value in January and February. Accounts receivable are down 11.4% from last year and are just 1.1% over budget. Reinsurance recoverable is down from last year and budget mainly due to the change in reinsurance recoverable adjustment at year end for IBNR. The only other notable variance is the amortization on Broker Acquisition compared to last year. This is a timing variance in 2021 and an adjustment was made in March 2021 to correct the accrual.

Assets now stand at \$86 million dollars, up 4.1% from last year and 3.2% below budget.

Liabilities are up 3% from last year to \$45.3 million and 4.1% over our budgeted amount. Unearned premiums are up 4.1% and commissions owing are up 6.9%. There are no notable areas other than you can see the income taxes payable is down 156% from last year due to the tax recoverable on our loss year to date. The largest variance to budget and last year is of course the refund due to policyholders that is under the Miscellaneous line under Other Liabilities.

### Details – Income Statement

Direct premiums written has increased by 3.0% over the same period last year. This is 2.9% below budget expectations year to date.

After reinsurance costs, net earned premiums are up 2.7% from last year.

Reinsurance costs are up from 2021 with a portion of the variance being a correction to the reinsurance workbook in 2022.

When reviewing the claims and general expenses, please keep in mind the changes to our expense groupings. Last year we added some new expense accounts to enable us to provide the board and management more detailed information. When we add new accounts, we cannot show a direct comparison to last year, as last year's account is \$0 and this will continue for a year. By March, you will have a year over year comparison for each of these new accounts. I will highlight where the variance to last year is due to the change in accounts as we go through each section.

#### Gross Claims Incurred

Our underwriting loss year to date is a result of the increased claims incurred year to date of \$3.8.m, up almost 147% from last year's year to date net incurred claims of \$1m and 58.3% from our budgeted net claims of \$1.9 million. Our reinsurance recoveries have increased and our Net Claims Incurred are now \$3 million.

Net loss ratio to February 28th is 92%.

#### Policy Acquisition Expenses

When comparing year to date as of February the increase in 2022 is a timing difference in a couple of accounts. The CPC expense for 2021 was not accrued until March last year. The other variance is in the allocation of agency amortization in 2021 and this was also adjusted in March.

#### Salaries and Benefits

I did review salaries and benefits year to date compared to last year and the largest increase is in employee salaries. As we did receive our cost of living and payroll review increases effective January we will see increased salary and benefit costs this year.

#### Advertising & Donations

Advertising and donations are now 19.1% greater than last year and 93.8% higher than budgeted. A review of the advertising expense account shows that the largest cost was a payment to ad Home for work on branding and website design. This is one of our goals this year and I will review this account as some of these costs may be capitalized.

#### Depreciation

The 2021 depreciation expense was high in February as it included computer depreciation. Starting in March 2021, we split out the computer depreciation and are grouping it more appropriately with technology costs.

#### Building Expenses

Real estate taxes are down 3.6% from last year and 38.2% below budget. The budget appears to be high for real estate taxes.

#### Technology

Last year several new accounts were added in this section effective in March. When we review March financials, you will see the computer depreciation for 2021 will be adjusted.

### Risk Analysis & Prevention

Overall, the cost for risk analysis & prevention is 7.5% greater than the first two months of 2021, but 5.4% below budget. More travel expenses were considered in the budget but the pandemic held us back again.

### Investment Income

Investment income is down 286% with a significant (\$1.8 million) reduction in market value. Investment interest is up 13.4% over last year and 29.8% over budget. Dividend income is down 15.7% from last year and 82.8% below budget.

Our net loss before taxes is \$2 million and after an provision for tax recovery of approximately \$515k we currently have a net loss of \$1.5 million.

*Balance Sheet as at February 28th*

**ASSETS**

**Cash & Investments**

	2021	2022	% off Prior	2022 B	% off Budget
Cash	5,155,720	7,146,481	38.6%	8,051,929	-11.2%
Accrued Interest	188,193	202,498	7.6%	202,074	0.2%
Investments @ Cost	47,197,438	53,503,089	13.4%	52,293,696	2.3%
Change in Market Value	<u>2,427,191</u>	<u>819,200</u>	-66.2%	<u>2,788,547</u>	-70.6%
	<b>54,968,541</b>	<b>61,671,267</b>	<b>12.2%</b>	<b>63,336,246</b>	<b>-2.6%</b>

**Accounts Receivable**

Policyholders	8,401,840	7,865,673	-6.4%	7,781,728	1.1%
Due from Facility	<u>426,583</u>	<u>(45,424)</u>	-110.6%	<u>(48,744)</u>	-6.8%
	<b>8,828,423</b>	<b>7,820,249</b>	<b>-11.4%</b>	<b>7,732,985</b>	<b>1.1%</b>

**Reinsurance**

Due from FM Re - Catastrophe Claims	725,967	259,425	-64.3%	292,000	-11.2%
Due from FM Re - Paid Claims	100,713	(248,383)	-346.6%	0	0.0%
Reinsurance Claims Reserves	5,027,200	4,199,597	-16.5%	3,967,446	5.9%
Reinsurance Claims IBNR	<u>2,148,839</u>	<u>1,773,401</u>	-17.5%	<u>2,948,839</u>	-39.9%
	<b>8,002,719</b>	<b>5,984,040</b>	<b>-25.2%</b>	<b>7,208,285</b>	<b>-17.0%</b>

**Broker Acquisition**

Broker Purchase	568,000	568,000	0.0%	568,000	0.0%
Broker Acquisition - Amortization	<u>(180,267)</u>	<u>(312,907)</u>	73.6%	<u>(378,901)</u>	-17.4%
	<b>387,733</b>	<b>255,093</b>	<b>-34.2%</b>	<b>189,099</b>	<b>34.9%</b>

**Building and Equipment**

Land	1,039,600	1,039,600	0.0%	1,039,600	0.0%
Building	5,635,326	5,635,326	0.0%	5,635,326	0.0%
Building - Accumulated Depreciation	<u>540,052</u>	<u>680,932</u>	26.1%	<u>680,931</u>	0.0%
	<b>5,095,274</b>	<b>4,954,394</b>	<b>-2.8%</b>	<b>4,954,395</b>	<b>0.0%</b>
Building Components	645,705	645,705	0.0%	645,705	0.0%
Building Components - Accum. Depreciation	<u>123,759</u>	<u>156,040</u>	26.1%	<u>156,039</u>	0.0%
	<b>521,945</b>	<b>489,665</b>	<b>-6.2%</b>	<b>489,666</b>	<b>0.0%</b>
Office Equipment	764,308	800,688	4.8%	801,538	-0.1%
Office Equipment - Accum. Depreciation	<u>282,449</u>	<u>360,642</u>	27.7%	<u>361,356</u>	-0.2%
	<b>481,859</b>	<b>440,046</b>	<b>-8.7%</b>	<b>440,182</b>	<b>0.0%</b>
Computer Equipment	794,708	819,261	3.1%	819,998	-0.1%
Computer Equipment - Accum. Depreciation	<u>547,838</u>	<u>658,811</u>	20.3%	<u>655,789</u>	0.5%
	<b>246,870</b>	<b>160,449</b>	<b>-35.0%</b>	<b>164,209</b>	<b>-2.3%</b>

**Other Assets**

Deferred Policy Acquisition Expenses	2,847,835	2,991,027	5.0%	3,051,405	-2.0%
Deferred Income Taxes	130,000	120,000	-7.7%	130,000	-7.7%
Prepaid Expenses	91,507	72,097	-21.2%	91,507	-21.2%
Employee Payroll Deductions	<u>(1,237)</u>	<u>100</u>	-108.1%	<u>3,705</u>	-97.3%
	<b>3,068,105</b>	<b>3,183,224</b>	<b>3.8%</b>	<b>3,276,617</b>	<b>-2.9%</b>
	<b><u>\$82,641,070</u></b>	<b><u>\$85,998,027</u></b>	<b>4.1%</b>	<b><u>\$88,831,283</u></b>	<b>-3.2%</b>

*Balance Sheet as at February 28th*

	2021	2022	% off Prior	2022 B	% off Budget
<b>LIABILITIES</b>					
<b>Accounts Payable</b>					
Expenses Due & Accrued	462,468	497,051	7.5%	461,332	7.7%
Reinsurance Premiums Due	721,937	827,285	14.6%	708,066	16.8%
Employee Payroll Deductions	<u>0</u>	<u>28</u>	0.0%	<u>0</u>	0.0%
	<b>1,184,405</b>	<b>1,324,364</b>	<b>11.8%</b>	<b>1,169,398</b>	<b>13.3%</b>
<b>Due to Brokers</b>					
Contingent Profit Sharing	14,605	86,335	491.1%	100,000	-13.7%
Marketing Program	120,000	200,000	66.7%	101,600	96.9%
Commissions	<u>289,449</u>	<u>309,505</u>	6.9%	<u>356,707</u>	-13.2%
	<b>424,054</b>	<b>595,839</b>	<b>40.5%</b>	<b>558,307</b>	<b>6.7%</b>
<b>Outstanding Claims</b>					
Facility Claims	0	0	0.0%	0	0.0%
Gross Claims Outstanding	18,820,672	18,946,127	0.7%	17,556,312	7.9%
Gross Claims IBNR	<u>5,860,042</u>	<u>5,375,979</u>	-8.3%	<u>6,175,042</u>	-12.9%
	<b>24,680,714</b>	<b>24,322,106</b>	<b>-1.5%</b>	<b>23,731,353</b>	<b>2.5%</b>
<b>Taxes Due</b>					
Income Taxes	1,429,678	(803,827)	-156.2%	931,716	-186.3%
RST & HST	<u>103,103</u>	<u>121,082</u>	17.4%	<u>117,180</u>	3.3%
	<b>1,532,781</b>	<b>(682,746)</b>	<b>-144.5%</b>	<b>1,048,896</b>	<b>-165.1%</b>
<b>UEP &amp; Other Liabilities</b>					
Miscellaneous	0	2,912,000	0.0%	0	0.0%
Premium Deficiency	0	0	0.0%	0	0.0%
Unearned Premiums	<u>16,244,839</u>	<u>16,915,335</u>	4.1%	<u>17,110,699</u>	-1.1%
	<b>16,244,839</b>	<b>19,827,335</b>	<b>22.1%</b>	<b>17,110,699</b>	<b>15.9%</b>
	<b><u>44,066,793</u></b>	<b><u>45,386,899</u></b>	<b>3.0%</b>	<b><u>43,618,653</u></b>	<b>4.1%</b>
<b>SURPLUS</b>					
Opening Balance	37,640,360	42,129,956	11.9%	44,319,646	-4.9%
Earnings during the Period	<u>933,918</u>	<u>(1,518,828)</u>	-262.6%	<u>892,984</u>	-270.1%
Ending Surplus	38,574,278	40,611,128	5.3%	45,212,630	-10.2%
	<b><u>\$82,641,070</u></b>	<b><u>\$85,998,027</u></b>	<b>4.1%</b>	<b><u>\$88,831,283</u></b>	<b>-3.2%</b>

## Income Statement to February 28th

	2021	2022	% off Prior	2022 B	% off Budget
<b>Premiums</b>					
Premiums Written - Direct	4,264,371	4,391,343	3.0%	4,524,473	-2.9%
Premiums Written - Facility/Other	<u>29,044</u>	<u>41,833</u>	44.0%	<u>33,726</u>	24.0%
	<b>4,293,415</b>	<b>4,433,176</b>	<b>3.3%</b>	<b>4,558,199</b>	<b>-2.7%</b>
<b>Reinsurance Premiums</b>					
Reinsurance Ceded - Direct	590,717	787,757	33.4%	614,481	28.2%
Reinsurance Ceded - Other	<u>85,129</u>	<u>57,532</u>	-32.4%	<u>45,474</u>	26.5%
	<b>675,846</b>	<b>845,289</b>	<b>25.1%</b>	<b>659,955</b>	<b>28.1%</b>
<b>Change in Unearned Premium</b>					
Increase / (Decrease) in UEP	<u>(1,148,776)</u>	<u>(1,308,076)</u>	13.9%	<u>(1,105,828)</u>	18.3%
<b>NET EARNED PREMIUM</b>	<b>4,766,345</b>	<b>4,895,963</b>	<b>2.7%</b>	<b>5,004,072</b>	<b>-2.2%</b>
<b>Policy Interest / Charges</b>					
Pre-authorized Payment Revenue	80,721	85,936	6.5%	84,823	1.3%
NSF Fees	<u>0</u>	<u>2,275</u>	0.0%	<u>1,048</u>	117.1%
<b>TOTAL INCOME</b>	<b>4,847,066</b>	<b>4,984,174</b>	<b>2.8%</b>	<b>5,089,943</b>	<b>-2.1%</b>
<b>Gross Claims Incurred</b>					
Gross Claims and External Adjusting	1,016,778	3,720,403	265.9%	2,221,247	67.5%
Claims - Salaries	54,524	64,643	18.6%	60,308	7.2%
Claims - Benefits	12,803	16,518	29.0%	15,641	5.6%
Other Internal Claims Costs	1,201	127	-89.5%	20,568	-99.4%
Facility & Other Claims Cost	<u>3,865</u>	<u>3,434</u>	-11.1%	<u>34,121</u>	-89.9%
	<b>1,089,172</b>	<b>3,805,125</b>	<b>249.4%</b>	<b>2,351,885</b>	<b>61.8%</b>
<b>Reinsurance Recoveries</b>	<u>(131,453)</u>	<u>793,807</u>	-703.9%	<u>450,000</u>	76.4%
<b>NET CLAIMS INCURRED</b>	<b>1,220,625</b>	<b>3,011,318</b>	<b>146.7%</b>	<b>1,901,885</b>	<b>58.3%</b>
<b>Policy Acquisition Expenses</b>					
Commission Expense	754,849	779,571	3.3%	791,366	-1.5%
Contingent Profit Sharing Commission (CPC)	0	100,000	0.0%	100,000	0.0%
Sales - Salaries / Remuneration	47,744	41,555	-13.0%	40,920	1.6%
Sales - Benefits	9,293	11,127	19.7%	9,386	18.5%
Broker Promotion & Advertising	0	0	0.0%	6,666	-100.0%
Agency Rent / Expenses / Promotion	4,103	3,198	-22.1%	15,716	-79.7%
Agency purchase amortization	0	18,940	0.0%	18,934	0.0%
Rating Costs / Broker Connectivity	1,025	11,258	997.9%	35,631	-68.4%
<b>Less:</b>					
Change in Deferred Policy Acquisition Expenses	(273,226)	(297,587)	8.9%	(183,486)	62.2%
Facility & Other Commission Revenue	<u>16,824</u>	<u>4,246</u>	-74.8%	<u>10,091</u>	-57.9%
<b>NET COMMISSION EXPENSE</b>	<b>1,073,417</b>	<b>1,258,988</b>	<b>17.3%</b>	<b>1,192,014</b>	<b>5.6%</b>

## Income Statement to February 28th

	2021	2022	% off Prior	2022 B	% off Budget
<b>Directors Fees and Benefits</b>					
Directors Fees	22,625	25,690	13.5%	25,037	2.6%
Benefits	<u>10,190</u>	<u>12,346</u>	21.2%	<u>11,032</u>	11.9%
	<b>32,815</b>	<b>38,036</b>	<b>15.9%</b>	<b>36,069</b>	<b>5.5%</b>
<b>Professional Fees</b>					
Audit Fees	6,000	6,000	0.0%	10,000	-40.0%
Legal Fees, Office Related	0	0	0.0%	417	-100.0%
Professional Fees	<u>2,373</u>	<u>254</u>	-89.3%	<u>3,617</u>	-93.0%
	<b>8,373</b>	<b>6,254</b>	<b>-25.3%</b>	<b>14,034</b>	<b>-55.4%</b>
<b>Salaries and Benefits</b>					
Underwriting / Admin - Salaries	212,403	251,037	18.2%	240,368	4.4%
Underwriting / Admin - Benefits	<u>105,244</u>	<u>114,469</u>	8.8%	<u>62,425</u>	83.4%
	<b>317,646</b>	<b>365,506</b>	<b>15.1%</b>	<b>302,793</b>	<b>20.7%</b>
<b>Travel Expenses &amp; Meals</b>					
Travelling Expense	0	0	0.0%	692	-100.0%
Travel Directors	0	909	0.0%	2,243	-59.5%
Meals Expenses	<u>0</u>	<u>811</u>	0.0%	<u>1,062</u>	-23.7%
	<b>0</b>	<b>1,719</b>	<b>0.0%</b>	<b>3,997</b>	<b>-57.0%</b>
<b>Advertising &amp; Donations</b>					
Advertising	20,767	24,651	18.7%	12,057	104.5%
Donations	<u>180</u>	<u>300</u>	66.7%	<u>816</u>	-63.2%
	<b>20,947</b>	<b>24,951</b>	<b>19.1%</b>	<b>12,873</b>	<b>93.8%</b>
<b>Conventions &amp; Annual Meeting</b>					
Non-OMIA Conferences	0	0	0.0%	756	-100.0%
OMIA Conferences	<u>0</u>	<u>0</u>	0.0%	<u>0</u>	0.0%
	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>756</b>	<b>-100.0%</b>
<b>Education</b>					
Education - Staff	2,380	728	-69.4%	5,482	-86.7%
Education - Directors	<u>100</u>	<u>373</u>	272.9%	<u>1,027</u>	-63.7%
	<b>2,480</b>	<b>1,101</b>	<b>-55.6%</b>	<b>6,509</b>	<b>-83.1%</b>
<b>Depreciation</b>					
Depreciation Expense - Building & Equipment	<u>58,132</u>	<u>42,040</u>	-27.7%	<u>42,211</u>	-0.4%
	<b>58,132</b>	<b>42,040</b>	<b>-27.7%</b>	<b>42,211</b>	<b>-0.4%</b>
<b>Sundry / Other</b>					
Sundry	661	2,025	206.6%	1,422	42.4%
Bad Debts	(45)	254	-666.6%	118	115.0%
Insurance	0	0	0.0%	(12)	-100.0%
Kitchen Expense	<u>1,026</u>	<u>714</u>	-30.4%	<u>1,468</u>	-51.4%
	<b>1,642</b>	<b>2,993</b>	<b>82.3%</b>	<b>2,996</b>	<b>-0.1%</b>

## Income Statement to February 28th

	2021	2022	% off Prior	2022 B	% off Budget
<b>Membership Fees</b>					
Membership Fees	<u>48,675</u>	<u>45,869</u>	-5.8%	<u>47,142</u>	-2.7%
	<b>48,675</b>	<b>45,869</b>	-5.8%	<b>47,142</b>	-2.7%
<b>Government &amp; Regulatory</b>					
Premium Tax	17,974	19,157	6.6%	18,318	4.6%
Facility Association	0	0	0.0%	0	0.0%
RST Income	0	0	0.0%	(125)	-100.0%
Regulatory Assessments	<u>0</u>	<u>1,160</u>	0.0%	<u>0</u>	0.0%
	<b>17,974</b>	<b>20,317</b>	<b>13.0%</b>	<b>18,193</b>	<b>11.7%</b>
<b>Building Expenses</b>					
Real Estate Taxes	21,640	20,862	-3.6%	33,740	-38.2%
Fuel and Light	7,950	7,804	-1.8%	9,710	-19.6%
Janitorial and Cleaning	8,152	6,563	-19.5%	8,089	-18.9%
Repair and Maintenance, Building	<u>4,863</u>	<u>2,841</u>	-41.6%	<u>2,478</u>	14.7%
	<b>42,606</b>	<b>38,070</b>	<b>-10.6%</b>	<b>54,017</b>	<b>-29.5%</b>
<b>Office Expenses</b>					
Postage	12,959	9,808	-24.3%	12,586	-22.1%
Telephone	9,505	9,143	-3.8%	9,791	-6.6%
Printing, Stationary and Office	<u>5,098</u>	<u>5,593</u>	9.7%	<u>10,241</u>	-45.4%
	<b>27,562</b>	<b>24,544</b>	<b>-10.9%</b>	<b>32,618</b>	<b>-24.8%</b>
<b>Technology</b>					
OMIA - Stats - IT Costs	12,087	13,380	10.7%	8,518	57.1%
Insurance System Fees	130,590	140,766	7.8%	128,750	9.3%
IT Contractors	2,441	13,771	464.1%	8,334	65.2%
IT Supplies	1,055	3,472	229.1%	1,666	108.4%
Software and other License Fees	0	10,786	0.0%	23,334	-53.8%
Depreciation Expense - Computer	<u>0</u>	<u>18,749</u>	0.0%	<u>21,068</u>	-11.0%
	<b>146,174</b>	<b>200,925</b>	<b>37.5%</b>	<b>191,670</b>	<b>4.8%</b>
<b>Risk Analysis &amp; Prevention</b>					
Loss Prevention - Salaries	65,933	72,043	9.3%	67,928	6.1%
Loss Prevention - Benefits	16,470	19,194	16.5%	18,019	6.5%
Purchase (Sales) of Fire Equipment	0	(260)	0.0%	(343)	-24.2%
External Inspection Expense	0	0	0.0%	0	0.0%
Inspection - Education	0	506	0.0%	941	-46.2%
Policy Underwriting Information	4,480	5,921	32.2%	7,454	-20.6%
Inspection - Travel / Expenses	<u>5,785</u>	<u>2,180</u>	-62.3%	<u>11,298</u>	-80.7%
	<b>92,667</b>	<b>99,585</b>	<b>7.5%</b>	<b>105,297</b>	<b>-5.4%</b>
<b>Bank Charges</b>					
Bank Charges	<u>21,143</u>	<u>23,246</u>	9.9%	<u>22,598</u>	2.9%
	<b>21,143</b>	<b>23,246</b>	<b>9.9%</b>	<b>22,598</b>	<b>2.9%</b>
<b>GENERAL EXPENSES</b>	<b><u>\$1,912,253</u></b>	<b><u>\$2,194,144</u></b>	<b>14.7%</b>	<b><u>\$2,085,787</u></b>	<b>5.2%</b>
<b>Underwriting Profit / (Loss)</b>	<b><u>\$1,714,189</u></b>	<b><u>(\$221,288)</u></b>	<b>-112.9%</b>	<b><u>\$1,102,271</u></b>	<b>-120.1%</b>



## *Income Statement to February 28th*

	2021	2022	% off Prior	2022 B	% off Budget
<b>Investment Income</b>					
Investment Interest Earned	111,185	126,116	13.4%	97,167	29.8%
Dividend Income Earned	1,132	955	-15.7%	5,547	-82.8%
Gain or Loss on Sale of Investments	0	(39,240)	0.0%	5,163	-860.0%
Change in Market Value Investments	(531,566)	(1,835,601)	245.3%	21,893	-8484.4%
Loss/Gain on Disposal of Assets	0	0	0.0%	0	0.0%
Portfolio Management Fees	<u>49,522</u>	<u>64,770</u>	30.8%	<u>41,396</u>	56.5%
	<b>(468,771)</b>	<b>(1,812,540)</b>	<b>286.7%</b>	<b>88,375</b>	<b>-2151.0%</b>
 <b>Net Profit / (Loss) before Tax</b>	 <b>\$1,245,418</b>	 <b>(\$2,033,828)</b>	 <b>-263.3%</b>	 <b>\$1,190,646</b>	 <b>-270.8%</b>
 <b>Income Tax Expense</b>					
Income Tax Expense - Current	311,500	(515,000)	-265.3%	297,661	-273.0%
 <b>Net Profit / (Loss)</b>	 <b>\$933,918</b>	 <b>(\$1,518,828)</b>	 <b>-262.6%</b>	 <b>\$892,984</b>	 <b>-270.1%</b>