

HOPE2SLEEP

England & Wales · Charity number 1168089

Details

Status Registered

Legal form CIO

Registered 2016-07-06

Register [View on the Charity Commission register](#)

Contact

Address Hope2Sleep
85 Ings Road
Hull
HU8 0SD

Phone 0300-102-9711

Email info@hope2sleep.co.uk

Website www.hope2sleep.co.uk

Activities

Objects: THE OBJECT OF THE CIO IS:(1) THE ADVANCEMENT OF HEALTH BY RAISING AWARENESS OF SYMPTOMS AND THE TREATMENTS AVAILABLE FOR THOSE SUFFERING FROM SLEEP APNOEA, AND BY PROVIDING SUPPORT AND ADVICE FOR SUFFERERS AND CARERS DURING THE PROCESS OF DIAGNOSIS AND TREATMENT.

Activities: Hope2Sleep raise awareness of Sleep Apnoea and signpost suspected sufferers to receive the medical help they need. We offer ongoing support to people with all forms of Sleep Disordered Breathing and specialise in advice for CPAP and Non-Invasive Ventilator users. We have a local office where people call in for advice and comfort products, and we travel to support group events throughout the UK.

Classification

- **How:** Provides Advocacy/advice/information
- **What:** The Advancement Of Health Or Saving Of Lives
- **Who:** The General Public/mankind

Geography

- Australia
- Ireland
- Northern Ireland
- Scotland
- United States
- Throughout England And Wales

Finances

Period end	Income	Expenditure	Assets	Employees
2024-12-31	£683,855	£696,668	£180,366	4
2023-12-31	£594,236	£571,158	£193,179	4
2022-12-31	£566,093	£557,279	£170,101	4
2021-12-31	£473,382	£430,294	-	-
2020-12-31	£449,920	£389,646	-	-

Trustees

Name	Role	Appointed
Samantha Backway	Chair	2019-01-07
CAROL ANN MURPHY		2016-03-01
KAREN LESLEY DANVILLE		2016-08-01
TIMOTHY PHILIP BROWN		2017-06-26

Accounts

HOPE2SLEEP

UNAUDITED

TRUSTEES' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2024

HOPE2SLEEP

CONTENTS

	Page
Reference and Administrative Details of the Charity, its Trustees and Advisers	1
Trustees' Report	2 - 8
Independent Examiner's Report	9
Statement of Financial Activities	10
Balance Sheet	11
Notes to the Financial Statements	12 - 24

HOPE2SLEEP

REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2024

Trustees C A Murphy, Treasurer
T P Brown, Vice Chair
S Backway, Chair
K Danville

**Charity registered
number** 1168089

Principal office 85 Ings Road
Hull
East Yorkshire
HU8 0SD

Chief executive officer K Hope

Accountants Streets LLP
Chartered Accountants
Halifax House
30 George Street
Hull
HU1 3AJ

HOPE2SLEEP

TRUSTEES' REPORT FOR THE YEAR ENDED 31 DECEMBER 2024

The Trustees present their annual report together with the financial statements of the Charity for the year from 1 January 2024 to 31 December 2024.

Objectives and activities

a. Policies and objectives

The advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea and UARS (Upper Airway Resistance Syndrome) and all forms of Sleep Disordered Breathing, by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

In setting objectives and planning for activities, the Trustees have given due consideration to general guidance published by the Charity Commission relating to public benefit, including the guidance 'Public benefit: running a charity (PB2)'.

b. Strategies for achieving objectives

The trustees are aware of the Charity Commission guidance on public benefit and are confident that all activities meet this guidance.

c. Activities undertaken to achieve objectives

- Raising awareness of Sleep Apnoea.
- Support people who suspect they could be sufferers of Sleep Apnoea, UARS and all Sleep Disordered Breathing, including parents/carers.
- Support diagnosed sufferers of Sleep Apnoea and all forms of Sleep Disordered Breathing.
- Supply of sleep comfort products and equipment for CPAP and non-invasive ventilator users via our online and high street shops, and at support and awareness events throughout the UK.
- Providing help and tips to encourage people using all forms of CPAP and non-invasive ventilators, to ensure they remain compliant, resulting in a better quality of life and improved health.
- Working with sleep clinics and manufacturers to help them understand the issues many sufferers go through, so that they can better support their patients.
- Keep up to date with, and partake in, new research and keep patients and clinicians updated of study and research results – plus pass on other related sleep news.
- Assist in helping to make positive changes in the diagnosis and treatment for the benefit of both suspected and diagnosed sufferers, and in this respect we were stakeholders in the most recent updated NICE Guidelines published in 2021.
- Run a diagnostic home sleep study testing service.
- Partners on the UK Power Networks Partnership Vulnerability Forum on behalf of patients needing electricity to power their CPAP, ventilators and oxygen.
- Provide a battery rental service to enable patients to take holidays, travel safely on long-haul flights and enjoy leisure time, despite needing power to run their CPAP and non-invasive ventilators.
- Provide a CPAP Rental Care Package to help diagnosed patients access treatment due to NHS long waiting lists.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2024**

Achievements and performance

a. Main achievements of the Charity

General Anaesthesia Education

Many patients with sleep apnoea face confusion and risks around safe care when needing a general anaesthetic or sedation, especially regarding the importance to resume CPAP immediately post-op, not all clinicians are aware of the correct safe care either. To tackle this, we prioritised education this year. Dr David Dawson, consultant in anaesthesia and sleep medicine, kindly led our well-attended webinar 'General Anaesthetics in Patients with Sleep Apnoea', aimed at both patients and clinicians.

We also invested at considerable cost exhibiting at the 2-day Anaesthesia & Critical Care Show at London's Excel, raising awareness and receiving gratitude from surgical and recovery staff. We distributed and demonstrated CPAP/NIV oxygen entrainment adapters to show how oxygen can be safely delivered alongside CPAP post-op.

This important work is ongoing.

NHS Clinic Waiting Lists

There has only been a slight improvement with clinic waiting lists for both diagnosis and treatment, and many clinics still leave patients untreated for unacceptable long periods after diagnosis - causing distress and worsening existing health issues. This is also a concern amongst clinicians working at the sleep clinics, and we continue to do our best to support patients through this anxious period.

In this respect, we have now set up a CPAP Rental Care Package which includes remote-monitoring patients and full support until the clinics can take over. Many clinics are grateful for our service, but even we have accumulated a waiting list as we only have funds for a specific amount of machines, and this is not a service that generates an income for the charity and it is time-consuming, but a huge relief to patients.

Collaboration with Other Charities

We were pleased to help SATA (Sleep Apnoea Trust) promote their campaign for inviting patients to volunteer in their local sleep clinics, and especially in light of the struggles the over-worked clinics are experiencing. We also wrote a Sleep Guide for the British Polio Fellowship for their Fact Sheets, and particularly highlighted the raised risk of people with PPS (Post-Polio Syndrome) having sleep disordered breathing, for which the symptoms are often blamed on the PPS so the co-existing sleep disorder can remain undiagnosed and untreated.

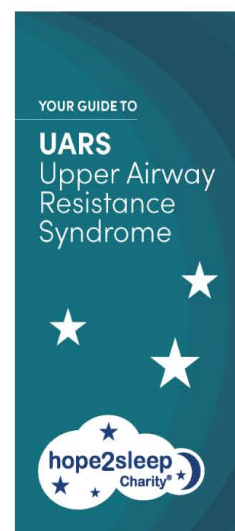
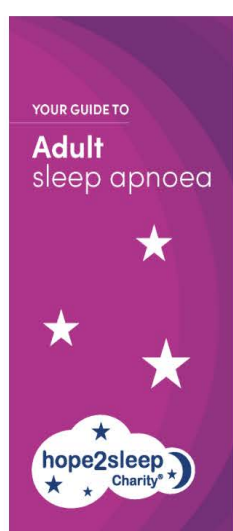
Charity Leaflets & Branding

During the year, we undertook a project to enhance our branding and update our range of information leaflets, including the development of a new clinic poster in response to ongoing requests from healthcare professionals.

We extend our sincere thanks to our Vice-Chair, who led the majority of this work, and to Made By Flawless who generously volunteered their time and professional expertise in the design and production of these materials, which we are very proud of and they are welcomed by sleep clinics and patients alike.

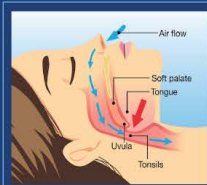
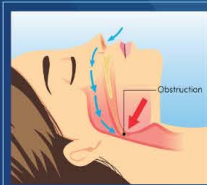
TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2024

Achievements and performance (continued)



Obstructive Sleep Apnoea (OSA)

**Do you regularly snore or pause breathing during sleep?
Do you feel tired or sleepy during the day or lack energy?**

Unobstructed upper airway Obstructed upper airway

With OSA, your airway becomes obstructed, causing snoring, apnoeas and hypopnoeas - along with oxygen desaturations, and increased heart rate and blood pressure.

WARNINGS	SIGNS & SYMPTOMS INCLUDE	DANGERS IF UNTREATED INCLUDE
• Sleep apnoea is a common sleep disorder that is vastly underdiagnosed. • Snoring and/or pauses in breathing should always be investigated. • Sleep apnoea is a serious medical condition when untreated.	• Snoring or noisy breathing • Pauses in breathing • Daytime sleepiness • Memory problems & brain fog • Poor work/school performance • Anxiety & depression • Headaches or migraines • Decreased sex drive or impotence	• Heart attacks & strokes • Atrial fibrillation • High blood pressure • Type 2 diabetes • Alzheimer's & cognitive decline • Anxiety & depression • Driving accidents • Weight gain

PLEASE DO NOT AVOID A DIAGNOSIS OR TREATMENT FOR SLEEP APNOEA!

Comfort products and free support are available from Hope2Sleep, to help you get the safe comfortable sleep you deserve.



Visit, email or telephone our charity support centre for free and confidential advice or information:

Hope2Sleep Charity, 85 Ings Road, Hull, HU8 0SD
www.hope2sleep.co.uk | support@hope2sleep.co.uk | 0300 102 9711 or 01482 374181
 We are open 9:00-17:00, Mon-Fri. A voicemail service is available outside of these hours.

Planning a getaway?

Don't let your CPAP or NIV device hold you back!



Our hassle-free Battery Rental Service is your perfect travel companion. Explore new destinations without the stress of power outages.

Our portable batteries give you the freedom to travel without compromise - we offer all the equipment needed to run your device (including solar panel options).

Book online today!
hope2sleep.co.uk/Battery-Equipment-Hire
 Any questions? Contact batteryrental@hope2sleep.co.uk

 Prices correct at time of printing. April 2024



**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2024**

Achievements and performance (continued)

Awareness, Support Events & Conferences:

'ARTP' 2024 (Association for Respiratory Technology & Physiology) Conference was closer to home this year in Harrogate and it was rewarding to see lots of sleep clinicians picking up our new poster and leaflets to display in their clinics.

Swindon's Sleep Clinic Patient Support Day was a very successful event and is always worth the long travel, seeing so many patients grateful for the opportunity to meet with other patients, see manufacturer and supplier displays, and receive our face-to-face support.

CCHS (Congenital Central Hypoventilation Syndrome) UK Charity held a Patient Support Day near Birmingham and we were delighted to attend to offer our own support – especially to the parents with children using CPAP and non-invasive ventilation.

These are just some of the in-person events we travelled to and we continued to hold and join other educational and awareness events, such as two presentations to Mental Health NHS 'Talking Therapies' due to the fact it is still not well-known how untreated sleep apnoea can cause or exacerbate mental health issues.

Research, Studies and Trials

This continued to be an important part of our work this year and we will be publishing results next year when some of these come to an end after lots of hard work by the researchers and willingness too of patients who are always keen to participate.

Charity Premises

As well as our important charitable work, we always ensure to keep our building in good repair, and this year's challenge was securing funding for a new roof. Key Fund who we have our mortgage with came to our rescue with a small low-cost loan, as preventing any risk of damp was top priority due to the amount of medical products we have at the charity, and we thank them for their fast response to this request.

Our CEO moved into a large upstairs office which was in need of full refurbishment. Our Hull team and some local volunteers all completed this work themselves – often voluntarily and after-hours, on a shoestring and with outstanding results, for which many visitors are impressed! The upstairs renovation has allowed the charity to continue its crucial patient support downstairs whilst still carrying out other important work upstairs simultaneously in the other rooms.

Patient Support

The amount of people we support grows continuously, and bearing in mind for most people that sleep apnoea is a long-term condition needing lifetime support, this will always be the case. We estimate that we're currently supporting around 26,000 patients and our Private Support Group continues to grow daily with a large majority of these patients being members of our busy group. This works very well though as it is a safe place where patients can also help patients for the everyday challenges, and it is a very positive helpful community.

We have patients travel to our charity from all areas of the UK several times a week, as well as local patients calling in for support or to purchase products.

Our charity line is always busy, emails are constant, and we are very proud of our work, and are regularly complimented on our service by grateful patients. However, whilst the Hull staff and volunteers work so hard directly with patients, we never fail to recognise and be grateful for the passion and commitment of our whole board of trustees and volunteers, as we could not provide this important work without them, in improving lives, health and well-being!

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2024**

Financial review

a. Going concern

After making appropriate enquiries, the Trustees have a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the accounting policies.

b. Reserves policy

In accordance with the guidelines issued by the Charity Commission, the Trustees have adopted a policy to ensure the Charity is able to meet all current and expected liabilities. The Trustees review the reserves annually and consider whether the current level held by the charity is sufficient for its continued operation. The Trustees' intention is for the funds of the charity to be used on aiding sufferers of Sleep Apnoea and any other sleep disordered breathing.

The total reserves of the charity on 31 December 2024 amounted to £180,366 (2023: £193,179), of which £179,033 (2023: £191,579) were unrestricted and £1,333 were restricted (2023: £1,600). Much of the charity's unrestricted funds consist of liquid assets with the remainder comprising fixed assets of £178,801 (2023: £167,543).

Income and expenditure have both risen at a commensurate rate in recent years due to the growth of the charity. However, the charity continues to see a positive net movement in funds each year and holds enough reserves in liquid form to be able to pay off any and all short term debts, whilst also continuing to provide aid to those with sleep disordered breathing problems, therefore showing no liquidity issues.

c. Principal risks and uncertainties

The CIO is mindful of risks regarding the health of the people they support and do not attempt to give medical advice, and always signpost patients to receive the professional help they require. However, the advice and support they give for the comfort issues with patients on CPAP and non-invasive ventilation does help patients comply with their therapy which has a positive effect on their overall health.

Due to the rapid rate at which the CIO continues to grow, the Trustees are very mindful that the staff and volunteers also need to grow in proportion, as the current staff are often stretched to capacity. We hope to address this in 2025.

The majority of our funding comes from product sales, and in this respect we are aware we also need to acquire more external funding/grants, despite the fact that we are so grateful at the amount of donations that continue to be given to us from those we support – even during this cost of living crisis we are all in.

d. Principal funding

Income received by the charity is from 3 main income streams, being product sales, donations and grants.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2024**

Structure, governance and management

a. Constitution

The principal object of the charity is to provide advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

Hope2Sleep is a registered charity, number 1168089, governed by a CIO Foundation dated 01 March 2016.

b. Methods of appointment or election of Trustees

The management of the charity is the responsibility of the Trustees who are elected and co-opted under the terms of the CIO - Foundation dated 01 March 2016.

c. Organisational structure and decision-making policies

The charity is governed by the Trustees, who determine strategic direction and policy. The Board meets every 1-2 months. The day to day running of the charity is carried out by the Trustees and CEO and decision making is agreed at the regular Trustee Meetings.

d. Related party relationships

The Trustees all give freely their time and expertise without any form of remuneration or other benefit in cash or kind. Trustee expenses are refunded for travel, accommodation and out-of-pocket expenses when carrying out charity work, in accordance with Charity Commission's guidelines.

e. Financial risk management

The Trustees have assessed the major risks to which the Charity is exposed, in particular those related to the operations and finances of the Charity, and are satisfied that systems and procedures are in place to mitigate exposure to the major risks.

f. Principal activities

- Raise awareness of Sleep Apnoea and support suspected people through to diagnosis and treatment.
- Support patients, parents and carers for all forms of Sleep Disordered Breathing
- Source, test, manufacture and supply comfort products to enable patients to sleep comfortably in a CPAP or non-invasive ventilator mask.
- Participate in research/studies and testing of new therapies and/or therapy accessories.

Plans for future periods

The charity intends to continue meeting charity objectives into the future by continuing this year's activities as described in the trustees report above.

TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2024

Statement of Trustees' responsibilities

The Trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in England & Wales requires the Trustees to prepare financial statements for each financial period which give a true and fair view of the state of affairs of the Charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the Charity's transactions and disclose with reasonable accuracy at any time the financial position of the Charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the CIO - Foundation. They are also responsible for safeguarding the assets of the Charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the members of the board of Trustees and signed on their behalf by:



.....
S Backway
(Chair of Trustees)

Date: 14th September 2025

HOPE2SLEEP

INDEPENDENT EXAMINER'S REPORT FOR THE YEAR ENDED 31 DECEMBER 2024

Independent Examiner's Report to the Trustees of hope2sleep ('the Charity')

I report to the charity Trustees on my examination of the accounts of the Charity for the year ended 31 December 2024.

Responsibilities and Basis of Report

As the Trustees of the Charity you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the 2011 Act').

I report in respect of my examination of the Charity's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the Charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales, which is one of the listed bodies.

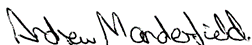
Your attention is drawn to the fact that the Charity has prepared the accounts in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) in preference to the Accounting and Reporting by Charities: Statement of Recommended Practice issued on 1 April 2005 which is referred to in the extant regulations but has been withdrawn.

I understand that this has been done in order for the accounts to provide a true and fair view in accordance with the Generally Accepted Accounting Practice effective for reporting periods beginning on or after 1 January 2015.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the Charity as required by section 130 of the 2011 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Signed: 

Dated: 18th September 2025

Andrew Manderfield FCA

Streets LLP, Halifax House, 30 George Street, Hull, HU1 3AJ

HOPE2SLEEP

**STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 DECEMBER 2024**

	Note	Unrestricted funds 2024 £	Restricted funds 2024 £	Total funds 2024 £	Total funds 2023 £
Income from:					
Donations and legacies	3	15,395	-	15,395	26,017
Charitable activities	4	668,460	-	668,460	568,219
Total income		683,855	-	683,855	594,236
Expenditure on:					
Charitable activities		696,401	267	696,668	571,158
Total expenditure		696,401	267	696,668	571,158
Net movement in funds		(12,546)	(267)	(12,813)	23,078
Reconciliation of funds:					
Total funds brought forward		191,579	1,600	193,179	170,101
Net movement in funds		(12,546)	(267)	(12,813)	23,078
Total funds carried forward		179,033	1,333	180,366	193,179

The Statement of Financial Activities includes all gains and losses recognised in the year.

The notes on pages 12 to 24 form part of these financial statements.

HOPE2SLEEP

**BALANCE SHEET
AS AT 31 DECEMBER 2024**

	Note	2024 £	2023 £
Fixed assets			
Tangible assets	8	178,801	167,543
		178,801	167,543
Current assets			
Stocks	9	100,761	104,538
Debtors	10	40,357	25,972
Cash at bank and in hand		32,133	24,212
		173,251	154,722
Creditors: amounts falling due within one year	11	(95,645)	(45,326)
Net current assets		77,606	109,396
Total assets less current liabilities		256,407	276,939
Creditors: amounts falling due after more than one year	12	(76,041)	(83,760)
Net assets excluding pension asset		180,366	193,179
Total net assets		180,366	193,179
Charity funds			
Restricted funds	13	1,333	1,600
Unrestricted funds	13	179,033	191,579
Total funds		180,366	193,179

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:



S Backway
(Chair of Trustees)

Date: 14th September 2025

The notes on pages 12 to 24 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

1. General information

As set out in the Trustees' report, Hope2Sleep CIO is a registered charity in England & Wales. The principal office of the charity is 85 Ings Road, Hull, East Yorkshire, HU8 0SD.

The principal objective of the charity is the advancement of health by raising awareness of symptoms and the treatments available for those suffering from sleep apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

The financial statements are prepared in sterling, which is the functional currency of the entity.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

The financial statements have been prepared to give a 'true and fair' view and have departed from the Charities (Accounts and Reports) Regulations 2008 only to the extent required to provide a 'true and fair' view. This departure has involved following the Charities SORP (FRS 102) published on 16 July 2014 rather than the Accounting and Reporting by Charities: Statement of Recommended Practice effective from 1 April 2005 which has since been withdrawn.

Hope2Sleep meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

2.2 Income

All income is recognised once the Charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Grants are included in the Statement of Financial Activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the Balance Sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

2. Accounting policies (continued)

2.3 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the Charity's objectives, as well as any associated support costs.

All expenditure is inclusive of irrecoverable VAT.

2.4 Tangible fixed assets and depreciation

Tangible fixed assets costing £75 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives.

Depreciation is provided on the following bases:

Freehold property	- Straight-line over 50 years
Fixtures and fittings	- Straight-line over 5 years
Office equipment	- Straight-line over 5 years

2.5 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks.

2.6 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

2.7 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

2. Accounting policies (continued)

2.8 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Liabilities are recognised at the amount that the Charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Statement of Financial Activities as a finance cost.

2.9 Pensions

The Charity operates a defined contribution pension scheme and the pension charge represents the amounts payable by the Charity to the fund in respect of the year.

2.10 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the Charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2024

3. Income from donations and legacies

	Unrestricted funds 2024 £	Total funds 2024 £	<i>Total funds 2023 £</i>
Donations	10,795	10,795	24,017
Grants	4,600	4,600	2,000
	<u>15,395</u>	<u>15,395</u>	<u>26,017</u>

4. Income from charitable activities

	Unrestricted funds 2024 £	Total funds 2024 £	<i>Total funds 2023 £</i>
Product sales	668,460	668,460	568,219
	<u>668,460</u>	<u>668,460</u>	<u>568,219</u>

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

5. Analysis of expenditure by activities

	Activities undertaken directly 2024 £	Support costs 2024 £	Total funds 2024 £	<i>Total funds 2023 £</i>
Support for sufferers of Sleep Apnoea and related disorders	408,102	288,566	696,668	571,158
<i>Total 2023</i>	329,178	241,980	571,158	

Analysis of direct costs

	Total funds 2024 £	<i>Total funds 2023 £</i>
Product purchases	334,917	274,634
Postage & packaging	61,756	46,700
Sewing services	2,469	1,608
Diagnostic Sleep Study	8,960	6,236
	408,102	329,178

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024

5. Analysis of expenditure by activities (continued)

Analysis of support costs

	Total funds 2024 £	<i>Total funds 2023 £</i>
Staff costs	184,648	160,247
Depreciation	17,072	15,522
Advertising	2,361	845
Stationery & printing	1,094	3,189
Website	2,517	1,590
Telephone & computer costs	10,722	9,280
Bank charges	20,431	19,410
Sundry	3,542	2,914
Travel	5,841	4,683
Insurance	2,553	2,369
Accountancy	2,250	2,380
Repairs	23,571	5,926
Utilities	5,258	5,264
Subsistence	1,362	851
Promotional events	5,420	5,266
Rent & rates	(427)	1,974
Health & safety	351	270
	288,566	241,980

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2024

6. Staff costs

	2024 £	2023 £
Wages and salaries	167,635	146,311
Social security costs	13,113	10,521
Contribution to defined contribution pension schemes	3,900	3,415
	<u>184,648</u>	<u>160,247</u>

The average number of persons employed by the Charity during the year was as follows:

2024 No.	2023 No.
<u>4</u>	<u>4</u>

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was:

	2024 No.	2023 No.
In the band £60,001 - £70,000	1	-

The key management personnel of the charity comprise the Trustees and the Chief Executive Officer. Wages and salaries paid to key management personnel (including employers pension contributions but excluding employer's national insurance contribution) totalled £63,712 (2022: £54,172).

7. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2023 - £NIL).

During the year ended 31 December 2024, travel expenses totalling £1,127 were reimbursed or paid directly to 2 Trustees (2023 - £2,682 to 4 Trustees).

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024

8. Tangible fixed assets

	Freehold property £	Fixtures and fittings £	Office equipment £	Total £
Cost or valuation				
At 1 January 2024	138,000	10,398	68,993	217,391
Additions	-	1,328	27,002	28,330
At 31 December 2024	138,000	11,726	95,995	245,721
Depreciation				
At 1 January 2024	2,760	8,324	38,764	49,848
Charge for the year	2,760	932	13,380	17,072
At 31 December 2024	5,520	9,256	52,144	66,920
Net book value				
At 31 December 2024	132,480	2,470	43,851	178,801
At 31 December 2023	135,240	2,074	30,229	167,543

9. Stocks

	2024 £	2023 £
Finished goods and goods for resale	100,761	104,538

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

10. Debtors

	2024	2023
	£	£
Due within one year		
Trade debtors	6,876	1,359
Other debtors	13,749	4,831
Prepayments	19,732	19,782
	40,357	25,972

11. Creditors: Amounts falling due within one year

	2024	2023
	£	£
Bank loans	7,719	6,849
Trade creditors	40,586	20,292
Other taxation and social security	4,656	4,607
Other creditors	15,626	250
Accruals & deferred income	27,058	13,328
	95,645	45,326

	2024	2023
	£	£
Deferred income at 1 January 2024	7,518	-
Resources deferred during the year	10,581	7,518
	18,099	7,518

Deferred income carried forward relates to sleep screening and battery hire income received in advance.

12. Creditors: Amounts falling due after more than one year

	2024	2023
	£	£
Bank loans	76,041	83,760

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024

13. Statement of funds

Statement of funds - current year

	Balance at 1 January 2024 £	Income £	Expenditure £	Balance at 31 December 2024 £
Unrestricted funds				
General Funds	191,579	683,855	(696,401)	179,033
Restricted funds				
Hospital Saturday Fund	1,600	-	(267)	1,333
Total of funds	193,179	683,855	(696,668)	180,366

General funds:

The general funds held are used to finance the daily operations of the charity.

Restricted funds:

Hospital Saturday Fund

In 2022 a grant was received from Hospital Saturday Fund to be used for providing a free sleep study for potential sleep apnea sufferers.

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

13. Statement of funds (continued)

Statement of funds - prior year

	<i>Balance at 1 January 2023 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Transfers in/out £</i>	<i>Balance at 31 December 2023 £</i>
Unrestricted funds					
General Funds	165,756	594,236	(570,891)	2,478	191,579

	<i>Balance at 1 January 2023 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Transfers in/out £</i>	<i>Balance at 31 December 2023 £</i>
Restricted funds					
Covid-19 Support	2,478	-	-	(2,478)	-
Hospital Saturday Fund	1,867	-	(267)	-	1,600
	<u>4,345</u>	<u>-</u>	<u>(267)</u>	<u>(2,478)</u>	<u>1,600</u>

Total of funds	<u>170,101</u>	<u>594,236</u>	<u>(571,158)</u>	<u>-</u>	<u>193,179</u>
-----------------------	----------------	----------------	------------------	----------	----------------

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024

14. Summary of funds

Summary of funds - current year

	Balance at 1 January 2024 £	Income £	Expenditure £	Balance at 31 December 2024 £
General funds	191,579	683,855	(696,401)	179,033
Restricted funds	1,600	-	(267)	1,333
	<u>193,179</u>	<u>683,855</u>	<u>(696,668)</u>	<u>180,366</u>

Summary of funds - prior year

	Balance at 1 January 2023 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 December 2023 £
General funds	165,756	594,236	(570,891)	2,478	191,579
Restricted funds	4,345	-	(267)	(2,478)	1,600
	<u>170,101</u>	<u>594,236</u>	<u>(571,158)</u>	<u>-</u>	<u>193,179</u>

15. Analysis of net assets between funds

Analysis of net assets between funds - current period

	Unrestricted funds 2024 £	Restricted funds 2024 £	Total funds 2024 £
Tangible fixed assets	178,801	-	178,801
Current assets	171,918	1,333	173,251
Creditors due within one year	(95,645)	-	(95,645)
Creditors due in more than one year	(76,041)	-	(76,041)
Total	<u>179,033</u>	<u>1,333</u>	<u>180,366</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2024**

15. Analysis of net assets between funds (continued)

Analysis of net assets between funds - prior period

	<i>Unrestricted funds 2023 £</i>	<i>Restricted funds 2023 £</i>	<i>Total funds 2023 £</i>
Tangible fixed assets	167,543	-	167,543
Current assets	153,122	1,600	154,722
Creditors due within one year	(45,326)	-	(45,326)
Creditors due in more than one year	(83,760)	-	(83,760)
Total	<u>191,579</u>	<u>1,600</u>	<u>193,179</u>

16. Pension commitments

The charity operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund. The pension cost charge represents contributions payable by the charity to the fund and amounted to £3,900 (2023: £3,415). Contributions totalling £nil (2023: £nil) were payable to the fund at the balance sheet date and are included in creditors.

17. Related party transactions

J Hope is the husband of the CEO and an employee of the charity. During the year the total remuneration (including employers pension contributions) paid to J Hope was £35,375 (2023: £31,962).

HOPE2SLEEP

England & Wales - Charity number 1168089

Accounts

HOPE2SLEEP

UNAUDITED

TRUSTEES' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2023

HOPE2SLEEP

CONTENTS

	Page
Reference and Administrative Details of the Charity, its Trustees and Advisers	1
Trustees' Report	2 - 8
Independent Examiner's Report	9
Statement of Financial Activities	10
Balance Sheet	11
Notes to the Financial Statements	12 - 24

HOPE2SLEEP

REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2023

Trustees	C A Murphy T P Brown, Vice Chair S Backway, Chair K Danville, Treasurer
Charity registered number	1168089
Principal office	85 Ings Road Hull East Yorkshire HU8 0SD
Chief executive officer	K Hope
Accountants	Streets LLP Chartered Accountants Halifax House 30 George Street Hull HU1 3AJ

**TRUSTEES' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2023**

The Trustees present their annual report together with the financial statements of the Charity for the year 1 January 2023 to 31 December 2023.

Objectives and activities

a. Policies and objectives

The advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea and UARS (Upper Airways Resistance Syndrome) and all forms of Sleep Disordered Breathing, by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

In setting objectives and planning for activities, the Trustees have given due consideration to general guidance published by the Charity Commission relating to public benefit, including the guidance 'Public benefit: running a charity (PB2)'.

b. Strategies for achieving objectives

The trustees are aware of the Charity Commission guidance on public benefit and are confident that all activities meet this guidance.

c. Activities undertaken to achieve objectives

- Raising awareness of Sleep Apnoea.
- Support people who suspect they could be sufferers of Sleep Apnoea, UARS and all Sleep Disordered Breathing, including parents/carers.
- Support diagnosed sufferers of Sleep Apnoea and all forms of Sleep Disordered Breathing.
- Supply of sleep comfort products and equipment for CPAP and non-invasive ventilator users via our online and high street shops, and at support and awareness events throughout the UK.
- Providing help and tips to encourage people using all forms of CPAP and Non invasive ventilators, to ensure they remain compliant, resulting in a better quality of life and improved health.
- Working with sleep clinics and manufacturers to help them understand the issues many sufferers go through, so that they can better support their patients.
- Keep up to date with, and partake in, new research and keep patients and clinicians updated of study and research results – plus pass on other related sleep news.
- Assist in helping to make positive changes in the diagnosis and treatment for the benefit of both suspected and diagnosed sufferers, and in this respect we were stakeholders in the most recent updated NICE Guidelines published in 2021.
- Run a diagnostic home sleep study testing service.
- Partners on the UK Power Networks Partnership Vulnerability Forum on behalf of patients needing electricity to power their CPAP, ventilators and oxygen.
- Provide a battery rental service to enable patients to take holidays, travel safely on long-haul flights and enjoy leisure time, despite needing power to run their CPAP and non-invasive ventilators.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2023**

Achievements and performance

At the beginning of 2023 we were able to start renovations on the new space upstairs which is still an ongoing project. In this respect we were very grateful for the £2,000 grant given to us quickly for urgent guttering repairs to prevent further wall damage from the 'Sir James Reckitt Charity.' We are also immensely grateful to those we support who, despite the cost of living crisis, still kindly gave us extra donations in the sum of approximately £10,000 for our charitable work.

Philips Respironics began the year announcing a CPAP and ventilator Field Safety Notice regarding their masks containing magnets, and Resmed followed with the same Field Safety Notice towards the end of the year for all their masks with magnetic fastenings. This concerned patients who have the contraindicated pacemakers and other medical implants that interact with magnets, and we relayed this important information to the patients and advised them to contact their clinics, along with trying to advise patients of alternative suitable masks. There were also a lot of shortages of Philips Respironics' masks during most of 2023, which brought extra challenges. This situation also meant a lot more patients travelled to our charity premises in Hull from all areas of the UK for our free mask fitting service.

The worldwide CPAP shortage improved gradually throughout the year, but waiting lists did not at a lot of the sleep clinics, causing frustration to patients and clinics alike. Waiting lists cause extreme anxiety amongst patients who suspect they're living with untreated Sleep Apnoea, and even more so when patients are diagnosed and told there's a long wait for treatment! Lots of time was needed spending on supporting patients through this anxious period and put extra pressure on our own sleep apnoea diagnostic service. We also introduced a free remote telemonitoring service for CPAP machines we supply so that patients can be supported with their therapy, and many clinics are finding this service helpful, as even though they can't always supply patients with CPAP machines in a timely manner, we are able to share efficacy CPAP therapy reports with the clinics to help them care for their patients until they are able to supply them with the equipment.

Online events continued and one of these involved us giving a presentation to the ONS (Office for National Statistics) Men's Network. At the end of this presentation a quick poll was shared, and out of all the attendees it was discovered that 47% of the men started to suspect they may be suffering from Obstructive Sleep Apnoea as a result of our presentation, and intended to visit their GP!

We also held a very informative webinar about the mostly unknown link between patients with Obstructive Sleep Apnoea (OSA) and eye conditions such as Floppy Eyelid Syndrome, Glaucoma and Papilloedema, as well as other eye problems like Cataracts. Mr Sid Goel, Consultant Ophthalmic Surgeon at the Eye Correction Centre and in the NHS kindly gave us his time to present this education.

We were able to travel to more face-to-face events this year after a difficult few years due to the pandemic. We attended a Patient Support Event at the Great Western Hospital in Swindon, The ARTP (The Association for Respiratory Technology & Physiology) Conference in Brighton and the BSS (British Sleep Society) Conference in Leeds (both the latter being to promote the work our charity do for diagnosed NHS patients), as many sleep clinicians from lots of UK sleep clinics attend these conferences. We joined with a local Menopause Charity and MP, Emma Hardy, to raise awareness of Sleep Apnoea which is very common during menopause.

A new event we attended this year was the 2-day Respiratory Professional Care event at NEC Birmingham where our aim was to raise awareness of Sleep Apnoea and also promote our charitable work. The event, although expensive, was a huge success, as lots of GP's attending and other NHS clinicians were so interested in learning more about Sleep Apnoea and how common the condition is, that we ran out of leaflets on day 2!

Our heartfelt thanks goes to Menzie's Distribution who extended their support to us as a charity partner again for 2023, and not only did they kindly donate £1,500 to us from their own charity events, but they also offered to transport our exhibition display to most of the above events around the UK which was an enormous financial help to us.

HOPE2SLEEP

TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2023

Achievements and performance (continued)



Thank you Menzies Distribution for the £1,500 Donation and for your kindness in continuing your support as a charity partner in 2023



DROWSINESS CAN IMPAIR SAFE DRIVING - EVEN IF THE DRIVER DOES NOT FALL ASLEEP

Ensuring we are well rested and getting enough quality sleep is really important to keep ourselves, our colleagues and the communities we work in safe.

A MESSAGE FROM OUR CHARITY PARTNER: HOPE2SLEEP

I wanted to take the opportunity to share a message from the Founder & CEO of our charity partner, Hope2Sleep.

"We are delighted that Menzies is supporting our Hope2Sleep charity for a further year as a charity partner and grateful for the £1500 donation we have recently received. This will help our awareness campaigns and support the charity."



The reason we 'tirelessly' raise awareness of sleep apnoea, not just on 'World Sleep Day', but on the other 364 days of the year is because obstructive sleep apnoea affects at least 8 million people in the UK alone. Most still remain undiagnosed, yet it is so often the root cause of many other medical conditions and exacerbates others such as heart attacks, strokes, driving accidents, anxiety, depression, diabetes, high blood pressure, hypothyroidism etc.

Diagnosing and treating sleep apnoea will not just stop the snoring and help improve the daytime sleepiness, but protects people from further damage to their physical and mental health, so please 'Don't Ignore the Snore' and seek help now in case the noisy warning signal is your body trying to alert you to the common treatable condition of sleep apnoea.

You are welcome to contact us at the charity for any support or advice you need at www.hope2sleep.co.uk

Kath Hope, Founder & CEO, Hope2Sleep



TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2023

Achievements and performance (continued)

We continued to participate in trials and research acting as the PPI (Patient and Public Involvement) Organisation, and one of these trials which started in 2018, but had long hold-ups due to the COVID pandemic, was the TESLA Trial for providing Transcutaneous Non-invasive Electrical Stimulation as an alternative therapy for OSA (Obstructive Sleep Apnoea). Finally, in August 2023 the trial results were published and it was a very rewarding experience to be part of such a professional and committed team of researchers conducted jointly by King's College London and Guy's and St Thomas' Hospital, led by Dr Ratneswaran and Professor Steier on behalf of the TESLA investigator group. The study can be found at The Lancet [https://www.thelancet.com/journals/eclinm/article/PIIS2589-5370\(23\)00289-4/fulltext](https://www.thelancet.com/journals/eclinm/article/PIIS2589-5370(23)00289-4/fulltext)

**TESLA Trial Results Published showing promising results
for treating Obstructive Sleep Apnoea (OSA) with
Transcutaneous Non-invasive Electrical Stimulation**

eClinicalMedicine

Part of THE LANCET *Discovery Science*

Available online 3 August 2023, 102112

Articles

Domiciliary transcutaneous electrical stimulation in patients with obstructive sleep apnoea and limited adherence to continuous positive airway pressure therapy: a single-centre, open-label, randomised, controlled phase III trial

Deeban Ratneswaran^{a b}, Michael Cheng^{a b}, Ebrahim Nasser^a, Rajiv Madula^b,
Martino Pengo^{b c}, Kath Hope^{b d}, Esther I. Schwarz^{b e}, Yuanming Luo^{a f},
Georgios Kaltsakas^{a b}, Michael I. Polkey^g, John Moxham^a, Joerg Steier^{a b}

The amount of people we support continues to grow week by week and it was estimated in 2023 we were currently supporting around 23,000 patients and we welcomed a new valued full time member of staff to our team, Sue Fox, who brought to us 45 years' worth of experience in administration and finance, having left her previous job of 35 years to join our passionate hard-working team.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2023**

Achievements and performance (continued)

We may be a small staff team supporting a huge amount of people and running a large e-commerce website and physical store which provides the main source of funding the charity. However, if it was not for our passionate trustees and volunteers this would not be possible, and we never forget to give them all continuous thanks for their commitment too, as the work we do is so important to save and improve lives, health and well-being!

Financial review

a. Going concern

After making appropriate enquiries, the Trustees have a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the accounting policies.

b. Reserves policy

In accordance with the guidelines issued by the Charity Commission, the Trustees have adopted a policy to ensure the Charity is able to meet all current and expected liabilities. The Trustees review the reserves annually and consider whether the current level held by the charity is sufficient for its continued operation. The Trustees' intention is for the funds of the charity to be used on aiding sufferers of Sleep Apnoea and any other sleep disordered breathing.

The total reserves of the charity on 31 December 2023 amounted to £193,179 (2022: £170,101), of which £191,579 (2022: £165,756) were unrestricted and £1,600 were restricted (2022: £4,345). Much of the charity's unrestricted funds consist of liquid assets with the remainder comprising fixed assets of £167,543 (2022: £178,322).

Income and expenditure have both risen at a commensurate rate in recent years due to the growth of the charity. However, the charity continues to see a positive net movement in funds each year and holds enough reserves in liquid form to be able to pay off any and all short term debts, whilst also continuing to provide aid to those with sleep disordered breathing problems, therefore showing no liquidity issues.

c. Principal risks and uncertainties

The charity is mindful of risks regarding the health of the people they support and do not attempt to give medical advice, and always signpost patients to receive the professional help they require. However, the advice and support they give for the comfort issues with patients on CPAP and non invasive ventilation does help patients comply with their therapy which has a positive effect on their overall health.

Due to the rapid rate at which the charity is still growing, the Trustees are aware that the staff and volunteers also needs to grow in proportion, as the current staff are often stretched to capacity. We hope to address this in 2024/25.

The majority of our funding comes from product sales, and in this respect we are aware we also need to acquire more external funding/grants, despite the fact that we are so grateful at the amount of donations that continue to be given to us from those we support – even during this cost of living crisis we are all in.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2023**

d. Principal funding

Income received by the charity is from 3 main income streams, being product sales, donations and grants.

Structure, governance and management

a. Constitution

The principal object of the charity is to provide advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

Hope2Sleep is a registered charity, number 1168089, governed by a CIO - Foundation dated 01 March 2016.

b. Methods of appointment or election of Trustees

The management of the charity is the responsibility of the Trustees who are elected and co opted under the terms of the CIO - Foundation dated 01 March 2016.

c. Organisational structure and decision-making policies

The charity is governed by the Trustees, who determine strategic direction and policy. The Board meets every 1-2 months. The day to day running of the charity is carried out by the Trustees and CEO and decision making is agreed at the regular Trustee Meetings.

d. Related party relationships

The Trustees all give freely their time and expertise without any form of remuneration or other benefit in cash or kind. Trustee expenses are refunded for travel, accommodation and out-of-pocket expenses when carrying out charity work, in accordance with Charity Commission's guidelines.

e. Financial risk management

The Trustees have assessed the major risks to which the Charity is exposed, in particular those related to the operations and finances of the Charity, and are satisfied that systems and procedures are in place to mitigate exposure to the major risks.

f. Principal activities

- Raise awareness of Sleep Apnoea and support suspected people through to diagnosis and treatment.
- Support patients, parents and carers for all forms of Sleep Disordered Breathing
- Source, test, manufacture and supply comfort products to enable patients to sleep comfortably in a CPAP or non-invasive ventilator mask.
- Participate in research/studies and testing of new therapies and/or therapy accessories.

TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2023

Plans for future periods

The charity intends to continue meeting charity objectives into the future by continuing this year's activities as described in the trustees report above.

Statement of Trustees' responsibilities

The Trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in England & Wales requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the Charity's transactions and disclose with reasonable accuracy at any time the financial position of the Charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the CIO - Foundation. They are also responsible for safeguarding the assets of the Charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the members of the board of Trustees and signed on their behalf by:



.....
S Backway

Date: 27th September 2024

**INDEPENDENT EXAMINER'S REPORT
FOR THE YEAR ENDED 31 DECEMBER 2023**

Independent Examiner's Report to the Trustees of hope2sleep ('the Charity')

I report to the charity Trustees on my examination of the accounts of the Charity for the year ended 31 December 2023.

Responsibilities and Basis of Report

As the Trustees of the Charity you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the 2011 Act').

I report in respect of my examination of the Charity's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the Charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales, which is one of the listed bodies.

Your attention is drawn to the fact that the Charity has prepared the accounts in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) in preference to the Accounting and Reporting by Charities: Statement of Recommended Practice issued on 1 April 2005 which is referred to in the extant regulations but has been withdrawn.

I understand that this has been done in order for the accounts to provide a true and fair view in accordance with the Generally Accepted Accounting Practice effective for reporting periods beginning on or after 1 January 2015.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the Charity as required by section 130 of the 2011 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Signed:



Dated: 27 September 2024

Andrew Manderfield FCA

Streets LLP, Halifax House, 30 George Street, Hull, HU1 3AJ

HOPE2SLEEP

**STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 DECEMBER 2023**

	Note	Unrestricted funds 2023 £	Restricted funds 2023 £	Total funds 2023 £	<i>Total funds 2022 £</i>
Income from:					
Donations and legacies	3	26,017	-	26,017	12,495
Charitable activities	4	568,219	-	568,219	553,598
Total income		594,236	-	594,236	566,093
Expenditure on:					
Charitable activities		570,891	267	571,158	557,279
Total expenditure		570,891	267	571,158	557,279
Net income/(expenditure)		23,345	(267)	23,078	8,814
Transfers between funds	13	2,478	(2,478)	-	-
Net movement in funds		25,823	(2,745)	23,078	8,814
Reconciliation of funds:					
Total funds brought forward		165,756	4,345	170,101	161,287
Net movement in funds		25,823	(2,745)	23,078	8,814
Total funds carried forward		191,579	1,600	193,179	170,101

The Statement of Financial Activities includes all gains and losses recognised in the year.

The notes on pages 12 to 24 form part of these financial statements.

HOPE2SLEEP

**BALANCE SHEET
AS AT 31 DECEMBER 2023**

	Note	2023 £	2022 £
Fixed assets			
Tangible assets	8	167,543	178,322
		<u>167,543</u>	<u>178,322</u>
Current assets			
Stocks	9	104,538	99,840
Debtors	10	25,972	34,592
Cash at bank and in hand		24,212	14,718
		<u>154,722</u>	<u>149,150</u>
Creditors: amounts falling due within one year	11	(45,326)	(66,762)
Net current assets		<u>109,396</u>	<u>82,388</u>
Total assets less current liabilities		<u>276,939</u>	<u>260,710</u>
Creditors: amounts falling due after more than one year	12	(83,760)	(90,609)
Net assets excluding pension asset		<u>193,179</u>	<u>170,101</u>
Total net assets		<u><u>193,179</u></u>	<u><u>170,101</u></u>
Charity funds			
Restricted funds	13	1,600	4,345
Unrestricted funds	13	191,579	165,756
Total funds		<u><u>193,179</u></u>	<u><u>170,101</u></u>

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:



.....
S Backway

Date: 27th September 2024

The notes on pages 12 to 24 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

1. General information

As set out in the Trustee's report, Hope2Sleep CIO is a registered charity in England & Wales. The principal office of the charity is 85 Ings Road, Hull, East Yorkshire, HU8 0SD.

The principle objective of the charity is the advancement of health by raising awareness of symptoms and the treatments available for those suffering from sleep apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

The financial statements are prepared in sterling, which is the functional currency of the entity.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

The financial statements have been prepared to give a 'true and fair' view and have departed from the Charities (Accounts and Reports) Regulations 2008 only to the extent required to provide a 'true and fair' view. This departure has involved following the Charities SORP (FRS 102) published on 16 July 2014 rather than the Accounting and Reporting by Charities: Statement of Recommended Practice effective from 1 April 2005 which has since been withdrawn.

Hope2Sleep meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

2.2 Income

All income is recognised once the Charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Grants are included in the Statement of Financial Activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the Balance Sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

2. Accounting policies (continued)

2.3 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the Charity's objectives, as well as any associated support costs.

All expenditure is inclusive of irrecoverable VAT.

2.4 Tangible fixed assets and depreciation

Tangible fixed assets costing £75 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, .

Depreciation is provided on the following bases:

Freehold property	- Straight-line over 50 years
Fixtures and fittings	- Straight-line over 5 years
Office equipment	- Straight-line over 5 years

2.5 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks.

2.6 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

2.7 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

2. Accounting policies (continued)

2.8 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Liabilities are recognised at the amount that the Charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Statement of Financial Activities as a finance cost.

2.9 Pensions

The Charity operates a defined contribution pension scheme and the pension charge represents the amounts payable by the Charity to the fund in respect of the year.

2.10 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the Charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

3. Income from donations and legacies

	Unrestricted funds 2023 £	Restricted funds 2023 £	Total funds 2023 £	Total funds 2022 £
Donations	24,017	-	24,017	10,495
Grants	2,000	-	2,000	2,000
	<u>26,017</u>	<u>-</u>	<u>26,017</u>	<u>12,495</u>
<i>Total 2022</i>	<u>10,495</u>	<u>2,000</u>	<u>12,495</u>	

4. Income from charitable activities

	Unrestricted funds 2023 £	Total funds 2023 £	Total funds 2022 £
Product sales	568,219	568,219	553,598
	<u>568,219</u>	<u>568,219</u>	<u>553,598</u>

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

5. Analysis of expenditure by activities

	Activities undertaken directly 2023 £	Support costs 2023 £	Total funds 2023 £	<i>Total funds 2022 £</i>
Support for sufferers of Sleep Apnoea and related disorders	329,178	241,980	571,158	557,279
<i>Total 2022</i>	334,392	222,887	557,279	

Analysis of direct costs

	Total funds 2023 £	<i>Total funds 2022 £</i>
Product purchases	274,634	289,469
Postage & packaging	46,700	39,809
Sewing services	1,608	1,194
Diagnostic Sleep Study	6,236	3,920
	329,178	334,392

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023

5. Analysis of expenditure by activities (continued)

Analysis of support costs

	Total funds 2023 £	<i>Total funds 2022 £</i>
Staff costs	160,247	141,146
Depreciation	15,522	10,999
Advertising	845	446
Stationery & printing	3,189	3,633
Website	1,590	679
Telephone, & computer costs	9,280	9,886
Bank charges	19,410	13,446
Sundry	2,914	2,972
Travel	4,683	2,201
Insurance	2,369	1,584
Professional fees	-	2,524
Accountancy	2,380	1,575
Repairs	5,926	23,687
Utilities	5,264	3,582
Subsistence	851	485
Promotional events	5,266	1,898
Rent & rates	1,974	1,853
Health & safety	270	291
	241,980	222,887

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

6. Staff costs

	2023 £	2022 £
Wages and salaries	146,311	129,624
Social security costs	10,521	8,539
Contribution to defined contribution pension schemes	3,415	2,983
	<u>160,247</u>	<u>141,146</u>

The average number of persons employed by the Charity during the year was as follows:

2023 No.	2022 No.
<u>4</u>	<u>4</u>

No employee received remuneration amounting to more than £60,000 in either year.

The key management personnel of the charity comprise the Trustees and the Chief Executive Officer. Wages and salaries paid to key management personnel (including employers pension contributions) totalled £60,713 (2022: £54,172).

7. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2022 - £NIL).

During the year ended 31 December 2023, expenses totalling £2,682 were reimbursed or paid directly to 4 Trustees (2022 - £942 to 2 Trustees).

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

8. Tangible fixed assets

	Freehold property £	Fixtures and fittings £	Office equipment £	Total £
Cost or valuation				
At 1 January 2023	138,000	9,975	64,674	212,649
Additions	-	423	4,319	4,742
At 31 December 2023	138,000	10,398	68,993	217,391
Depreciation				
At 1 January 2023	-	7,472	26,855	34,327
Charge for the year	2,760	852	11,909	15,521
At 31 December 2023	2,760	8,324	38,764	49,848
Net book value				
At 31 December 2023	135,240	2,074	30,229	167,543
At 31 December 2022	138,000	2,503	37,819	178,322

9. Stocks

	2023 £	2022 £
Finished goods and goods for resale	104,538	99,840

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023

10. Debtors

	2023 £	2022 £
Due within one year		
Trade debtors	1,359	17,664
Other debtors	4,831	3,549
Prepayments	19,782	13,379
	<u>25,972</u>	<u>34,592</u>

11. Creditors: Amounts falling due within one year

	2023 £	2022 £
Bank loans	6,849	-
Trade creditors	20,292	50,907
Other taxation and social security	4,607	3,890
Other creditors	250	8,106
Accruals & deferred income	13,328	3,859
	<u>45,326</u>	<u>66,762</u>

	2023 £	2022 £
Resources deferred during the year	<u>7,518</u>	<u>-</u>

12. Creditors: Amounts falling due after more than one year

	2023 £	2022 £
Bank loans	<u>83,760</u>	<u>90,609</u>

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

13. Statement of funds

Statement of funds - current year

	Balance at 1 January 2023 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 December 2023 £
Unrestricted funds					
General Funds	<u>165,756</u>	<u>594,236</u>	<u>(570,891)</u>	<u>2,478</u>	<u>191,579</u>
Restricted funds					
Covid-19 Support	2,478	-	-	(2,478)	-
Hospital Saturday Fund	1,867	-	(267)	-	1,600
	<u>4,345</u>	<u>-</u>	<u>(267)</u>	<u>(2,478)</u>	<u>1,600</u>
Total of funds	<u><u>170,101</u></u>	<u><u>594,236</u></u>	<u><u>(571,158)</u></u>	<u><u>-</u></u>	<u><u>193,179</u></u>

General funds:

The general funds held are used to finance the daily operations of the charity.

Restricted funds:

Covid-19 Support

In 2020 a donation of £5,000 was received from a member of the public to be used specifically for COVID-19 support. Due to difficulty spending the money on alleviating COVID-19 suffering permission was given by the donor in 2023 to move this balance from restricted to unrestricted.

Sleep Apnoea Support

In 2022 a grant was received from Hospital Saturday Fund to be used for providing a free sleep study for potential sleep apnea sufferers.

HOPE2SLEEP

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

13. Statement of funds (continued)

Statement of funds - prior year

	<i>Balance at 1 January 2022 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2022 £</i>
Unrestricted funds				
General Funds	157,934	564,093	(556,271)	165,756
	<i>Balance at 1 January 2022 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2022 £</i>
Restricted funds				
Covid-19 Support	3,353	2,000	(1,008)	4,345
Total of funds	161,287	566,093	(557,279)	170,101

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023

14. Summary of funds

Summary of funds - current year

	Balance at 1 January 2023 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 December 2023 £
General funds	165,756	594,236	(570,891)	2,478	191,579
Restricted funds	4,345	-	(267)	(2,478)	1,600
	<u>170,101</u>	<u>594,236</u>	<u>(571,158)</u>	<u>-</u>	<u>193,179</u>

Summary of funds - prior year

	Balance at 1 January 2022 £	Income £	Expenditure £	Balance at 31 December 2022 £
General funds	157,934	564,093	(556,271)	165,756
Restricted funds	3,353	2,000	(1,008)	4,345
	<u>161,287</u>	<u>566,093</u>	<u>(557,279)</u>	<u>170,101</u>

15. Analysis of net assets between funds

Analysis of net assets between funds - current year

	Unrestricted funds 2023 £	Restricted funds 2023 £	Total funds 2023 £
Tangible fixed assets	167,543	-	167,543
Current assets	153,122	1,600	154,722
Creditors due within one year	(45,326)	-	(45,326)
Creditors due in more than one year	(83,760)	-	(83,760)
Total	<u>191,579</u>	<u>1,600</u>	<u>193,179</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2023**

15. Analysis of net assets between funds (continued)**Analysis of net assets between funds - prior year**

	<i>Unrestricted funds 2022 £</i>	<i>Restricted funds 2022 £</i>	<i>Total funds 2022 £</i>
Tangible fixed assets	178,322	-	178,322
Current assets	149,150	-	149,150
Creditors due within one year	(66,762)	-	(66,762)
Creditors due in more than one year	(90,609)	-	(90,609)
Total	<u>170,101</u>	<u>-</u>	<u>170,101</u>

16. Pension commitments

The charity operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund. The pension cost charge represents contributions payable by the charity to the fund and amounted to £3,415 (2022: £2,983). Contributions totalling £nil (2022: £nil) were payable to the fund at the balance sheet date and are included in creditors.

17. Related party transactions

J Hope is the husband of the CEO and an employee of the charity. During the year the total remuneration (including employers pension contributions) paid to J Hope was £31,962 (2022: £25,658).

HOPE2SLEEP

England & Wales - Charity number 1168089

Accounts

HOPE2SLEEP

UNAUDITED

TRUSTEES' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2022

HOPE2SLEEP

CONTENTS

	Page
Reference and Administrative Details of the Charity, its Trustees and Advisers	1
Trustees' Report	2 - 6
Independent Examiner's Report	7
Statement of Financial Activities	8
Balance Sheet	9
Notes to the Financial Statements	10 - 22

HOPE2SLEEP

REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2022

Trustees	C A Murphy T P Brown, Vice Chair S Backway, Chair K Danville, Treasurer
Charity registered number	1168089
Principal office	85 Ings Road Hull East Yorkshire HU8 0SD
Chief executive officer	K Hope
Accountants	Streets LLP Chartered Accountants Halifax House 30 George Street Hull HU1 3AJ

**TRUSTEES' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2022**

The Trustees present their annual report together with the financial statements of the charity for the year 1 January 2022 to 31 December 2022.

Objectives and activities**a. Policies and objectives**

The advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea and UARS (Upper Airways Resistance Syndrome) and all forms of Sleep Disordered Breathing, by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

In setting objectives and planning for activities, the Trustees have given due consideration to general guidance published by the Charity Commission relating to public benefit, including the guidance 'Public benefit: running a charity (PB2)'.

b. Strategies for achieving objectives

The trustees are aware of the Charity Commission guidance on public benefit and are confident that all activities meet this guidance.

c. Activities undertaken to achieve objectives

- Raising awareness of Sleep Apnoea.
- Support people who suspect they could be sufferers of Sleep Apnoea, UARS and all Sleep Disordered Breathing, including parents/carers.
- Support diagnosed sufferers of Sleep Apnoea and all forms of Sleep Disordered Breathing.
- Supply of sleep comfort products and equipment for CPAP and non-invasive ventilator users via our online and high street shops, and at support and awareness events throughout the UK.
- Providing help and tips to encourage people using all forms of CPAP and non-invasive ventilators, to ensure they remain compliant, resulting in a better quality of life and improved health.
- Working with sleep clinics and manufacturers to help them understand the issues many sufferers go through, so that they can better support their patients.
- Keep up to date with, and partake in, new research and keep patients and clinicians updated of study and research results – plus pass on other related sleep news.
- Assist in helping to make positive changes in the diagnosis and treatment for the benefit of both suspected and diagnosed sufferers, and in this respect we were stakeholders in the most recent updated NICE Guidelines published in 2021.
- Run a diagnostic home sleep study testing service.
- Partners on the UK Power Networks Partnership Vulnerability Forum on behalf of patients needing electricity to power their CPAP, non-invasive ventilators and oxygen concentrators.
- Provide a battery rental service to enable patients to take holidays, travel safely on long-haul flights and enjoy leisure time, despite needing power to run their CPAP and non-invasive ventilators.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2022**

Achievements and performance**a. Main achievements of the charity**

2022 brought new and ongoing challenges to patients and clinics:-

- Philips Respironics 2021 global CPAP Recall continued to cause anxiety amongst patients which we did our best to help with regarding reassurance, as the replacement of the affected devices was much slower than anticipated, and not expected to be completed until 2023. We continued to follow all Philips, FDA and MHRA updates which we relayed to patients.
- As a result of the above, a worldwide shortage of CPAP occurred, affecting most manufacturers, and this also put extreme pressure on the sleep clinics who were already struggling with a backlog due to the COVID-19 pandemic, and whilst trying to get back to 'normal' a lot of the sleep clinics didn't have enough CPAP machines to provide to newly diagnosed patients. This struggle continued for the whole of 2022 and it is not expected to resolve itself until 2023. Our own Sleep Apnoea Diagnostic Service was in very high demand and even we struggled with waiting lists, although nothing like the NHS has had to endure. We managed to secure a small grant of £2,000 from MSD to help pay for sleep studies for those with financial needs. Again, a lot of reassurance was needed to patients desperate for a diagnosis, or awaiting treatment when diagnosed.
- The month of February brought both storm 'Eunice' and storm 'Dudley' with lots of areas in the country losing power. We sourced as many batteries as we could and gave guidance, along with reminders that patients relying on power for medical devices need to be registered on their power provider's Priority Service Register.
- April brought more worry for patients with the huge inflation of energy costs, which put extra stress on patients needing electricity to power their life-saving CPAP, non-invasive ventilators, oxygen concentrators and other medical equipment. We gave lots of support during this time and education, in that although we had empathy that the energy crisis was affecting a huge part of the population, the costs of running a CPAP machine weren't as high as patients thought and we spent time working with several media outlets to get this important message out, as well as appearing on BBC news, as it was a huge concern hearing that due to lack of information patients were considering not using their vital life-saving equipment.

We continued to raise awareness of Sleep Apnoea, and this year as the COVID pandemic eased it was also possible to attend some face-to-face events to run awareness and support campaigns, as well as promoting the charity. We attended the Hull Falklands Anniversary and lots of veterans discovered they had the symptoms of untreated Sleep Apnoea which has been proven to exacerbate PTSD, and we also joined a Hull Menopause Charity for a local awareness event as there is a much higher incident of Obstructive Sleep Apnoea developing in peri-menopause and post-menopause. We attended the CCHS (Congenital Central Hypoventilation Syndrome) Charity's event with the prime aim of offering support to children using CPAP and non-invasive ventilation and we learnt a lot too. ARTP (The Association for Respiratory Technology & Physiology) held their first post-COVID conference which we also attended and had the opportunity of presenting all the free support we offer to patients, and as a result lots of sleep clinics requested our information leaflets.

Some of the research and studies we were involved in began to make quicker progress as the worst of the pandemic eased, and we collaborated with the NHS to work on the Optimal Sleep Pathway for improving the referral system for patients and aiming for GIRFT (Getting It Right First Time). This also included generating a document for PIFU (Patient Initiated Follow Up) giving suitable patients the option of only needing to request follow-up appointments when needed. The advancement of telemonitoring has made this possible, and clinics using this technology are able to view the patients CPAP and non-invasive ventilation results remotely, and also make remote changes to the settings if needed.

In July we began our battery rental service which proved very popular and many patients were grateful to have the opportunity to hire batteries for camping holidays and even long-haul flights, as batteries can be expensive if only needed occasionally.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2022**

Achievements and performance (continued)

We are now supporting around 20,000 patients as well as running a busy e-commerce website, and without the four full-time members of staff, along with our passionate trustees, medical advisors and volunteers this would not be possible, and for this we give huge thanks as the work we do really does save lives and greatly improve health and wellbeing!



In October we exchanged contracts on the property we have rented since 2017 which was made possible thanks to Keyfund, who provide loans and funding to social enterprises and charities. This means that instead of us just renting the downstairs showroom and offices, we now also have a large 2-storey rear warehouse, a very large rear garage and a 2-bedroomed flat upstairs which we intend to rent out to provide further income. This has provided us with long-term security and scope for future expansion as we continue to rapidly grow.

Financial review

a. Going concern

After making appropriate inquiries, the Trustees have a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the accounting policies.

b. Reserves policy

In accordance with the guidelines issued by the Charity Commission, the Trustees have adopted a policy to ensure the Charity is able to meet all current and expected liabilities. The Trustees review the reserves annually and consider whether the current level held by the charity is sufficient for its continued operation. The Trustees' intention is for the funds of the charity to be used on aiding sufferers of Sleep Apnoea and any other Sleep Disordered Breathing conditions.

The total reserves of the charity on 31 December 2022 amounted to £170,101 (2021: £161,287), of which £165,756 (2021: £157,934) were unrestricted and £4,345 were restricted (2021: £3,353). Much of the charity's unrestricted funds consist of liquid assets with the remainder comprising fixed assets of £178,322 (2021: £22,673).

Income and expenditure have both risen at a commensurate rate in recent years due to the growth of the charity. However, the charity continues to see a positive net movement in funds each year and holds enough reserves in liquid form to be able to pay off any and all short term debts, whilst also continuing to provide aid to those with sleep disordered breathing problems, therefore showing no liquidity issues.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2022**

c. Principal risks and uncertainties

The CIO is mindful of risks regarding the health of the people they support and do not attempt to give medical advice, and always signpost patients to receive the professional help they require. However, the advice and support they give for the comfort issues with patients on CPAP and non invasive ventilation does help patients comply with their therapy which has a positive effect on their overall health.

Due to the rapid rate at which the CIO is still growing, the Trustees are aware that the amount of staff and volunteers also needs to grow in proportion, as the current staff are often stretched to capacity.

The majority of our funding comes from product sales, and in this respect we are aware we also need to acquire more external funding/grants, despite the fact that we are so grateful at the amount of donations that continue to be given to us from those we support – even during this cost of living crisis we are all experiencing.

d. Principal funding

Income received by the charity is from 3 main income streams, being product sales, donations and grants.

Structure, governance and management**a. Constitution**

The principal object of the charity is to provide advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

Hope2Sleep is a registered charity, number 1168089, governed by a CIO - Foundation dated 01 March 2016.

b. Methods of appointment or election of Trustees

The management of the charity is the responsibility of the Trustees who are elected and co opted under the terms of the CIO - Foundation dated 01 March 2016.

c. Organisational structure and decision-making policies

The charity is governed by the Trustees, who determine strategic direction and policy. The Board meets every 1-2 months. The day to day running of the charity is carried out by the Trustees and CEO and decision making is agreed at the regular Trustee Meetings.

d. Related party relationships

The Trustees all give freely their time and expertise without any form of remuneration or other benefit in cash or kind. Trustee expenses are refunded for travel, accommodation and out-of-pocket expenses when carrying out charity work, in accordance with Charity Commission's guidelines.

e. Financial risk management

The Trustees have assessed the major risks to which the charity is exposed, in particular those related to the operations and finances of the charity, and are satisfied that systems and procedures are in place to mitigate exposure to the major risks.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2022**

Structure, governance and management (continued)

f. Principal activities

- Raise awareness of Sleep Apnoea and support suspected people through to diagnosis and treatment.
- Support patients, parents and carers for all forms of Sleep Disordered Breathing
- Source, test, manufacture and supply comfort products to enable patients to sleep comfortably in a CPAP or non-invasive ventilator mask.
- Participate in research/studies and testing of new therapies and/or therapy accessories.

Plans for future periods

The charity intends to continue meeting charity objectives into the future by continuing this year's activities as described in the trustees report above.

Statement of Trustees' responsibilities

The Trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in England & Wales requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the CIO - Foundation. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the members of the board of Trustees and signed on their behalf by:


.....

S Backway
Chair of Trustees

Date: 14th October 2023

**INDEPENDENT EXAMINER'S REPORT
FOR THE YEAR ENDED 31 DECEMBER 2022**

Independent Examiner's Report to the Trustees of hope2sleep ('the charity')

I report to the charity Trustees on my examination of the accounts of the charity for the year ended 31 December 2022.

Responsibilities and Basis of Report

As the Trustees of the charity you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the 2011 Act').

I report in respect of my examination of the charity's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales, which is one of the listed bodies.

Your attention is drawn to the fact that the charity has prepared the accounts in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) in preference to the Accounting and Reporting by Charities: Statement of Recommended Practice issued on 1 April 2005 which is referred to in the extant regulations but has been withdrawn.

I understand that this has been done in order for the accounts to provide a true and fair view in accordance with the Generally Accepted Accounting Practice effective for reporting periods beginning on or after 1 January 2015.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the charity as required by section 130 of the 2011 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Signed:



Dated: 16/10/2023

Andrew Manderfield

FCA

Streets Northern LLP, Halifax House, 30 George Street, Hull, HU1 3AJ

HOPE2SLEEP

STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 DECEMBER 2022

	Note	Unrestricted funds 2022 £	Restricted funds 2022 £	Total funds 2022 £	Total funds 2021 £
Income from:					
Donations and legacies	3	10,495	2,000	12,495	22,553
Charitable activities	4	553,598	-	553,598	450,829
Total income		564,093	2,000	566,093	473,382
Expenditure on:					
Charitable activities		556,271	1,008	557,279	431,941
Total expenditure		556,271	1,008	557,279	431,941
Net movement in funds		7,822	992	8,814	41,441
Reconciliation of funds:					
Total funds brought forward		157,934	3,353	161,287	119,846
Net movement in funds		7,822	992	8,814	41,441
Total funds carried forward		165,756	4,345	170,101	161,287

The Statement of Financial Activities includes all gains and losses recognised in the year.

The notes on pages 10 to 22 form part of these financial statements.

HOPE2SLEEP

**BALANCE SHEET
AS AT 31 DECEMBER 2022**

	Note	2022 £	2021 £
Fixed assets			
Tangible assets	8	178,322	22,673
		<u>178,322</u>	<u>22,673</u>
Current assets			
Stocks	9	99,840	95,018
Debtors	10	34,592	35,452
Cash at bank and in hand		14,718	41,739
		<u>149,150</u>	<u>172,209</u>
Creditors: amounts falling due within one year	11	(157,371)	(33,595)
Net current liabilities / assets		<u>(8,221)</u>	<u>138,614</u>
Total assets less current liabilities		<u>170,101</u>	<u>161,287</u>
Net assets excluding pension asset		<u>170,101</u>	<u>161,287</u>
Total net assets		<u><u>170,101</u></u>	<u><u>161,287</u></u>
Charity funds			
Restricted funds	12	4,345	3,353
Unrestricted funds	12	165,756	157,934
Total funds		<u><u>170,101</u></u>	<u><u>161,287</u></u>

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:



.....
S Backway
Chair of Trustees

Date: 14th October 2023

The notes on pages 10 to 22 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

1. General information

As set out in the Trustee's report, Hope2Sleep CIO is a registered charity in England & Wales. The principal office of the charity is 85 Ings Road, Hull, East Yorkshire, HU8 0SD.

The principle objective of the charity is the advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

The financial statements are prepared in sterling, which is the functional currency of the entity.

2. Accounting policies**2.1 Basis of preparation of financial statements**

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

The financial statements have been prepared to give a 'true and fair' view and have departed from the Charities (Accounts and Reports) Regulations 2008 only to the extent required to provide a 'true and fair' view. This departure has involved following the Charities SORP (FRS 102) published on 16 July 2014 rather than the Accounting and Reporting by Charities: Statement of Recommended Practice effective from 1 April 2005 which has since been withdrawn.

Hope2Sleep meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

2.2 Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Grants are included in the Statement of Financial Activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the Balance Sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

2. Accounting policies (continued)**2.3 Expenditure**

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the charity's objectives, as well as any associated support costs.

All expenditure is inclusive of irrecoverable VAT.

2.4 Tangible fixed assets and depreciation

Tangible fixed assets costing £75 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, .

Depreciation is provided on the following bases:

Freehold property	-
Fixtures and fittings	- Straight-line over 5 years
Office equipment	- Straight-line over 5 years

2.5 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

2.6 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

2.7 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

2. Accounting policies (continued)

2.8 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Statement of Financial Activities as a finance cost.

2.9 Pensions

The charity operates a defined contribution pension scheme and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

2.10 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

3. Income from donations and legacies

	Unrestricted funds 2022 £	Restricted funds 2022 £	Total funds 2022 £	<i>Total funds 2021 £</i>
Donations	10,495	-	10,495	17,790
Grants	-	2,000	2,000	4,763
	<u>10,495</u>	<u>2,000</u>	<u>12,495</u>	<u>22,553</u>
<i>Total 2021</i>	<u>22,553</u>	<u>-</u>	<u>22,553</u>	

4. Income from charitable activities

	Unrestricted funds 2022 £	Total funds 2022 £	<i>Total funds 2021 £</i>
Product sales	553,598	553,598	450,829
	<u>553,598</u>	<u>553,598</u>	<u>450,829</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

5. Analysis of expenditure by activities

	Activities undertaken directly 2022 £	Support costs 2022 £	Total funds 2022 £	<i>Total funds 2021 £</i>
Direct costs - Activities	334,392	222,887	557,279	431,941
	<u>283,777</u>	<u>148,164</u>	<u>431,941</u>	
<i>Total 2021</i>	<u>283,777</u>	<u>148,164</u>	<u>431,941</u>	

Analysis of direct costs

	Total funds 2022 £	<i>Total funds 2021 £</i>
Product purchases	289,469	241,675
Postage & packaging	39,809	35,824
Sewing services	5,114	6,278
	<u>334,392</u>	<u>283,777</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

5. Analysis of expenditure by activities (continued)

Analysis of support costs

	Total funds 2022 £	<i>Total funds 2021 £</i>
Staff costs	141,146	96,089
Depreciation	10,999	8,152
Advertising	446	-
Stationery & printing	3,633	3,147
Website	679	1,395
Telephone, & computer costs	9,886	8,912
Bank charges	13,446	9,858
Sundry	2,972	2,697
Travel	2,201	506
Insurance	1,584	1,086
Professional fees	2,524	1,875
Accountancy	1,575	1,790
Repairs	23,687	423
Utilities	3,582	3,531
Subsistence	485	103
Promotional events	1,898	231
Rent	1,853	7,903
Rates	291	466
	222,887	148,164

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

6. Staff costs

	2022	<i>2021</i>
	£	£
Wages and salaries	129,624	90,499
Social security costs	8,539	3,624
Contribution to defined contribution pension schemes	2,983	1,966
	141,146	96,089

The average number of persons employed by the charity during the year was as follows:

	2022	<i>2021</i>
	No.	No.
	4	4

No employee received remuneration amounting to more than £60,000 in either year.

Included within the total figure for wages and salaries costs are social security costs of £8,539 (2021: £3,624) and the operating costs of defined contribution pension schemes of £2,983 (2021: £1,966). The key management personnel of the charity comprise the trustees and the Chief Executive Officer. Wages and salaries paid to key management personnel (including employers pension contributions) totalled £54,172 (2021: £34,751).

7. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2021 - £NIL).

During the year ended 31 December 2022, expenses totalling £942 were reimbursed or paid directly to 2 Trustees (2021 - £799 to 2 Trustees).

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

8. Tangible fixed assets

	Freehold property £	Fixtures and fittings £	Office equipment £	Total £
Cost or valuation				
At 1 January 2022	-	8,736	37,265	46,001
Additions	138,000	1,239	27,409	166,648
At 31 December 2022	138,000	9,975	64,674	212,649
Depreciation				
At 1 January 2022	-	6,055	17,273	23,328
Charge for the year	-	1,417	9,582	10,999
At 31 December 2022	-	7,472	26,855	34,327
Net book value				
At 31 December 2022	138,000	2,503	37,819	178,322
At 31 December 2021	-	2,681	19,992	22,673

9. Stocks

	2022 £	2021 £
Finished goods and goods for resale	99,840	95,018

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

10. Debtors

	2022 £	<i>2021</i> £
Due within one year		
Trade debtors	17,664	7,757
Other debtors	3,549	9,797
Prepayments	13,379	17,898
	<u>34,592</u>	<u>35,452</u>

11. Creditors: Amounts falling due within one year

	2022 £	<i>2021</i> £
Trade creditors	50,907	19,376
Other taxation and social security	3,890	2,340
Other creditors	98,715	2,052
Accruals	3,859	9,827
	<u>157,371</u>	<u>33,595</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

12. Statement of funds

Statement of funds - current year

	Balance at 1 January 2022 £	Income £	Expenditure £	Balance at 31 December 2022 £
Unrestricted funds				
General Funds	157,934	564,093	(556,271)	165,756
Restricted funds				
Covid-19 Support	3,353	-	(875)	2,478
Hospital Saturday Fund	-	2,000	(133)	1,867
	3,353	2,000	(1,008)	4,345
Total of funds	161,287	566,093	(557,279)	170,101

General funds:

The general funds held are used to finance the daily operations of the charity.

Restricted funds:

Covid-19 Support

In 2020 a donation of £5,000 was received from a member of the public to be used specifically for COVID-19 support.

Sleep Apnoea Support

In 2022 a grant was received from Hospital Saturday Fund to be used for providing a free sleep study for potential sleep apnea sufferers.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

12. Statement of funds (continued)

Statement of funds - prior year

	<i>Balance at 1 January 2021 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2021 £</i>
Unrestricted funds				
General Funds	114,846	473,382	(430,294)	157,934
	<u> </u>	<u> </u>	<u> </u>	<u> </u>
	<i>Balance at 1 January 2021 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2021 £</i>
Restricted funds				
Covid-19 Support	5,000	-	(1,647)	3,353
	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Total of funds	<u>119,846</u>	<u>473,382</u>	<u>(431,941)</u>	<u>161,287</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

13. Summary of funds

Summary of funds - current year

	Balance at 1 January 2022 £	Income £	Expenditure £	Balance at 31 December 2022 £
General funds	157,934	564,093	(556,271)	165,756
Restricted funds	3,353	2,000	(1,008)	4,345
	<u>161,287</u>	<u>566,093</u>	<u>(557,279)</u>	<u>170,101</u>

Summary of funds - prior year

	<i>Balance at 1 January 2021 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2021 £</i>
General funds	114,846	473,382	(430,294)	157,934
Restricted funds	5,000	-	(1,647)	3,353
	<u>119,846</u>	<u>473,382</u>	<u>(431,941)</u>	<u>161,287</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2022**

14. Analysis of net assets between funds**Analysis of net assets between funds - current year**

	Unrestricted funds 2022 £	Restricted funds 2022 £	Total funds 2022 £
Tangible fixed assets	178,322	-	178,322
Current assets	144,805	4,345	149,150
Creditors due within one year	(157,371)	-	(157,371)
Total	165,756	4,345	170,101

Analysis of net assets between funds - prior year

	<i>Unrestricted funds 2021 £</i>	<i>Restricted funds 2021 £</i>	<i>Total funds 2021 £</i>
Tangible fixed assets	22,673	-	22,673
Current assets	167,209	5,000	172,209
Creditors due within one year	(31,948)	(1,647)	(33,595)
Total	157,934	3,353	161,287

15. Pension commitments

The charity operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund. The pension cost charge represents contributions payable by the charity to the fund and amounted to £2,983 (2021: £1,966). Contributions totalling £nil (2021: £nil) were payable to the fund at the balance sheet date and are included in creditors.

16. Related party transactions

J Hope is the husband of the CEO and an employee of the charity. During the year the total remuneration (including employers pension contributions) paid to J Hope was £25,658 (2021: £25,651).

Accounts

HOPE2SLEEP

UNAUDITED

TRUSTEES' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

HOPE2SLEEP

CONTENTS

	Page
Reference and Administrative Details of the Charity, its Trustees and Advisers	1
Trustees' Report	2 - 7
Independent Examiner's Report	8
Statement of Financial Activities	9
Balance Sheet	10
Notes to the Financial Statements	11 - 23

HOPE2SLEEP

REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2021

Trustees	C A Murphy T P Brown, Vice Chair S Backway, Chair K Danville, Treasurer
Charity registered number	1168089
Principal office	85 Ings road Hull East Yorkshire HU8 0SD
Chief executive officer	K Hope
Accountants	Streets Northern LLP Chartered Accountants Halifax House 30 George Street Hull HU1 3AJ

**TRUSTEES' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2021**

The Trustees present their annual report together with the financial statements of the charity for the year 1 January 2021 to 31 December 2021.

Objectives and activities

a. Policies and objectives

The advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea and UARS (Upper Airways Resistance Syndrome) and all forms of Sleep Disordered Breathing, by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

In setting objectives and planning for activities, the Trustees have given due consideration to general guidance published by the Charity Commission relating to public benefit, including the guidance 'Public benefit: running a charity (PB2)'.

b. Strategies for achieving objectives

The trustees are aware of the Charity Commission guidance on public benefit and are confident that all activities meet this guidance.

c. Activities undertaken to achieve objectives

- Raising awareness of Sleep Apnoea.
- Support people who suspect they could be sufferers of Sleep Apnoea, UARS and all Sleep Disordered Breathing, including parents/carers.
- Support diagnosed sufferers of Sleep Apnoea and all forms of Sleep Disordered Breathing.
- Supply of sleep comfort products and equipment for CPAP and non invasive ventilator users via our online and high street shops, and at support and awareness events throughout the UK.
- Providing help and tips to encourage people using all forms of CPAP and Non invasive ventilators, to ensure they remain compliant, resulting in a better quality of life and improved health.
- Working with sleep clinics and manufacturers to help them understand the issues many sufferers go through, so that they can better support their patients.
- Keep up to date with, and partake in, new research; keep sufferers updated of this plus other related news.
- Assist in helping to make positive changes in the diagnosis and treatment for the benefit of both suspected and diagnosed sufferers.
- Run a diagnostic home sleep study testing service.
- Stakeholders for NICE (The National Institute for Health and Care Excellence), for the revised guidelines for 'Obstructive Sleep Apnoea/Hypopnoea Syndrome and Obesity Hypoventilation Syndrome in over 16s' which were published on the 20th August 2021.
- Partners on the UK Power Networks Partnership Vulnerability Forum on behalf of patients needing electricity to power their CPAP, ventilators and oxygen.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2021**

Achievements and performance**a. Main achievements of the charity**

2021 began with another challenging year due to the 3rd lockdown in the COVID-19 pandemic. Extra support needed was very high during the first few months of the year, due in particular to many clinicians from the NHS sleep clinics (due to their respiratory and CPAP experience), being yet again redeployed to COVID wards, and most face-to-face clinics being cancelled. People suspecting a diagnosis of Sleep Apnoea were struggling to get referrals to sleep clinics, which resulted in our own sleep study diagnostic service being in high demand. Again, during this time we succeeded in continuing to process orders at the charity in our usual timely manner, with the one member of staff working at the premises working extra hours every day in order to fulfil the orders to patients/customers and several hospitals. The rest of the team continued to work from home with the main charity line diverted to mobiles.

We also learnt of the sad sudden death of a lovely lady we had supported for many years, Fiona MacDonald, who despite her own medical condition requiring non-invasive ventilation and oxygen, was a true inspiration and support to many others. Her family requested donations for our charity in her memory and the huge sum of over £3,500 was raised. This enabled us to purchase some Nonin Pulse Oximeters which we knew Fiona would approve of due to her own oxygen therapy.

Again, at a time when people were struggling with their own hardships, we were very grateful donations were still generously given to the charity, although some of them were as a result of losing a dear family member which is always bitter-sweet as our hearts go out to these people. We continue to support these families and ensure their loved ones memory continue, and some of this money raised was used to purchase expensive diagnostic equipment for our vital sleep study service.

No face-to-face public events were able to take place this year, but we held three very successful online webinars, and continued with a heavy online presence with both awareness and support. We collaborated with The Guardian too on World Sleep Day with an article – again raising awareness of Sleep Apnoea, and took part in many other online events with other sleep and health organisations. We were also able to open our doors at the charity premises from April with strict COVID restrictions in place. We continued to partake in research and clinical trials, and this often involved the input of patients, via surveys and interviews both with us and other organisations.

This year Philips Respironics gave the shock announcement of their 'Medical Device Field Safety Notice' resulting in having to recall almost all of their CPAP machines and many non-invasive ventilators. This created a lot of anxiety amongst patients and lots of support was needed. We kept fully informed of all updates and guidance by Philips Respironics, the FDA and the MHRA. This issue also caused difficulties for the clinics and so began the worldwide CPAP shortage, causing even more anxiety to those newly diagnosed. This really was a hard year for those we support, putting tremendous pressure on us, but the CEO, who also worked hard herself, was incredibly proud of the full team for their extra effort and compassion!

May gave us the proud and humble opportunity ourselves to donate 122 non-invasive ventilators, 98 oxygen concentrators, masks and other medical equipment worth almost £130k to the devastating 2nd COVID-19 wave to hit India, who were desperate for supplies. Much of this equipment had been previously donated to us by Creo Medical who had bought the supplies to help with the UK's own hospitals during our COVID-19 earlier wave, and together with fantastic teamwork with the BAPIO Charity (British Association of Physicians of Indian Origin) and Creo Medical, we were able to get the equipment on a flight to India where it is still being used today to save lives.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2021**

Achievements and performance (continued)



H News • Health • Coronavirus

Hull charity lends a helping hand in India's fight against Covid-19

The number of patients we support grew from approximately 15,000 to 19,000 during 2021, and requests from NHS sleep clinics also grew to provide our leaflets and brochures to pass onto their patients so that they had access to ongoing non-medical support.

In summing up, this was another challenging year for our whole team, who worked and volunteered hard with their usual passion, in their desire to help all those patients we currently support - knowing 1000's more will come our way and need our service as we continue to raise awareness of Sleep Apnoea to ensure people get the 'safe healthy sleep they deserve', resulting in better health outcomes and in many cases preventing earlier deaths.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2021**

Financial review**a. Going concern**

After making appropriate enquiries, the Trustees have a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the accounting policies.

b. Reserves policy

In accordance with the guidelines issued by the Charity Commission, the Trustees have adopted a policy to ensure the Charity is able to meet all current and expected liabilities. The Trustees review the reserves annually and consider whether the current level held by the charity is sufficient for its continued operation. The Trustees' intention is for the funds of the charity to be used on aiding sufferers of Sleep Apnoea and any other sleep disordered breathing.

The total reserves of the charity on 31 December 2021 amounted to £161,287 (2020: £119,846), of which £157,934 (2020: £114,846) were unrestricted and £3,353 were restricted (2020: £5,000). Much of the charity's unrestricted funds consist of liquid assets with the remainder comprising fixed assets of £22,673 (2020: £20,797).

Income and expenditure have both risen at a commensurate rate in recent years due to the growth of the charity. However, the charity continues to see a positive net movement in funds each year and holds enough reserves in liquid form to be able to pay off any and all short term debts, whilst also continuing to provide aid to those with sleep disordered breathing problems, therefore showing no liquidity issues.

c. Principal risks and uncertainties

The CIO is mindful of risks regarding the health of the people they support and do not attempt to give medical advice, and always signpost patients to receive the professional help they require. However, the advice and support they give for the comfort issues with patients on CPAP and non invasive ventilation does help patients comply with their therapy which has a positive effect on their overall health.

Due to the rapid rate at which the CIO is still growing, the Trustees still have a plan in place for securing the premises they currently rent in order to expand into the rest of the building. The purchase has had to be put on hold due to the upstairs flat tenant being unable to move during this pandemic, but it is expected the sale via a mortgage will complete in 2022.

d. Principal funding

Income received by the charity is from 3 main income streams, being product sales, donations and grants.

Structure, governance and management**a. Constitution**

The principal object of the charity is to provide advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

Hope2Sleep is a registered charity, number 1168089, governed by a CIO - Foundation dated 01 March 2016.

TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2021

Structure, governance and management (continued)**b. Methods of appointment or election of Trustees**

The management of the charity is the responsibility of the Trustees who are elected and co opted under the terms of the CIO - Foundation dated 01 March 2016.

c. Organisational structure and decision-making policies

The charity is governed by the Trustees, who determine strategic direction and policy. The Board meets every 1-2 months.

The day to day running of the charity is carried out by the Trustees and CEO and decision making is agreed at the regular Trustee Meetings.

d. Related party relationships

The Trustees all give freely their time and expertise without any form of remuneration or other benefit in cash or kind. Trustee expenses are refunded for travel, accommodation and out-of-pocket expenses when carrying out charity work, in accordance with Charity Commission's guidelines.

e. Financial risk management

The Trustees have assessed the major risks to which the charity is exposed, in particular those related to the operations and finances of the charity, and are satisfied that systems and procedures are in place to mitigate exposure to the major risks.

f. Principal activities

The charity raises awareness of Sleep Apnoea. Providing support for all forms of Sleep Disordered Breathing to patients, parents and carers. Sourcing comfort products to enable people to sleep comfortably with a CPAP or Non-invasive Ventilator Mask.

Plans for future periods

The charity intends to continue meeting charity objectives into the future by continuing this year's activities as described in the trustees report above.

TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2021

Statement of Trustees' responsibilities

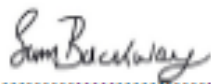
The Trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in England & Wales requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the CIO - Foundation. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the members of the board of Trustees and signed on their behalf by:



S Backway
(Chair of Trustees)

Date: 27th September 2022

**INDEPENDENT EXAMINER'S REPORT
FOR THE YEAR ENDED 31 DECEMBER 2021**

Independent Examiner's Report to the Trustees of hope2sleep ('the charity')

I report to the charity Trustees on my examination of the accounts of the charity for the year ended 31 December 2021.

Responsibilities and Basis of Report

As the Trustees of the charity you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the 2011 Act').

I report in respect of my examination of the charity's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales, which is one of the listed bodies.

Your attention is drawn to the fact that the charity has prepared the accounts in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) in preference to the Accounting and Reporting by Charities: Statement of Recommended Practice issued on 1 April 2005 which is referred to in the extant regulations but has been withdrawn.

I understand that this has been done in order for the accounts to provide a true and fair view in accordance with the Generally Accepted Accounting Practice effective for reporting periods beginning on or after 1 January 2015.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the charity as required by section 130 of the 2011 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Signed:

Dated: 29/09/2022

Andrew Manderfield

FCA

Streets Northern LLP, Halifax House, 30 George Street, Hull, HU1 3AJ

HOPE2SLEEP

STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 DECEMBER 2021

	Note	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Income from:					
Donations and legacies	3	22,553	-	22,553	25,027
Charitable activities	4	450,829	-	450,829	424,893
Total income		473,382	-	473,382	449,920
Expenditure on:					
Charitable activities		430,294	1,647	431,941	389,646
Total expenditure		430,294	1,647	431,941	389,646
Net movement in funds		43,088	(1,647)	41,441	60,274
Reconciliation of funds:					
Total funds brought forward		114,846	5,000	119,846	59,572
Net movement in funds		43,088	(1,647)	41,441	60,274
Total funds carried forward		157,934	3,353	161,287	119,846

The Statement of Financial Activities includes all gains and losses recognised in the year.

The notes on pages 11 to 23 form part of these financial statements.

HOPE2SLEEP

**BALANCE SHEET
AS AT 31 DECEMBER 2021**

	Note	2021 £	2020 £
Fixed assets			
Tangible assets	8	22,673	20,797
		<u>22,673</u>	<u>20,797</u>
Current assets			
Stocks	9	95,018	68,620
Debtors	10	35,452	14,588
Cash at bank and in hand		41,739	58,138
		<u>172,209</u>	<u>141,346</u>
Creditors: amounts falling due within one year	11	(33,595)	(42,297)
Net current assets		<u>138,614</u>	<u>99,049</u>
Total assets less current liabilities		<u>161,287</u>	<u>119,846</u>
Net assets excluding pension asset		<u>161,287</u>	<u>119,846</u>
Total net assets		<u>161,287</u>	<u>119,846</u>
Charity funds			
Restricted funds	12	3,353	5,000
Unrestricted funds	12	157,934	114,846
Total funds		<u>161,287</u>	<u>119,846</u>

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:



S Backway
(Chair of Trustees)

Date: 27th September 2022

The notes on pages 11 to 23 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

1. General information

As set out in the Trustee's report, Hope2Sleep CIO is a registered charity in England & Wales. The principal office of the charity is 85 Ings Road, Hull, East Yorkshire, HU8 0SD.

The principle objective of the charity is the advancement of health by raising awareness of symptoms and the treatments available for those suffering from sleep apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

The financial statements are prepared in sterling, which is the functional currency of the entity.

2. Accounting policies**2.1 Basis of preparation of financial statements**

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

The financial statements have been prepared to give a 'true and fair' view and have departed from the Charities (Accounts and Reports) Regulations 2008 only to the extent required to provide a 'true and fair' view. This departure has involved following the Charities SORP (FRS 102) published on 16 July 2014 rather than the Accounting and Reporting by Charities: Statement of Recommended Practice effective from 1 April 2005 which has since been withdrawn.

Hope2Sleep meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

2.2 Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

The recognition of income from legacies is dependent on establishing entitlement, the probability of receipt and the ability to estimate with sufficient accuracy the amount receivable. Evidence of entitlement to a legacy exists when the charity has sufficient evidence that a gift has been left to them (through knowledge of the existence of a valid will and the death of the benefactor) and the executor is satisfied that the property in question will not be required to satisfy claims in the estate. Receipt of a legacy must be recognised when it is probable that it will be received and the fair value of the amount receivable, which will generally be the expected cash amount to be distributed to the charity, can be reliably measured.

Grants are included in the Statement of Financial Activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the Balance Sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

2. Accounting policies (continued)**2.3 Expenditure**

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the charity's objectives, as well as any associated support costs.

All expenditure is inclusive of irrecoverable VAT.

2.4 Tangible fixed assets and depreciation

Tangible fixed assets costing £75 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, .

Depreciation is provided on the following bases:

Fixtures and fittings	- Straight-line over 5 years
Office equipment	- Straight-line over 5 years

2.5 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

2.6 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

2.7 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

2. Accounting policies (continued)

2.8 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Statement of Financial Activities as a finance cost.

2.9 Pensions

The charity operates a defined contribution pension scheme and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

2.10 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021

3. Income from donations and legacies

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £
Donations	17,790	-	17,790
Raffle proceeds	-	-	-
Grants	4,763	-	4,763
	<u>22,553</u>	<u>-</u>	<u>22,553</u>
	<i>Unrestricted funds 2020 £</i>	<i>Restricted funds 2020 £</i>	<i>Total funds 2020 £</i>
Donations	7,229	5,000	12,229
Legacies	298	-	298
Grants	12,500	-	12,500
	<u>20,027</u>	<u>5,000</u>	<u>25,027</u>

4. Income from charitable activities

	Unrestricted funds 2021 £	Total funds 2021 £
Product sales	<u>450,829</u>	<u>450,829</u>
	<i>Unrestricted funds 2020 £</i>	<i>Total funds 2020 £</i>
Product sales	<u>424,893</u>	<u>424,893</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

5. Analysis of expenditure by activities

	Activities undertaken directly 2021 £	Support costs 2021 £	Total funds 2021 £
Direct costs - Activities	283,777	148,164	431,941

	<i>Activities undertaken directly 2020 £</i>	<i>Support costs 2020 £</i>	<i>Total funds 2020 £</i>
Direct costs - Activities	249,024	140,622	389,646

Analysis of direct costs

	Total funds 2021 £	<i>Total funds 2020 £</i>
Product purchases	241,675	214,079
Postage & packaging	35,824	32,879
Sewing services	6,278	2,066
	283,777	249,024

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

5. Analysis of expenditure by activities (continued)

Analysis of support costs

	Total funds 2021 £	<i>Total funds 2020 £</i>
Staff costs	96,089	94,071
Depreciation	8,152	6,551
Advertising	-	219
Stationery & printing	3,147	4,254
Website	1,395	1,208
Telephone, & computer costs	8,912	7,129
Bank charges	9,858	10,474
Sundry	2,697	1,922
Travel	506	291
Insurance	1,086	778
Professional fees	1,875	1,555
Accountancy	1,790	1,050
Repairs	423	160
Utilities	3,531	2,941
Subsistence	103	53
Promotional events	231	-
Rent	7,903	7,966
Rates	466	-
	148,164	140,622

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

6. Staff costs

	2021	<i>2020</i>
	£	£
Wages and salaries	90,499	<i>88,737</i>
Social security costs	3,624	<i>3,418</i>
Contribution to defined contribution pension schemes	1,966	<i>1,916</i>
	96,089	<i>94,071</i>

The average number of persons employed by the charity during the year was as follows:

	2021	<i>2020</i>
	No.	No.
	4	<i>4</i>

No employee received remuneration amounting to more than £60,000 in either year.

Included within the total figure for wages and salaries costs are social security costs of £3,624 (2020: £3,418) and the operating costs of defined contribution pension schemes of £1,966 (2020: £1,916). The key management personnel of the charity comprise the trustees and the Chief Executive Officer. Wages and salaries paid to key management personnel (including employers pension contributions) totalled £34,751 (2020: £32,985).

7. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2020 - £NIL).

During the year ended 31 December 2021, expenses totalling £799 were reimbursed or paid directly to 2 Trustees (2020 - £976 to 2 Trustees).

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

8. Tangible fixed assets

	Fixtures and fittings £	Office equipment £	Total £
Cost or valuation			
At 1 January 2021	7,105	28,868	35,973
Additions	1,631	8,397	10,028
At 31 December 2021	<u>8,736</u>	<u>37,265</u>	<u>46,001</u>
Depreciation			
At 1 January 2021	4,451	10,725	15,176
Charge for the year	1,604	6,548	8,152
At 31 December 2021	<u>6,055</u>	<u>17,273</u>	<u>23,328</u>
Net book value			
At 31 December 2021	<u><u>2,681</u></u>	<u><u>19,992</u></u>	<u><u>22,673</u></u>
<i>At 31 December 2020</i>	<u><u>2,654</u></u>	<u><u>18,143</u></u>	<u><u>20,797</u></u>

9. Stocks

	2021 £	2020 £
Finished goods and goods for resale	<u><u>95,018</u></u>	<u><u>68,620</u></u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

10. Debtors

	2021	2020
	£	£
Due within one year		
Trade debtors	7,757	7,184
Other debtors	9,797	2,453
Prepayments	17,898	4,951
	35,452	14,588

11. Creditors: Amounts falling due within one year

	2021	2020
	£	£
Trade creditors	19,376	23,271
Other taxation and social security	2,340	2,345
Other creditors	2,052	-
Accruals	9,827	16,681
	33,595	42,297

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

12. Statement of funds

Statement of funds - current year

	Balance at 1 January 2021 £	Income £	Expenditure £	Balance at 31 December 2021 £
Unrestricted funds				
General Funds	114,846	473,382	(430,294)	157,934
Restricted funds				
Restricted Funds	5,000	-	(1,647)	3,353
Total of funds	119,846	473,382	(431,941)	161,287

General funds:

The general funds held are used to finance the daily operations of the charity.

Restricted funds:

In 2020 a donation of £5,000 was received from a member of the public to be used specifically for COVID-19 support. So far £1,647 has been spent on breathing apparatus for a hospital in India.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

12. Statement of funds (continued)

Statement of funds - prior year

	<i>Balance at 1 January 2020 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2020 £</i>
Unrestricted funds				
General Funds	59,572	444,920	(389,646)	114,846
	<u>59,572</u>	<u>444,920</u>	<u>(389,646)</u>	<u>114,846</u>
Restricted funds				
Restricted Funds	5,000	-	-	5,000
	<u>5,000</u>	<u>-</u>	<u>-</u>	<u>5,000</u>
Total of funds	<u><u>64,572</u></u>	<u><u>444,920</u></u>	<u><u>(389,646)</u></u>	<u><u>119,846</u></u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

13. Summary of funds

Summary of funds - current year

	Balance at 1 January 2021 £	Income £	Expenditure £	Balance at 31 December 2021 £
General funds	114,846	473,382	(430,294)	157,934
Restricted funds	5,000	-	(1,647)	3,353
	<u>119,846</u>	<u>473,382</u>	<u>(431,941)</u>	<u>161,287</u>

Summary of funds - prior year

	<i>Balance at 1 January 2020 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2020 £</i>
General funds	59,572	444,920	(389,646)	114,846
Restricted funds	5,000	-	-	5,000
	<u>64,572</u>	<u>444,920</u>	<u>(389,646)</u>	<u>119,846</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2021**

14. Analysis of net assets between funds**Analysis of net assets between funds - current year**

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £
Tangible fixed assets	22,673	-	22,673
Current assets	167,209	5,000	172,209
Creditors due within one year	(31,948)	(1,647)	(33,595)
Total	157,934	3,353	161,287

Analysis of net assets between funds - prior year

	<i>Unrestricted funds 2020 £</i>	<i>Restricted funds 2020 £</i>	<i>Total funds 2020 £</i>
Tangible fixed assets	20,797	-	20,797
Current assets	136,346	5,000	141,346
Creditors due within one year	(42,297)	-	(42,297)
Total	114,846	5,000	119,846

15. Pension commitments

The charity operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund. The pension cost charge represents contributions payable by the charity to the fund and amounted to £1,966 (2020: £1,916). Contributions totalling £nil (2020: £nil) were payable to the fund at the balance sheet date and are included in creditors.

16. Related party transactions

J Hope is the husband of the CEO and an employee of the charity. During the year the total remuneration (including employers pension contributions) paid to J Hope was £26,651 (2020: £25,126).

HOPE2SLEEP

England & Wales - Charity number 1168089

Accounts

HOPE2SLEEP

UNAUDITED

TRUSTEES' REPORT AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2020

HOPE2SLEEP

CONTENTS

	Page
Reference and Administrative Details of the Charity, its Trustees and Advisers	1
Trustees' Report	2 - 6
Independent Examiner's Report	7
Statement of Financial Activities	8
Balance Sheet	9
Notes to the Financial Statements	10 - 21

HOPE2SLEEP

REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS FOR THE YEAR ENDED 31 DECEMBER 2020

Trustees	C A Murphy T P Brown, Vice Chair S Backway, Chair K Danville, Treasurer
Charity registered number	1168089
Principal office	85 Ings road Hull East Yorkshire HU8 0SD
Chief executive officer	K Hope
Accountants	Streets Northern LLP Chartered Accountants Halifax House 30 George Street Hull HU1 3AJ

**TRUSTEES' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2020**

The Trustees present their annual report together with the financial statements of the charity for the year 1 January 2020 to 31 December 2020.

Objectives and activities**a. Policies and objectives**

The advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea and UARS (Upper Airways Resistance Syndrome) and all forms of Sleep Disordered Breathing, by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

b. Strategies for achieving objectives

The trustees are aware of the Charity Commission guidance on public benefit and are confident that all activities meet this guidance.

c. Activities undertaken to achieve objectives

- Raising awareness of Sleep Apnoea.
- Support people who suspect they could be sufferers of Sleep Apnoea, UARS and all Sleep Disordered Breathing, including parents/carers.
- Support diagnosed sufferers of Sleep Apnoea and all forms of Sleep Disordered Breathing.
- Supply of sleep comfort products and equipment for CPAP and non-invasive ventilator users via our online and high street shops, and at support and awareness events throughout the UK.
- Providing help and tips to encourage people using all forms of CPAP and Non-invasive ventilators, to ensure they remain compliant, resulting in a better quality of life and improved health.
- Working with sleep clinics and manufacturers to help them understand the issues many sufferers go through, so that they can better support their patients.
- Keep up-to-date with, and partake in, new research; keep sufferers updated of this plus other related news.
- Assist in helping to make positive changes in the diagnosis and treatment for the benefit of both suspected and diagnosed sufferers.
- Run a diagnostic home sleep study testing service.
- Stakeholders for NICE (The National Institute for Health and Care Excellence), working towards revised guidelines for 'Obstructive sleep apnoea/hypopnoea syndrome and obesity hypoventilation syndrome in over 16s' due to be published in 2021.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2020**

Achievements and performance**a. Main achievements of the charity**

Most of this year (since March) has been very challenging due to the COVID-19 pandemic; all staff and volunteers have worked right through this, with only one member of staff being at the charity's premises to fulfil orders and the rest of the team working from home. Several of our team also had personal loss and family difficulties to deal with, but their commitment to the charity and all the patients we support remained a high priority.

The support needed for those suspecting a diagnosis of Sleep Disordered Breathing and supporting patients using CPAP and non-invasive ventilation rose to phenomenal levels due to many sleep clinics having to close, as most of the medical staff from the sleep/respiratory clinics were redeployed to COVID wards to treat COVID patients on CPAP and ventilators. Several clinics directed their patients to our charity for support. Additionally, many patients with Sleep Disordered Breathing were also placed on the clinically vulnerable list due to other medical conditions – some of which their untreated Sleep Disordered Breathing condition had caused or exacerbated before diagnosis, or was linked in some other way. Therefore, we were also dealing with a lot of anxious patients with much sensitivity, sympathy and empathy.

Quite a number of those we support also contracted the COVID-19 virus and we kept up-to-date with all the specific care instructions patients already on CPAP needed to adhere to whilst infected with the virus, ensuring only official professional information was passed to them whilst they had no access, in a lot of cases, to their sleep clinic. We also worked hard to ensure no scaremongering or false information was posted in our private support groups.

Sales of our products, which provide the main source of our funding, also escalated by just over 50% due to the difficulty for many patients being able to access CPAP accessories from their clinics. When the need arose for products that we don't sell, we managed to obtain supplies and donated a lot of these to those in hardship. It was an especially challenging year keeping stock levels available because of both high demand and shortages.

On top of all of this, we also helped several NHS hospitals obtain urgent supplies of medical equipment needed on COVID wards that were in short supply across the UK, such as bacterial/viral filters, certain face masks, and even some non-invasive ventilators. We were also kindly given a £5,000 donation from a member of the public to be used specifically for COVID-19, which helped us immensely with this aspect.

We did manage to attend one sleep apnoea support and awareness event with the Yeovil Sleep Clinic in January and a meeting with UK Power Networks for their Priority Services relating to people requiring electricity for medical equipment in February, but all remaining events during 2020 had to be cancelled. However, due to us being unable to travel we started working on offering more online support and held our first Zoom Webinar which was a huge success, and we intend to continue offering free webinars in 2021.

During this year our pre-diagnostic home sleep apnoea testing service, which was temporarily suspended during the worst of the pandemic, was upgraded to a diagnostic sleep study service with the help of a highly respected sleep consultant, once we were able to safely send out and receive back the testing equipment. This was an urgent upgrade because waiting lists for new referrals in the NHS soared with many clinics closed, and considering untreated sleep apnoea also lowers the immune system, people were desperate to get diagnosed and treated. Most of these people will still seek an NHS referral, but at least in the meantime they are being well-treated for their sleep condition.

We were amazed and very grateful that donations from those we support rose by almost 44% during this pandemic year, which helped us immensely, and especially at a time when charity grants and funding were difficult to acquire due to most funding being specifically for COVID-related charities, even though our own workload increased hugely due to this.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2020**

Strategic report (continued)**Achievements and performance (continued)**

We are now currently supporting around 15,000 patients with all forms of Sleep Disordered Breathing (mainly Sleep Apnoea) – most of whom use CPAP and non-invasive ventilation.

Although travel has not been possible for most of this year, we have still attended online conferences and meetings held by sleep and respiratory organisations and clinicians. Our participation in research applications has also continued.

Our CEO has still worked on awareness articles in the media and our Chairman, despite being redeployed herself onto COVID wards for several months, has also featured in several media articles, as well as continuing her work with the charity and remaining committed in supporting, not just her own patients, but the 15,000 patients the charity support.

Financial review**a. Going concern**

After making appropriate enquiries, the Trustees have a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements. Further details regarding the adoption of the going concern basis can be found in the accounting policies.

b. Reserves policy

In accordance with the guidelines issued by the Charity Commission, the Trustees have adopted a policy to ensure the Charity is able to meet all current and expected liabilities. The Trustees review the reserves annually and consider whether the current level held by the charity is sufficient for its continued operation. The Trustees' intention is for the funds of the charity to be used on aiding sufferers of sleep apnoea and any other sleep disordered breathing.

The total reserves of the charity on 31 December 2020 amounted to £119,846 (2019: £59,572), of which £114,846 (2019: £59,572) were unrestricted and £5,000 were restricted (2019: £Nil). Much of the charity's unrestricted funds consist of liquid assets with the remainder comprising fixed assets of £20,797 (2019: £21,635).

Income and expenditure have both risen as a commensurate rate in recent years due to the growth of the charity. However, the charity continues to see a positive net movement in funds each year and holds enough reserves in liquid form to be able to pay off any and all short-term debts, whilst also continuing to provide aid to those with sleep disordered breathing problems, therefore showing no liquidity issues.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2020**

Strategic report (continued)**Financial review (continued)****c. Principal risks and uncertainties**

The CIO is mindful of risks regarding the health of the people they support and do not attempt to give medical advice, and always signpost patients to receive the professional help they require. However, the advice and support they give for the comfort issues with patients on CPAP and non-invasive ventilation does help patients comply with their therapy which has a positive effect on their overall health.

Due to the rapid rate at which the CIO is still growing, the Trustees still have a plan in place for securing the premises they currently rent in order to expand into the rest of the building. The purchase has had to be put on hold due to the upstairs flat tenant being unable to move during this pandemic, but they hope these plans will come into fruition in 2021.

d. Principal funding

Income received by the charity is from 4 main income streams, being product sales, donations and grants.

Structure, governance and management**a. Constitution**

The principal object of the charity is to provide advancement of health by raising awareness of symptoms and the treatments available for those suffering from Sleep Apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

Hope2Sleep is a registered charity, number 1168089, governed by a CIO - Foundation dated 01 March 2016.

b. Methods of appointment or election of Trustees

The management of the charity is the responsibility of the Trustees who are elected and co opted under the terms of the CIO - Foundation dated 21 July 2014.

c. Organisational structure and decision-making policies

The charity is governed by the Trustees, who determine strategic direction and policy. The Board meets every 1-2 months.

The day to day running of the charity is carried out by the Trustees and CEO and decision making is agreed at the regular Trustee Meetings.

d. Related party relationships

The Trustees all give freely their time and expertise without any form of remuneration or other benefit in cash or kind. Trustee expenses are refunded for travel, accommodation and out-of-pocket expenses when carrying out charity work, in accordance with Charity Commission's guidelines.

**TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 DECEMBER 2020**

Structure, governance and management (continued)

e. Financial risk management

The Trustees have assessed the major risks to which the charity is exposed, in particular those related to the operations and finances of the charity, and are satisfied that systems and procedures are in place to mitigate exposure to the major risks.

f. Principal activities

The charity raises awareness of Sleep Apnoea. Providing support for all forms of Sleep Disordered Breathing to patients, parents and carers. Sourcing comfort products to enable people to sleep comfortably with a CPAP or Non-invasive Ventilator Mask.

Plans for future periods

The charity intends to continue meeting charity objectives into the future by continuing this year's activities as described in the trustees report above.

Statement of Trustees' responsibilities

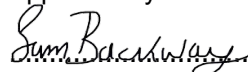
The Trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in England & Wales requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the CIO - Foundation. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the members of the board of Trustees and signed on their behalf by:

.....

S Backway
(Chair of Trustees)

Date: 25 July 2021

**INDEPENDENT EXAMINER'S REPORT
FOR THE YEAR ENDED 31 DECEMBER 2020**

Independent Examiner's Report to the Trustees of hope2sleep ('the charity')

I report to the charity Trustees on my examination of the accounts of the charity for the year ended 31 December 2020.

Responsibilities and Basis of Report

As the Trustees of the charity you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ('the 2011 Act').

I report in respect of my examination of the charity's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent Examiner's Statement

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute of Chartered Accountants in England and Wales, which is one of the listed bodies.

Your attention is drawn to the fact that the charity has prepared the accounts in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) in preference to the Accounting and Reporting by Charities: Statement of Recommended Practice issued on 1 April 2005 which is referred to in the extant regulations but has been withdrawn.

I understand that this has been done in order for the accounts to provide a true and fair view in accordance with the Generally Accepted Accounting Practice effective for reporting periods beginning on or after 1 January 2015.

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

1. accounting records were not kept in respect of the charity as required by section 130 of the 2011 Act; or
2. the accounts do not accord with those records; or
3. the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Signed:

A R Manderfield

Andrew Manderfield

Dated: 25 July 2021

FCA

Streets Northern LLP, Halifax House, 30 George Street, Hull, HU1 3AJ

HOPE2SLEEP

STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 DECEMBER 2020

	Note	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Income from:					
Donations and legacies	3	20,027	5,000	25,027	21,781
Charitable activities	4	424,893	-	424,893	283,223
Total income		444,920	5,000	449,920	305,004
Expenditure on:					
Charitable activities		389,646	-	389,646	286,881
Total expenditure		389,646	-	389,646	286,881
Net movement in funds		55,274	5,000	60,274	18,123
Reconciliation of funds:					
Total funds brought forward		59,572	-	59,572	41,449
Net movement in funds		55,274	5,000	60,274	18,123
Total funds carried forward		114,846	5,000	119,846	59,572

The Statement of Financial Activities includes all gains and losses recognised in the year.

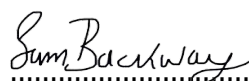
The notes on pages 10 to 21 form part of these financial statements.

HOPE2SLEEP

**BALANCE SHEET
AS AT 31 DECEMBER 2020**

	Note	2020 £	2019 £
Fixed assets			
Tangible assets	8	20,797	21,635
		<u>20,797</u>	<u>21,635</u>
Current assets			
Stocks	9	68,620	90,047
Debtors	10	14,588	8,276
Cash at bank and in hand		58,138	19,749
		<u>141,346</u>	<u>118,072</u>
Creditors: amounts falling due within one year	11	(42,297)	(80,135)
Net current assets		<u>99,049</u>	<u>37,937</u>
Total assets less current liabilities		<u>119,846</u>	<u>59,572</u>
Net assets excluding pension asset		<u>119,846</u>	<u>59,572</u>
Total net assets		<u><u>119,846</u></u>	<u><u>59,572</u></u>
Charity funds			
Restricted funds	12	5,000	-
Unrestricted funds	12	114,846	59,572
Total funds		<u><u>119,846</u></u>	<u><u>59,572</u></u>

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:



S Backway
(Chair of Trustees)

Date: 25 July 2021

The notes on pages 10 to 21 form part of these financial statements.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

1. General information

As set out in the Trustee's report, Hope2Sleep CIO is a registered charity in England & Wales. The principal office of the charity is 85 Ings Road, Hull, East Yorkshire, HU8 0SD.

The principle objective of the charity is the advancement of health by raising awareness of symptoms and the treatments available for those suffering from sleep apnoea, and by providing support and advice for sufferers and carers during the process of diagnosis and treatment.

The financial statements are prepared in sterling, which is the functional currency of the entity.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Charities Act 2011.

The charity has elected to apply all amendments to FRS 102, as set out in the Financial Reporting Council's triennial review published in December 2017, and included in Update Bulletin 2 to the Charities SORP (FRS 102), prior to mandatory adoption for accounting periods beginning on or after 1 January 2019.

The financial statements have been prepared to give a 'true and fair' view and have departed from the Charities (Accounts and Reports) Regulations 2008 only to the extent required to provide a 'true and fair' view. This departure has involved following the Charities SORP (FRS 102) published on 16 July 2014 rather than the Accounting and Reporting by Charities: Statement of Recommended Practice effective from 1 April 2005 which has since been withdrawn.

Hope2Sleep meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

2. Accounting policies (continued)

2.2 Income

All income is recognised once the charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

The recognition of income from legacies is dependent on establishing entitlement, the probability of receipt and the ability to estimate with sufficient accuracy the amount receivable. Evidence of entitlement to a legacy exists when the charity has sufficient evidence that a gift has been left to them (through knowledge of the existence of a valid will and the death of the benefactor) and the executor is satisfied that the property in question will not be required to satisfy claims in the estate. Receipt of a legacy must be recognised when it is probable that it will be received and the fair value of the amount receivable, which will generally be the expected cash amount to be distributed to the charity, can be reliably measured.

Grants are included in the Statement of Financial Activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the Balance Sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

2.3 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the charity's objectives, as well as any associated support costs.

All expenditure is inclusive of irrecoverable VAT.

2.4 Tangible fixed assets and depreciation

Tangible fixed assets costing £75 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, .

Depreciation is provided on the following bases:

Fixtures and fittings	- Straight-line over 5 years
Office equipment	- Straight-line over 5 years

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

2. Accounting policies (continued)**2.5 Stocks**

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

2.6 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

2.7 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

2.8 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Statement of Financial Activities as a finance cost.

2.9 Pensions

The charity operates a defined contribution pension scheme and the pension charge represents the amounts payable by the charity to the fund in respect of the year.

2.10 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

3. Income from donations and legacies

	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £
Donations	7,229	5,000	12,229
Raffle proceeds	298	-	298
Grants	12,500	-	12,500
	<u>20,027</u>	<u>5,000</u>	<u>25,027</u>

	<i>Unrestricted funds 2019 £</i>	<i>Total funds 2019 £</i>
Donations	8,531	8,531
Grants	13,250	13,250
	<u>21,781</u>	<u>21,781</u>

4. Income from charitable activities

	Unrestricted funds 2020 £	Total funds 2020 £	<i>Total funds 2019 £</i>
Product sales	424,893	424,893	283,223
	<u>424,893</u>	<u>424,893</u>	<u>283,223</u>

HOPE2SLEEP

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2020

5. Analysis of expenditure by activities

	Activities undertaken directly 2020 £	Support costs 2020 £	Total funds 2020 £
Direct costs - Activities	249,024	140,622	389,646

	Activities undertaken directly 2019 £	Support costs 2019 £	Total funds 2019 £
Direct costs - Activities	168,411	118,470	286,881

Analysis of direct costs

	Activities 2020 £	Total funds 2020 £	Total funds 2019 £
Product purchases	214,079	214,079	142,916
Postage & packaging	32,879	32,879	23,599
Sewing services	2,066	2,066	1,896
	249,024	249,024	168,411

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

5. Analysis of expenditure by activities (continued)

Analysis of support costs

	Activities 2020 £	Total funds 2020 £	<i>Total funds 2019 £</i>
Staff costs	94,071	94,071	66,453
Depreciation	6,551	6,551	4,143
Advertising	219	219	704
Stationery & printing	4,254	4,254	2,400
Website	1,208	1,208	1,486
Telephone & internet	7,129	7,129	7,235
Bank charges	10,474	10,474	9,241
Sundry	1,922	1,922	1,921
Travel	291	291	1,471
Insurance	778	778	549
Accommodation	-	-	435
Professional fees	1,555	1,555	6,411
Accountancy	1,050	1,050	1,390
Repairs	160	160	546
Utilities	2,941	2,941	3,602
Subsistence	53	53	461
Promotional events	-	-	1,739
Rent and rates	7,966	7,966	8,283
	<u>140,622</u>	<u>140,622</u>	<u>118,470</u>

During the year ended 31 December 2020, the charity incurred Governance costs of £1,050 (2019: £1,390).

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

6. Staff costs

	2020	<i>2019</i>
	£	£
Wages and salaries	88,737	63,482
Social security costs	3,418	1,775
Contribution to defined contribution pension schemes	1,916	1,196
	94,071	66,453

The average number of persons employed by the charity during the year was as follows:

	2020	<i>2019</i>
	No.	No.
	4	4

No employee received remuneration amounting to more than £60,000 in either year.

Included within the total figure for wages and salaries costs are social security costs of £3,418 (2019: £1,775) and the operating costs of defined contribution pension schemes of £1,916 (2019: £1,196). The key management personnel of the charity comprise the trustees and the Chief Executive Officer. Wages and salaries paid to key management personnel (including employers pension contributions) totalled £32,985 (2019: £29,748).

7. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2019 - £NIL).

During the year ended 31 December 2020, no Trustee expenses have been incurred (2019 - £976).

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

8. Tangible fixed assets

	Fixtures and fittings £	Office equipment £	Total £
Cost or valuation			
At 1 January 2020	7,105	23,155	30,260
Additions	-	5,713	5,713
At 31 December 2020	<u>7,105</u>	<u>28,868</u>	<u>35,973</u>
Depreciation			
At 1 January 2020	3,047	5,578	8,625
Charge for the year	1,404	5,147	6,551
At 31 December 2020	<u>4,451</u>	<u>10,725</u>	<u>15,176</u>
Net book value			
At 31 December 2020	<u><u>2,654</u></u>	<u><u>18,143</u></u>	<u><u>20,797</u></u>
At 31 December 2019	<u><u>4,058</u></u>	<u><u>17,577</u></u>	<u><u>21,635</u></u>

9. Stocks

	2020 £	2019 £
Finished goods and goods for resale	<u><u>68,620</u></u>	<u><u>90,047</u></u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

10. Debtors

	2020	2019
	£	£
Due within one year		
Trade debtors	7,184	4,621
Other debtors	2,453	1,944
Prepayments	4,951	1,711
	<u>14,588</u>	<u>8,276</u>

11. Creditors: Amounts falling due within one year

	2020	2019
	£	£
Trade creditors	23,271	67,498
Other taxation and social security	2,345	1,915
Accruals	16,681	10,722
	<u>42,297</u>	<u>80,135</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

12. Statement of funds

Statement of funds - current year

	Balance at 1 January 2020 £	Income £	Expenditure £	Balance at 31 December 2020 £
Unrestricted funds				
General Funds	<u>59,572</u>	<u>444,920</u>	<u>(389,646)</u>	<u>114,846</u>
Restricted funds				
Restricted Funds	<u>-</u>	<u>5,000</u>	<u>-</u>	<u>5,000</u>
Total of funds	<u><u>59,572</u></u>	<u><u>449,920</u></u>	<u><u>(389,646)</u></u>	<u><u>119,846</u></u>

General funds:

The general funds held are used to finance the daily operations of the charity.

Restricted funds:

During the year a donation of £5,000 was received from a member of the public to be used specifically for COVID-19 support.

Statement of funds - prior year

	Balance at 1 January 2019 £	Income £	Expenditure £	Balance at 31 December 2019 £
Unrestricted funds				
General Funds	<u>41,449</u>	<u>305,004</u>	<u>(286,881)</u>	<u>59,572</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

13. Summary of funds

Summary of funds - current year

	Balance at 1 January 2020 £	Income £	Expenditure £	Balance at 31 December 2020 £
General funds	59,572	444,920	(389,646)	114,846
Restricted funds	-	5,000	-	5,000
	<u>59,572</u>	<u>449,920</u>	<u>(389,646)</u>	<u>119,846</u>

Summary of funds - prior year

	<i>Balance at 1 January 2019 £</i>	<i>Income £</i>	<i>Expenditure £</i>	<i>Balance at 31 December 2019 £</i>
General funds	41,449	305,004	(286,881)	59,572
	<u>41,449</u>	<u>305,004</u>	<u>(286,881)</u>	<u>59,572</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

14. Analysis of net assets between funds

Analysis of net assets between funds - current period

	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £
Tangible fixed assets	20,797	-	20,797
Current assets	136,346	5,000	141,346
Creditors due within one year	(42,297)	-	(42,297)
Total	114,846	5,000	119,846

Analysis of net assets between funds - prior period

	<i>Unrestricted funds 2019 £</i>	<i>Total funds 2019 £</i>
Tangible fixed assets	21,635	21,635
Current assets	118,072	118,072
Creditors due within one year	(80,135)	(80,135)
Total	59,572	59,572

15. Pension commitments

The charity operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the charity in an independently administered fund. The pension cost charge represents contributions payable by the charity to the fund and amounted to £1,916 (2019: £1,196). Contributions totalling £nil (2019: £nil) were payable to the fund at the balance sheet date and are included in creditors.

16. Related party transactions

J Hope is the husband of the CEO and an employee of the charity. During the year the total remuneration (including employers pension contributions) paid to J Hope was £25,126 (2019: £18,789).