

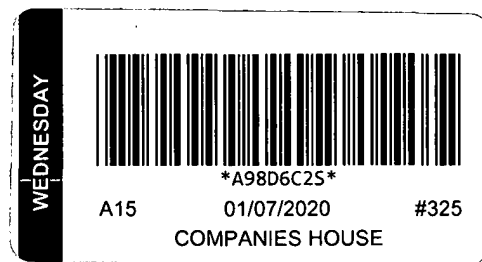
MANITOU FINANCE LIMITED

ANNUAL REPORT

AND FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2019

REGISTERED NUMBER: 02308212



MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

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MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

STRATEGIC REPORT FOR THE YEAR ENDED 31 DECEMBER 2019

PRINCIPAL ACTIVITIES

The Company is a joint operation established between BNP Paribas Lease Group SA (51%) and Manitou BF SA (49%). The principal activities of the Company comprise the provision of finance by way of hire purchase, leasing, loans and stocking to customers of the Manitou group's UK dealer network. The Company's assets under management have increased due to an increase in the number of transactions set to live.

BUSINESS REVIEW

The results of the company for the period to 31 December 2019 are stated in the Statement of Comprehensive Income on page 13 and show a profit before tax of £3,038k (2018: Profit of £3,153k) and a profit after tax of £2,423k (2018: profit of £2,549k). The Company has net assets of £12,278k (2018: £12,955k).

KEY PERFORMANCE INDICATORS

The directors consider the Key Performance Indicators (KPIs) used by the business to be:

	2019	2018
Profit Before Tax /Assets	2.26%	2.04%
Net Interest Income / Average Income Generating Assets	3.05%	3.17%
Equity Asset Ratio	9.14%	8.37%
Average Income Generating Assets	£144,615,000	£141,256,000
New Business Volumes	£67,391,000	£70,688,000

The Profit Before Tax has increased and Net Interest Income ratio has fallen due to a small increase in the level of Average Income Generating Assets.

The Equity Asset Ratio has increased as a result of the reduction in total assets.

FUTURE OUTLOOK

The company expects to maintain business at current levels, however the future outlook for agricultural equipment sales is likely to continue to be less buoyant.

The Directors' view on the impacts of the COVID-19 coronavirus and Brexit is disclosed on page 9.

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PRINCIPAL RISKS AND UNCERTAINTIES

The principal risks and uncertainties faced by the Company which are associated with its activities are liquidity risk, interest rate risk, credit risk, bad debt risk and loan to value risk.

Interest rate and liquidity risk

Fixed rate borrowings are taken from BNP Paribas, a related party, to match fixed rate lending and minimise exposure to interest rate risk.

The Company manages cash and borrowing requirements to maximise interest income and minimise interest expense, whilst ensuring it has sufficient liquid resources to meet the operating needs of its businesses.

Credit risk

Investments of cash surpluses and borrowings are made with BNP Paribas, a related party.

All customers who wish to trade on credit terms are subject to credit verification procedures. Receivable balances are monitored on an on going basis and provision is made for doubtful debts where necessary.

Bad debt risk

Bad Debt Risk arises from the non-payment of instalment or rentals by customers. The company has stringent risk management procedures, covering acceptance of clients, follow up of non payment of lease rentals through to recovery of assets, by which it aims to mitigate this risk as far as possible.

Loan to value risk

Loan to Value Risk arises from the ratio of the exposure of the company, to the value of the asset financed. The company manages this risk by careful client acceptance procedures, coupled with stringent asset valuation methodologies, using third party asset valuations where appropriate.

SECTION 172 STATEMENT

Section 172 of the Companies Act 2006 (the Act) sets out the general duty of directors of a company to promote the success of the company. Section 172 of the Act provides that a director must act in the way he or she considers, in good faith, would be most likely to promote the success of the company for the benefit of its members as a whole. In so doing, the director must have regard (among other matters) to:

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

The directors of the Company are well aware of their duty under section 172 of the Act. The purpose of this statement is to describe how the directors of the Company have had regard to the matters noted above when performing their duty in the year to 31 December 2019.

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The Company's Stakeholders

The Company is a joint venture operation established between BNP Paribas Lease Group SA (51% shareholder) and Manitou BF SA (49% shareholder), and there is a formal joint venture agreement (the **Joint Venture Agreement**) in place between the two shareholders. The principal activities of the Company relate to the provision of finance by way of hire purchase, leasing, loans and stocking to its customers, being customers of the Manitou group's UK dealer network. The Company sources its funding from within the BNP Paribas group. The Company provides asset finance in volumes and at rates that enables it to provide competitive equipment finance products in the real economy, meeting the needs of Manitou business customers in the construction, agriculture or logistics markets. To facilitate its activities, the Company is provided with management services and systems of connected company BNP Paribas Leasing Solutions Limited (**BNPPLS**), for which it pays a management fee. The Company operates ethically in a regulated environment. To achieve all this it requires a skilled and motivated workforce and the support of its shareholders.

The directors of the Company recognise the importance of engaging effectively with the Company's stakeholders. The table below describes how the Company engages with its stakeholders:

Stakeholder	Description of relationship	Means of engagement
Funder	The Company receives its funding via the London branch of BNP Paribas SA (BNPP SA).	The Company has credit lines with BNPP SA and engages with its funder through normal group communication protocols.
Customers	The Company's customers are those businesses to which it provides asset finance by means of hire purchase, leasing and loans.	Once the customers are introduced via approved equipment dealerships, credit and underwriting checks are carried out and if approved, the Company provides finance to the customer in order to finance the equipment. Finance terms are documented under the relevant lease, hire purchase agreement and (to a lesser extent) loan/ credit agreements, the Company engages with the customer under the terms of the relevant agreement.
Suppliers	The Company purchases from suppliers the goods and services it requires in the course of its business.	The Company engages with its suppliers in accordance with the BNP Paribas group procurement policy and guidelines.
Regulators	The Company is registered with and regulated by the Financial Conduct Authority (FCA).	The Company is authorised and regulated by the FCA as it is a provider of "consumer finance" including Consumer Credit Act regulated agreements, albeit always in accordance with the Company's business to business model. The Company's senior management were enrolled on the FCA's Senior Managers and Certification Regime (SM&CR) in December 2019.
Compliance	BNPPLS provides the Company with independent Compliance, Legal and Risk services with "vertical" reporting direct to BNPPLS group control functions.	The Company's "verticalised" control functions (Compliance, Legal and Risk) have independent/ vertical reporting lines to those control functions at group level. The Company attends group compliance and regulatory reform committees, which facilitates a global overview of compliance and management of compliance matters. The Company sets high standards to adhere to in its own policies and procedures which are reviewed at least every 18 months.
Trade Body – Finance and Leasing Association (FLA)	BNPPLS is a member of the FLA, an established UK trade body in the asset finance sector, and represents the interests of the Company through this forum.	BNPPLS attends FLA committees, including regulatory reform and legal committees, and pursues its asset financer business in accordance with the FLA's Business Finance Code (which can be downloaded from here: https://www.flas.org.uk/business-information/documents/fla-business-finance-code/).

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Shareholders	The Company's shareholders are BNP Paribas Lease Group SA and Manitou BF SA. The Company engages with its shareholders and through the Manitou BF SA dealer network. This is crucial in order to support the purpose of the joint venture i.e. to provide the retail finance services of equipment manufactured by the Manitou BF SA group.	The Company engages with its shareholders in accordance with the terms of the Joint Venture Agreement.
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The Company's approach to decision making and key decisions in the period

The Company's key decisions in the year to 31 December 2019 related to achieving its objective to maintain its business at the same level as the previous financial year. This objective was considered by the directors to be likely to promote the success of the Company for the benefit of its members as a whole, particularly having regard to the joint venture nature of the Company's operations. In their decision-making, the directors of the Company had regard to their duty under section 172 of the Act, including the considerations noted above, and engaged with stakeholders using the methods described above.

The Company's key decisions in the year included:

- in the context of customer requirements and market expectations, the amount of financial resource required from its funder to service customers and that market at competitive rates. In making this decision, the directors had regard to the anticipated demand for the Company's products and services, the pricing in the market and the need to produce an appropriate return on borrowed funds;
- a decision as to those areas of the market in which it could deliver appropriate products and customer service, and the partnerships which would assist it to do so. In making this decision, the Company had regard to the needs of its customers and the market, and the sector-specific skills of its workforce, in addition to the long-term sustainability of its business in the market in which it operates;
- compliance with financial services regulation and maintenance of its reputation as a trusted financial institution. In all decisions the Company sought to maintain high standards of business conduct and ensure compliance with the rules and standards imposed upon it by its regulators; and
- a decision to hold its 20th anniversary celebratory event. This was attended by board members from the Company, Manitou BF SA, dealer principals and sales staff from both the manufacturer and the Company demonstrating the Company's desire to engage meaningfully with its key stakeholders to foster business relationships and reinforce the work which has been achieved by the Company over this period.

Dividends

The decision as to whether or not to pay a dividend is made in accordance with the dividend policy agreed as part of the Joint Venture Agreement. The directors decided not to recommend the payment of a dividend in respect of the financial year ending 31 December 2019; no dividend was paid.

Culture

The Company and the BNP Paribas group are committed to their roles as responsible funders. The BNP Paribas group has adopted four pillars in its approach to its responsibility - financing the economy in an ethical manner; developing and engaging its people responsibly; being a positive agent for change in its markets; and adopting a responsible approach to the environment. The Company, as a member of the BNP Paribas group, conducts its business in a manner which reflects these commitments. The directors adhere to these commitments in their decision making. In addition, as a joint venture operation, the Company has regard to the cultural approach of its joint venture partner.

Community and environment

Being a positive agent for change in its community and combating climate change are two of the pillars in BNP Paribas' commitment to being a responsible funder. As a member of the BNP Paribas group, the Company shares this commitment. In particular, the BNP Paribas group is helping to achieve the 17 United Nations Sustainable Development Goals (SDGs). In addition, as a joint venture operation, the Company has regard to the approach to community and environment of its joint venture partner.

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Website publication

This statement is available to read and download at the below URL:

<http://www.manitoufinance.co.uk/legal-privacy/>

Approved by the Board of Directors and signed by order of the Board.


JM Boyer (Apr 30, 2020)

J-M Boyer
Director

30 April 2020

Registered Office Address:
34 Blackmoor Road
Ebblelake Industrial Estate
Verwood
Dorset
BH31 6BB

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

DIRECTORS' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2019

RESULTS AND DIVIDENDS

The results of the company for the period to 31 December 2019 are stated in the Statement of Comprehensive Income on page 13 and show a profit before tax of £3,038k (2018: Profit of £3,153k).

A dividend of £3,100k (2018: £5,500k) was paid during the year. Further information can be found in note 10 to the financial statements.

SHARE CAPITAL

The issued share capital is £7,270,000. There was no movement in the share capital during the year. Further details are shown in Note 16 to the financial statements.

DIRECTORS

The directors of the Company who served during the year, and up to the date of signing the financial statements, were as follows:

J Bolton	
P Smyth	- Appointed 23 July 2019
J-M Boyer	
M Denis	- Resigned 23 July 2019
G Himsworth	

DIRECTOR INTERESTS

No director of the Company has at any time had any interest in the shares of the Company.

DIRECTORS' INDEMNITIES

The Company has made qualifying third party indemnity provisions for the benefit of its directors which were made during the year and remain in force at the date of this report.

GOING CONCERN

The directors are satisfied that the Company has adequate access to resources to enable it to meet its obligations and 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. The directors' view on the impacts of the COVID-19 coronavirus and Brexit is disclosed on page 9.

PAYMENT OF SUPPLIERS

It is the Company's general policy to pay trade creditors when they fall due for payment. In the case of a number of major suppliers, specific terms and conditions of business have been agreed, and it is the Company's policy to pay in accordance with these terms provided that the supplier is also meeting all relevant terms and conditions.

MANITOU FINANCE LIMITED
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DIRECTORS' REPORT
FOR THE YEAR ENDED 31 DECEMBER 2019

INDEPENDENT AUDITORS

Mazars LLP will continue to hold office in accordance with Section 487 of the Companies Act 2006.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

The directors have taken all the necessary steps they reasonably ought to have taken, as directors, to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

As far as the directors are aware, there is no relevant audit information of which the Company's auditors are unaware.

THE IMPACT OF BREXIT

The United Kingdom withdrew from the European Union on 31 January 2020. The terms of the future trade and other relationships with the European Union are not yet clear. However, the company had previously evaluated Brexit on the most prudent basis i.e. a withdrawal from the European Union with no deal and concluded that the impact on the business model was not material.

THE IMPACT OF COVID-19 CORONAVIRUS

The coronavirus outbreak occurred at a time close to the end of 2019, but the World Health Organisation only characterised it as a pandemic on 11 March 2020. Many governments and regulators have introduced various measures to combat the outbreak, including travel restrictions, quarantines, closure of business and other venues and lockdown of certain area. These measures will affect the global supply chain as well as demand for goods and services and therefore have significant impact to the global growth.

At the same time, fiscal and monetary policies are being relaxed to sustain the economy, and while these government responses and their corresponding effects are still evolving, there is not yet sufficient certainty on the scale of damage this outbreak will have made to the local and global economies.

Financial statements as of 31 December 2019 were prepared on a going concern basis, and this series of events is not representative of conditions that existed at the end of 2019. The management believes however that the outbreak may have an adverse impact on the 2020 Financial Statements. This impact will depend on several elements including clients sector, their financial health prior to Covid and the efficiency of the governmental and financial support they will benefit from.

Management have performed an assessment of the impact of Coronavirus on credit losses and conclude that the company has sufficient share capital and other reserves available to absorb any additional credit losses arising from the worst case scenario.

While the effect of these events on Manitou Finance Limited is largely unpredictable as the pandemic is still spreading, the management expects that they will primarily affect the level of expected credit losses and the valuation of assets. These impacts will be mitigated by the effects of all contra-cyclical measures.

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

STATEMENT OF DIRECTORS' RESPONSIBILITIES
FOR THE YEAR ENDED 31 DECEMBER 2019

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

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union and applicable law. Under Company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

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

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether IFRS as adopted by the European Union have been followed subject to any material departures disclosed and explained in the financial statements ;
- provide additional disclosures when compliance with specific requirements in IFRS is insufficient to enable users to understand the impact of particular transactions, other events and conditions on the entity's financial position and financial performance; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business .

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by the Board of Directors and signed by order of the Board.


JM Boyer (Apr 30, 2020)

J-M Boyer
Director

30 April 2020

Registered Office Address:
34 Blackmoor Road
Ebblake Industrial Estate
Verwood
Dorset
BH31 6BB

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF
MANITOU FINANCE LIMITED

Opinion

We have audited the financial statements of Manitou Finance Limited for the year ended 31 December 2019 which comprise the Statement of Comprehensive Income, the Statement of Financial Position, the Statement of Changes in Equity, the Statement of Cash flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRS's) as adopted by the European Union.

In our opinion the financial statements:

- give a true and fair view of the state of the Company's affairs as at 31 December 2019 and of its profit for the year then ended;
- have been properly prepared in accordance with IFRSs as adopted by the European Union; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of matter - Impact of the outbreak of COVID-19 on the financial statements

In forming our opinion on the company financial statements, which is not modified, we draw your attention to the directors' view on the impact of the COVID-19 as disclosed on page 9, and the consideration in the going concern basis of preparation on page 17 and non-adjusting post balance sheet events on page 39.

Since the balance sheet date there has been a global pandemic from the outbreak of COVID-19, The potential impact of COVID-19 became significant in March 2020 and is causing widespread disruption to normal patterns of business activity across the world, including the UK.

The full impact following the recent emergence of the COVID-19 is still unknown. It is therefore not currently possible to evaluate all the potential implications to the company trade, customers, suppliers and the wider economy.

Conclusions relating to going concern

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

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

Other information

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

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

We have nothing to report in this regard.

MANITOU FINANCE LIMITED
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Opinion on other matters prescribed by the Companies Act 2006

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

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

Matters on which we are required to report by exception

In light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' Report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

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

Responsibilities of Directors

As explained more fully in the Directors' Responsibilities Statement set out on page 10, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal controls as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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

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

Use of the audit report

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


Greg Simpson (Apr 30, 2020)

Greg Simpson (Senior Statutory Auditor)
For and on behalf of Mazars LLP
Chartered Accountants and Statutory Auditor
Tower Bridge House
St Katharine's Way
London E1W 1DD

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2019

<u>CONTINUING OPERATIONS</u>	Notes	2019		2018	
		£'000	£'000	£'000	£'000
REVENUE					
Interest Income	2	6,432		6,355	
Fee Income	3	907		1,001	
TOTAL INCOME			7,339		7,356
Interest Expense	4	(2,020)		(1,871)	
Cost from Operations	5	(167)		(193)	
Movement on Bad Debt Impairment	6	(187)		(222)	
Administrative Expenses	7	(1,927)		(1,917)	
			(4,301)		(4,203)
PROFIT BEFORE TAX			3,038		3,153
Tax Expense	9		(615)		(604)
PROFIT FOR THE YEAR					
Attributable to Equity Holders			2,423		2,549
TOTAL OTHER COMPREHENSIVE INCOME FOR THE YEAR			-		-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			2,423		2,549

The accompanying notes on pages 17 to 39 are an integral part of this statement.

MANITOU FINANCE LIMITED
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STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	2019		2018	
		£'000	£'000	£'000	£'000
ASSETS					
Non Current Assets					
Deferred Tax Assets	17	274		186	
Finance Lease Receivables	11	11,915		10,827	
Amounts due from Hire Purchase Agreements	13	53,046		53,914	
		<hr/>		<hr/>	
Total Non Current Assets			65,235		64,927
Current Assets					
Finance Lease Receivables	11	6,122		6,795	
Loans due from Customers	12	18,741		14,424	
Amounts due from Hire Purchase Agreements	13	36,347		37,057	
Amounts due from Group Undertakings	20	856		-	
Cash and Cash Equivalents	14	3,190		28,488	
Other Receivables	15	3,881		3,158	
		<hr/>		<hr/>	
Total Current Assets			69,137		89,922
			<hr/>		<hr/>
TOTAL ASSETS			134,372		154,849
			<hr/> <hr/>		<hr/> <hr/>
EQUITY AND LIABILITIES					
Capital and Reserves					
Share Capital	16	7,270		7,270	
Retained Earnings		5,008		5,685	
		<hr/>		<hr/>	
TOTAL EQUITY			12,278		12,955
Non Current Liabilities					
Amounts due to Group Undertakings	18	67,886		67,370	
		<hr/>		<hr/>	
Total Non Current Liabilities			67,886		67,370
Current Liabilities					
Amounts due to Group Undertakings	18	49,716		70,903	
Other Payables	19	4,492		3,621	
		<hr/>		<hr/>	
Total Current Liabilities			54,208		74,524
			<hr/>		<hr/>
Total Liabilities			122,094		141,894
			<hr/>		<hr/>
TOTAL EQUITY AND LIABILITIES			134,372		154,849
			<hr/> <hr/>		<hr/> <hr/>

The accompanying notes on pages 17 to 39 are an integral part of this statement.

These financial statements were approved by the Board of Directors on 30 April 2020 and signed on its behalf.

J-M Boyer
Director


JM Boyer (Apr 30, 2020)

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	Ordinary Shares £'000	Retained Earnings £'000	Total £'000
Opening balance sheet as at 1 January 2018		7,270	8,618	15,888
IFRS 9 First time adjustment		-	18	18
		<u>7,270</u>	<u>8,636</u>	<u>15,906</u>
Profit for the year		-	2,549	2,549
Total Comprehensive Income for the year		-	2,549	2,549
Transactions with owners:				
Dividends paid for the year	10	-	(5,500)	(5,500)
Opening balance sheet as at 1 January 2019		<u>7,270</u>	<u>5,685</u>	<u>12,955</u>
Profit for the year		-	2,423	2,423
Total Comprehensive Income for the year		-	2,423	2,423
Transactions with owners:				
Dividends paid for the year	10	-	(3,100)	(3,100)
Equity as at 31 December 2019		<u><u>7,270</u></u>	<u><u>5,008</u></u>	<u><u>12,278</u></u>

The accompanying notes on pages 17 to 39 are an integral part of this statement.

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2019

	Notes	2019		2018	
		£'000	£'000	£'000	£'000
CASH FLOW FROM OPERATING ACTIVITIES					
Profit before Taxation		3,038		3,153	
Adjustments for:					
Impairment Losses		187		222	
		<u> </u>	3,225	<u> </u>	3,375
Movements in working capital					
(Increase)/Decrease in Finance Lease Receivables		(602)		6,196	
Increase in Loans Due from Customers		(4,317)		(8,668)	
Decrease/(Increase) in Amounts due from Hire Purchase agreements		1,578		(7,436)	
(Increase)/Decrease in Other Receivables		(721)		89	
Increase in Trade and other payables		852		453	
		<u> </u>		<u> </u>	
Cash flow from operating activities before tax		(3,210)		(9,366)	
Corporation Tax Paid		(686)		(849)	
		<u> </u>	(3,896)	<u> </u>	(10,215)
Net cash flow from operating activities			(671)		(6,840)
CASH FLOW FROM FINANCING ACTIVITIES					
Dividends paid		(3,100)		(5,500)	
(Decrease)/Increase in borrowings from Group Undertakings		(21,527)		29,812	
		<u> </u>	(24,627)	<u> </u>	24,312
(Decrease)/Increase in cash and cash equivalents			(25,298)		17,472
Cash and cash equivalents at the start of the year	14		28,488		11,016
			<u> </u>		<u> </u>
Cash and cash equivalents at the end of the year	14		<u> </u> <u> </u> <u> </u>		<u> </u> <u> </u> <u> </u>

The accompanying notes on pages 17 to 39 are an integral part of this statement.

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Manitou Finance Limited is a company incorporated in the United Kingdom under the Companies Act. The address of the registered office is 34 Blackmoor Road, Ebblake Industrial Estate, Verwood, Dorset, BH31 6BB.

These financial statements are presented in pounds sterling because that is the currency of the primary economic environment in which the Company operates. The Company does not have any subsidiary undertakings.

1. ACCOUNTING POLICIES

Basis of Preparation of Financial Statements

The financial statements have been prepared under the historical cost convention and in accordance with International Financial Reporting Standards as adopted by the European Union (IFRS) and the Companies Act 2006 as applicable to companies reporting under IFRS.

The Company's management has made an assessment of its ability to continue as a going concern and is satisfied that it has the resources to continue in business for the foreseeable future. Management are not aware of any material uncertainties that may cast significant doubt on the Company's ability to continue as a going concern. The financial statements have therefore been prepared on a going concern basis.

The Directors' view on the impacts of the COVID-19 coronavirus and Brexit is disclosed on page 9.

Revenue

Revenue is measured at the fair value of the consideration received or receivable and represents amounts received for goods and services provided in the normal course of business. Revenue includes interest income arising from finance lease receivables, amounts due from hire purchase agreements and loan receivables, interest income arising from financial assets, rental income from operating leases and income from the disposal of recovered assets, which are subject to lease arrangements. Revenue is stated net of any discounts, value-added taxes and other sales taxes.

Leases - Lessor Accounting

Leases contracted by the Company as lessor are categorised as either finance leases or operating leases.

Finance Leases

In a finance lease, the lessor transfers substantially all the risks and rewards of ownership of an asset to the lessee. It is treated as a loan made to the lessee to finance the purchase of the asset.

The present value of the lease payments, plus any residual value, is recognised as a finance lease receivable. The lease payments are spread over the lease term, and are allocated to reduce the principal and interest such that the net income reflects a constant rate of return on the net investment outstanding in the lease. The rate of interest used is the rate implicit in the lease. Finance lease income allocated to accounting periods is taken to the Statement of Comprehensive Income as interest income.

A lease contract may contain a provision giving the lessee an option to acquire title to the asset upon payment of a final rental. These contracts are known as hire purchase contracts and are disclosed separately as amounts due from hire purchase agreements.

Individual and collective impairments of finance lease receivables are determined using the same principles as applied to financial asset loans and receivables.

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

Operating Leases (the company as a lessor)

An operating lease is a lease under which substantially all the risks and rewards of ownership of an asset are not transferred to the lessee. The Company does not hold any operating leases.

Operating Leases (the company as a lessee)

As of 1 January 2019, the company applied the new accounting standard IFRS 16, however there are no contracts currently identified as an operating lease.

Recovered Assets Subject to Lease Arrangements

Assets, which are subject to lease arrangements, and that have been surrendered to the Company are included within finance lease receivables or amounts due from hire purchase agreements at the lower of net book value or net realisable value at the date of surrender. These assets are held with the intention of resale. Revenue relating to the disposal of recovered assets is recognised upon the transfer of legal title of the asset.

Financial Assets - Loans and Receivables

The Impairment of loans and receivables is accounted for under IFRS 9 'Financial Instruments'. Loans and receivables comprise loans due from customers, loans due from Group Undertakings, other receivables and cash and cash equivalents. Financial assets are managed within the business model whose objective is to hold financial assets in order to collect cash flows through the collection of contractual payments over the life of the instrument.

Financial Assets at Amortised Cost

Financial assets are classified at amortised cost if the following two criteria are met: the business model objective is to hold the instrument in order to collect the contractual cash flows and the cash flows consist solely of payments relating to principal and interest on the principal. Such financial assets include most loans and receivables.

Loans and receivables are initially recognised at fair value, plus directly attributable transaction costs, and subsequently measured at amortised cost using the effective interest rate method, less any impairment losses.

Impairment

The impairment model for credit risk is based on expected losses. This model applies to loans and debt instruments measured at amortised cost or fair value through equity, to loan commitments and financial guarantee contracts that are not recognised at fair value, as well as to lease receivables, trade receivables and contract assets. Impairment losses are presented under credit risk.

Cash and Cash Equivalents

Cash and cash equivalents comprise cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less. Where applicable, bank overdrafts are included within Borrowings in current liabilities of the Statement of Financial Position.

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

Financial Liabilities and Equity

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into.

An equity instrument is any contract that evidences a residual interest in the assets of the Company after deducting all of its liabilities.

Financial liabilities are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method. Equity instruments issued by the Company are recorded at the proceeds received, net of direct issue costs.

Financial liabilities measured at amortised cost comprise amounts due to group undertakings and other payables.

Income and expenses arising from financial assets and financial liabilities

Income and expenses arising from financial instruments measured at amortised cost are recognised in the profit or loss using the effective interest method.

The effective interest rate is the rate that exactly discounts estimated future cash flows through the expected life of the financial instrument, or when appropriate, a shorter period, to the net carrying amount of the asset or liability in the Statement of Financial Position. The effective interest rate calculation takes into account all fees received or paid that are an integral part of the effective interest rate of the contract, transaction costs and premiums and discounts.

The effective interest method used by the Company to recognise service-related fee income and expenses depends on the nature of the service. Fees treated as an additional component of interest is included in the effective interest rate, and is recognised in profit or loss in "Interest Income or Interest Expense". Fees payable or receivable on execution of a significant transaction is recognised in the profit or loss account in full on execution of the transaction, under "Fee Income or Costs from Operations". Fees payable or receivable for recurring services is recognised over the term of the service, also under "Fee Income or Cost from Operations".

Taxation

The charge for taxation is based on the profit for the year and takes into account deferred taxation. The liability for current tax is calculated using tax rates that have been substantively enacted by the reporting date.

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. The tax rates used in the determination of deferred income tax are the rates which are expected to apply when the asset is realised or the liability settled, based on the tax rates that have been substantially enacted at the reporting date of that period. They are not discounted.

Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Group Undertakings

The immediate holding Company is BNP Paribas Lease Group SA, which is registered in France. The ultimate parent Company is BNP Paribas SA, which is registered in France.

Foreign Currencies

Transactions in currencies other than the functional currency of sterling are initially recorded at the exchange rate prevailing on the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rate of exchange ruling at the reporting date. All translation differences are recognised in the statement of comprehensive income.

Dividends

Dividends are recognised when they become legally payable.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

Critical Accounting Estimates and Judgements

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of assets, liabilities, income and expenses. Due to the inherent uncertainty in making estimates, actual results reported in future periods may be based upon amounts which differ from those estimates. Estimates, judgements and assumptions are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

This applies to:

- The measurement of expected credit losses. This applies in particular to the assessment of significant increase in credit risk, the models and assumptions used to measure expected credit losses, the determination of the different economic scenarios and their weighting. (see note 22)

Standards, amendments and interpretations adopted during the year

During the year, the following new standards, amendments and interpretations have become effective:

Amendments to IAS 19 Employee Benefits: Plan Amendment, Curtailment or Settlement - Effective 1 January 2019

Amendments to IAS 28 Investments in Associates and Joint Ventures: Long-term interests in Associates and Joint Ventures - Effective 1 January 2019

Improvements to IFRSs 2015-2017 cycle: Minor amendments to standards and interpretations - Effective 1 January 2019

IFRIC 23 - Uncertainty over Income Tax Treatments - Effective 1 January 2019

Amendments to IFRS 9 Financial Instruments: Effective 1 January 2019

The amendment enables companies to apply amortised cost measurement to certain financial assets with negative compensation which are capable of prepayment.

IFRS 16 'Leases' - Effective date 1 January 2019

The standard replaces IAS 17 'Leases', and eliminates the classification of a lease as either an operating lease or finance lease for lessees and introduces a single lessee accounting model.

Standards, amendments and interpretations in issue, but not yet effective

At the date of authorisation of these financial statements the following standards, amendments and interpretations were in issue but not yet effective. These standards, amendments, and interpretations have not been adopted early and have not been applied to these financial statements.

Conceptual Framework (Revised) and amendments to related references in IFRS Standards - Effective 1 January 2020, not yet endorsed by the EU.

Amendments to IAS 1 Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors: Definition of Material - Effective 1 January 2020, not yet endorsed by the EU

Amendment to IFRS 3 Business Combinations: Definition of a Business - Effective 1 January 2020, not yet endorsed by the EU

IFRS 17 'Insurance Contracts' replaces the current IFRS 4 'Insurance Contracts' - Effective 1 January 2021, expected endorsement date not yet available.

The adoption of these standards, amendments and interpretations in future years are not expected to have a material impact on the Company's financial statements.

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

2. INTEREST INCOME

	2019 £'000	2018 £'000
Interest Income from Loans	334	277
Interest Income from Hire Purchase	4,806	4,609
Interest Income from Finance Lease	1,175	1,361
Interest Income from Group Undertakings (see note 20)	137	116
Amortised Commissions and Origination Fees	(20)	(8)
	6,432	6,355
	6,432	6,355

All interest income is derived from the United Kingdom and the Republic of Ireland.

3. FEE INCOME

	2019 £'000	2018 £'000
Administration fees	884	973
Fees on Default	23	28
	907	1,001
	907	1,001

4. INTEREST EXPENSE

	2019 £'000	2018 £'000
Interest Expense to Group Undertaking (see note 20)	(2,020)	(1,871)
	(2,020)	(1,871)
	(2,020)	(1,871)

Interest payable to group undertakings is payable on loans advanced by related parties in the BNP Paribas Group (Note 20).

5. COSTS FROM OPERATIONS

	2019 £'000	2018 £'000
Foreign Exchange Loss	(19)	(5)
Other operating costs	(148)	(188)
	(167)	(193)
	(167)	(193)

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

6. IMPAIRMENT GAINS AND LOSSES

	2019 £'000	2018 £'000
Net Provision Movement (see note 22)	(289)	(262)
Cost of Write Off	102	40
	<u>(187)</u>	<u>(222)</u>

7. ADMINISTRATION EXPENSES

	2019 £'000	2018 £'000
Professional Costs	(17)	(21)
Bank Levy	(15)	(24)
Management Charges	(1,690)	(1,729)
Other administration costs	(205)	(143)
	<u>(1,927)</u>	<u>(1,917)</u>

The Bank Levy is recharged to the Company from BNP Paribas London Branch, on the basis of the Company's liabilities which are subject to the Bank Levy.

Emoluments of Directors

No remuneration has been paid to the Directors of the Company in the current or prior year.

8. AUDITOR'S REMUNERATION

The following is included within professional costs in administration expenses:

	2019 £'000	2018 £'000
Fees payable to the Company's auditor for the audit of the Company	<u>(6)</u>	<u>(6)</u>

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

9. TAXATION

The analysis of the tax charge for the year is as follows:

	2019 £'000	2018 £'000
Current Tax		
UK Corporation tax on profits of the current year	(701)	(706)
Adjustments in respect of prior years	(2)	1
IFRS 9 movement in the current year	-	1
	(703)	(704)
Deferred Tax		
Current Year	89	102
Adjustments in respect of prior years	(1)	(1)
IFRS 9 movement in the current year	-	(1)
	88	100
Deferred Tax Credit (see note 17)	88	100
	(615)	(604)
	(615)	(604)

Corporation Tax is calculated at 19% (2018: 19%) of the taxable profit for the year.

The charge for the year can be reconciled to the profit per the income statement as follows:

	2019 £'000	2018 £'000
Profit on ordinary activities before tax	(3,038)	(3,153)
Tax credit at the UK standard rate of Corporation Tax of 19% (2018: 19%)	(577)	(599)
Tax effect of expenses that are not deductible	(3)	(5)
Adjustments in respect of prior years	(3)	-
Adjustment to deferred tax due to rate change	(32)	-
	(615)	(604)
	(615)	(604)

10. DIVIDENDS

	2019 £'000	2018 £'000
Prior Year Final Dividend: - 'nil' (2018: 75.65 pence) per share	-	5,500
Current Year Interim Dividend: 42.64 pence (2018 : - 'nil') per share	3,100	-
	3,100	5,500
	3,100	5,500

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

11. FINANCE LEASE RECEIVABLES

	2019 £'000	2018 £'000
Finance Lease receivables	18,217	17,792
Impairment of finance lease receivables	(180)	(170)
	18,037	17,622
	18,037	17,622
	2019 £'000	2018 £'000
<u>Finance Lease Receivables</u>		
Gross Investment	19,644	19,337
	7,004	7,683
Gross Receivable within 1 year	12,506	11,384
Gross Receivable between 1 and 5 years	134	270
Gross Receivable after 5 years	(1,427)	(1,545)
Unearned Interest Income	18,217	17,792
Net Investment before impairment provisions	18,217	17,792
	6,302	6,965
Net Receivable within 1 year	11,784	10,633
Net Receivable between 1 and 5 years	131	194
Net Receivable after 5 years	18,217	17,792
Impairment Provisions	(180)	(170)
	18,037	17,622
	18,037	17,622

The cost of the assets acquired during the year for onwards finance leasing was £12,250k (2018: £9,658k).

Included within the net investment above is £311k (2018: £216k) which relates to the unguaranteed residual value receivable from leased assets.

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

The below table represents the movement in Impairment Provisions in the year by stage for finance lease receivables:

	Gross carrying amount				Allowance for ECL			
	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000
At 1 January	17,681	470	1,186	19,337	(27)	(8)	(135)	(170)
New into Stage 1	3,459	-	-	3,459	(12)	-	-	(12)
New into Stage 2	-	542	-	542	-	(30)	-	(30)
From Stage 1 to Stage 2	(798)	665	73	(60)	3	(19)	(5)	(21)
From Stage 1 to Stage 3	(129)	-	-	(129)	1	-	-	1
From Stage 2 to Stage 1	48	(70)	-	(22)	-	-	-	-
From Stage 2 to Stage 3	-	-	1	1	-	-	-	-
From Stage 3 to Stage 1	45	-	(889)	(844)	-	-	72	72
From Stage 3 to Stage 2	-	64	(119)	(55)	-	-	8	8
Remeasurements within existing stage	(1,826)	(124)	18	(1,932)	9	3	(43)	(31)
Exits from Stage 1	(601)	-	-	(601)	1	-	-	1
Exits from Stage 2	-	(51)	-	(51)	-	2	-	2
Exits from Stage 3	-	-	(1)	(1)	-	-	-	-
	17,879	1,496	269	19,644	(25)	(52)	(103)	(180)

Remeasurements within the existing stage arise from the change in exposure for customers through run-down of the exposure.

When moving between stages, the movement out of the stage is the exposure at the beginning of the year, and the balance moving into the new stage is the exposure at the end of the year, therefore the difference is the run-down of the exposure.

Exits from a stage include write-offs.

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

12. LOANS DUE FROM CUSTOMERS

	2019 £'000	2018 £'000
Loans due from Customers before impairment	18,741	14,494
Impairment of loans receivable	-	(70)
	18,741	14,424
Loans due from customers net of impairment provisions	18,741	14,424
Loans due from Customers within 1 year	18,741	14,494
Total Loans due from Customers before impairment	18,741	14,494

The below table represents the movement for loans due from customers in the year by stage for loans:

	Gross carrying amount				Allowance for ECL			
	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000
At 1 January	14,424	-	70	14,494	(70)	-	-	(70)
Remeasurements within existing stage	4,317	-	(70)	4,247	70	-	-	70
	18,741	-	-	18,741	-	-	-	-
	18,741	-	-	18,741	-	-	-	-

Remeasurements within the existing stage arise from the change in exposure for customers through run-down of the exposure.

When moving between stages, the movement out of the stage is the exposure at the beginning of the year, and the balance moving into the new stage is the exposure at the end of the year, therefore the difference is the run-down of the exposure.

Exits from a stage include write-offs.

MANITOU FINANCE LIMITED
COMPANY NUMBER 2308212

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

13. AMOUNTS DUE FROM HIRE PURCHASE AGREEMENTS

	2019 £'000	2018 £'000
Amounts due from hire purchase agreements before impairment	89,999	91,245
Impairment of hire purchase agreements	(606)	(274)
	<hr/>	<hr/>
Amounts due from hire purchase agreements net of impairment provisions	89,393	90,971
	<hr/> <hr/>	<hr/> <hr/>
	2019 £'000	2018 £'000
<u>Amounts due from hire purchase agreements</u>		
Gross Receivables	97,004	98,218
	<hr/>	<hr/>
Gross Receivable within 1 year	40,426	40,869
Gross Receivable between 1 and 5 years	56,201	56,958
Gross Receivable after 5 years	377	391
Unearned Interest Income	(7,005)	(6,973)
	<hr/>	<hr/>
Net Investment before impairment provisions	89,999	91,245
	<hr/> <hr/>	<hr/> <hr/>
Net Receivable within 1 year	36,953	37,331
Net Receivable between 1 and 5 years	52,680	53,537
Net Receivable after 5 years	366	377
	<hr/>	<hr/>
Impairment Provisions	89,999	91,245
	<hr/>	<hr/>
	(606)	(274)
	<hr/>	<hr/>
	89,393	90,971
	<hr/> <hr/>	<hr/> <hr/>

The cost of the assets acquired during the year for use in hire purchase agreements was £55,140k (2018: £61,030k)

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

The below table represents the movement in Impairment Provisions in the year by stage for hire purchase agreements:

	Gross carrying amount				Allowance for ECL			
	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000
At 1 January	93,148	4,968	102	98,218	(182)	(57)	(35)	(274)
New into Stage 1	41,097	-	-	41,097	(236)	-	-	(236)
New into Stage 2	-	755	-	755	-	(9)	-	(9)
From Stage 1 to Stage 2	(1,016)	633	-	(383)	3	(17)	-	(14)
From Stage 1 to Stage 3	(361)	-	241	(120)	3	-	(58)	(55)
From Stage 2 to Stage 1	2,082	(3,544)	-	(1,462)	(15)	43	-	28
From Stage 2 to Stage 3	-	(35)	-	(35)	-	-	-	-
From Stage 3 to Stage 2	-	26	-	26	-	-	-	-
Remeasurements within existing stage	(24,472)	(241)	411	(24,302)	(49)	6	(64)	(107)
Exits from Stage 1	(16,163)	-	-	(16,163)	41	-	-	41
Exits from Stage 2	-	(582)	-	(582)	-	3	-	3
Exits from Stage 3	-	-	(45)	(45)	-	-	17	17
	94,315	1,980	709	97,004	(435)	(31)	(140)	(606)

Remeasurements within the existing stage arise from the change in exposure for customers through run-down of the exposure.

When moving between stages, the movement out of the stage is the exposure at the beginning of the year, and the balance moving into the new stage is the exposure at the end of the year, therefore the difference is the run-down of the exposure.

Exits from a stage include write-offs.

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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

14. CASH AND CASH EQUIVALENTS

	2019 £'000	2018 £'000
Balances held with Group bank (see note 20)	3,179	28,411
Balances held with non-group bank	11	77
	<u>3,190</u>	<u>28,488</u>

15. OTHER RECEIVABLES

	2019 £'000	2018 £'000
Accrued Income and Deferred Cost	3	-
Trade Debtors (Stage 1)	3,808	3,083
Other Receivables (Stage 1)	70	75
	<u>3,881</u>	<u>3,158</u>

16. SHARE CAPITAL

	2019 £'000	2018 £'000
<u>Authorised</u> 10,000,000 ordinary shares of £1 each	10,000	10,000
<u>Allotted and fully paid</u> 7,270,000 ordinary shares of £1 each	<u>7,270</u>	<u>7,270</u>

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

17. DEFERRED TAXATION

Deferred tax has been provided in full at 17% (2018: 19%) as follows:

	2019 £'000	2018 £'000
Excess of tax allowances over book depreciation	274	186
IFRS 9 First time adjustment	-	(1)
Movement in the year	-	1
	<hr/>	<hr/>
Deferred Taxation asset	274	186
	<hr/> <hr/>	<hr/> <hr/>

The movement in deferred taxation is reconciled as follows:

	2019 £'000	2018 £'000
Opening balance as at 1 January	186	86
IFRS 9 First time adjustment	-	(1)
Movement in the year	-	1
Deferred Tax Credit	88	100
	<hr/>	<hr/>
Closing balance as at 31 December	274	186
	<hr/> <hr/>	<hr/> <hr/>

The Finance Act 2018 (the Act) received Royal Assent on 15 March 2018. The Act maintained the main rate of corporation tax of 19% from April 2017 to March 2020 and 17% from April 2020. The rate used to calculate deferred tax is the rate substantively enacted or enacted at the balance sheet date at which the various timing differences are expected to reverse. In March 2020 after the balance sheet date, a resolution was passed with statutory effect under the provisions of the Provisional Collection of Taxes Act 1968 that the corporation tax rate remains at 19% until the end of March 2022. The impact of the rate remaining at 19% is not expected to have a material impact on the deferred tax balances.

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

18. AMOUNTS DUE TO GROUP UNDERTAKINGS

	Notes	2019 £'000	2018 £'000
Amount owed to Group Undertakings - current liability	20	49,716	70,903
Amount owed to Group Undertakings - non current liability	20	67,886	67,370
		117,602	138,273
		117,602	138,273

All bank loans and overdrafts are owed to related parties in the BNP Paribas Group and have been classified as financial liabilities measured at amortised cost. These amounts are all non secured.

19. OTHER PAYABLES

	2019 £'000	2018 £'000
Accruals and Deferred Income	1,401	1,350
Trade Creditors	2,768	712
Corporation Tax payable	219	201
Other Payables	104	1,358
	4,492	3,621
	4,492	3,621

MANITOU FINANCE LIMITED
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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

Continued

20. RELATED PARTY TRANSACTIONS

The accounts reflect the following transactions with related parties:

	Notes	2019 £'000	2018 £'000
BNP Paribas Leasing Solutions Luxembourg SA - Interest Payable	4	(124)	(1495)
BNP Paribas Leasing Solutions Limited Management Charges		(1,690)	(1,729)
BNP Paribas Leasing Solutions Limited - Commissions Charges		164	165
BNP Paribas London Branch - Interest Payable	4	(1,896)	(376)
BNP Paribas London Branch - Interest Receivable	2	137	116
BNP Paribas London Branch - Bank Levy		(15)	(24)
		<u>(3,424)</u>	<u>(3,343)</u>

Amounts due to group undertakings

		£'000	£'000
BNP Paribas Leasing Solutions Limited		-	(7,069)
BNP Paribas Leasing Solutions Luxembourg SA - Current Liability		(3,089)	(5,925)
BNP Paribas Leasing Solutions Luxembourg SA - Non Current Liability		(1,500)	(4,600)
BNP Paribas London Branch - Current Liability		(46,627)	(57,909)
BNP Paribas London Branch - Non Current Liability		(66,386)	(62,770)
	18	<u>(117,602)</u>	<u>(138,273)</u>

Amounts due from group undertakings

		£'000	£'000
BNP Paribas Leasing Solutions Limited		856	-
Balances held with Group Bank		3,179	28,411
		<u>4,035</u>	<u>28,411</u>

21. CAPITAL COMMITMENTS AND CONTINGENCIES

There were no capital commitments and contingencies at 31 December 2019 (2018: Nil)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT OBJECTIVES AND POLICIES

Financial Risk Management

Overview

The Company has exposure to the following risks from its use of financial instruments:

- Credit Risk
- Liquidity Risk
- Interest Rate Risk
- Foreign Currency Risk

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk, and the Group's management of capital.

Risk management framework

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risk and adherence to limits.

The Company manages its capital in order to safeguard its ability to continue as a going concern and in order to provide adequate returns for equity holders. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid or issue new ordinary share capital.

Credit Risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers and investment securities.

The Company's maximum exposure to credit risk is the carrying value of the financial assets held at the reporting date £134,372k (2018 £154,849k) The company has assessed this maximum exposure to credit risk at the reporting date and determined that since this arises principally from the Companies receivables from within the BNP Paribas Group, the assets held at the reporting date are stage 1 with a low probability of default as a result further analysis is not disclosed as it is not material.

General model

The impairment model for credit risk is based on expected losses, the calculation of which is conducted in two steps;

First the company places facilities in one of three 'stages' to determine the scope of application.

- 'Stage 1' (Performing) where, at the reporting date, the credit risk represented by the facility has not increased significantly since its origination

- 'Stage 2' (Underperforming) where, at the reporting date, the credit risk represented by the facility has deteriorated significantly but the facility is not credit impaired.

- "Stage 3" (Credit Impaired) where, at the reporting date, there are potential losses.

Secondly, the Expected Credit Loss (ECL) is calculated. The ECL is determined by projecting the probability of default (PD), Exposure at default (EAD) and Loss Given Default (LGD) for each future month and for each collective segment. For "Stage 1" a one year ECL is calculated and for "Stage 2" a lifetime ECL is calculated. . Facilities in "Stage 3" are covered by specific provisions which correspond to lifetime ECL.

This general model is applied to all instruments within the scope of IFRS 9 impairment.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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Forward looking

PD projection methodologies allow the integration of forward looking information, not otherwise captured when assessing credit deterioration individually. The final ECL is the outcome of the linear combination of 3 weighted ECLs, whose computation is based on forward looking PDs.

The methodology to build forward looking PD term structures requires:

- The construction of a 'Through the (economic) cycle' rating migration probability matrix based on a collected historical time series of rating transitions.
- The construction of a default time series and an econometric model that defines the relationship between the default rate and macroeconomic variables.
- Transformation of the above default rate time series into "Z" time series representing the position in the credit risk cycle (Z-factor) and into a parameter^p representing the sensitivity of annual probability of default to the economic environment.
- The projection of three one year point in time migration matrices, one for each year of the forward looking horizon whose length corresponds to the horizon of the economic projections supplied by the economists. Each matrix takes into account the impact of the economic forecasts (Baseline, Optimistic and Adverse) on the probability of migration from one rating to another.
- The construction of a cumulative default probability term structure, from these yearly rating migration matrices.

Forward-looking information is considered when assessing significant increase in credit risk and when measuring expected credit losses.

The determination of significant increase in credit risk is supplemented by the consideration of more systemic forward looking factors (such as macro-economic, sectorial or geographical risk drivers) that could increase the credit risk of some exposures. These factors can lead to tighten the transfer criteria into stage 2, resulting in an increase of ECL amounts for exposures deemed vulnerable to these risk drivers.

Significant increase in credit risk

Significant increase in credit risk may be assessed on an individual basis or on a collective basis (by grouping financial instruments according to common credit risk characteristics) taking into account all reasonable and supportable information and comparing the risk of default of the financial instrument at the reporting date with the risk of default of the financial instrument at the date of initial recognition.

The indicator used for assessing increase in credit risk is the rating; this could be the expert rating, a statistical rating or a default rating. There is also a factor in the rating model that, in accordance with the standard, considers that the credit risk of an instrument has increased since initial recognition when the contractual payments are more than 30 days past due.

Credit risk is measured through the allocation of internal credit gradings to each counterparty from a range of 1 – 12.

In the general principles of the Standard, significant increase in credit risk since initial recognition is assessed at each reporting date at financial instrument level in order to determine in which stage the financial instrument should be placed.

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Measurement of expected credit losses

Expected credit losses are defined as an estimate of credit losses (i.e. the present value of all cash shortfalls)

The amount of expected credit losses is measured on the basis of probability-weighted scenarios, in view of past events, current conditions and reasonable and supportable economic forecasts over the expected life of the financial instrument. They are measured on an individual basis for all exposures.

In practice, for exposures classified in stage 1 and stage 2, expected credit losses are measured as the product of the PD, LGD and EAD, discounted at the effective interest rate of the exposure (EIR). For exposures classified in stage 3, expected credit losses are measured as the value, discounted at the effective interest rate, of all cash shortfalls over the life of the financial instrument.

A financial asset is considered doubtful and classified in "stage 3" when one or more events that have a detrimental impact on the estimated future cash flows of that financial instrument have occurred for example, the financial instrument becomes 90 days past due or knowledge or indications of significant financial difficulties.

Definition of default

The definition of default is aligned with the Basel regulatory default definition, with a rebuttable presumption that the default occurs no later than 90 days past-due.

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NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

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22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

Gross Exposure Movement

The following tables contain an analysis of the credit risk exposure of financial instruments for which an ECL allowance is recognised. The gross carrying amount of financial assets below also represents the maximum exposure to credit risk on these assets.

	Internal grading
Low Risk	1+ to 5-
Medium Risk	6+ to 8-
High Risk	9+ to 10-
In Default	11 and 12

Year Ended 31 December 2019

	Gross carrying amount				Allowance for ECL			
	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000
Low Risk	78,165	194	-	78,359	(33)	-	-	(33)
Medium Risk	56,651	2,205	-	58,856	(444)	(24)	-	(468)
High Risk	-	1,075	-	1,075	-	(60)	-	(60)
In default	-	-	980	980	-	-	(242)	(242)
	134,816	3,474	980	139,270	(477)	(84)	(242)	(803)

Year Ended 31 December 2018

	Gross carrying amount				Allowance for ECL			
	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000	Stage 1 £'000	Stage 2 £'000	Stage 3 £'000	Total £'000
Grading not available	128,409	5,438	1,360	135,207	(209)	(65)	(240)	(514)
	128,409	5,438	1,360	135,207	(209)	(65)	(240)	(514)

The year on year allowance for expected credit losses has increased by £289k, mainly due to the increase in Stage 1 provisions required (see notes 11, 12 and 13).

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22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

The following table represents the carrying amount of the financial assets that are past due but not impaired (by age of past due), and impaired assets. The credit risk is mitigated due to the Company retaining legal title to assets subject to finance leases and hire purchase agreements. The Company does not have any further credit enhancements. The amounts shown are stated before any provision on a portfolio basis.

Balances in Arrears

Year Ended 31 December 2019

	Not past due £'000	0-29 days £'000	30-59 days £'000	60 - 89 days £'000	Over 90 days £'000	Total £'000
Finance Leases	17,198	281	305	314	119	18,217
Loans to Customers	18,741	-	-	-	-	18,741
Hire Purchase	88,538	478	394	123	466	89,999
	<u>124,477</u>	<u>759</u>	<u>699</u>	<u>437</u>	<u>585</u>	<u>126,957</u>

Year Ended 31 December 2018

	Not past due £'000	0-29 days £'000	30-59 days £'000	60 - 89 days £'000	Over 90 days £'000	Total £'000
Finance Leases	16,676	456	460	144	56	17,792
Loans to Customers	14,494	-	-	-	-	14,494
Hire Purchase	89,218	1,302	92	44	589	91,245
	<u>120,388</u>	<u>1,758</u>	<u>552</u>	<u>188</u>	<u>645</u>	<u>123,532</u>

Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Company's approach to managing liquidity is to borrow from BNP Paribas, a related party, at a fixed rate matching fixed rate lending. Access to sources of funding is sufficiently available and debt maturing within 12 months can be replaced with Group companies.

Interest rate risk

Interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company manages its interest rate risk by funding the loans with fixed rate funding within the Group. Finance lease receivables and loans due to customers are at fixed rate and as a result the Company has a limited exposure to variable rates of interest.

Since all loans are borrowed at a fixed rate at the time of the financing the interest sensitivity is minimal.

Foreign Currency Risk

Foreign exchange risk is the risk that the fair value or future cash flow of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company conducts business in the Republic of Ireland and contracts in Euros, however because it is fixed rate matching the overall exposure is considered nominal. The Company transfers any net revenue income back to Sterling at the exchange rate prevailing at the month end.

The net exposure to foreign exchange is minimal therefore no further disclosure is considered appropriate.

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22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

Maturity Profile of Assets and Liabilities

The tables below summarises the maturity profile of the Company's financial assets and liabilities based on contractual undiscounted payments

Financial Assets

Year Ended 31 December 2019

	Less than 3 months £'000	3 - 12 months £'000	1 to 5 years £'000	Over 5 years £'000	Total £'000
Finance Lease Receivables	2,036	4,969	12,506	133	19,644
Loans due from Customers	18,741	-	-	-	18,741
Amounts due from Hire Purchase	13,747	26,680	56,201	376	97,004
Other Receivables	3,881	-	-	-	3,881
	<u>38,405</u>	<u>31,649</u>	<u>68,707</u>	<u>509</u>	<u>139,270</u>

Year Ended 31 December 2018

	Less than 3 months £'000	3 - 12 months £'000	1 to 5 years £'000	Over 5 years £'000	Total £'000
Finance Lease Receivables	2,490	5,193	11,384	270	19,337
Loans due from Customers	14,494	-	-	-	14,494
Amounts due from Hire Purchase	12,666	28,203	56,958	391	98,218
Other Receivables	3,158	-	-	-	3,158
	<u>32,808</u>	<u>33,396</u>	<u>68,342</u>	<u>661</u>	<u>135,207</u>

Financial Liabilities

Year Ended 31 December 2019

	Less than 3 months £'000	3 - 12 months £'000	1 to 5 years £'000	Over 5 years £'000	Total £'000
Amounts due to Group Undertakings	6,929	44,203	68,346	823	120,301
Other Payables	3,091	-	-	-	3,091
	<u>10,020</u>	<u>44,203</u>	<u>68,346</u>	<u>823</u>	<u>123,392</u>

Year Ended 31 December 2018

	Less than 3 months £'000	3 - 12 months £'000	1 to 5 years £'000	Over 5 years £'000	Total £'000
Amounts due to Group Undertakings	37,130	35,421	69,537	246	142,334
Other Payables	2,271	-	-	-	2,271
	<u>39,401</u>	<u>35,421</u>	<u>69,537</u>	<u>246</u>	<u>144,605</u>

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22. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

Reconciliation of liabilities from financing activities

The tables below summarise the changes in liabilities arising from financing activities.

Year Ended 31 December 2019

	2018 £'000	Cash flows £'000	Non-Cash changes £'000	2019 £'000
<u>Short term borrowings</u>				
Share Capital and Reserves	12,955	-	(678)	12,277
Amounts payable to Group Undertakings	142,334	(21,527)	(494)	120,313
	<u> </u>	<u> </u>	<u> </u>	<u> </u>

Year Ended 31 December 2018

	2017 £'000	Cash flows £'000	Non-Cash changes £'000	2018 £'000
<u>Short term borrowings</u>				
Share Capital and Reserves	15,888	-	(2,933)	12,955
Amounts payable to Group Undertakings	111,986	29,812	536	142,334
	<u> </u>	<u> </u>	<u> </u>	<u> </u>

23. FAIR VALUE OF FINANCIAL INSTRUMENTS

The fair value of a financial instrument is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. For finance lease receivables and hire purchase agreements, the carrying value is a reasonable approximation of fair value.

For all other financial assets and liabilities the carrying value approximates the fair value due to the short-term nature of these financial assets and liabilities.

24. PARENT AND ULTIMATE CONTROLLING PARTY

The immediate parent is BNP Paribas Lease Group SA, which is incorporated in France. The ultimate parent company and the ultimate controlling party is BNP Paribas SA which is incorporated in France.

The parent undertaking of the smallest group in which the results of the Company are consolidated is BGL BNP Paribas SA which is incorporated in Luxembourg. The parent undertaking of the largest group in which the results of the Company are consolidated is BNP Paribas SA. The consolidated financial statements of BGL BNP Paribas SA and BNP Paribas SA are available to the public and may be obtained from 16 Boulevard des Italiens, 75009 Paris, France.

25. EVENTS AFTER THE REPORTING PERIOD

Since the balance sheet date there has been a global outbreak of a novel strain of coronavirus (COVID-19) which is causing widespread disruption to financial markets and normal patterns of business activities across the world, including the UK. In view of its currently evolving nature it is not currently possible to estimate the future impact of COVID-19 on the Company. The directors have considered the financial impact of COVID-19 and concluded that this is a non-adjusting post balance sheet event.