

## **Fluent Loans Limited**

Annual Report and Financial Statements

Year Ended

31 March 2018

Company Number 06890680

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# Fluent Loans Limited

## Company Information

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<b>Directors</b>	S Almond P Ford K Hindley M Kilgallon S Moore T Wheeldon G Taylor
<b>Company secretary</b>	T Wheeldon
<b>Registered number</b>	06890680
<b>Registered office</b>	102 Rivington House Chorley New Road Horwich Bolton England BL6 5UE
<b>Independent auditor</b>	BDO LLP 3 Hardman Street Manchester M3 3AT

# Fluent Loans Limited

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# Fluent Loans Limited

## Directors' Report For the Year Ended 31 March 2018

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The directors present their report and the financial statements for the year ended 31 March 2018.

### Principal activity

The principal activity of the company is that of financial product advisory services.

### Directors

The directors who served during the year were:

S Almond  
P Ford  
K Hindley  
M Kilgallon  
S Moore  
T Wheeldon  
G Taylor (appointed 17 February 2018)  
M Huggins (resigned 25 April 2018)

### Disclosure of information to auditor

Each of the persons who are directors at the time when this directors' report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- the director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company's auditor is aware of that information.

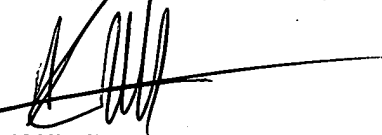
### Auditor

BDO LLP were appointed as auditors in the year. They will be proposed for reappointment in accordance with section 485 of the Companies Act 2006.

### Small companies note

In preparing this report, the directors have taken advantage of the small companies exemptions provided by section 415A of the Companies Act 2006.

This report was approved by the board on **17 DECEMBER 2018** and signed on its behalf.

  
**K Hindley**  
Director

# **Fluent Loans Limited**

## **Directors' Responsibilities Statement For the Year Ended 31 March 2018**

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

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

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

- select suitable accounting policies for the company's financial statements and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent; 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 to 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.

# Fluent Loans Limited

## Independent Auditor's Report to the Members of Fluent Loans Limited

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### Opinion

We have audited the financial statements of Fluent Loans Limited ("the company") for the year ended 31 March 2018 which comprise the Statement of Comprehensive Income, the Statement of Financial Position and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2018 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; 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.

### 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.

# Fluent Loans Limited

## Independent Auditor's Report to the Members of Fluent Loans Limited (continued)

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### 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.

### Opinions on other matters prescribed by the Companies Act 2006

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

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

### Matters on which we are required to report by exception

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

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

# Fluent Loans Limited

## Independent Auditor's Report to the Members of Fluent Loans Limited (continued)

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### Responsibilities of directors

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

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

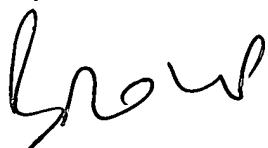
### Auditor's responsibilities for the audit of the financial statements

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

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

### Use of our report

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



18 DECEMBER 2018

**Julien Rye (Senior Statutory Auditor)**

For and on behalf of BDO LLP, Statutory Auditor  
Manchester  
United Kingdom

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).



# Fluent Loans Limited

## Statement of Comprehensive Income For the Year Ended 31 March 2018

	2018 £	2017 £
Turnover	764,165	861,291
Cost of sales	(464,457)	(584,081)
<b>Gross profit</b>	<b>299,708</b>	<b>277,210</b>
Administrative expenses	(305,842)	(415,554)
Other operating income	-	84,300
<b>Loss before taxation</b>	<b>(6,134)</b>	<b>(54,044)</b>
Taxation	1,868	10,956
<b>Loss for the financial year</b>	<b>(4,266)</b>	<b>(43,088)</b>

There was no other comprehensive income for 2018 (2017:£NIL).

The notes on pages 8 to 14 form part of these financial statements.

**Fluent Loans Limited**  
Registered number: 06890680

**Statement of Financial Position**  
**As at 31 March 2018**

	Note	2018 £	2017 £
<b>Fixed assets</b>			
Tangible assets	5	5,598	16,642
<b>Current assets</b>			
Debtors: amounts falling due within one year	6	65,604	114,471
Cash at bank and in hand		5,745	14,298
		<u>71,349</u>	<u>128,769</u>
Creditors: amounts falling due within one year	7	(48,425)	(110,755)
<b>Net current assets</b>		<u>22,924</u>	<u>18,014</u>
<b>Total assets less current liabilities</b>		<u>28,522</u>	<u>34,656</u>
<b>Provisions for liabilities</b>			
Deferred tax	8	(1,089)	(2,957)
<b>Net assets</b>		<u><u>27,433</u></u>	<u><u>31,699</u></u>
<b>Capital and reserves</b>			
Called up share capital		100	100
Profit and loss account		27,333	31,599
<b>Total Equity</b>		<u><u>27,433</u></u>	<u><u>31,699</u></u>

The financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime and in accordance with the provisions of FRS 102 Section 1A - small entities.

The financial statements were approved and authorised for issue by the board and were signed on its behalf on

17 DECEMBER 2018

  
K Hindley  
Director

The notes on pages 8 to 14 form part of these financial statements.

# Fluent Loans Limited

## Notes to the Financial Statements For the Year Ended 31 March 2018

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### 1. General information

Fluent Loans Limited is a private company, limited by shares, incorporated in England and Wales under the Companies Act 2006. The address of the registered office is given on the Company Information page and the nature of the company's operations and its principal activities are set out in the Directors' Report.

### 2. Accounting policies

#### 2.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Section 1A of Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The presentational currency in the financial statements is GB Pounds and all figures are rounded to the nearest £1.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the company's accounting policies (see note 3).

The following principal accounting policies have been applied:

#### 2.2 Turnover

Turnover is recognised at the fair value of the consideration received or receivable for goods and services provided in the normal course of business when the company has fulfilled its obligations and earned its right to consideration. The fair value of consideration takes into account trade discounts, settlement discounts and volume rebates.

Revenue comprises commissions and fees earned during the year.

#### 2.3 Operating leases: the company as lessee

Rentals payable under operating leases are charged to the statement of comprehensive income on a straight line basis over the lease term.

#### 2.4 Pensions

##### Defined contribution pension plan

The company operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the company pays fixed contributions into a separate entity. Once the contributions have been paid the company has no further payment obligations.

The contributions are recognised as an expense in the statement of comprehensive income when they fall due. Amounts not paid are shown in accruals as a liability in the statement of financial position. The assets of the plan are held separately from the company in independently administered funds.

# Fluent Loans Limited

## Notes to the Financial Statements For the Year Ended 31 March 2018

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### 2. Accounting policies (continued)

#### 2.5 Current and deferred taxation

The tax expense for the year comprises current and deferred tax. Tax is recognised in the statement of comprehensive income, except that a charge attributable to an item of income and expense recognised as other comprehensive income or to an item recognised directly in equity is also recognised in other comprehensive income or directly in equity respectively.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the company operates and generates income.

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the statement of financial position date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if and when all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

#### 2.6 Tangible fixed assets

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Depreciation is charged so as to allocate the cost of assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

Fixtures and fittings	-	25%
Office equipment	-	25%

The assets' residual values, useful lives and depreciation methods are reviewed, and adjusted prospectively if appropriate, or if there is an indication of a significant change since the last reporting date.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised in the statement of comprehensive income.

# Fluent Loans Limited

## Notes to the Financial Statements For the Year Ended 31 March 2018

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### 2. Accounting policies (continued)

#### 2.7 Impairment of fixed assets

Assets that are subject to depreciation or amortisation are assessed at each balance sheet date to determine whether there is any indication that the assets are impaired. Where there is any indication that an asset may be impaired, the carrying value of the asset (or cash-generating unit to which the asset has been allocated) is tested for impairment. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's (or CGU's) fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (CGUs). Non-financial assets that have been previously impaired are reviewed at each balance sheet date to assess whether there is any indication that the impairment losses recognised in prior periods may no longer exist or may have decreased.

#### 2.8 Debtors

Short term debtors are measured at transaction price, less any impairment. Loans receivable are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

#### 2.9 Cash and cash equivalents

Cash is represented by cash in hand and deposits with financial institutions repayable without penalty on notice of not more than 24 hours.

#### 2.10 Creditors

Short term creditors are measured at the transaction price. Other financial liabilities, including bank loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method.

#### 2.11 Financial instruments

Financial liabilities and equity are classified according to the substance of the financial instrument's contractual obligations, rather than its legal form.

The company's cash at bank and in hand and trade and other debtors and its trade and other creditors and bank overdrafts are measured initially at the transaction price, including transaction costs, and subsequently at amortised cost using the effective interest method. Debt instruments that are payable or receivable within one year are measured at the undiscounted amount of the cash or other consideration expected to be paid or received.

### 3. Judgements in applying accounting policies and key sources of estimation uncertainty

The directors have made no significant judgements in preparing these financial statements.

### 4. Employees

The average monthly number of employees, including directors, during the year was 20 (2017 - 24).

# Fluent Loans Limited

## Notes to the Financial Statements For the Year Ended 31 March 2018

### 5. Tangible fixed assets

	Fixtures and fittings £	Office equipment £	Total £
<b>Cost or valuation</b>			
At 1 April 2017	2,336	43,498	45,834
Additions	-	580	580
At 31 March 2018	2,336	44,078	46,414
<b>Depreciation</b>			
At 1 April 2017	1,145	28,047	29,192
Charge for the year	595	11,029	11,624
At 31 March 2018	1,740	39,076	40,816
<b>Net book value</b>			
At 31 March 2018	596	5,002	5,598
At 31 March 2017	1,191	15,451	16,642

# Fluent Loans Limited

## Notes to the Financial Statements For the Year Ended 31 March 2018

### 6. Debtors

	2018 £	2017 £
Trade debtors	48,840	93,134
Amounts owed by group undertakings	1,495	-
Other debtors	100	100
Prepayments and accrued income	7,556	13,624
Corporation tax recoverable	7,613	7,613
	<u>65,604</u>	<u>114,471</u>

### 7. Creditors: Amounts falling due within one year

	2018 £	2017 £
Trade creditors	16,262	75,437
Amounts owed to group undertakings	6,459	604
Other taxation and social security	8,412	13,959
Other creditors	1,152	1,081
Accruals and deferred income	16,140	19,674
	<u>48,425</u>	<u>110,755</u>

### 8. Deferred taxation

	2018 £	2017 £
At beginning of year	2,957	2,957
Charged to profit or loss	(1,868)	-
<b>At end of year</b>	<u>1,089</u>	<u>2,957</u>

# Fluent Loans Limited

## Notes to the Financial Statements For the Year Ended 31 March 2018

### 8. Deferred taxation (continued)

The provision for deferred taxation is made up as follows:

	2018 £	2017 £
Accelerated capital allowances	1,285	3,162
Short term timing differences	(196)	-
Tax losses	-	(205)
	<u>(1,089)</u>	<u>(2,957)</u>

### 9. Contingent liabilities

The company has given a cross guarantee in respect of loan notes provided to Project Finland Bidco Limited. At 31 March 2018 an amount of £19,413,671 (£17,880,142) was outstanding in respect of this facility.

### 10. Commitments under operating leases

At 31 March 2018 the company had future minimum lease payments under non-cancellable operating leases as follows:

	2018 £	2017 £
Within one year	-	24,886
Between two to five years	-	24,886
	<u>-</u>	<u>49,772</u>

### 11. Related party transactions

The Company has taken advantage of the exemption under FRS 102 1AC.35 from disclosing intra group transactions on the basis that any subsidiary which is a party to the transaction is wholly-owned by such a member.

#### **Fluent Mortgages Limited (formerly Brytannic Extra Finance Limited) - related party through common ownership**

During the year, the Company paid £1,934 (2016 - £Nil). The Company also received income of £8,079 (2016 - £Nil). At the year end there was a debtor balance of £1,495 (2016 - £Nil).



# **Fluent Loans Limited**

## **Notes to the Financial Statements For the Year Ended 31 March 2018**

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### **12. Controlling party**

The immediate parent company is The Fluent Money Group Limited which is registered at 102 Rivington House, Chorley New Road, Horwich, Bolton, England, BL6 5UE.

The ultimate parent company, Project Finland Topco Limited, has no individual controlling party, and is incorporated in England and Wales.

The parent undertaking of the smallest and largest group for which consolidated accounts are prepared is Project Finland Topco Limited. Consolidated accounts are available from its registered office, 102 Rivington House, Chorley New Road, Horwich, Bolton, England, BL6 5UE.