



MACMANUS
ASSET FINANCE

The Equipment Supplier's Secret Finance Weapon

When the usual finance route slows down, becomes difficult, or says no — **we step in.**

Most equipment suppliers already offer finance.

Where MacManus Asset Finance becomes valuable is when:

- the customer starts hesitating
- the finance process becomes too slow
- approvals stop progressing
- the deal no longer fits standard criteria
- or momentum starts disappearing

We work with:

- IT & telecoms suppliers
- gym & fitness equipment providers
- catering equipment businesses
- engineering & manufacturing machinery
- materials handling equipment
- healthcare & medical equipment suppliers
- and more

helping them keep transactions moving through:

- fast turnaround
- broad lender access
- responsive communication
- determined deal management

Because good equipment sales should not stall waiting for finance.





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WHY SUPPLIERS USE MACMANUS



Most Equipment Sales Don't Fall Apart Immediately

They lose momentum.
The customer delays the decision.
The process becomes complicated.
The lender takes too long.
The approval changes halfway through.
The urgency disappears.

That Is Usually When Suppliers Involve Us

We regularly support suppliers when:

- the primary finance route slows down
- the customer needs another option
- communication becomes inconsistent
- the transaction becomes difficult
- the deal falls outside standard criteria
- speed suddenly matters more than process

We Understand Fast- Moving Sales Environments

Equipment sales are often driven by:

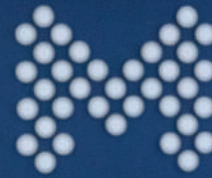
- speed
- affordability
- simplicity
- urgency
- monthly budget discussions

Customers are usually ready to proceed when the process feels straightforward.

**COMPLEXITY KILLS
MOMENTUM.**



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BUILT FOR THE DEALS THAT NEED MORE ATTENTION

The Deals That Stop Fitting Standard
Criteria Usually End Up With Us

Not every equipment transaction fits neatly inside automated lender processes.

That does not always mean the customer is wrong for finance.

It often means the transaction needs:

- the right lender
- the right structure
- faster communication
- and somebody willing to take ownership of the process



Where We Typically Add Value

Slow-Moving Finance Processes

Helping suppliers regain momentum when approvals or communication stall.

Time-Sensitive Transactions

Supporting deals where speed directly influences conversion.

Multi-Asset Transactions

Funding support for bundled equipment packages and phased installations.

Specialist Equipment Sales

Support for:

- medical equipment
- gym fit-outs
- EPOS systems
- telecoms infrastructure
- HVAC systems
- catering installations

Repeat Sales Environments

Consistent funding support across ongoing deal flow.

WE WORK QUICKLY BECAUSE EQUIPMENT SALES ENVIRONMENTS
MOVE QUICKLY.



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HOW THE PARTNERSHIP WORKS

A Straightforward Introducer Partnership

You focus on selling the equipment. We focus on helping get the funding over the line.

1

You Introduce the Opportunity

You involve us when:

- the process slows down
- the deal becomes awkward
- the customer needs another option
- or you simply want broader lender access

2

We Assess the Transaction

We review:

- the customer
- the equipment
- the transaction structure
- affordability
- lender suitability

3

We Manage the Funding Process

We handle:

- lender engagement
- approvals
- communication
- documentation
- progression through to payout

4

You Complete the Sale

The customer proceeds and the equipment gets installed or delivered.

OUR ROLE IS SIMPLE: HELP SUPPLIERS KEEP DEALS MOVING.



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WHY SUPPLIERS KEEP USING US

BUILT AROUND REPEAT SALES
ENVIRONMENTS



Most suppliers already have finance options in place.

We are not trying to replace them.

We become valuable when:

- the straightforward route stops being straightforward
- approvals become difficult
- turnaround times become too slow
- the customer profile becomes more complex
- or the transaction simply needs more urgency

YOUR CUSTOMER RELATIONSHIP REMAINS YOURS

WE SUPPORT THE FUNDING
PROCESS ONLY.
YOU REMAIN CENTRAL TO THE
CUSTOMER RELATIONSHIP
THROUGHOUT.

Why Suppliers Work With MacManus

Fast Turnaround

Responsive support aligned with live opportunities.

Broad Lender Access

Access to lenders across a wide range of equipment sectors.

Determined Deal Management

We take ownership of transactions and work proactively to keep deals progressing.

Structured Communication

Clear updates throughout the process without unnecessary complications.

FCA Authorised & Regulated

Professionally managed and compliant funding support.



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FUNDING SUPPORT FOR EQUIPMENT SALES

FUNDING SOLUTIONS STRUCTURED AROUND REAL EQUIPMENT TRANSACTIONS

Different equipment sectors require different funding approaches.

We support funding structures across:

- IT & telecoms
- catering equipment
- gym & leisure equipment
- healthcare equipment
- EPOS & retail systems
- HVAC & facilities equipment
- security & surveillance systems

Hire Purchase

A straightforward option for customers wanting long-term ownership.

Finance Lease

Flexible funding for operational equipment and technology upgrades.

Rental & Low-Initial Cost Structures

Designed to reduce upfront commitment and improve affordability at the point of sale.

Specialist Funding Structures

Support for:

- multi-site installations
- phased projects
- bundled equipment packages
- more complex customer scenarios

**THE OBJECTIVE IS NOT
SIMPLY APPROVAL —
IT IS HELPING THE
SALE COMPLETE
COMMERCIALY.**





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A COMMERCIAL BACKUP WHEN SALES NEED SUPPORT

MORE THAN A FINANCE BROKER
— A SALES SUPPORT PARTNER

We work with suppliers on a structured introducer basis designed around long-term commercial relationships.

Commercial Arrangements May Include:

- commission share agreements
- structured referral partnerships
- ad-hoc difficult deal support
- ongoing supplier relationships

All arrangements are agreed transparently in advance.

We Do Not:

- interfere with your customer relationships
- complicate your sales process
- introduce unrelated services
- try to replace your existing finance providers

We Do:

- help rescue difficult transactions
- provide additional lender access
- support urgent deals
- move quickly when timing matters
- work hard to keep sales alive



**BECAUSE IN FAST-MOVING
EQUIPMENT SALES
ENVIRONMENTS, DELAYS
REDUCE CONVERSION.**



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WHEN THE MAIN FINANCE ROUTE STOPS MOVING — WE STEP IN

Become a MacManus Supplier Partner



Specialist funding support for:

- equipment suppliers
- contractors
- installers
- technology providers
- fit-out businesses
- commercial equipment sales environments


If you need:

- faster turnaround
- broader lender access
- support on difficult deals
- a reliable second finance option

we should be part of your process.


Ready to take your business to the next level?

Speak to one of our finance experts today to explore the best options for your business.

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