

## MIRA INFORM REPORT

<b>Report No. :</b>	541986
<b>Report Date :</b>	28.11.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.
<b>Registered Office :</b>	Barrio San Juan, 28 48140 Igorre
<b>Country :</b>	Spain
<b>Financials (as on) :</b>	31.12.2017
<b>Date of Incorporation :</b>	01.01.1963
<b>Com. Reg. No.:</b>	A48037550
<b>Legal Form :</b>	Public Company
<b>Line of Business :</b>	<ul style="list-style-type: none"> <li>• Subject engaged in the manufacture and marketing of cooling apparatus</li> <li>• Manufacture of basic iron and steel and of ferro-alloys</li> </ul>
<b>No. of Employees :</b>	192 (2017)

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

**MIRA's Rating :**

B

Credit Rating	Explanation	Rating Comments
B	Medium Risk	Business dealings permissible on a regular monitoring basis

<b>Status :</b>	Moderate
<b>Payment Behaviour :</b>	Slow but Correct

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<b>Litigation :</b>	Clear
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**NOTES :**

Any query related to this report can be made on e-mail : [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**ECGC Country Risk Classification List**

<b>Country Name</b>	<b>Previous Rating (30.06.2018)</b>	<b>Current Rating (30.09.2018)</b>
Spain	A1	A1

<b>Risk Category</b>	<b>ECGC Classification</b>
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

**SPAIN - ECONOMIC OVERVIEW**

After a prolonged recession that began in 2008 in the wake of the global financial crisis, Spain marked the fourth full year of positive economic growth in 2017, with economic activity surpassing its pre-crisis peak, largely because of increased private consumption. The financial crisis of 2008 broke 16 consecutive years of economic growth for Spain, leading to an economic contraction that lasted until late 2013. In that year, the government successfully shored up its struggling banking sector - heavily exposed to the collapse of Spain's real estate boom - with the help of an EU-funded restructuring and recapitalization program.

Until 2014, contraction in bank lending, fiscal austerity, and high unemployment constrained domestic consumption and investment. The unemployment rate rose from a low of about 8% in 2007 to more than 26% in 2013, but labor reforms prompted a modest reduction to 16.4% in 2017. High unemployment strained Spain's public finances, as spending on social benefits increased while tax revenues fell. Spain's budget deficit peaked at 11.4% of GDP in 2010, but Spain gradually reduced the deficit to about 3.3% of GDP in 2017. Public debt has increased substantially – from 60.1% of GDP in 2010 to nearly 96.7% in 2017.

Strong export growth helped bring Spain's current account into surplus in 2013 for the first time since 1986 and sustain Spain's economic growth. Increasing labor productivity and an internal devaluation resulting from moderating labor costs and lower inflation have improved Spain's export competitiveness and generated foreign investor interest in the economy, restoring FDI flows.

In 2017, the Spanish Government's minority status constrained its ability to implement controversial labor, pension, health care, tax, and education reforms. The European Commission expects the government to meet its 2017 budget deficit target and anticipates that expected economic growth in 2018 will help the government meet its deficit target. Spain's borrowing costs are dramatically lower since their peak in mid-2012, and increased economic activity has generated a modest level of inflation, at 2% in 2017.

Source : CIA

## **SUMMARY**

**Company name** Kelvion Thermal Solutions Sociedad Anonima.  
**Operative address** Barrio San Juan, 28  
48140 Igorre  
Spain  
**Status** Active  
**Legal form** Public Company  
**Registration number** TIN: A48037550  
**VAT-number** ESA48037550

Year	2017	Mutation	2016	Mutation	2015
Fixed assets	6.916.752	-7,72	7.495.567	-7,29	8.085.199
Total receivables	28.570.530	10,26	25.911.405	-22,31	33.353.374
Total equity	9.536.557	-17,69	11.586.275	-13,40	13.379.454
Short term liabilities	25.551.556	18,32	21.595.462	-20,97	27.327.324
Net result	-2.040.990	-14,47	-1.783.011	2,99	-1.837.943
Working capital	3.886.558	-29,80	5.536.181	-20,02	6.921.663
Quick ratio	1,12	-6,67	1,20	-1,64	1,22

## **CONTACT INFORMATION**

**Company name** Kelvion Thermal Solutions Sociedad Anonima.  
**Operative address** Barrio San Juan, 28  
48140 Igorre  
Spain  
**Correspondence address** Barrio San Juan, 28  
48140 Igorre  
Spain  
**Telephone number** +34 946315000  
**Fax number** +34 946315129  
**Website** www.kelvion.com

## **REGISTRATION**

**Registration number** TIN: A48037550  
**VAT-number** ESA48037550  
**Status** Active  
**Establishment date** 01.01.1963

Legal form Public Company  
Subscribed share capital EUR 2.464.100

## **ACTIVITIES**

NACE 2410: Manufacture of basic iron and steel and of ferro-alloys  
Goal Engaged in the manufacture and marketing of cooling apparatus

## **RELATIONS**

**Shareholders**  
Name: KELVION INDUSTRIEBETEILIGUNGEN GMBH  
National id number: HRB 938 (Bochum)  
Address: Meesmannstr. 103  
City: BOCHUM  
Country: DE  
Phone: +49 234 980 0  
Fax: +49 234 9802752  
Website: www.kelvion.com  
Type: Corporate  
Share direct: 100.00%  
Number of employees: 2

Name: KELVION HOLDING GMBH  
National id number: HRB 14670 (Bochum)  
Address: Meesmannstr. 103  
City: BOCHUM  
Country: DE  
Phone: +49 234 980 0  
Fax: +49 234 980 2752  
Website: www.kelvion.com  
Type: Corporate  
Number of employees: 2

**Structure**  
SUBSIDIARIES  
Name: TECNICAS APLICADAS NORTE SA CALDEMON SA UTE  
National id number: U39502802  
Address: CALLE HERMANOS TORRE ORUNA, 15 MURIEDAS  
City: CAMARGO  
Country: ES  
Type: Corporate  
Fax: +34 942261526  
Share direct: 50.00%

**Branches** Name: KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.

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Address: CR REIAL 122  
City: SANT JUST DESVERN  
Country: ES  
Phone: +34 93 3728279

Name: KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.  
Address: CL JUAN IGNACIO LUCA DE TENA 6  
City: MADRID  
Country: ES  
Phone: +34 91 3430588

Name: KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.  
Address: PG INDUSTRIAL TRASCUETO 1  
City: CAMARGO  
Country: ES  
Phone: +34 94 2261525

Name: KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.  
Address: BO BARREDA S/N  
City: TORRELAVEGA  
Country: ES  
Phone: +34 94 2806023

Name: KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.  
Address: PG INDUSTRIAL TRASCUETO 1  
City: CAMARGO  
Country: ES  
Phone: +34 94 2261525

Name: KELVION THERMAL SOLUTIONS SOCIEDAD ANONIMA.  
Address: BO ZIARRUSTA S/N  
City: DIMA  
Country: ES  
Phone: +34 94 6319312

## ***BANK DETAILS***

### **Accounts**

COMMERZBANK AKTIENGESELLSCHAFT SE  
DEUTSCHE BANK A G SE

## ***MANAGEMENT***

### **Management**

Fullname: Mr Julien Raymond Spohonhauer Vincent

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Type: Individual  
Gender: Male  
date of birth: 1977/02/12  
Age: 41  
Country: France  
Number of involvements: 3  
Function: President of the Board  
Level of responsibility: President / Chairman  
Appointment date: 2018/02/09

Fullname: Mr Oscar Gonzalo Cubero Alonso  
Type: Individual  
Gender: Male  
Number of involvements: 1  
Function: Member of the Board  
Level of responsibility: Member  
Appointment date: 2014/06/05

Fullname: Mr Oscar Gonzalo Cubero Alonso  
Type: Individual  
Gender: Male  
Number of involvements: 1  
Function: General Manager  
Level of responsibility: Unspecified executive  
Appointment date: 2014/05/30

Fullname: Ms Almudena Recio Garcia Tejedor  
Type: Individual  
Gender: Female  
Number of involvements: 1  
Function: Member of the Board  
Level of responsibility: Member  
Appointment date: 2016/05/20

Fullname: Ms Almudena Recio Garcia Tejedor  
Type: Individual  
Gender: Female  
Number of involvements: 1  
Function: Financial Manager  
Level of responsibility: Finance & Accounting Manager  
Appointment date: 2014/05/30

Fullname: Mr David Rodriguez Pena  
Type: Individual  
Gender: Male  
Number of involvements: 1  
Function: Commercial Director  
Level of responsibility: Sales executive

Appointment date: 2012/03/21

Fullname: Mr Antonio Moreno

Type: Individual

Gender: Male

Number of involvements: 1

Function: OPERATIONS Director

Level of responsibility: OPERATIONS & Production executive

Appointment date: 2015/05/20

Fullname: Mr Inmanol Valero

Type: Individual

Gender: Male

Number of involvements: 1

Function: IT Director

Level of responsibility: IT & IS executive

Appointment date: 2012/03/21

Fullname: Ms Gemma Sancho

Type: Individual

Gender: Female

Number of involvements: 1

Function: Exports Director

Level of responsibility: Executive

Appointment date: 2017/09/29

Fullname: Ms Gemma Sancho

Type: Individual

Gender: Female

Number of involvements: 1

Function: Imports Director

Level of responsibility: Executive

Appointment date: 2017/09/29

## **EMPLOYEES**

Year	2017	2016	2015	2014	2013
Annual	192	196	195	195	200

## **FINANCIAL ANALYSIS**

Trend	Constant
Profitability	Negative
Solvability	Sufficient

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Liquidity Limited  
Show amount in Euro

## KEY FIGURES

Year	2017	2016	2015	2014	2013
Quick ratio	1,12	1,20	1,22	1,47	1,55
Current ratio	1,15	1,26	1,25	1,51	1,59
Working capital/ balance total	0,11	0,16	0,16	0,25	0,27
Equity / balance total	0,26	0,33	0,32	0,45	0,48
Equity / Fixed assets	1,38	1,55	1,65	1,79	1,81
Working capital	3.886.558	5.536.181	6.921.663	8.431.871	9.016.844
Equity	9.536.557	11.586.275	13.379.454	15.127.486	15.992.383
Mutation equity	-17,69	-13,40	-11,56	-5,41	
Mutation short term liabilities	18,32	-20,97	64,88	8,17	
Return on total assets (ROA)	-5,78	-4,78	-4,38	-2,14	-3,00
Return on equity (ROE)	-22,05	-14,29	-13,86	-4,72	-6,22
Gross profit margin	-4,35	-4,60	-4,34	-1,79	-466,08
Net profit margin	-5,24	-6,13	-5,87	-2,16	-328,77
Average collection ratio	1,53	1,35	1,14	2,11	0,01
Average payment ratio	1,36	1,12	0,94	1,44	0,01
Equity turnover ratio	4,09	2,51	2,34	2,31	0,01
Total assets turnover ratio	1,07	0,84	0,74	1,04	0,01
Fixed assets turnover ratio	5,63	3,88	3,87	4,14	0,02
Inventory conversion ratio	46,27	24,85	37,95	56,39	0,36
Turnover	38.969.266	29.092.545	31.287.574	34.902.051	185.517
Operating result	-1.694.021	-1.337.175	-1.358.499	-623.331	-864.652
Net result after taxes	-2.040.990	-1.783.011	-1.837.943	-754.651	-609.917
Cashflow	-1.231.247	-965.650	-1.156.383	77.867	411.094
Gross profit	9.520.962	9.534.097	9.227.717	10.436.984	10.818.999
EBITDA	-884.278	-519.814	-676.939	209.187	156.359

### Summary

The 2017 financial result structure is a positive working capital of 3.886.558 euro, which is in agreement with 11 % of the total assets of the company.

The working capital has diminished with -29.8 % compared to previous year. The ratio, with respect to the total assets of the company has however, declined.

The deterioration between 2016 and 2017 has mainly been caused by a change of the current liabilities.

The current ratio of the company in 2017 was 1.15. When the current ratio is below 1.5, the company may have problems meeting its short-term obligations.

The quick ratio in 2017 of the company was 1.12. A company with a Quick Ratio of more than 1 can currently pay back its current liabilities.

The 2016 financial result structure is a positive working capital of 5.536.181 euro, which is in agreement with 16 % of the total assets of the company.

The working capital has diminished with -20.02 % compared to previous year. The ratio with respect to the total assets of the company remains unchanged.

The deterioration between 2015 and 2016 has mainly been caused by a change of the current assets.

The current ratio of the company in 2016 was 1.26. When the current ratio is below 1.5, the company may have problems meeting its short-term obligations.

The quick ratio in 2016 of the company was 1.2. A company with a Quick Ratio of more than 1 can currently pay back its current liabilities.

## ***FINANCIAL STATEMENT***

<b>Auditor</b>	Name: KPMG AUDITORES S.L. Name: DELOITTE S.L. Name: DELOITTE & TOUCHE S.A. Name: KPMG AUDITORES S.L. Name: DELOITTE S.L.
<b>Last annual account</b>	2017
<b>Remark annual account</b>	The company is obliged to file its financial statements.
<b>Type of annual account</b>	Corporate
<b>Annual account</b>	<b>Kelvion Thermal Solutions Sociedad Anonima.</b> Barrio San Juan, 28 48140 Igorre Spain

## **BALANCE**

Year	2017	2016	2015	2014	2013
End date	2017-12-31	2016-12-31	2015-12-31	2014-12-31	2013-12-31
Type of annual account	Corporate	Corporate	Corporate	Corporate	Corporate
Intangible fixed assets	1.969.221	2.289.621	2.611.048	2.733.478	2.825.085
Tangible fixed assets	4.892.710	5.157.920	5.236.132	5.434.439	5.724.037
Other fixed assets	54.821	48.026	238.019	260.278	263.578
Fixed assets	6.916.752	7.495.567	8.085.199	8.428.195	8.812.700
Total stock	842.167	1.170.646	824.408	618.995	520.212
Total receivables	28.570.530	25.911.405	33.353.374	24.242.727	23.472.339
Liquid funds	25.310	40.471	71.205	144.119	346.741
Other current assets	107	9.121			
Current assets	29.438.114	27.131.643	34.248.987	25.005.841	24.339.292
Total assets	36.354.866	34.627.210	42.334.186	33.434.036	33.151.992
Total equity	9.536.557	11.586.275	13.379.454	15.127.486	15.992.383
Long term liabilities	1.266.753	1.445.473	1.627.408	1.732.580	1.837.161
Accounts payable	2.057.637	6.085.396	8.249.560	11.166.970	9.263.455
Liabilities towards credit institutes	117.825	116.073	105.598	105.598	99.341
Other short term liabilities	23.376.094	15.393.993	18.972.166	5.301.402	5.959.652
Short term liabilities	25.551.556	21.595.462	27.327.324	16.573.970	15.322.448
Total liabilities	36.354.866	34.627.210	42.334.186	33.434.036	33.151.992

### **Summary**

The total assets of the company increased with 4.99 % between 2016 and 2017.

Despite the assets growth, the non current assets decreased with - 7.72 %.

In 2017 the assets of the company were 19.03 % composed of fixed assets and 80.97 % by current assets. The assets are being financed by an equity of 26.23 %, and total debt of 73.77 %.

The total assets of the company decreased with -18.21 % between 2015 and 2016.

This total assets decrease has been reflected in a reduction of non current assets of -7.29 %.

In 2016 the assets of the company were 21.65 % composed of fixed assets and 78.35 % by current assets. The assets are being financed by an equity of 33.46 %, and total debt of 66.54 %.

## **PROFIT AND LOSS**

Year	2017	2016	2015	2014	2013
Revenues	38.132.861	28.623.970	30.915.091	34.849.644	
Net turnover	38.969.266	29.092.545	31.287.574	34.902.051	185.517
Wages and salaries	10.405.240	10.053.911	9.959.734	10.214.230	10.642.926
Amorization and depreciation	809.743	817.361	681.560	832.518	1.021.011
Production costs	22.917.874	15.772.908	17.797.612	20.697.568	19.508.838
Operating result	-1.694.021	-1.337.175	-1.358.499	-623.331	-864.652
Financial income			43.953	21.714	19.714
Financial expenses	408.942	318.322	540.057	112.544	150.286
Financial result	-408.942	-318.322	-496.104	-90.830	-130.572
Result on ordinary operations before taxes	-2.102.963	-1.655.497	-1.854.603	-714.161	-995.224
Taxation on the result of ordinary activities	-61.973	127.514	-16.660	40.490	-385.307
Result of ordinary activities after taxes	-2.040.990	-1.783.011	-1.837.943	-754.651	-609.917
Net result	-2.040.990	-1.783.011	-1.837.943	-754.651	-609.917

### **Summary**

The turnover of the company grew with 33.95 % between 2016 and 2017.

The operating result of the company declined with -26.69 % between 2016 and 2017. This evolution implies an decrease of the company's economic profitability.

The result of these changes is a reduction of the company's Economic Profitability of -20.92 % of the analysed period, being equal to -5.78 in the year 2017.

Despite the decline the assets turnover increased by 27.38 % reaching 1.07.

The Net Result of the company decreased by -14.47 % between 2016 and 2017.

The company's Financial Profitability has been positively affected by the financial activities in comparison to the EBITs behaviour. The result of these variations is a profitability increase of -54.3 % of the analysed period, being -22.05 in the year 2017.

The company's financial profitability has been positively affected by its financial structure.

The turnover of the company decreased by -7.02 % between 2015 and 2016.

The operating result of the company grew with 1.57 % between 2015 and 2016. This evolution implies an increase of the company's economic profitability.

The result of these changes is a reduction of the company's Economic Profitability of -9.13 % of the analysed period, being equal to -4.78 in the year 2016.

Despite the decline the assets turnover increased by 13.51 % reaching 0.84.

The Net Result of the company increased by 2.99 % between 2015 and 2016.

The company's Financial Profitability has been positively affected by the financial activities in comparison to the EBITs behaviour. The result of these variations is a profitability increase of -3.1 % of the analysed period, being -14.29 in the year 2016.

The company's financial profitability has been positively affected by its financial structure.

## ***COUNTRY INFORMATION***

Population	46.4 million
GDP per capita	26.565 USD
Country risk	Low
Company risk	Very Low

## ***PUBLICATIONS***

Remarks	Status: Active Status date: 1996-11-13 Category: Large company Last year: 2017 Turnover last year: 38.969.266 EUR Result last year: -2.040.990 EUR TOTAL assets last year: 36.354.866 EUR Number of employees: 192 Number of shareholders: 2 Number of subsidiaries: 1 Number of branches: 6
History	Previous name: Gea Iberica Sociedad Anonima

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 70.91
UK Pound	1	INR 90.84
Euro	1	INR 80.42
Euro	1	INR 80.02

**Note :** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	PRI
<b>Report Prepared by :</b>	TRU

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)