

MIRA INFORM REPORT

Report No. :	533343
Report Date :	06.10.2018

IDENTIFICATION DETAILS

Name :	TECHNOFLOW S.R.L.
Registered Office :	Via Sesia 36, 20020 Cesate
Country :	Italy
Financials (as on) :	31.12.2017
Date of Incorporation :	20.07.1999
Com. Reg. No.:	MI1593927
Legal Form :	Limited Liability Company – SRL
Line of Business :	<ul style="list-style-type: none"> Wholesale of other machinery and equipment Subject is engaged in the manufacture of industrial valves
No. of Employees :	17 [2017]

RATING & COMMENTS

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

MIRA's Rating :	A
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Credit Rating	Explanation	Rating Comments
A	Acceptable Risk	Business dealings permissible with moderate risk of default

Status :	Good
Payment Behaviour :	Regular
Litigation :	Clear

NOTES :

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

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ECGC Country Risk Classification List

Country Name	Previous Rating (31.12.2017)	Current Rating (01.04.2018)
Italy	A1	A1

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

ITALY - ECONOMIC OVERVIEW

Italy's economy comprises a developed industrial north, dominated by private companies, and a less-developed, highly subsidized, agricultural south, with a legacy of unemployment and underdevelopment. The Italian economy is driven in large part by the manufacture of high-quality consumer goods produced by small and medium-sized enterprises, many of them family-owned. Italy also has a sizable underground economy, which by some estimates accounts for as much as 17% of GDP. These activities are most common within the agriculture, construction, and service sectors.

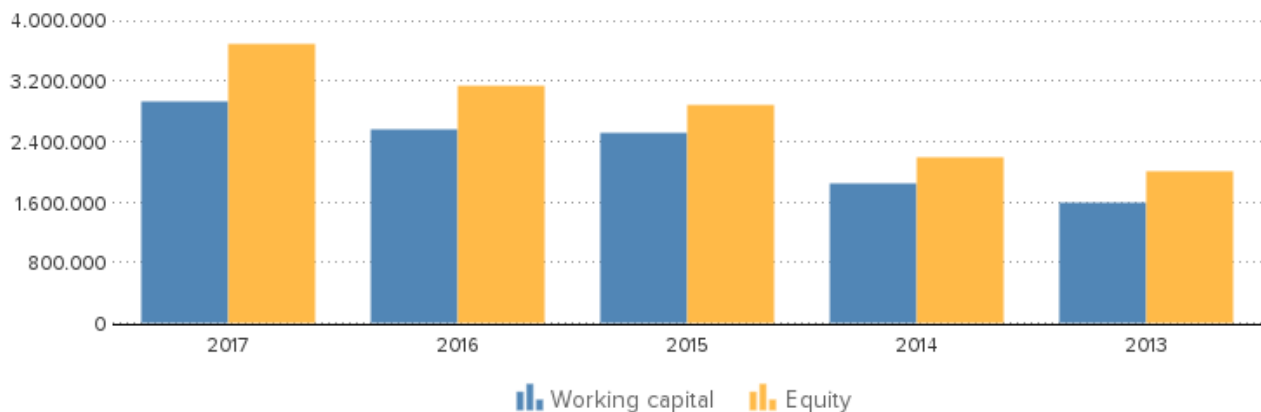
Italy is the third-largest economy in the euro zone, but its exceptionally high public debt and structural impediments to growth have rendered it vulnerable to scrutiny by financial markets. Public debt has increased steadily since 2007, reaching 131% of GDP in 2017. Investor concerns about Italy and the broader euro-zone crisis eased in 2013, bringing down Italy's borrowing costs on sovereign government debt from euro-era. The government still faces pressure from investors and European partners to sustain its efforts to address Italy's longstanding structural economic problems, including labor market inefficiencies, a sluggish judicial system, and a weak banking sector. Italy's economy returned to modest growth in late 2014 for the first time since 2011. In 2015-16, Italy's economy grew at about 1% each year, and in 2017 growth accelerated to 1.5% of GDP. In 2017, overall unemployment was 11.4%, but youth unemployment remained high at 37.1%. GDP growth is projected to slow slightly in 2018.

Source : CIA

SUMMARY

Company name	TECHNOFLOW S.R.L.
Operative address	Via Sesia 36 20020 Cesate Italy
Status	Active
Legal form	Limited Liability Company - SRL
Registration number	Trade register number: MI1593927
VAT-number	IT02892350964

Year	2017	Mutation	2016	Mutation	2015
Fixed assets	1.154.647	8,45	1.064.694	15,60	921.003
Total receivables	2.020.086	-33,95	3.058.414	11,44	2.744.491
Total equity	3.694.611	18,04	3.129.997	8,43	2.886.588
Short term liabilities	2.130.270	-39,20	3.503.775	30,44	2.686.135
Net result	814.611	65,05	493.559	-28,22	687.575
Working capital	2.923.220	14,01	2.564.079	1,62	2.523.288
Quick ratio	2,19	33,54	1,64	-10,87	1,84



CONTACT INFORMATION

Company name	Technoflow S.R.L.
Operative address	Via Sesia 36 20020 Cesate Italy
Correspondence address	Via Sesia 36 20020 Cesate

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Telephone number Italy
Website +39 0299021085
www.technoflow.it

REGISTRATION

Registration number Trade register number: MI1593927
VAT-number IT02892350964
Status Active
Establishment date 1999-07-20
Legal form Limited liability company - SRL
Subscribed share capital EUR 100.000

ACTIVITIES

NACE 4669: Wholesale of other machinery and equipment
Goal Engaged in the manufacture of industrial valves

RELATIONS

Shareholders Name: MR GIANLUCA GALLO
Address: VIA DANTE 12
City: CESANO MADERNO
Country: IT
Type: One or more named individuals or families
Share direct: 45.00%

Name: MR PIERCARLO SARONNI
Address: VIA MEREGHETTI 7
City: SETTIMO MILANESE
Country: IT
Type: One or more named individuals or families
Share direct: 45.00%

Name: MR DIEGO COMPARI
Country: IT
Type: One or more named individuals or families
Share direct: 5.00%

Name: MRS LORETTA GIOVANNA DA PRAT
Address: VIA CECHOV ANTONIO 20
City: MILANO

Structure

Country: IT
Type: One or more named individuals or families
Share direct: 5.00%
SUBSIDIARIES
Name: OTTO GROUP S.R.L.
National id number: MI2089348
Address: VIA GIACOMO PUCCINI 1/A
City: CESATE
Country: IT
Type: Corporate
Share direct: 20.00%
Turnover: 2.03452086 mil. EUR
Total assets: 3.18519249 mil. EUR
Profit loss before tax: 0.07468192 mil. EUR
Profit loss after tax net income: 0.05270576 mil. EUR
Shareholders funds: 0.0627066 mil. EUR

MANAGEMENT

Management

Fullname: Mr Piercarlo Saronni
Type: Individual
Gender: Male
date of birth: 1959/12/20
Age: 58
Country: Italy
Number of involvements: 1
Function: Chairman of the Board of Directors
Level of responsibility: President / Chairman
Appointment date: 1999/07/20

Fullname: Mr Piercarlo Saronni
Type: Individual
Gender: Male
date of birth: 1959/12/20
Age: 58
Country: Italy
Number of involvements: 1
Function: Adviser
Level of responsibility: Other & unspecified
Appointment date: 1999/07/20

Fullname: Mr Piercarlo Saronni
Type: Individual
Gender: Male
date of birth: 1959/12/20
Age: 58
Country: Italy

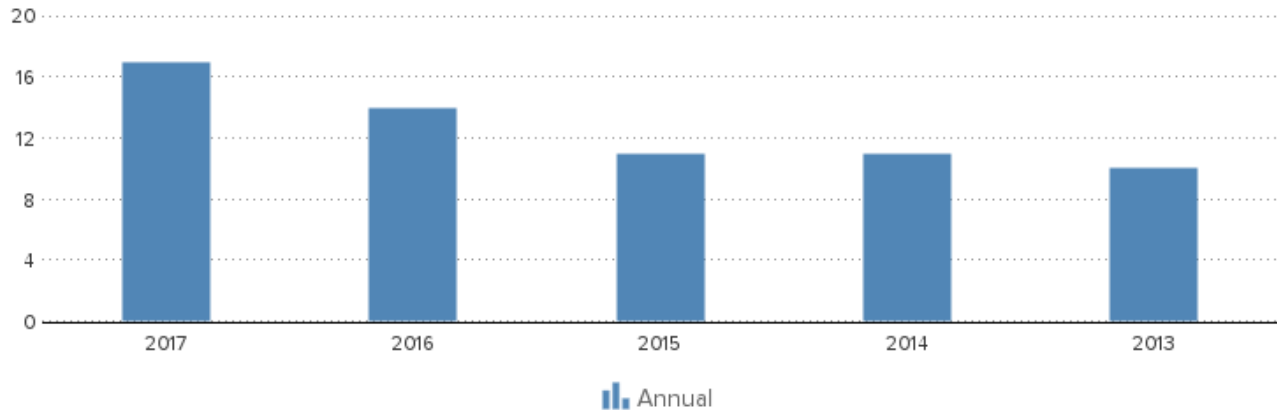
Number of involvements: 1
Function: Person in Charge (of)
Level of responsibility: Unspecified executive
Appointment date: 2000/01/13

Fullname: Mr Gianluca Gallo
Type: Individual
Gender: Male
date of birth: 1965/09/04
Age: 53
Country: Italy
Number of involvements: 1
Function: Adviser
Level of responsibility: Other & unspecified
Appointment date: 1999/07/20

Fullname: Mr Gianluca Gallo
Type: Individual
Gender: Male
date of birth: 1965/09/04
Age: 53
Country: Italy
Number of involvements: 1
Function: Chief Executive Officer; Person in Charge (of)
Level of responsibility: Highest executive
Appointment date: 1999/11/18

EMPLOYEES

Year	2017	2016	2015	2014	2013
Annual	17	14	11	11	10



FINANCIAL ANALYSIS

Trend	Fluctuating
Profitability	Sufficient
Solvability	Sufficient
Liquidity	Sufficient
Show amount in	Euro

KEY FIGURES

Year	2017	2016	2015	2014	2013
Quick ratio	2,19	1,64	1,84	1,47	1,60
Current ratio	2,37	1,73	1,94	1,67	1,89
Working capital/ balance total	0,47	0,36	0,41	0,33	0,36
Equity / balance total	0,60	0,44	0,47	0,40	0,46
Equity / Fixed assets	3,20	2,94	3,13	2,34	1,92
Working capital	2.923.220	2.564.079	2.523.288	1.846.728	1.588.888
Equity	3.694.611	3.129.997	2.886.588	2.199.013	2.014.139
Mutation equity	18,04	8,43	31,27	9,18	
Mutation short term liabilities	-39,20	30,44	-2,69	55,31	
Return on total assets (ROA)	17,99	10,54	16,59	5,37	16,18
Return on equity (ROE)	30,22	24,03	35,24	13,55	35,48
Gross profit margin	13,15	10,84	12,39	5,60	16,54
Net profit margin	9,48	6,99	8,29	3,31	10,77
Average collection ratio	4,04	2,01	3,09	2,02	2,48
Average payment ratio	4,26	2,31	3,02	2,26	2,58
Equity turnover ratio	2,33	2,26	2,87	2,54	2,19
Total assets turnover ratio	1,38	0,99	1,35	1,01	1,00

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Fixed assets turnover ratio	7,44	6,63	9,00	5,93	4,20
Inventory conversion ratio	22,17	21,79	31,52	10,14	8,31
Turnover	8.595.900	7.059.231	8.292.612	5.579.337	4.413.512
Operating result	1.130.723	765.123	1.027.826	312.673	730.191
Net result after taxes	814.611	493.559	687.575	184.874	475.344
Cashflow	868.197	548.012	751.026	265.297	574.328
Gross profit	1.849.383	1.368.955	1.630.401	878.686	1.332.836
EBITDA	1.184.309	819.576	1.091.277	393.096	829.175

Summary

The 2017 financial result structure is a positive working capital of 2.923.220 euro, which is in agreement with 47 % of the total assets of the company.

The working capital has increased with 14.01 % compared to previous year. The ratio, with respect to the total assets of the company has however, increased.

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

The current ratio of the company in 2017 was 2.37. A company with a current ratio between 1.5 and 3.0 generally indicates good short-term financial strength.

The quick ratio in 2017 of the company was 2.19. A company with a Quick Ratio of more than 1 can currently pay back its current liabilities.

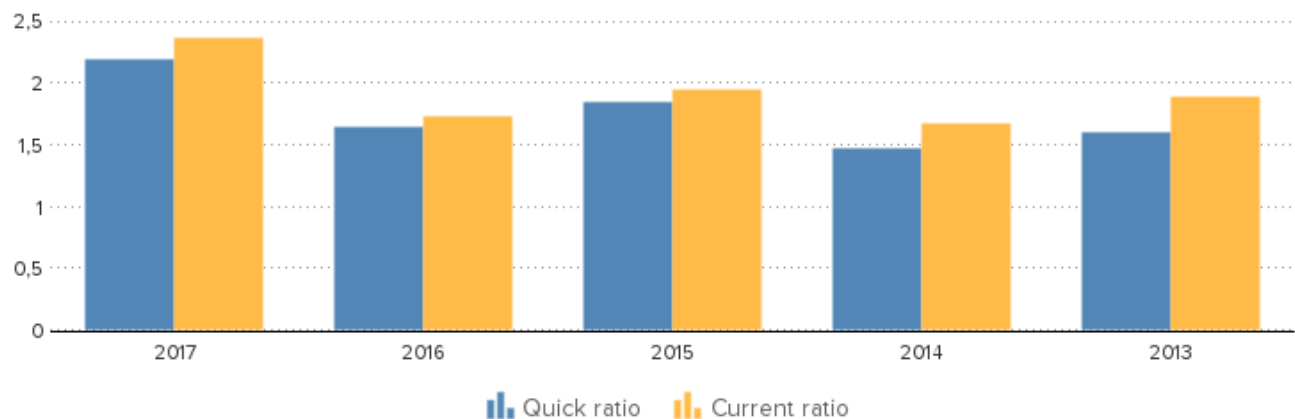
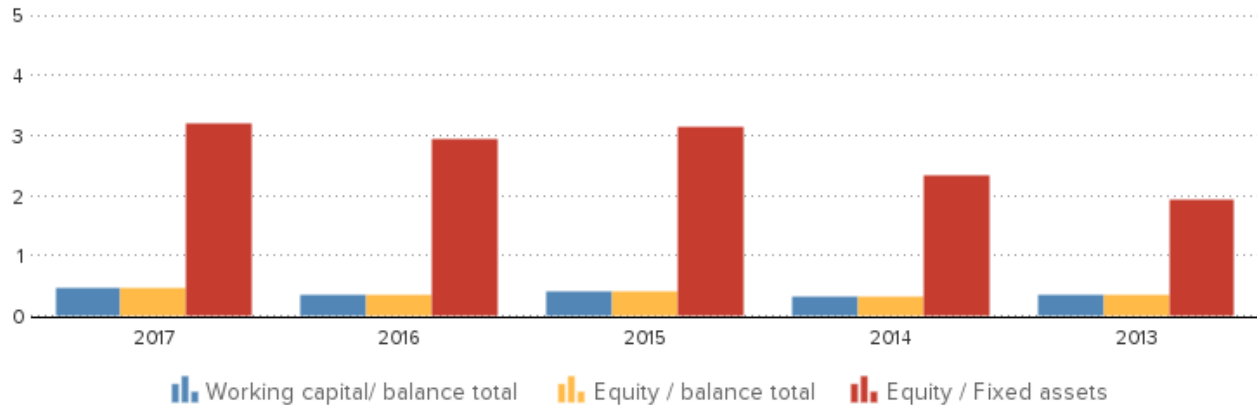
The 2016 financial result structure is a positive working capital of 2.564.079 euro, which is in agreement with 36 % of the total assets of the company.

The working capital has increase with 1.62 % compared to previous year. The ratio with respect to the total assets of the company has however, declined.

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

The current ratio of the company in 2016 was 1.73. A company with a current ratio between 1.5 and 3.0 generally indicates good short-term financial strength.

The quick ratio in 2016 of the company was 1.64. A company with a Quick Ratio of more than 1 can currently pay back its current liabilities.



FINANCIAL STATEMENT

Last annual account
Remark annual account
Type of annual account
Annual account

2017
The company is obliged to file its financial statements.
Corporate
Technoflow S.R.L.
Via Sesia 36
20020 Cesate
Italy

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BALANCE

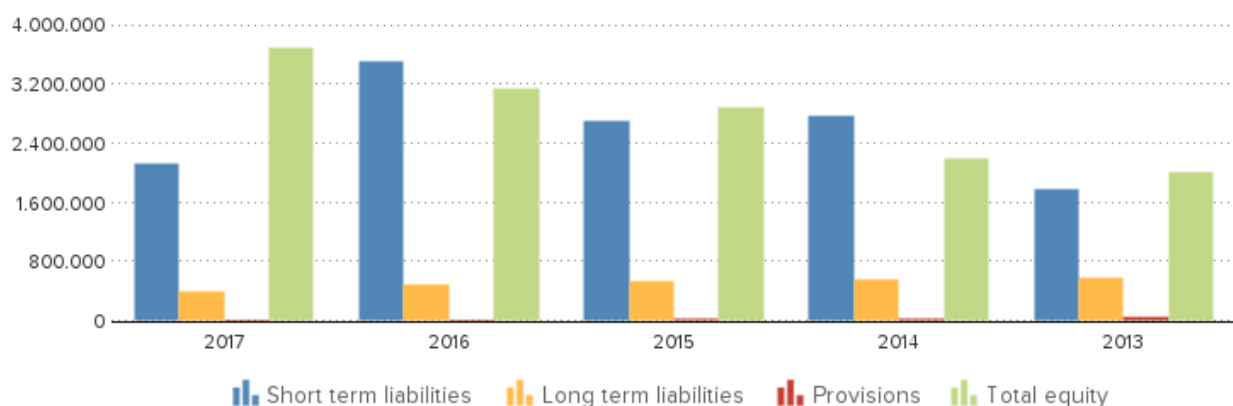
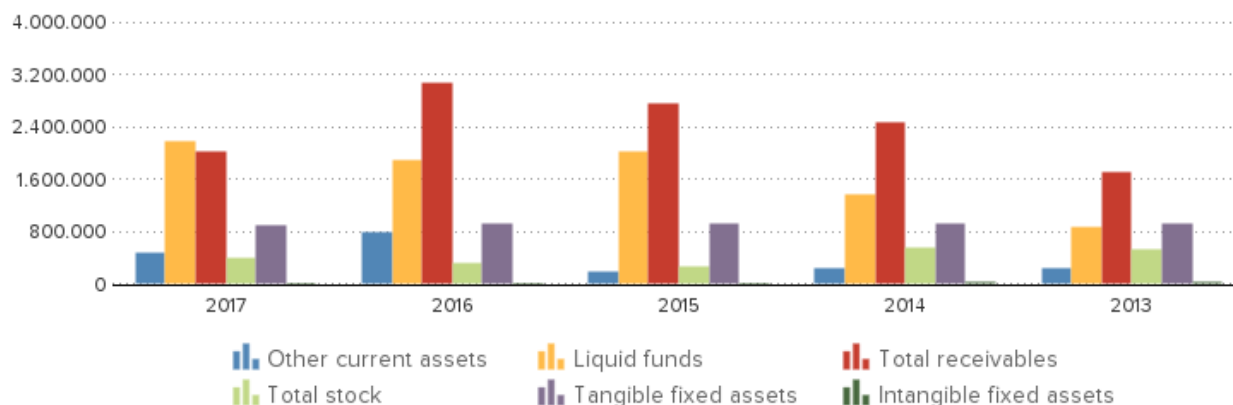
Year	2017	2016	2015	2014	2013
End date	2017-12-31	2016-12-31	2015-12-31	2014-12-31	2013-12-31
Type of annual account	Corporate	Corporate	Corporate	Corporate	Corporate
Intangible fixed assets	1.259	1.323		13.350	23.250
Tangible fixed assets	901.066	911.049	920.681	927.894	926.076
Other fixed assets	252.322	152.322	322	322	100.489
Fixed assets	1.154.647	1.064.694	921.003	941.566	1.049.815
Total stock	387.757	324.027	263.084	550.082	530.825
Total receivables	2.020.086	3.058.414	2.744.491	2.465.816	1.710.820
Liquid funds	2.175.894	1.894.829	2.011.423	1.351.832	877.922
Other current assets	469.753	790.584	190.425	239.483	246.734
Current assets	5.053.490	6.067.854	5.209.423	4.607.213	3.366.301
Total assets	6.208.137	7.132.548	6.130.426	5.548.779	4.416.116
Total equity	3.694.611	3.129.997	2.886.588	2.199.013	2.014.139
Provisions		10.243	20.486	30.729	40.972
Long term liabilities	383.256	488.533	537.217	558.552	583.592
Accounts payable	1.329.820	2.283.242	1.840.359	1.851.134	1.124.718
Liabilities towards credit institutes	167.248	207.862	38.269	121.616	203.551
Other short term liabilities	633.202	1.012.671	807.507	787.735	449.144
Short term liabilities	2.130.270	3.503.775	2.686.135	2.760.485	1.777.413
Total liabilities	6.208.137	7.132.548	6.130.426	5.548.779	4.416.116

Summary
The total assets of the company decreased with -12.96 % between 2016 and 2017. Despite the total assets decrease, non current assets grew with 8.45 %.

In 2017 the assets of the company were 18.6 % composed of fixed assets and 81.4 % by current assets. The assets are being financed by an equity of 59.51 %, and total debt of 40.49 %.

The total assets of the company increased with 16.35 % between 2015 and 2016. The fixed asset growth of 15.6 % is lower than the total asset growth.

In 2016 the assets of the company were 14.93 % composed of fixed assets and 85.07 % by current assets. The assets are being financed by an equity of 43.88 %, and total debt of 56.12 %.



PROFIT AND LOSS

Year	2017	2016	2015	2014	2013
Revenues	8.468.961	7.046.049	8.276.782	5.570.215	4.192.885
Net turnover	8.595.900	7.059.231	8.292.612	5.579.337	4.413.512
Wages and salaries	670.014	552.265	531.670	480.875	494.780
Amorization and depreciation	53.586	54.453	63.451	80.423	98.984
Production costs	5.584.991	4.735.933	5.632.703	4.096.959	2.476.084
Operating result	1.130.723	765.123	1.027.826	312.673	730.191
Financial income	18	187	1.531	5.083	9.934
Financial expenses	14.052	13.306	12.102	19.752	25.554
Financial result	-14.034	-13.119	-10.571	-14.669	-15.620
Result on ordinary operations before taxes	1.116.689	752.004	1.017.255	298.004	714.571
Taxation on the result of ordinary activities	302.078	258.445	335.577	112.805	238.151
Result of ordinary activities after taxes	814.611	493.559	681.678	185.199	476.420

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Extraordinary income			5.897		1
Extraordinary expense				325	1.077
Extraordinary result before taxation			5.897	-325	-1.076
Net result	814.611	493.559	687.575	184.874	475.344
Summary					

The turnover of the company grew with 21.77 % between 2016 and 2017.

The operating result of the company grew with 47.78 % between 2016 and 2017. This evolution implies an increase of the company's economic profitability.

The result of these changes is an increase of the company's Economic Profitability of 70.68 % of the analysed period, being equal to 17.99 in the year 2017.

This growth has contributed to the increase in assets turnover, increasing by 39.39 % reaching 1.38.

The Net Result of the company increased by 65.05 % 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 25.76 % of the analysed period, being 30.22 in the year 2017.

The company's financial structure has slowed down its financial profitability.

The turnover of the company decreased by -14.87 % between 2015 and 2016.

The operating result of the company declined with -25.56 % between 2015 and 2016. 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 -36.47 % of the analysed period, being equal to 10.54 in the year 2016.

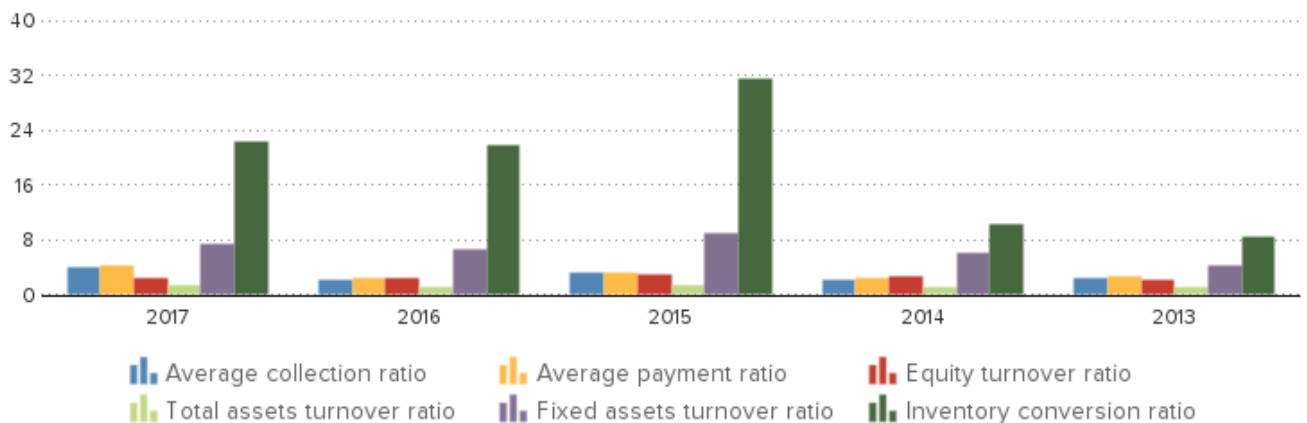
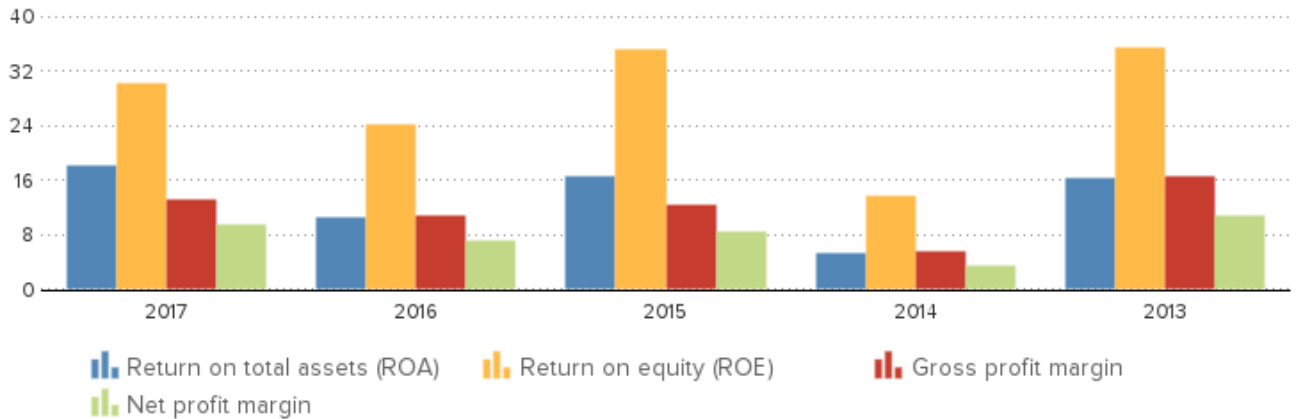
This fall has contributed to a asset turnover decrease, whose index evolved from -26.67 to a level of 0.99.

The Net Result of the company decreased by -28.22 % between 2015 and 2016.

The company's Financial Profitability has been negatively affected by the financial activities in comparison to the EBITs behaviour.

The result of these variations is a profitability reduction of -31.81 % of the analysed period, being 24.03 in the year 2016.

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



COUNTRY INFORMATION

Population	60.7 million
GDP per capita	30507 USD
Country risk	Below average
Company risk	Low

PUBLICATIONS

Remarks	Status: Active Category: Medium sized company Last year: 2017
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Turnover last year: 8.595.900 EUR
Result last year: 814.611 EUR
TOTAL assets last year: 6.208.137 EUR
Number of employees: 17
Number of shareholders: 4
Number of subsidiaries: 1
Number of branches: 0

FOREIGN EXCHANGE RATES

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.58
UK Pound	1	INR 95.88
Euro	1	INR 84.70
Euro	1	INR 85.43

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

INFORMATION DETAILS

Analysis Done by :	DIV
Report Prepared by :	TPT

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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)