



Die zentrale Plattform für die Speicherung von Unternehmensdaten

menu

(0)  [Home page](#) / [Search all areas](#) / [search result](#)

Search in all areas

Search options

[Back to the search result](#)[← Previous entry](#)[Next entry >](#)

JULABO GmbH, Seelbach

Accounting / financial reports

Company

Information

description

JULABO GmbH

Seelbach

Annual financial statements for the financial year from January 1, 2017 to December 31, 2017

Management report

I. Foundations of the company

1. Business model of the company

The company operates the development, manufacture and sale of high-precision laboratory thermostats (heating, cooling and deep-freezing thermostats) for internal and external temperature control tasks, highly dynamic temperature control systems, recirculating coolers including in-house software developments for applications in numerous industries in research, science and industry. The business area of gastronomy is also covered by the **fusionchef** by Julabo brand .

With the branches of the JULABO Group and a worldwide network of numerous sales and service partners, the company guarantees global market penetration and close proximity to customers.

Development, production, administration and sales at the headquarters in Seelbach take place in rented properties that are family-owned.

2. Research and development

Research & development is one of JULABO's core competencies. The main focus of investment is new product development. This involves the further development and expansion of the main program, but also specific customer projects.

II. Economic report

1. Macroeconomic and industry-related framework conditions

In 2017, the German economy was price, seasonally and calendar adjusted for real gross domestic product by approx. 2.9% (previous year 1.8%) grew (Federal Statistical Office).

According to the Kiel Institute for the World Economy, the growth rate of the global economy with the highest growth rate of global production was 3.9% (previous year 3.1%).

The figures of the employers' association for the metal and electrical industry, Metall, which is related to the sector, also show growth analogous to the global economy.

The sales development of this branch according to preliminary results is 6.0%, the previous year was 1.1%. Germany experienced a percentage increase of 4.1% (previous year 1.8%), abroad also finished positively (7.3%, previous year + 0.6%). The percentage of foreign countries grew slightly faster than at home.

Price-adjusted order intake at the end of 2017 was 5.9% above the previous year (+ 1.8%). Production improved compared to the previous year by + 4.4% (previous year + 1.7%).

The mood in the German executive floors is also excellent at the beginning of the year. The Ifo Business Climate Index rose to 117.6 points in January 2018, after 117.2 in December. This was due to a significantly better assessment of the current situation. The situation index rose to a new record high. However, expectations for the next six months have been somewhat reduced, but remain at a high level. The German economy is starting the new year with momentum.

In manufacturing, the index has risen to a new record high. This also applies to the current situation, which has never been assessed so well by industrial companies. However, fewer companies assume that the very good economic situation will continue to improve. Capacity utilization rose by 0.6 percentage points to 87.9 percent, well above the long-term average of 83.7 percent.

The JULABO group of companies is a worldwide leading manufacturer of high-precision temperature control units for science, research and industry. The world market for such devices is characterized by a few internationally active providers who are in intense competition with each other. The likelihood of further providers entering the market is rather unlikely due to the high entry barriers and the relatively small size of the world market.

In addition to the technologically comparable competitors, there are a few other competitors on the market with a simple and narrow product range of lower quality and price. These mostly focus on their home markets and do not offer a global sales and support network. In line with other industries, cheap manufacturers (especially from Asia) are also trying to enter markets; globally with little success - from a local point of view these low-cost providers should not be underestimated in the medium term and it is therefore important to monitor their development.

After a sales increase of 11.8 percent in 2017, the German manufacturers of analytical, bio and laboratory technology are expecting further growth in Germany and abroad in 2018, according to the industry association SPECTARIS (specialist association for analytical, bio and laboratory technology). The companies rely on innovation, quality leadership and a high level of service orientation. The importance of international business remains undiminished.

2. Business development

2.1 Development of business results

The year 2017 ended again with a record turnover for JULABO GmbH. In the financial year, the company achieved business results at the previous year's level due to expenses for the 50th company anniversary.

Overall, business development has been favorable and has strengthened the company's market position.

2.2 Quality and production

The quality management system according to DIN ISO 9001 as well as the environmental management system according to DIN ISO 14001 were checked in the course of internal audits and continuously developed. The existing certifications of the quality and environmental management system are continuously confirmed.

In addition, the JULABO Lean Management was further pursued in 2017 with various projects and methods and partially successfully implemented. This is continuously being pursued in all areas to increase effectiveness and productivity.

2.3 procurement

In 2017, procurement prices rose sharply in some cases. This primarily in the area of raw materials, through component discontinuation or through legally mandated restrictions.

Due to the high capacity utilization at the suppliers, the procurement times increased in part. Purchasing was heavily challenged here.

No supplier failures due to bankruptcies were registered.

Most of the new suppliers that have been developed in recent years have meanwhile been qualified as series suppliers. Domestic and foreign suppliers are partially audited on site.

Various process optimizations are currently being implemented in the ERP purchasing module.

2.4 Human resources and social area

The workforce was expanded in the year under review with targeted hires.

The employment of agency workers has decreased compared to the previous year. Numerous long-term agency workers were given permanent positions.

The good occupancy rate of the economy can be felt on the labor market.

Operating personnel expenses increased by EUR 1,037 thousand to EUR 16,860 thousand, which corresponds to an increase of 6.6%. The personnel expense ratio decreased in 2017 due to the increased total output and the only slight increase in the number of employees.

The proportion of trainees in the total workforce (training quota) is around 8%.

JULABO now trains in 13 apprenticeships and thus secures specialists for the future.

With the creation and optimization of capacities, organizational structures and the infrastructure, further investments were made in the training system. Above all, the cross-departmental training concept was further developed in the reporting year.

The multifunctional company restaurant (JULABO bistro) has been offering all employees attractive catering options as well as spacious meeting and event rooms since 2011.

JULABO is currently investing in attractive, modern and efficient jobs.

Furthermore, the suggestion scheme running (JIM: **J** ULABO **I** deen- **M** anagement) very positive. The employees actively participate with numerous suggestions for improvement.

We are proud of the high proportion of long-term employees who have made a significant contribution to the company's success. At the beginning of 2017, the first phase of the HR2020 personnel concept was launched, which offers the workforce contemporary, life-phase and future-oriented framework conditions with many benefits.

2.5 Sales / marketing

The 2017 financial year was closed with another record turnover above budget. The order intake was also above plan.

The growth came from almost all regions and countries as well as the domestic market.

In 2017, market leadership in laboratory thermostats was further expanded.

The products of the highly dynamic temperature control systems PRESTO also continued to develop positively. On the one hand, the expansion was achieved through additional models. On the other hand, it succeeded in winning customers in new application markets.

There is increasing price pressure in some areas of the product range.

The international network was consistently expanded with investments in infrastructure and personnel.

3rd location

3.1 Earnings position

With an increase of 13.8%, sales revenues are above the previous year's value. Most of the sales increases were achieved abroad.

In the year under review, an operating result within the scope of the planning was achieved. We refer here to the explanations of the development of the business result.

3.2 Financial position

The cash flow according to DVFA / SG decreased due to a one-time conversion effect in the previous year by EUR 326 thousand to EUR 3,966 thousand.

Current account and guarantee credit lines exist in the amount of EUR 6,250 thousand; valued at EUR 191 thousand.

We regard the fulfillment of payment obligations from investment projects and repayments of external financing as secured with the available liquid funds, the expected cash flow from operating activities and the external financing options for the internal planning period.

3.3. Financial position

Total assets increased significantly compared to the previous year, especially in the area of trade receivables. The equity ratio is approx. 69%.

Total assets decreased in the past financial year primarily due to the acquisition of the ERP software purchased in 2014.

intangible assets decreased in the past financial year, primarily due to the amortization of the ERP software purchased in 2014.

The increase in financial assets is primarily the result of an increase in a long-term loan for investment projects by the property owner company.

4. Financial and non-financial performance indicators

For JULABO, sales / total performance and the operating result (EBIT) are the key financial performance indicators for measuring economic success and the basis for corporate planning.

Non-financial performance indicators mainly affect the personnel area. Here, key figures are used that enable statements to be made about the status and development of qualifications, training, fluctuation and health.

III. Forecast, opportunity and risk report

JULABO's risk management system currently comprises a bundle of individual measures for risk identification, assessment and management. JULABO established a goal resolution process for corporate management, which is constantly monitored and expanded.

In the medium term, the introduction of a fully documented risk management system is planned in connection with the establishment of a company cockpit.

We assume that the overall economic risk due to uncertain political and economic situations, e.g. B. in the Arab, European and North American region, as well as the uncertainty due to the global debt and euro crisis will remain in 2018 and the following years. The increasingly unstable security situation is also having an impact on the economy of individual markets. We continue to see this as the most significant risk.

The resulting destabilizing effects in the global financial systems and the real economy will also influence JULABO.

We see other risks in decreasing importance as follows:

In the sales area, we see a risk in the lower product segment, for example from low-cost providers, in relation to the respective home market and will have no global significance in the short term.

In the area of procurement, we still see an increased risk of supplier failures, discontinuation of contracts in certain areas. Discontinued components are therefore strategically stocked.

JULABO counters the risk of a shortage of skilled workers for future company development by increasing recruitment activities as well as targeted measures to attract and retain employees.

We see a general risk for the domestic economy in the tendency to further significant increases in wages and price agreements, which can indirectly impair JULABO's international competitiveness.

In summary, we note that JULABO is not exposed to an increased risk situation, since the main risks are countered by consistent measures and risks that jeopardize the company's existence are not recognizable.

Despite all the economic uncertainties, JULABO sees itself well positioned for the future as a niche provider for many different industries.

JULABO expects sales and gross profit to grow in 2018. In addition, an operating profit at the level of the reporting year is planned for 2018.

The company sees opportunities in the market launch of new products and product lines, which will help to increase market penetration and thus strengthen and expand JULABO's market position by intensifying sales in the global sales markets. In 2017, there were already clear successes.

balance sheet

active

	31.12.2017	31.12.2016
	EUR	EUR
A. Fixed assets	11.555.413,61	10.774.807,52
I. Intangible assets	530.473,00	985.607,00
1. Concessions acquired against payment, industrial property rights and similar rights and values as well as licenses for such rights and values	530.473,00	964.562,00
2. Down payments made	0,00	21.045,00
II. Tangible assets	4.810.483,09	5.011.470,40
1. Land, land rights and buildings, including buildings on third-party land	333.976,00	282.245,00
2. technical systems and machines	521.361,00	644.187,00
3. other equipment, operating and office equipment	3.642.595,00	3.628.421,00
4. Advance payments and assets under construction	312.551,09	456.617,40
III. Financial investments	6.214.457,52	4.777.730,12
1. Investments	3.053,14	3.053,14
2. other loans	6.211.404,38	4.774.676,98
B. Current assets	31.064.367,27	30.691.570,20
I. Inventories	12.714.063,28	12.935.921,44
1. Raw, auxiliary and operating materials	6.435.731,75	6.339.634,63
2. work in progress, work in progress	3.863.545,77	4.061.694,52
3. Finished goods	2.327.933,30	2.411.740,72
4. Down payments made	86.852,46	122.851,57
II. Receivables and other assets	13.174.045,88	10.235.353,70
1. Trade receivables	10.225.013,95	6.921.132,27
2. other assets	2.949.031,93	3.314.221,43
of which with a remaining term of more than one year	0,00	27.131,80
III. Cash in hand, Bundesbank balances, bank balances and checks	5.176.258,11	7.520.295,06
C. Prepaid expenses	131.149,48	189.789,91
D. Active difference from the offsetting of assets	351.293,58	164.383,56
Total assets, total assets	43.102.223,94	41.820.551,19

Passive

	31.12.2017	31.12.2016
	EUR	EUR
A. Equity	29.533.621,62	27.473.021,26
I. Drawn capital	1.000.000,00	1.000.000,00
II. Retained earnings	10.000.000,00	10.000.000,00
1. other revenue reserves	10.000.000,00	10.000.000,00



Original text

Chancen sieht das Unternehmen durch die Marktein von neuen Produkten und Produktlinien, die mi verstärkten vertrieblichen Bearbeitung der mi Absatzmärkte zu einer Steigerung der Marktdurchdring damit zu einer Festigung und einem Ausbau der Markt von JULABO beitragen wird.

[Contribute a better translation](#)

III. profit brought forward	16.479.021,26	14.421.220,42
IV. Net income	2.060.600,36	2.051.084,04

B. Provisions	3.431.084,00	2.867.723,00
1. Provisions for pensions and similar obligations	84.984,00	85.423,00
2. Tax provisions	464.100,00	221.100,00
3. other provisions	2.882.000,00	2.561.200,00
C. Liabilities	10.137.518,32	11.479.806,93
1. Liabilities to banks	5.506.138,67	6.523.848,67
2. Advance payments received on orders	128.308,56	235.598,16
3. Trade payables	1.291.396,91	1.490.590,98
of which with a remaining term of up to one year	1.291.396,91	1.490.590,98
4. other liabilities	3.211.674,18	3.229.769,12
thereof from taxes	173.314,98	203.186,37
thereof within the framework of social security	9.579,34	12.392,15
thereof towards shareholders	2.305.000,00	2.305.000,00
Total assets, total liabilities	43.102.223,94	41.820.551,19

Income statement

	1.1.2017 - 31.12.2017 EUR	1.1.2016 - 31.12.2016 EUR
1. Revenue	50.319.363,36	44.212.026,98
2. Increase or decrease in the stock of finished and unfinished products	-434.020,33	550.353,34
3. other own work capitalized	6.457,38	99.461,42
4. other operating income	875.633,44	932.092,84
thereof income from currency translation	14.487,75	52.156,04
5. Cost of materials	18.413.505,61	15.728.343,13
a) Expenses for raw, auxiliary and operating materials and for purchased goods	17.349.412,79	14.688.726,87
b) Expenses for purchased services	1.064.092,82	1.039.616,26
6. Personnel expenses	16.514.550,09	15.534.033,41
a) Wages and salaries	13.926.737,82	13.142.002,21
b) Social security contributions and expenses for pensions and support	2.587.812,27	2.392.031,20
of that for pensions	61.594,36	-3.320,64
7. Depreciation	1.852.860,52	1.787.880,85
a) Depreciation on intangible assets and property, plant and equipment	1.852.860,52	1.787.880,85
8. other operating expenses	11.136.292,59	9.882.702,79
thereof expenses from currency translation	21.358,33	41.167,72
9. Income from other securities and loans from financial assets	63.781,76	77.981,02
10. other interest and similar income	157.693,96	110.160,17
11. Interest and similar expenses	199.505,92	207.538,42
of which from discounting	3.118,00	3.403,00
12. Income taxes	805.241,26	784.057,93
13. other taxes	6.353,22	6.435,20
14. Net income	2.060.600,36	2.051.084,04

attachment

A. General information on the content and structure of the annual financial statements

The annual accounts of JULABO GmbH, Seelbach, register court Freiburg i. Br. HRB 390515, for the 2017 financial year has been drawn up in accordance with the provisions of the Commercial Code and the Law on Limited Liability Companies.

The commercial income statement is presented using the total cost method.

B. Accounting and valuation methods

Immaterielle Vermögensgegenstände

Software wird grundsätzlich über eine Nutzungsdauer von drei bis fünf Jahren linear abgeschrieben.

Sachanlagevermögen

Gegenstände des Sachanlagevermögens werden grundsätzlich über die in den amtlichen AfA-Tabellen des Bundesministeriums der Finanzen vorgegebenen steuerlichen Nutzungsdauern degressiv oder linear abgeschrieben.

Aus Vereinfachungsgründen werden Zugänge von Vermögensgegenständen mit Anschaffungskosten über EUR 150,00 bis EUR 410,00 (GWG) sofort abgeschrieben.

Vorräte

Die Bewertung der unfertigen Erzeugnisse und der fertigen Erzeugnisse mit den Herstellungskosten erfolgt unter Einbeziehung der aktivierungspflichtigen Kosten. Zur Berücksichtigung des Niederstwertprinzips sind auf ungängige Vorräte Abschläge vorgenommen.

Forderungen aus Lieferungen und Leistungen

Zur Abdeckung des allgemeinen Kreditrisikos wird eine Pauschalwertberichtigung in Höhe von 3,0 % auf den wertberichtigungsfähigen Bestand der Forderungen aus Lieferungen und Leistungen gebildet.

Daneben werden Forderungen nach einem Zeitraster der Fälligkeit gestaffelt oder in konkreten Fällen einzeln abgewertet.

Rückstellungen für Pensionen

Die Berechnung der Pensionsrückstellungen erfolgt nach dem Anwartschaftsbarwertverfahren unter Verwendung der Richttafeln 2005 G von Dr. Klaus Heubeck. Hierbei wurde als Rechnungszins pauschal der durchschnittliche Marktzinssatz der vergangenen zehn Geschäftsjahre bei angenommener Restlaufzeit von 15 Jahren in Höhe von 3,68 % (Vj. 4,01 %) zu Grunde gelegt. Die Steigerung der Rentenzahlungen ist mit durchschnittlich 1,5 % p. a. berücksichtigt.

In Höhe von TEUR 120 ergibt sich ein Unterschiedsbetrag zwischen dem Ansatz der Pensionsrückstellungen nach Maßgabe des entsprechenden durchschnittlichen Marktzinssatzes aus den vergangenen zehn Geschäftsjahren und dem Ansatz der Pensionsrückstellungen nach Maßgabe des entsprechenden durchschnittlichen Marktzinssatzes aus den vergangenen sieben

Sonstige Rückstellungen

Die sonstigen Rückstellungen beinhalten im Wesentlichen:

- Rückstellungen für Gewährleistungsrisiken in Höhe von TEUR 1.073 (Vj. TEUR 1.033)
- Rückstellungen für Löhne und Gehälter/Tantieme sowie Prämien in Höhe von TEUR 1.213 (Vj. TEUR 926)
- Rückstellungen für Provisionen TEUR 202 (Vj. TEUR 251)

Verbindlichkeiten

	31.12.2017 TEUR	31.12.2016 TEUR
Verbindlichkeiten gegenüber Kreditinstituten		
Restlaufzeit < 1 Jahr	974	1.018
Restlaufzeit > 1 Jahr	4.533	5.506
Restlaufzeit > 5 Jahre	1.189	1.869
Verbindlichkeiten aus Lieferungen und Leistungen		
Restlaufzeit < 1 Jahr	insgesamt	insgesamt
Sonstige Verbindlichkeiten		
Restlaufzeit < 1 Jahr	insgesamt	insgesamt

D. Erläuterungen zur Gewinn- und Verlustrechnung

In den sonstigen betrieblichen Erträgen sind **periodenfremde Erträge** aus der Auflösung von Wertberichtigungen auf Forderungen aus Lieferungen und Leistungen in Höhe von TEUR 22 und aus dem Abgang von Gegenständen des Sachanlagevermögens in Höhe von TEUR 76 enthalten. In den sonstigen betrieblichen Aufwendungen sind **periodenfremde Aufwendungen** aus dem Abgang von Gegenständen des Sachanlagevermögens in Höhe von TEUR 18 enthalten.

E. Sonstige Angaben**Arbeitnehmer**

Die Gesellschaft beschäftigte im Geschäftsjahr 2017 im Durchschnitt 156 Angestellte, 168 gewerbliche Arbeitnehmer und 28 Auszubildende.

Gesamthonorar des Abschlussprüfers

Für das Geschäftsjahr 2017 wurden vom Abschlussprüfer für Abschlussprüfungsleistungen TEUR 52, für Steuerberatungsleistungen TEUR 81 und für sonstige Leistungen TEUR 42 berechnet.

Geschäftsführer

Als Geschäftsführer ist bestellt:

Markus Juchheim, Gesamtgeschäftsführer, Lahr

Seelbach, 29. März 2018

gez. Markus Juchheim
sonstige Berichtsbestandteile

Angaben zur Feststellung:

Der Jahresabschluss wurde am 25.07.2018 festgestellt.

Bestätigungsvermerk des Abschlussprüfers

Wir haben den Jahresabschluss - bestehend aus Handelsbilanz, handelsrechtlicher Gewinn- und Verlustrechnung sowie Anhang - unter Einbeziehung der Buchführung und den Lagebericht der JULABO GmbH, Seelbach, für das Geschäftsjahr vom 01. Januar bis 31. Dezember 2017 geprüft. Die Buchführung und die Aufstellung von Jahresabschluss und Lagebericht nach den deutschen handelsrechtlichen Vorschriften und den ergänzenden Regelungen im Gesellschaftsvertrag liegen in der Verantwortung der gesetzlichen Vertreter der Gesellschaft. Unsere Aufgabe ist es, auf der Grundlage der von uns durchgeführten Prüfung eine Beurteilung über den Jahresabschluss unter Einbeziehung der Buchführung und über den Lagebericht abzugeben.

Wir haben unsere Jahresabschlussprüfung nach § 317 HGB unter Beachtung der vom Institut der Wirtschaftsprüfer (IDW) festgestellten deutschen Grundsätze ordnungsmäßiger Abschlussprüfung vorgenommen. Danach ist die Prüfung so zu planen und durchzuführen, dass Unrichtigkeiten und Verstöße, die sich auf die Darstellung des durch den Jahresabschluss unter Beachtung der Grundsätze ordnungsmäßiger Buchführung und durch den Lagebericht vermittelten Bildes der Vermögens-, Finanz- und Ertragslage wesentlich auswirken, mit hinreichender Sicherheit erkannt werden. Bei der Festlegung der Prüfungshandlungen werden die Kenntnisse über die Geschäftstätigkeit und über das wirtschaftliche und rechtliche Umfeld der Gesellschaft sowie die Erwartungen über mögliche Fehler berücksichtigt. Im Rahmen der Prüfung werden die Wirksamkeit des rechnungslegungsbezogenen internen Kontrollsystems sowie Nachweise für die Angaben in Buchführung, Jahresabschluss und Lagebericht überwiegend auf der Basis von Stichproben beurteilt. Die Prüfung umfasst die Beurteilung der angewandten Bilanzierungsgrundsätze und der wesentlichen Einschätzungen der gesetzlichen Vertreter sowie die Würdigung der Gesamtdarstellung des Jahresabschlusses und des Lageberichts. Wir sind der Auffassung, dass unsere Prüfung eine hinreichend sichere Grundlage für unsere Beurteilung bildet.

Unsere Prüfung hat zu keinen Einwendungen geführt.

Nach unserer Beurteilung aufgrund der bei der Prüfung gewonnenen Erkenntnisse entspricht der Jahresabschluss den gesetzlichen Vorschriften und den ergänzenden Bestimmungen des Gesellschaftsvertrags und vermittelt unter Beachtung der Grundsätze ordnungsmäßiger Buchführung ein den tatsächlichen Verhältnissen entsprechendes Bild der Vermögens-, Finanz- und Ertragslage der Gesellschaft. Der Lagebericht steht in Einklang mit dem Jahresabschluss, entspricht den gesetzlichen Vorschriften, vermittelt insgesamt ein zutreffendes Bild von der Lage der Gesellschaft und stellt die Chancen und Risiken der künftigen Entwicklung zutreffend dar.

Herbolzheim, 29. März 2018

gezeichnet
Dr. Heinz Kammers, auditor
Mathias Uhle, auditor

[Back to the search result](#)



[← Previous entry](#)

[Next entry →](#)



