



Annual  
Transparency  
Report  
2023

**INBONIS**RATING  
THE CREDIT RATING AGENCY FOR SME

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## Letter by Inbonis Rating's Chief Executive Officer

Dear reader,

2023 was a year of significant growth for Inbonis Rating, with an increase in sales of over 40% and an expansion of our team. This dynamic reflects our reaffirmed commitment to support all players in the real economy, i.e. the business leaders who work on a daily basis to sustain the European business community and create jobs and wealth.

Our portfolio of rated companies has grown in just a few months: we now have more than 700 ratings issued, 45% of which are rated BB or higher.

Since our launch, we have been measuring the development of the companies we rate: in 2023, the re-rated companies are showing quite remarkable average annual sales growth (+31%), as are their Ebitda (+13%) and long-term assets (+37%). Gradually, it is becoming clear that being rated is a catalyst for some of this performance, particularly through access to long-term finance.

The benefits of ratings for SMEs and large medium-sized enterprises are multiplying over time: in 2023, ratings began to be used as the solvency certificate required to gain access to key accounts and to accelerate export sales, notably via ECAs (Export Credit Agencies) that actually takes ratings into account.

Looking ahead to 2024, European SMEs and large medium-sized enterprises face two major challenges: improving their productivity, in particular through productive investment, and increasing their exposure to international markets in the face of slowing domestic demand.

Today, we are therefore calling on all SMEs and large medium-sized enterprises to show boldness by continuing to invest. These projects for the future are essential and will be financed if they are well prepared. The financial sector - institutional investors, asset managers, banks more than ever, we invite you to find ways of cooperating and transferring risk to ensure that our savings finance our companies more.

Inbonis Rating will undoubtedly make its contribution to this effort: what about you?

Yours truly,

**Mr. Alberto Sanchez Navalpotro**  
Chief Executive Officer

## Introduction

The present Annual Transparency Report covers the year 2023 and is made available in accordance to Article 12 and Part III of Section E of Annex 1 of Regulation (CE) 1060/2009 of the European Parliament and of the council of 16 September 2009 on credit rating agencies (‘**The CRA Regulation**’).

INBONIS S.A. (‘**INBONIS**’) is registered with the European Securities Markets Authority (‘**ESMA**’) since May 27<sup>th</sup>, 2019 and is authorised to provide credit rating on corporate issuers not considered a financial institution or insurance undertaking.

Specifically, INBONIS is focused on providing corporate ratings on Small and Medium Enterprises (‘**SMEs**’) with annual revenues between 5 and 500 million euros according to a SME-specific and proven methodology.

In accordance with Article 12 of Regulation (EC) N° 1060/2009 of the European Parliament and of the Council of 16 September 2009 on credit rating agencies (the CRA Regulation), INBONIS publishes this Transparency Report covering the period from January 1<sup>st</sup>, 2023 to December 31<sup>th</sup>, 2023.

The accounts of INBONIS are closed on a calendar year basis. The figures contained in this document refer to the 12-month period from January 1<sup>st</sup>, 2023 to December 31<sup>th</sup>, 2023.

## 1. Legal structure and ownership

INBONIS is a Sociedad Anónima (joint stock company) registered with the Registro Mercantil of Madrid under business ID (NIF) number A87385092 since the 16<sup>th</sup> October 2015. INBONIS' headquarters are located in Plaza de la Lealtad, 2, 28014, Madrid, Spain. INBONIS' LEI code is 875500OYQK8S5AGGBZ02.

INBONIS is independent of any government or financial or corporate entity. As of 31<sup>st</sup> December 2023, its ownership structure is as described in the below table.

INBONIS holds 100% of the shares of Inbonis Rating France S.A.R.L., a French company registered with the Registre du Commerce et des Sociétés of Paris under business ID (SIREN) number 851 889 014. Inbonis Rating France does not conduct credit rating activities and aims at being the commercial hub for INBONIS in France.

Shareholder	Percentage of ownership
Unallocated Treasury Stock / Stock options	5,28%
Alberto Sanchez Navalpotro	32,66%
Gravitation SAS (Charles Beigbeder)	18,24%
Hugo Banziger	1,69%
Antonio Alcalde Fernandez Loza	7,46%
Israel Perez Corrales	2,11%
François David	1,89%
Justin Dekoszmovszky	4,29%
Angeles Lopez Lopez	0,42%
Alvaro Merino Nieto	0,32%
Sarai Criado Nuevo	0,32%
Antony Cohen-Skalli	3,84%
Maria-Aijan Trabucchi	2,43%
Nour-Eddine Zanouda	2,88%
LA COMPAGNIE DES AGRIATES (Jean-Christel Trabarel)	1,55%
HPFP (Christian Prince)	2,64%
Inmate Asesores SL (Jose Miguel Maté Salgado)	0,74%
Sonsoles Santamaria Vicent	0,80%
Santiago de Rivera Parga	0,96%
Elounda Capital SL (Manuel Rogriguez Acosta)	1,34%
José Luis Blanco Ruiz	1,97%
Juan Carlos Estepa Jimenez	0,76%
Alexandre Royo	0,85%
GRC INVEST ADVISORY SERVICES, S.L (Manuel Castro Aladro)	0,85%
Paloma Baena Olabe	0,32%
Arturo González Mac Dowell	0,85%
Samuel Pinto Toledano	1,56%
Michel Mayer	0,32%
CHAPS HOLDING SAS (Olivier Dellenbach)	1,27%
<b>TOTAL</b>	<b>100%</b>

## 2. Internal control mechanisms

INBONIS has established standard operating procedures and reporting arrangements with regards to its corporate governance, its organisation and the management of conflicts of interest. The internal procedures are thoroughly implemented in order to respect a structure described as **the four lines of defence**.

4 <sup>th</sup>	<b>SUPERVISORY COMMITTEE</b> Supervises the development and the quality of the internal policy on credit rating issuance, the detection, managing and elimination of conflicts of interests and the effectiveness of both compliance and review function	
3 <sup>rd</sup>	<b>INTERNAL AUDIT FUNCION</b> Performs independent tests to evaluate the adequacy and efficiency of the internal control mechanisms and policies	
2 <sup>nd</sup>	<b>COMPLIANCE FUNCTION</b> Monitors the enforcement of the legal framework aplicable to credit rating agencies and ensures the Compliance with the internal policies and procedures of all employees	<b>REVIEW FUNCTION</b> Monitors the adequacy and efficiency of the credit rating methodology, models and key rating assumptions
1 <sup>st</sup>	<b>CREDIT RATING ACTIVITIES</b> Implementation of internal controls to ensure the independence and objectivity of our credit rating analysts (training, dessignation, review and rotation mechanism)	

INBONIS periodically monitors and reviews these operating procedures in order to evaluate their effectiveness and assess whether they should be updated in order to reach the CRA Regulation's objectives of independence, transparency and quality.



## 2.1. Credit Ratings Activities: the first line of defence

### — Code of Conduct

INBONIS is committed to ethical standards and has adopted a code of conduct that all employees, directors and individuals whose services are placed at INBONIS' disposal abide. The code of conduct is largely based on the IOSCO code of conduct fundamentals for credit rating agencies and has been adapted, as the case may be, to take into account the EU Regulation on Credit Rating Agencies, in particular Regulation (EC) No 1060/2009 on Credit Rating Agencies (the CRA Regulation) and INBONIS' specific legal, business and market circumstances. INBONIS' code of conduct is publicly available on INBONIS website<sup>[1]</sup>. It contains the rules and principles that shall always govern INBONIS' rating activities in terms of integrity, independence, transparency and protection of confidential information.

### — Inbonis rating process

INBONIS has an implemented rating process, in accordance with the CRA Regulation, that ensures the quality of its credit rating and a certain level of efficiency suited to address specifically SME credit ratings. INBONIS has developed a compliant-by-design proprietary software tool that ensures the respect of the rating process and discards potential conflicts of interest. The methodology, available on INBONIS website, is consistent and oriented to provide qualitative rating for SMEs. INBONIS has an outstanding team of experienced and skilled analysts led by Mrs. Gracia Orihuela, Head of Rating at INBONIS.

### — Conflict of interests

INBONIS guarantees the segregation of its credit rating activities (ie. credit rating production and issuance) from the commercial activities as an additional measure of independence. INBONIS fee schedule is, in accordance with regulation, cost-based and non-discriminatory. INBONIS has a policy on conflicts of interest available on INBONIS website<sup>[2]</sup>, applicable to Inbonis employees, shareholders and members of the Board of Directors. According to such policy INBONIS keeps a list, updated on a regular basis, of prohibited companies to be rated and companies for which a potential conflict of interest could appear and must be duly managed or eliminated. INBONIS discloses in its website and regularly updates a list of actual and/or potential conflicts of interest and the measures taken to eliminate/mitigate such conflicts. INBONIS analysts are prohibited to solicit or to accept money, gift or favours from anyone with whom INBONIS conducts business.

[1] See: <https://inbonis.com/corporate-governance/>

[2] See: <https://inbonis.com/corporate-governance/>

## 2.2. Compliance and Review functions: the second line of defence

The Compliance Officer operates independently and monitors on an on-going basis INBONIS' activities in order to respect internal procedures and regulatory obligations. The Compliance Officer carries out regular controls to ensure that INBONIS policies are effectively enforced in accordance with the Compliance Workplan and reports its findings on a quarterly basis and whenever it is considered necessary to the Board of Directors and the Supervisory Committee. The compliance officer advises and assists all Inbonis employees, consultants, shareholders and members of the Board of Directors to comply with the Regulation.

INBONIS' Review Officer operates independently from the ratings activities and reviews the methodology, models and key rating assumptions on a periodic basis in order to assess their adequacy and effectiveness. The Review Officer has more than 10 years of experience as quantitative analyst and is responsible of conducting back-testing and monitoring default occurrences of rated entities. INBONIS' Review Officer identifies potential anomalies and errors and reports to the Review Methodology Committee formed by the Supervisory Committee and himself.

## 2.3. Inbonis Internal Audit function: the third line of defence

The Head of Internal Audit has developed an internal audit methodology through which he monitors and evaluates the adequacy and effectiveness of INBONIS systems and internal control mechanisms, as well as arrangements established to safeguard compliance with the regulatory framework, including the CRA Regulation. The Head of Internal Audit takes appropriate measures to address any deficiencies and shall report to the Supervisory Committee of INBONIS on a yearly basis on the tasks conducted and its recommendations. The Internal Audit Function operates independently.

## 2.4. Board of Directors and Supervisory Committee: the fourth line of defence

The Board of Directors is the ultimate layer of the defence system and ensures that the credit rating activities are independent, free of conflicts of interest and compliant with the CRA Regulation.

The Board of Directors defines the strategic vision of the company and ensures its prudent and sound management.

Among the Board of Directors, there are two Independent Non-Executive Directors (the 'INEDs') who form the Supervisory Committee which has the specific tasks of monitoring the effectiveness of the internal control mechanisms including the development of INBONIS' methodology and policies.

The Supervisory Committee reviews the other lines of defence reports, i.e., compliance, review and internal audit periodical reports, and presents its conclusions to the Board of Directors.

All other lines of defence have direct access to the Supervisory Committee and its members also have direct access to the three lines of defence above mentioned.



The current Board of Directors composition, as of March 2024, is as follows:

Members of the Board of Directors	Position
Hugo Bänziger	Chairman
Alberto Sanchez Navalpotro	Chief Executive Officer
Clémentine Baldon	Director
Charles Beigbeder	Director
Elena Herrero-Beaumont de Jorge	Independent Non-Executive Director and Supervisory Committee member
Mona Caroline Chamas	Independent Non-Executive Director and Supervisory Committee member

### 3. Allocation of personnel

As of the December 31<sup>st</sup>, 2023, INBONIS has the following human resources, both as staff or external consultants:

Function	Allocated People
Senior Management (including CEO, COO, Chief Business Development Officer and Heads of Rating, Compliance and Commercial)	6
Rating Analysts (including Head of Rating)	16
Review Function	1
Compliance Function	1
Internal Audit Function	1
Support function (operations, data analytics and IT), including COO	5
Other Functions, such as marketing, communications, commercial (including Head), office managing, accounting and legal	9

## 4. Record-keeping policy

INBONIS has a record-keeping policy established in accordance with point 7 of Section A and point 7 of Section B of Annex I to Regulation (CE) No 1060/2009 in order to manage all relevant information and records resulting from its operations and services. INBONIS compliant-by design software application is allowing relevant information to be kept and stored accordingly. The content of the record-keeping policy of INBONIS is taught to all employees throughout regular trainings.

INBONIS has set-up a list of records storage and authorised recipients which defines for each record, document and information: the responsible for storage, the place of storage and the authorised recipients. The records and audit trails are stored for at least five years and made available upon request to ESMA. In case of cease of activities, the records of IN-BONIS shall be kept for an additional term of at least 3 years.

## 5. Annual internal independent review of compliance function

The Compliance Officer follows a detailed compliance workplan including the following areas of controls: controls on determination of fees, control on implementation of rules on analyst and relevant trainings, control of implementation of record keeping rules, control of credit rating process, issuance and content, control of monitoring procedures and tools, control on conflicts of interest policy, control on public disclosure, control on implementation of internal control function, control on monitoring of continuity of activity.

The Compliance Officer provides compliance reports to the CEO, the Internal Audit Function and the INEDs on a quarterly basis and has conferred with the INED to discuss the main points and controls of the periodic reports. A annual report on the periodic controls and their outcome has also been shared with the Board of Directors.

INBONIS' compliance arrangements are operating effectively and with the appropriate degree of independence. Internal control system has been implemented, such as credit rating policy, methodology, measures and procedures to ensure that any conflicts of interest are detected, managed, mitigated or eliminated and duly disclosed. The Compliance Officer has the necessary authority, resources and expertise to enforce the CRA Regulation together with the internal policies and has the appropriate level of involvement within the agency, through direct access to the analysis department, the senior management and the Supervisory Committee and Board of Directors.



## **6. Management and rating analyst rotation policy**

### **6.1. Rating analyst rotation mechanism**

In accordance with article 7(4) of the CRA Regulation, INBONIS Lead Rating analysts, who have primary responsibility for elaborating a credit rating, shall not be involved in credit rating activities related to the same rated entity or a related third party for a period exceeding four years with a cooling off period of two years in between assignments involving the same rated entity or related third party. In case of unsolicited rating, the involvement period is extended to five years with a cooling off period of two years in between assignments involving the same rated entity or related third party.

INBONIS Approving Rating analysts, whose primary function is to check and approve Lead Rating analyst reports, shall not be involved in credit rating activities related to the same rated entity or a related third party for a period exceeding seven years, with a cooling off period of two years in between assignments involving the same rated entity or related third party.

### **6.2. Management and Independent Non-Executive Directors rotation mechanism**

The Board of Directors of INBONIS has a Supervisory Committee composed of two INEDs. The INEDs shall maintain a strict separation between their professional activities and their activities as INEDs. They shall maintain in all circumstances their independence of analysis, decision and action and clearly express their opposition in the event that they find that a decision of the Board of Directors may harm INBONIS' compliance with its obligation under the CRA Regulation. The term of office of INEDs is for five years and shall not be renewable.

## 7. Revenue and financial information

INBONIS issues corporate ratings within the European Union on corporate issuers not considered a financial institution or insurance undertaking and does not provide worldwide credit rating services.

INBONIS provides both Private and Public Credit Rating with focus on SME. INBONIS also delivers on request rating opinions on a confidential basis and exclusively destined for the private use of the entity placing the order.

With regards to the issuance of Public Credit Rating Report, INBONIS has chosen to combine an issuer-pays model and well as an investor-pays model. If solicited, Public Credit Rating Reports are financed by the entity requesting the Report and can generate revenues through INBONIS' subscription on its Rated Entities Platform. In case of unsolicited Public Credit Rating, INBONIS does not receive any fees from the rated entity or a third party ahead of the publication of the Rating and revenues are generated on an investor-pays model via subscription to the Rated Entities Platform. INBONIS also conducts technology related activities, that do not fall under The CRA Regulation, focusing on the development of tools focusing for SME assessment. Such tools might include data aggregation technologies, advanced models (machine learning, econometrics, benchmarking, ...) and applications with front-end interfaces.

In the fiscal year ended December 31st, 2023, the revenue obtained by INBONIS was of 2,612,869€<sup>[3]</sup>.

Below the definition of the considered concepts and the table showing the distribution of net revenue:

Revenue type	%
<b>Credit Rating Activities</b>	<b>79,3%</b>
Public Credit Rating	18,2%
Private Credit Rating	61,1%
<b>Technology related activities &amp; others</b>	<b>20,7%</b>

[3] Audited 2023 accounts. Revenue figure provided includes capitalised production of 600,996 € and excludes revenues from Inbonis commercial office in France.



## 8. Governance statement

This statement is made in accordance with Article 46a (1) of Council Directive 78/660/EEC of 25 July 1978 as per point 8 of Section E of Annex I of CRA Regulation.

INBONIS does not have any shares listed on any regulated exchange and is privately owned. INBONIS is not subject to any mandatory corporate governance code but has however adopted a Code of Conduct<sup>[4]</sup> based on the IOSCO Code of Conduct Fundamentals for CRA. INBONIS is also governed by its corporate Bylaws and the CRA Regulation in relation to the composition of the Board of Directors and Shareholders. INBONIS is governed by the rules of Spanish Company Act (*Ley de Sociedades de Capital y del Reglamento del Registro Mercantil*).

INBONIS' internal control and risk management system relating to financial reporting is defined in section II of the present Annual Transparency Report.

INBONIS' shareholders, as described in section I of the present Annual Transparency Report, are recorded in the shareholders' registration book as defined within INBONIS' corporate Bylaws. INBONIS' shareholders meet in ordinary and/or extraordinary General Meetings. It chooses a Board of Directors to run the company which is being invested with the responsibility to manage the operations of INBONIS. The Board of Directors includes a Chairman and a CEO<sup>[5]</sup>.

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[4] See: <https://inbonis.com/corporate-governance/>

[5] See Point II-IV of the present report and: <https://inbonis.com/corporate-governance/>

INBONIS is "registered in accordance with Regulation (EC) No 1060/2009 of the European Parliament and of the Council of 16 September 2009 on credit rating agencies (the Credit Rating Agencies Regulation)":

^ **List of registered or certified CRAs**

Last updated: 27 March 2023

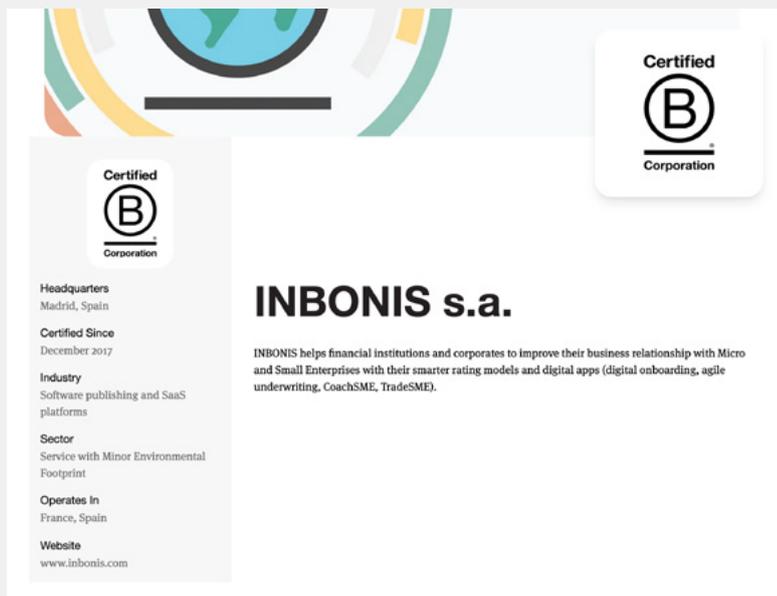
Name of CRA	Country of residence	Status	Effective date	Legal entity identifier
Inbonis S.A.	Spain	Registered	27 May 2019	875500OYQK85SAGGBZ02

Source: <https://www.esma.europa.eu/supervision/credit-rating-agencies/risk/>

INBONIS has ECAI (External Credit Assessment Institution) status. As such, its ratings are considered adequate by the Eurosystem for the specific purposes of its monetary policy operations.

Source: <https://www.eba.europa.eu/>

INBONIS is certified as a BCorporation. A B Corp Certification is a designation that a business is meeting high standards of verified performance, accountability, and transparency on factors from employee benefits and charitable giving to supply chain practices and input materials.



Source: <https://www.bcorporation.net/en-us/find-a-b-corp/company/inbonis-sa>

# INBONIS<sup>̄</sup>RATING

THE CREDIT RATING AGENCY FOR SME

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