

# UK - SCO - 6068 and 7771 - Sales by Product (Prodcom)

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## 1. Objective and Scope

### 1.1. Objective of this Operation

The purpose of this document is to provide instructions for the Sales by Product (Prodcom) for company code 6068.

### 1.2. Scope

This document provides information on how to prepare the Sales by Product (Prodcom) to company code 6068.

## 2. Definitions

See [Finance Glossary](#):

- ...

## 3. Procedure

### 3.1. Go to transaction KE30 and Report ZZZ-SOLV00

| Run Profitability Report: Initial Screen |                                 |
|------------------------------------------|---------------------------------|
| Report                                   | Description                     |
| Report                                   |                                 |
| ZHP-COPA                                 |                                 |
| ZZZ-COPA00                               | Selected month                  |
| ZZZ-COPA006                              |                                 |
| ZZZ-COPA00LC                             | Selected month in Local Curre   |
| ZZZ-COPA01                               | Per operation type              |
| ZZZ-COPA01LC                             | Per operation type in Local Cu  |
| ZZZ-COPA03                               | Quarter/Year                    |
| ZZZ-COPA03LC                             | Quarter/Year in Local Curren    |
| ZZZ-COPA04                               | Month/Year                      |
| ZZZ-COPA04LC                             | Month/Year in Local Currency    |
| ZZZ-COPA05                               | Variance Origin                 |
| ZZZ-COPA05LC                             | Variance Origin in Local Curren |
| ZZZ-IFRS00                               | Selected month                  |
| ZZZ-IFRS0001                             |                                 |
| ZZZ-IFRS006                              |                                 |
| ZZZ-IFRS01                               | Per operation type              |
| ZZZ-IFRS02                               | Variance Others                 |
| ZZZ-IFRS03                               | Quarter/Year                    |
| ZZZ-IFRS04                               | Month/Year                      |
| ZZZ-IFRS05                               | Do not use anymore              |
| ZZZ-IFRS07                               | P&L Production variance New     |
| ZZZ-IFRS11                               | P&L / Entity                    |
| ZZZ-IFRS1RSS                             | Integrated Margin SILICE RSS    |
| ZZZ-SOLAUD                               | L2015 - Audit                   |
| ZZZ-SOLV00                               | IFRS Periods/Year               |
| ZZZ-SOLV01                               | Quarter/Year                    |

## Selection: IFRS Periods/Year

Attributes

### Report selections

|                     |      |    |
|---------------------|------|----|
| Reporting Currency  | 10   |    |
| Fiscal year         | 2021 |    |
| From period         | 1    |    |
| To period           | 12   |    |
| Company Code        | 7771 |    |
| Plant               |      | to |
| Customer            |      |    |
| Product             |      |    |
| Division            |      |    |
| Distr. Channel      |      |    |
| Trading partner     |      |    |
| Enterprise          |      | to |
| Product line 00     |      |    |
| Profit Center Carat |      |    |
| ieca                |      | to |

### Output type

- ☐ Graphical report output  
☒ Classic drilldown report  
☐ Object list (more than one lead column)

IFRS Periods/Year

ZZI-SOLV00 Company 6068 SOLVAY SOLUTIONS UK

IFRS Periods/Year

From period 1

To period 12 Fiscal year 2019

\* Not assigned

Company Code 6068 SOLVAY SOLUTIONS UK

Navigation

Customer

Product

Division

Distr. Channel

Navigate Extras Settings Sys

Standard Drilldown F2

Choose next level...

<- Product Shift+F4

| IFRS Periods/Year                     |                                  | Current date         |             |
|---------------------------------------|----------------------------------|----------------------|-------------|
| ZZI-SOLV00                            | Company 6068 SOLVAY SOLUTIONS UK | 20.01.2021           |             |
| IFRS Periods/Year                     |                                  |                      |             |
| From period 1                         |                                  | 1                    |             |
| To period 12                          | Fiscal year 2020                 |                      |             |
| * Not assigned                        |                                  |                      |             |
| Plant Multiple values                 |                                  |                      |             |
| Company Code 6068 SOLVAY SOLUTIONS UK |                                  |                      |             |
| Navigation                            |                                  |                      |             |
| Customer                              |                                  |                      |             |
| Division                              |                                  |                      |             |
| Distr. Channel                        |                                  |                      |             |
| Trading partner                       |                                  |                      |             |
|                                       |                                  |                      |             |
|                                       |                                  | Market Product Sales | Qty invoice |
| Product                               |                                  | Year                 | Year        |
| Displayed in                          |                                  | 1 GBP                | 1 *         |
| 010680                                | RHEOZAN SAC 25 KG                | 0.00                 | 0.000       |
| 014732                                | LANTHANUM CHLORIDE S             | 0.00                 | 0.000       |
| 016836                                | CATAFOR PU 180KG MET             | 0.00                 | 0.000       |
| 016847                                | GERONOL MB1 200KG ME             | 3,286.47             | 1,299.000   |
| 016855                                | GLOKILL PQ BULK                  | 657,420.41           | 528,520.000 |
| 016856                                | GLOKILL PQ 220KG PL              | 20,063.74            | 7,040.000   |
| 016858                                | GLOKILL PQ 1100 KG               | 405,589.14           | 242,440.000 |
| 016882                                | MIRANOL ULTRA C-32 1             | 780,637.96           | 651,000.000 |
| 016889                                | MIRANOL ULTRA C-32 B             | 425,809.86           | 429,000.000 |
| 016891                                | MIRANOL ULTRA C-32 2             | 595,131.14           | 485,768.000 |
| 016902                                | MIRANOL C2M CONC NP              | 143,457.32           | 152,680.000 |
| 016917                                | MIRATAINE D40 200KG              | 0.00                 | 0.000       |
| 016920                                | MIRANOL C2M CONC NP              | 647,564.14           | 529,100.000 |
| 016921                                | MIRANOL C2M CONC NP              | 594,095.20           | 502,040.000 |
| 016922                                | MIRANOL C2M CONC NP              | 404,294.70           | 299,620.000 |
| 016923                                | MIRANOL C2M CONC NP              | 104,175.96           | 100,700.000 |
| 016924                                | MIRANOL C2M CONC NP              | 0.00                 | 0.000       |

Execute Drilldown Report "IFRS Periods/Year": Drilldown List

IFRS Periods/Year

222-SOLV00 Company 7771 CYTEC ENG MAT (GB) 17.01.2022

IFRS Periods/Year

From period 1  
To period 12 Fiscal year 2021  
\* Not assigned

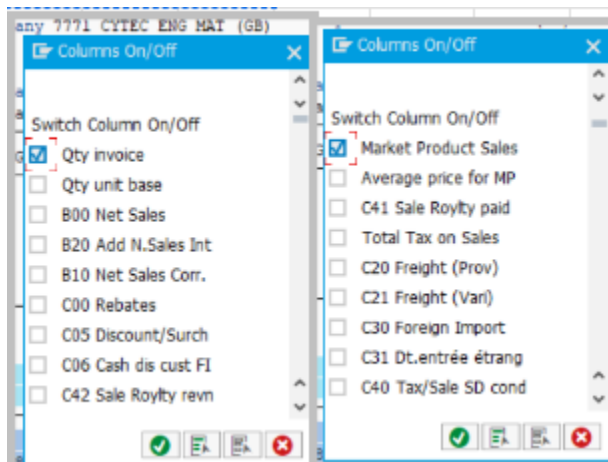
Company Code 7771 CYTEC ENG MAT (GB)

Navigation

Customer  
Division  
Distr. Channel  
Trading partner

|                              |        | Qty invoice |        | Qt  |
|------------------------------|--------|-------------|--------|-----|
| Product                      | Period | Year        | Period |     |
| Displayed in                 | 1 *    | 1 *         | 1 KG   |     |
| 0154801 METHYL ETHYL KETONE  | 0.000  | 0.000       |        | 0.0 |
| 0154882 4581 38IN 9837 ASTRO | 0.000  | 0.000       |        | 0.0 |
| 0154993 PKMP-200 22.7KG BAG  | 0.000  | 0.000       |        | 0.0 |
| 0155912 EPON 1001, A80 215 K | 0.000  | 0.000       |        | 0.0 |

Deselect all and choose **Qty invoice** and **Market Product Sales**



Click on Period column

Execute Drilldown Report "IFRS Periods/Year": Drilldown List

| IFRS Periods/Year                    |                                 |              |       |
|--------------------------------------|---------------------------------|--------------|-------|
| ZZZ-SOLV00                           | Company 7771 CYTEC ENG MAT (GB) | 17.01.2022   |       |
| IFRS Periods/Year                    |                                 |              |       |
| From period                          | 1                               |              |       |
| To period                            | 12                              | Fiscal year  | 2021  |
| *                                    |                                 | Not assigned |       |
| Company Code 7771 CYTEC ENG MAT (GB) |                                 |              |       |
| Navigation                           |                                 |              |       |
| Customer                             |                                 |              |       |
| Division                             |                                 |              |       |
| Distr. Channel                       |                                 |              |       |
| Trading partner                      |                                 |              |       |
|                                      |                                 | Qty invoice  |       |
| Product                              | Period                          | Year         |       |
| Displayed in                         | 1 *                             | 1 *          |       |
| 0154801                              | METHYL ETHYL KETONE             | 0.000        | 0.000 |
| 0154882                              | 4581 38IN 9837 ASTRO            | 0.000        | 0.000 |

Choose only Year

by 7771 CYTEC ENG MAT (GB)

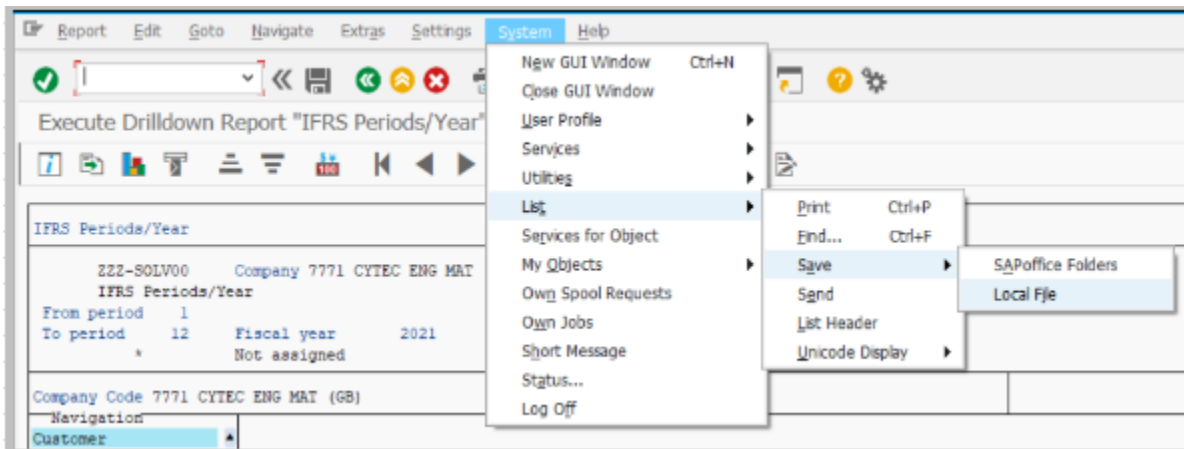
Columns On/Off

Switch Column On/Off

☐ Period

☒ Year

Export the data to Excel



### 3.2. Save as Excel file

Adjust the file:

- Duplicate the tab to have raw data and adjusted data tabs
- Filter in columns **Qty Invoice** and **Market Product Sales** 0.00 and delete those lines (where on **both** columns are 0.00)

Copy the data in the Spreadsheet file tab KE30, copy only:

Column A (Product)

Column B (Product description)

Column C (Sales Qty KG)

Column D (Sales GBP)

### 3.3. Go to transaction MB51

Variant: 7771 PROD COMM

6068 PROD COMM

In KE30 you can check all the plant codes, make sure that you add them in the list (and update the variant).

Update the Posting date

| Material Document List |                           |            |      |              |       |            |     |
|------------------------|---------------------------|------------|------|--------------|-------|------------|-----|
| Material               | Material Description      | Σ Quantity | Unit | Posting Date | Batch | PO         | MvT |
| 3130795                | FILTER ADAPTOR, RUSS...   | 1          | EA   | 29.09.2021   |       | 4504248267 | 101 |
| 3130796                | PEEK BLADE, CMS, BASF ... | 1          | EA   | 23.08.2021   |       | 4504248267 | 101 |
| 3130814                | PEEK BLADE, CMS, COX M... | 1          | EA   | 23.08.2021   |       | 4504253674 | 101 |
| 3130815                | INTENSIFIER REGULATOR     | 1          | EA   | 23.08.2021   |       | 4504258030 | 101 |

| Material Document List |                         |   |          |      |              |         |     |
|------------------------|-------------------------|---|----------|------|--------------|---------|-----|
| Material Document List |                         |   |          |      |              |         |     |
| Material               | Material Description    | Σ | Quantity | Unit | Posting Date | Batch   | PO  |
| 16791                  | ALKAMIDE PK 200KG ME... |   | 1,800    | KG   | 03.03.2018   | HG24907 | 101 |
|                        | ALKAMIDE PK 200KG ME... |   | 224      | KG   | 03.03.2018   | HG24907 | 101 |
| 16791                  |                         |   | 2,024    | KG   |              |         |     |
| 16847                  | GERONOL MB1 200KG M...  |   | 67       | KG   | 05.03.2018   | HG25094 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 2,800    | KG   | 05.03.2018   | HG25094 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 108      | KG   | 15.03.2018   | HG24917 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 3,800    | KG   | 15.03.2018   | HG24917 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 4,200    | KG   | 21.03.2018   | HG24919 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 66       | KG   | 21.03.2018   | HG24919 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 140      | KG   | 20.04.2018   | HG25083 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 3,800    | KG   | 20.04.2018   | HG25083 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 3,000    | KG   | 31.05.2018   | HG25089 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 163      | KG   | 05.06.2018   | HG25089 | 101 |
|                        | GERONOL MB1 200KG M...  |   | 200-     | KG   | 05.06.2018   | HG25089 | 102 |
| 16847                  |                         |   | 17,944   | KG   |              |         |     |
| 16855                  | GLOKILL PQ BULK         |   | 12,141   | KG   | 13.01.2018   | HG24545 | 101 |
|                        | GLOKILL PQ BULK         |   | 12,070   | KG   | 14.01.2018   | HG24857 | 101 |
|                        | GLOKILL PQ BULK         |   | 8,400    | KG   | 15.01.2018   | HG24992 | 101 |
|                        | GLOKILL PQ BULK         |   | 12,342   | KG   | 02.02.2018   | HG24861 | 101 |
|                        | GLOKILL PQ BULK         |   | 12,233   | KG   | 04.02.2018   | HG24891 | 101 |

Save to excel - MB51\_XXXX

Raw data tab name "by material raw data"

Copy the data into another tab "by material" - Leave only summed lines (delete lines with no color filling)

Double check measures by base unit of measure

| A        | B                    | C         | D                    | E            | F     | G              | H              | I | J | K | L | M | N | O |
|----------|----------------------|-----------|----------------------|--------------|-------|----------------|----------------|---|---|---|---|---|---|---|
| Material | Material Description | Quantity  | Base Unit of Measure | Posting Date | Batch | Purchase order | Move ment type |   |   |   |   |   |   |   |
|          |                      |           |                      |              |       |                |                |   |   |   |   |   |   |   |
| 1        | 42588                | 127,500   | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 42589                | 30,750    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 1        | 43391                | 1,004,407 | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 3        | 43443                | 5,450     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 5        | 45597                | 5,450     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 1        | 45674                | 302,500   | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 8        | 45675                | 371,420   | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 45735                | 25        | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 2        | 45738                | 50        | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 7        | 45886                | 625,428   | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 46076                | 20,000    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 2        | 46320                | 17,221    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 4        | 46857                | 2,180     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 47160                | 25,600    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 4        | 47190                | 960       | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 6        | 47580                | 790,400   | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 8        | 48449                | 9,440     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 48451                | 19,168    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 49024                | 45,780    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 7        | 49026                | 46,651    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 8        | 49305                | 2,531,691 | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 5        | 49821                | 7,040     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 7        | 50053                | 15,452    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 50056                | 15,452    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 4        | 50316                | 26,100    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 50375                | 28,346    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 5        | 50458                | 3,713     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 50810                | 83,742    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 4        | 50979                | 17,634    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 7        | 50990                | 3,520     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 51101                | 127,200   | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 3        | 51307                | 24,426    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 0        | 51312                | 75,616    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 2        | 52624                | 5,280     | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 6        | 53432                | 15,300    | KG                   |              |       |                |                |   |   |   |   |   |   |   |
| 8        |                      |           |                      |              |       |                |                |   |   |   |   |   |   |   |
| 9        |                      |           |                      |              |       |                |                |   |   |   |   |   |   |   |
| 0        |                      |           |                      |              |       |                |                |   |   |   |   |   |   |   |
| 1        |                      |           |                      |              |       |                |                |   |   |   |   |   |   |   |
| 2        |                      |           |                      |              |       |                |                |   |   |   |   |   |   |   |

4051 by material

by Measure

of 9426 records found

Circular References

Average: 268,631

Count: 348

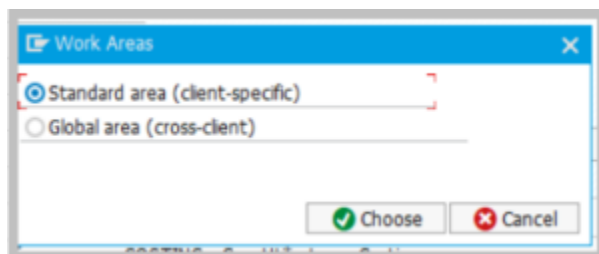
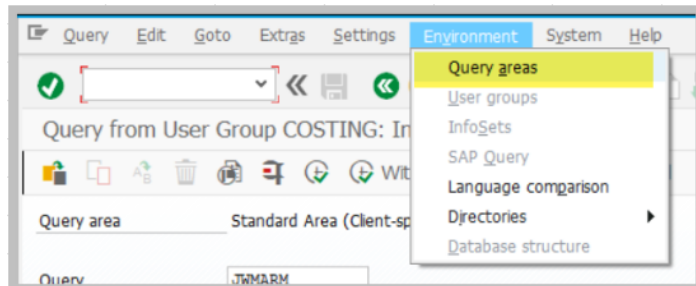
Sum: 93,483,670

Check total amounts

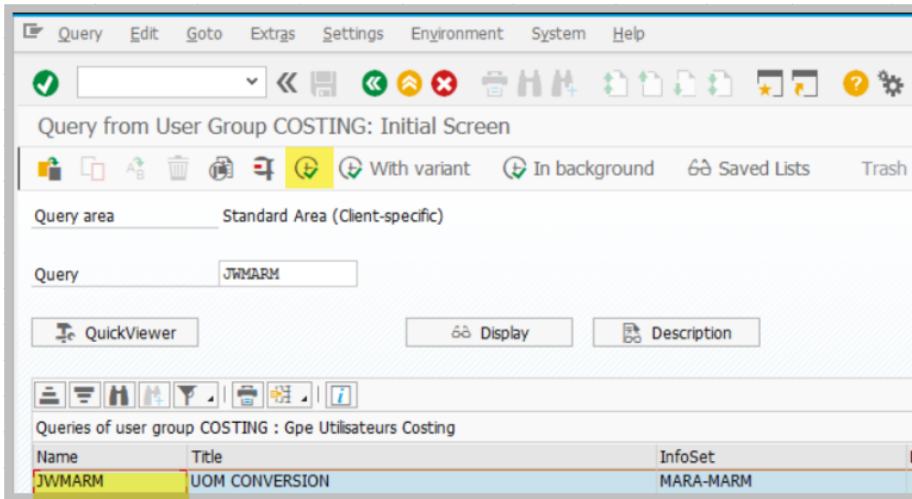
| A        | B                    | C          |
|----------|----------------------|------------|
| Material | Material Description | Quantity   |
| 143443   |                      | 5,450      |
| 145597   |                      | 5,450      |
| 145674   |                      | 302,500    |
| 145675   |                      | 371,420    |
| 145735   |                      | 25         |
| 145738   |                      | 50         |
| 145886   |                      | 605,428    |
| 146076   |                      | 20,000     |
| 146320   |                      | 17,221     |
| 146807   |                      | 2,180      |
| 147160   |                      | 25,600     |
| 147190   |                      | 960        |
| 147580   |                      | 798,400    |
| 148449   |                      | 9,440      |
| 148451   |                      | 19,168     |
| 149024   |                      | 45,780     |
| 149026   |                      | 46,651     |
| 149305   |                      | 2,531,691  |
| 149921   |                      | 7,040      |
| 150053   |                      | 15,452     |
| 150056   |                      | 15,452     |
| 150316   |                      | 26,100     |
| 150375   |                      | 28,346     |
| 150458   |                      | 3,713      |
| 150810   |                      | 83,742     |
| 150979   |                      | 17,634     |
| 150990   |                      | 3,520      |
| 151101   |                      | 127,200    |
| 151307   |                      | 24,426     |
| 151312   |                      | 75,616     |
| 152624   |                      | 5,280      |
| 153432   |                      | 15,300     |
|          |                      | 94,801,978 |
|          | CHECK:               | 0          |

To get the Unit of measures table for specific materials

SQ00



JWMARM



Copy all the material numbers

Save file to Excel

Add Net weight to the MB51 report - VLOOKUP function - In case there is other conversion rate than KG, calculate it manually (for example LB to KG)

Copy paste only TOTAL amounts from sheet "MB51 by material" to Spreadsheet Prodcom tab MB51 (+ conversion (col E))

### 3.4. TAB KE30

Work with the Spreadsheet tab KE30

Copy below the products that are non production items:

- All products that starts with 19\*\*\*\*\*
- Double check Production description that all looks like non production items. In case of doubt, check the Product

Make a screenshot from KE30

Check that the totals matches and there is no difference

|    | A       | B                    | C            | D         | E             | F               | G        |
|----|---------|----------------------|--------------|-----------|---------------|-----------------|----------|
| 1  |         | KE30                 |              |           | tab MB51      | tab Taric codes |          |
| 2  | Product | Product Description  | Sales Qty KG | Sales GBP | Production KG | Comm Code       | comments |
| 3  | 16836   | CATAFOR PU 180KG MET | 290.00       | 29.00     | #N/A          | #N/A            |          |
| 4  | 16847   | GERONOL MB1 200KG ME | 197.00       | 19.70     | #N/A          | #N/A            |          |
| 21 | 25790   | AMPHONIC XL 1100KG   | 7,700.00     | 56,526.57 | #N/A          | #N/A            |          |
| 26 | 35644   | *OBS*CATAFOR MS/T 20 | 106.00       | 10.60     | #N/A          | #N/A            |          |
| 37 | 48831   | PHOSPHORUS OXYCHLORI | 8,695.00     | 25,510.26 | #N/A          | #N/A            |          |
| 43 | 60844   | J 557 IN 204 LITERS  | 408.00       | 1,742.79  | #N/A          | #N/A            |          |
| 44 | 60848   | J 557 IN 996 LITERS  | 19,208.00    | 81,692.58 | #N/A          | #N/A            |          |
| 45 | 61049   | RHODAPHOS TIPP 415LB | 15.00        | 657.67    | #N/A          | #N/A            |          |
| 52 | 78960   | J 570 IN 204 LITERS  | 2,448.00     | 7,639.20  | #N/A          | #N/A            |          |
| 69 | 100550  | *OBS*MIRACARE UM-140 | 251.00       | 25.10     | #N/A          | #N/A            |          |
| 74 | 104440  | (R,R) ETHYL DUPHOS : | 85.34        | 14,647.95 | #N/A          | #N/A            |          |
| 75 | 104764  | (S,S) ETHYL DUPHOS:5 | 160.29       | 15,411.80 | #N/A          | #N/A            |          |

In case Col E there is #N/A:

- From MB51 - Product type 101, 102 - materials have been purchased
- If there is another type then this product hasn't been purchased this year
- That means that the specific product 'production KG' we used from the previous year's inventory to make the product this year
- Therefore in column E there might be #N/A

Col E write manually 0.00

Color the cells so it is visible that these cells do not contain formula

In Column G comments write: not purchased during 2021

[https://drive.google.com/drive/folders/1VND\\_SCwAh8XVZO\\_YwgZ8WoXbNLvr8N6r](https://drive.google.com/drive/folders/1VND_SCwAh8XVZO_YwgZ8WoXbNLvr8N6r)

\* For Co. 6068 there is a list of specific products that need to be reported separately - TRADED GOODS:

1. Filter in Column H Traded goods all the values (exclude #N/A)
2. Copy paste these products under Non-production items
3. AND delete these items from the Production list (so in the Col H there are no values remaining)

|    | A       | B                    | C            | D          | E             | F               | G                         | H           | I | J | K |
|----|---------|----------------------|--------------|------------|---------------|-----------------|---------------------------|-------------|---|---|---|
| 1  |         | KE30                 |              |            | tab MB51      | tab Taric codes |                           |             |   |   |   |
| 2  | Product | Product Description  | Sales Qty KG | Sales GBP  | Production KG | Comm Code       | comments                  | Traded good |   |   |   |
| 3  | 16836   | CATAFOR PU 180KG MET | 290.00       | 29.00      | 0             | #N/A            | not purchased during 2021 | #N/A        |   |   |   |
| 4  | 16847   | GERONOL MB1 200KG ME | 197.00       | 19.70      | 0             | #N/A            | not purchased during 2021 | #N/A        |   |   |   |
| 5  | 16855   | GLOKILL PQ BULK      | 43,520.00    | 51,148.07  | 457550.00     | #N/A            |                           | #N/A        |   |   |   |
| 6  | 16858   | GLOKILL PQ 1100 KG   | 5,500.00     | 7,921.56   | 161700.00     | #N/A            |                           | #N/A        |   |   |   |
| 7  | 16882   | MIRANOL ULTRA C-32 1 | 229,000.00   | 256,676.76 | 240000.00     | #N/A            |                           | #N/A        |   |   |   |
| 8  | 16889   | MIRANOL ULTRA C-32 B | 64,580.00    | 68,927.41  | 391878.00     | #N/A            |                           | #N/A        |   |   |   |
| 9  | 16891   | MIRANOL ULTRA C-32 2 | 63,360.00    | 74,760.30  | 79200.00      | #N/A            |                           | #N/A        |   |   |   |
| 10 | 16902   | MIRANOL C2M CONC NP  | 19,360.00    | 18,082.77  | 97223.00      | #N/A            |                           | #N/A        |   |   |   |
| 11 | 16920   | MIRANOL C2M CONC NP  | 77,000.00    | 96,051.61  | 66000.00      | #N/A            |                           | #N/A        |   |   |   |
| 12 | 16921   | MIRANOL C2M CONC NP  | 112,640.00   | 123,076.08 | 114400.00     | #N/A            |                           | #N/A        |   |   |   |
| 13 | 16922   | MIRANOL C2M CONC NP  | 44,480.00    | 57,099.88  | 345669.00     | #N/A            |                           | #N/A        |   |   |   |
| 14 | 16923   | MIRANOL C2M CONC NP  | 17,420.00    | 18,179.16  | 205193.00     | #N/A            |                           | #N/A        |   |   |   |
| 15 | 16959   | STANNINE LF 200KG PL | 1,668.00     | 12,369.62  | 7708.00       | #N/A            |                           | #N/A        |   |   |   |
| 16 | 16960   | STANNINE LTP 200KG P | 12,706.00    | 87,852.52  | 27209.00      | #N/A            |                           | #N/A        |   |   |   |
| 17 | 16961   | STANNINE LTP 25KG PL | 1,000.00     | 7,241.10   | 2000.00       | #N/A            |                           | #N/A        |   |   |   |
| 18 | 17023   | RHODAPEX AB/20 1000  | 179,000.00   | 286,394.83 | 1249666.00    | #N/A            |                           | #N/A        |   |   |   |
| 19 | 17550   | ETHOMEEN OV/22 200KG | 153.00       | 15.30      | 1600.00       | #N/A            |                           | #N/A        |   |   |   |
| 20 | 24403   | RHODAFAC ARB/70 1100 | 22,000.00    | 40,271.22  | 108900.00     | #N/A            |                           | #N/A        |   |   |   |
| 21 | 25790   | AMPHONIC XL 1100KG   | 7,700.00     | 56,526.57  | 0             | #N/A            | not purchased during 2021 | 25790       |   |   |   |
| 22 | 25974   | RHODAFAC BP10-297KG  | 52,272.00    | 94,037.34  | 51354.00      | #N/A            |                           | #N/A        |   |   |   |
| 23 | 25975   | RHODAFAC BP10 1400KG | 91,000.00    | 153,517.00 | 145600.00     | #N/A            |                           | #N/A        |   |   |   |
| 24 | 25998   | MIRATAINE CBS 200KG  | 28,800.00    | 61,751.29  | 35551.00      | #N/A            |                           | #N/A        |   |   |   |
| 25 | 26163   | MIRATAINE CBS 1000KG | 35,000.00    | 63,531.33  | 60705.00      | #N/A            |                           | #N/A        |   |   |   |

|                                                    |                      |
|----------------------------------------------------|----------------------|
| If we have NA in Comm Cod -> go to M under 25k GBP |                      |
| <b>Non Production Items (Traded goods)</b>         |                      |
| Product                                            | Product Description  |
| 48032                                              | BUTYL ACID PHOSPHATE |
| 69763                                              | SODIUM HYPOPHOSPHITE |
| 72068                                              | TOLCIDE MW11 IBC 100 |
| 73645                                              | M.B.T.(A):FK :25KG(1 |
| 81465                                              | TRIETHYL PHOSPHITE(I |
| 102452                                             | HYPOPHOSPHOROUS ACID |
| 102554                                             | HYPOPHOSPHOROUS ACID |
| 25790                                              | AMPHONIC XL 1100KG   |
| 60848                                              | J 557 IN 996 LITERS  |
| 77269                                              | UN-ALLOCATED / PIL E |
| 113685                                             | MACKAM MCB 1000KG IB |
| 113702                                             | MACKAM LSB 50 1000K  |
| 121376                                             | AUGEO SL 191 IBC 105 |
| 113983                                             | MACKERNIUM 007 100   |
| 113987                                             | MACKERNIUM 007B 100  |
| 126586                                             | MACKAMINE EP 18 200  |
| 131037                                             | MACKAMINE CAO E 36 2 |

| Non Production Items (Traded goods) |                      |
|-------------------------------------|----------------------|
| Product                             | Product Description  |
| 48032                               | BUTYL ACID PHOSPHATE |
| 69763                               | SODIUM HYPOPHOSPHITE |
| 72068                               | TOLCIDE MW11 IBC 100 |
| 73645                               | M.B.T.(A):FK :25KG(1 |
| 81465                               | TRIETHYL PHOSPHITE:I |
| 102452                              | HYPOPHOSPHOROUS ACID |
| 102554                              | HYPOPHOSPHOROUS ACID |
| 25790                               | AMPHIONIC XL 1100KG  |
| 60848                               | J 557 IN 996 LITERS  |
| 77269                               | UN-ALLOCATED / PIL E |
| 113685                              | MACKAM MCB 1000KG IB |
| 113702                              | MACKAM LSB 50 1000K  |
| 121376                              | AUGEO SL 191 IBC 105 |
| 113983                              | MACKERNIUM 007 100   |
| 113987                              | MACKERNIUM 007B 100  |
| 126586                              | MACKAMINE EP 18 200  |
| 131037                              | MACKAMINE CAO E 36 2 |
| 108552                              | RHODAPHOS TIPMDP     |
| 118561                              | BUTYL ACID PHOSPHATE |
| 115097                              | RHODAPHOS DPC 200KG  |
| 119280                              | RHODIASOLV DIB 200KG |
| 121409                              | RHODIASOLV DIB 950 K |
| 121470                              | RHODAPHOS DPC 1000 K |
| 151493                              | DIPHENYLPHOSPHINE 40 |
| 128230                              | FENTAMINE DMA1270L B |
| 120689                              | TETRA-N-BUTYL PHOSPH |
| 137376                              | REPEL-O-TEX SF2 2000 |

\* For Co. 6068 in column B Product Description filter "Fentamine"

These needs to be copied under Traded goods

AND delete these items from the Production list.

|     | A       | B                    | C             | D             | E             | F               | G               | H           |
|-----|---------|----------------------|---------------|---------------|---------------|-----------------|-----------------|-------------|
| 1   |         |                      | KE30          |               | tab MB51      | tab Taric codes |                 |             |
| 2   | Product | Product Description  | Sales Qty KG  | Sales GBP     | Production KG | Comm Code       | comments        | Traded good |
| 124 | 123963  | FENTAMINE ACO 160KG  | 5,760.00      | 10,287.61     | 52480.00      | #N/A            |                 | #N/A        |
| 223 | 317125  | FENTAMINE DMA1816 BU | 17,880.00     | 28,070.85     | 142900.00     | #N/A            |                 | #N/A        |
| 224 | 317129  | FENTAMINE A12 HP 160 | 6,400.00      | 12,276.22     | 21760.00      | #N/A            |                 | #N/A        |
| 225 | 317136  | FENTAMINE DMA1270L I | 13,443,214.70 | 30,637,000.28 | 14051020.00   | 3824999289      |                 | #N/A        |
| 226 | 317139  | FENTAMINE DMA1695 BU | 35,720.00     | 58,956.64     | 160920.00     | #N/A            |                 | #N/A        |
| 227 | 317165  | FENTAMINE DMA1295 80 | 800.00        | 1,387.13      | 5600.00       | #N/A            |                 | #N/A        |
| 228 | 317180  | FENTAMINE DMA1270 MB | 178,540.00    | 306,157.72    | 1071120.00    | 3824999289      |                 | #N/A        |
| 229 | 317188  | FENTAMINE DMA1495 MB | 53,840.00     | 95,800.82     | 305860.00     | #N/A            |                 | #N/A        |
| 230 | 317198  | FENTAMINE DMA1095 MB | 24,800.00     | 60,697.29     | 120000.00     | #N/A            |                 | #N/A        |
| 237 |         | Not assigned         | 0.00          | 10,218,334.03 | 0             | #N/A            | < C42 royalties | #N/A        |
| 238 |         | TOTAL:               | 32,273,747.60 | 88,798,321.55 |               |                 |                 | #N/A        |
| 239 |         |                      |               |               |               |                 |                 |             |

Double check that the formulas below are okay and there is no difference (or the diff is small)

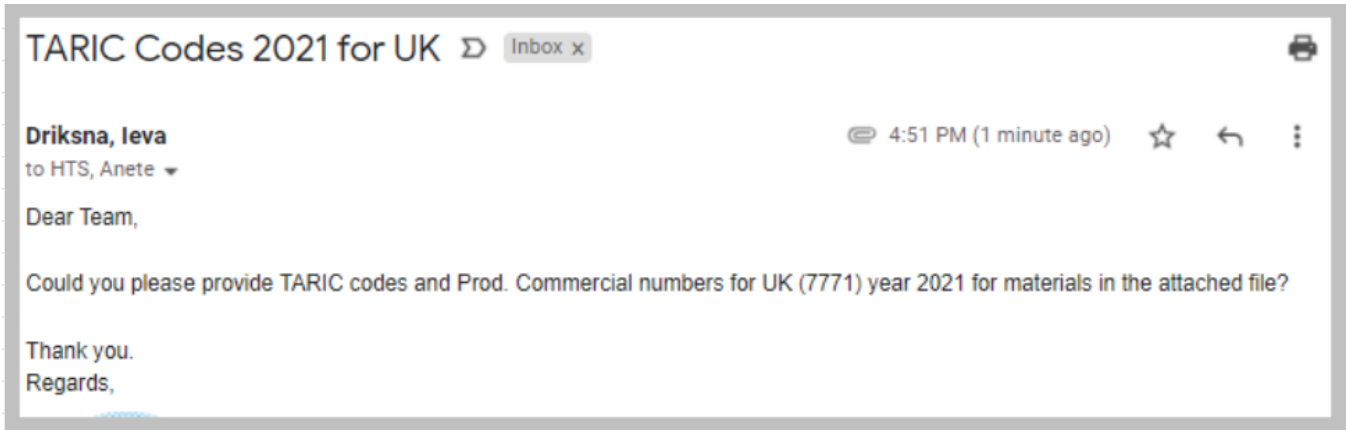
|                       |              |               |            |
|-----------------------|--------------|---------------|------------|
| Total in the tab:     | 4,749,167.68 | 76,812,322.12 | 2490173.42 |
| From KE30 screenshot: | 4,749,167.53 | 76,812,322.12 |            |
| Check:                | 0.15         | 0.00          |            |

### 3.5. TARIC CODES

In the tab KE30 check column F Comm Code and filter out all the #N/A

In order to clarify the Taric code, you must write an email to [htsclassification@solway.com](mailto:htsclassification@solway.com)

Attach the file with Product + Product description



When you receive data from the HTS, update the tab Taric codes

Add the data below, do not delete the previous lines!

Go to tab KE30 to the **Non Production Items** and find the Comm Code that has #N/A. Update those manually (write them in the tab Taric codes, the Comm Code use something similar as previously)

|     | A       | B                    | C                 | D                                      | E   | F                    |
|-----|---------|----------------------|-------------------|----------------------------------------|-----|----------------------|
|     | Product | Product Description  | Sales Qty invoice | Market Product Sales GBF Production KG |     | Comm Code            |
| 596 | 1911573 | CHINA COFFIN BOX     | 314               | 17,258.18                              | 582 | 4415                 |
| 597 | 1911575 | THERMAL CONTROL UNIT | 114               | 10,177.85                              | 251 | temp recorder        |
| 598 | 1911830 | CHINA PALLET FOR COF | 192               | 2,351.56                               | 560 | CHINA PALLET FOR COF |
| 599 | 1911976 | SMALL ORDER CHARGE   | 1                 | 1,096.52                               | 0   | SMALL ORDER CHARGE   |
| 600 | 1911977 | TAG ON CHARGE        | 76                | 81,672.80                              | 0   | TAG ON CHARGE        |
| 601 | 1911978 | EXPEDITE SHIPMENT FE | 3                 | 4,279.39                               | 0   | EXPEDITE SHIPMENT FE |
| 602 | 1911979 | TEST SAMPLE CHARGE   | 9                 | 1,102.28                               | 0   | TEST SAMPLE CHARGE   |
| 603 | 1911983 | REPACKAGING CHARGE   | 114               | 8,614.47                               | 0   | REPACKAGING CHARGE   |
| 604 | 1911984 | TEST CHARGE          | 0                 | 14,346.00                              | 0   | TEST CHARGE          |
| 605 | 1911985 | AMENDED CERT CHARGE  | 2                 | 10.26                                  | 0   | AMENDED CERT CHARGE  |
| 606 | 1911986 | MISC CHARGE          | 17                | -22,519.76                             | 0   | MISC CHARGE          |
| 607 | 1911987 | FREIGHT CHARGE       | 16                | 24,104.35                              | 0   | FREIGHT CHARGE       |
| 608 | 1911988 | COFFIN BOX           | 135               | 18,118.19                              | 0   | COFFIN BOX           |
| 609 | 1911993 | SPECIAL PACKAGING    | 7                 | 0                                      | 0   | #N/A                 |
| 610 | 1911995 | DRY ICE              | 4,396.92          | 179,128.64                             | 0   | DRY ICE              |
| 611 | 1911996 | TEMPERATURE RECORDER | 3,436.00          | 132,001.43                             | 0   | TEMPERATURE RECORDER |
| 612 | 1911998 | TEST KIT DRY ICE     | 9                 | 20.25                                  | 0   | TEST KIT DRY ICE     |
| 613 | 1911999 | TEST KIT TEMPERATURE | 43                | 689.01                                 | 0   | TEST KIT TEMPERATURE |
| 614 | 1912046 | RECERTIFICATION CHAR | 0                 | 1,927.83                               | 0   | #N/A                 |
| 615 |         |                      |                   |                                        |     |                      |

### 3.6. Comms Pivot

Go and update the Pivot table

Check the pivot table -> there are codes that have the same beginning (should be reported under the same Comm Code category), go to tab Taric codes and update them so they are grouped accordingly. This is more for Co. 7771

|    |                                     |                 |                |                   |
|----|-------------------------------------|-----------------|----------------|-------------------|
| 22 | 7019120039                          | 51,440          | 2,191          | 2,066             |
| 23 | 7019400019                          | 101,216         | 7,312          | 5,746             |
| 24 | 7019520090                          | 738,135         | 12,603         | 3,769             |
| 25 | 7019590085                          | 1,453,601.87    | 140,211.53     | 89,471            |
| 26 | 7019900085                          | 3.08            | 556.00         | 890               |
| 27 | 7419991000                          | 0               | 498.69         | 12                |
| 28 | 39219043+39219049+39219055+39219060 | 1,040,522.21    | 21,055.00      | 45015.00          |
| 29 | 5901+5903+5907                      | 640888          | 29443          | 16864.46          |
| 30 | 70194 + 70195                       | 618504          | 34844          | 19237.54          |
| 31 | 741991+7419990                      | 680066          | 45731          | 13398.60422       |
| 32 | <b>Grand Total</b>                  | <b>71908846</b> | <b>4701639</b> | <b>2338580.42</b> |
| 33 |                                     |                 |                |                   |

Example, filter beginning 70194 and update to 70194 + 70195 (here 7019400019 -> update to 70194 + 70195) and so on.

|     | A       | B                          | C             |
|-----|---------|----------------------------|---------------|
| 1   | Product | Product Description        | Tar cod       |
| 18  | 160600  | 7720-9D-G120-105-127       | 70194 + 70195 |
| 21  | 160704  | 985-1-45%-G120-105-1       | 70194 + 70195 |
| 28  | 160713  | 985-1-45%-G120-105-1       | 70194 + 70195 |
| 31  | 160718  | 919-37%-G7781-296-12       | 70194 + 70195 |
| 32  | 160724  | 2020-40%-G7781-296-1       | 70194 + 70195 |
| 33  | 160726  | 5250-4LF-34%-G120-10       | 70194 + 70195 |
| 35  | 160728  | 5250-4-40%-EG7628-20       | 70194 + 70195 |
| 216 | 166947  | VTM®264B-38%-449AA750-140  | 70194 + 70195 |
| 363 | 166786  | MTM®49-35%-449AA750-200-3  | 70194 + 70195 |
| 444 | 166533  | MTM®49-1-28%-449AA750-280  | 70194 + 70195 |
| 497 | 169165  | MTM®28-1B-30%-EGLASS-384-0 | 7019400019    |
| 498 | 169166  | MTM®28-1B-30%-EGLASS-192-0 | 7019400019    |
| 661 |         |                            |               |

In this link you can search for specific material Commodity Code

[https://www.trade-tariff.service.gov.uk/find\\_commodity](https://www.trade-tariff.service.gov.uk/find_commodity)

Go to tab ONS Return

Check Section A - compare to the survey's PDF if all the commodity codes are added

Delete the ones under Section A that are not stated in the PDF survey

\*Note that comm code 3921909000 is reported under 3921901 !!!

|    | A                         | B                                                         | C         | D          |
|----|---------------------------|-----------------------------------------------------------|-----------|------------|
| 1  | A                         | Commodity                                                 | Volume    | Value      |
| 2  |                           |                                                           | KG        | GBP        |
| 3  |                           |                                                           |           |            |
| 4  |                           | 70194+70195                                               | 194,971   | 2,911,456  |
| 5  |                           | 5901+5903+5907                                            | 34,415    | 874,381    |
| 6  |                           | 5908+5910+591110+591120+591140+59119010+59119091+59119099 | -         | -          |
| 7  |                           | 390730                                                    | 364,158   | 8,089,228  |
| 8  |                           | 3920999                                                   | 252,363   | 1,444,322  |
| 9  | reported under<br>3921901 | 3921909000                                                | 1,534,215 | 10,295,918 |
| 10 |                           | 39219043+39219049+39219055+39219060                       | 21,055    | 1,040,522  |
| 11 |                           | 681510                                                    | 2,225,862 | 46,000,135 |
| 12 |                           | 7410                                                      | -         | -          |
| 13 |                           | 741991+74199990                                           | 46,229    | 680,066    |
| 14 |                           |                                                           |           |            |

Check in tab Comms Pivot Column F Identified in tab ONS Return

If there is #N/A that means that the Commodity Code hasn't been added to tab ONS Return. Add it manually in the tab ONS Return under applicable category.

To see the category check Column H where section is identified

B.1 section >25k GBP

B.2 section <25k GBP

\*Note that the formula does not work for Comm Code that looks like text (example: 70194+70195). It will show in Column H as #VALUE!

Write the section manually and color the cells to indicate that there is no formula

|    | A                                       | B                    | C                   | D                 | E                                                                            | F | G | H         |
|----|-----------------------------------------|----------------------|---------------------|-------------------|------------------------------------------------------------------------------|---|---|-----------|
| 1  | Pivot Production items (KE30)           |                      |                     |                   |                                                                              |   |   |           |
| 2  |                                         |                      |                     |                   |                                                                              |   |   |           |
| 3  | Comm Code                               | Sum of Sum<br>Amount | SUM of Sales Qty KG | SUM of Production | Identified in tab ONS Return (if<br>there is #N/A, add to tab ONS<br>Return) |   |   | Section   |
| 4  | 390730                                  | 8,089,228            | 364,158             | 702,890           | 390730                                                                       |   |   | A section |
| 5  | 681510                                  | 46,000,135           | 2,225,862           | 1,160,646         | 681510                                                                       |   |   | A section |
| 7  | 3920999                                 | 1,444,322            | 252,363             | 18,590            | 3920999                                                                      |   |   | A section |
| 13 | 3921909000                              | 10,295,918           | 1,534,215           | 125,666           | 3921909000                                                                   |   |   | A section |
| 20 | 39219043+39219049+3921905<br>5+39219060 | 1,040,522            | 21,055              | 45,015            | 39219043+39219049+39219055+3921<br>9060                                      |   |   | #VALUE!   |
| 21 | 5901+5903+5907                          | 874,381              | 34,415              | 22,304            | 5901+5903+5907                                                               |   |   | #VALUE!   |

|    | A                                   | B                 | C                   | D                 | E | F                                                                      | G | H         | I | J                 |
|----|-------------------------------------|-------------------|---------------------|-------------------|---|------------------------------------------------------------------------|---|-----------|---|-------------------|
| 1  | Pivot Production Items (KE30)       |                   |                     |                   |   |                                                                        |   |           |   |                   |
| 2  |                                     |                   |                     |                   |   |                                                                        |   |           |   |                   |
| 3  | Comm Code                           | Sum of Sum Amount | SUM of Sales Qty KG | SUM of Production |   | Identified in tab ONS Return (if there is #N/A, add to tab ONS Return) |   | Section   |   |                   |
| 4  | 390730                              | 8,089,228         | 364,158             | 702,890           |   | 390730                                                                 |   | A section |   |                   |
| 5  | 681510                              | 46,000,135        | 2,225,862           | 1,160,646         |   | 681510                                                                 |   | A section |   |                   |
| 6  | 701759                              | 1,446             | 89                  | 359               |   | 701759                                                                 |   | C section |   |                   |
| 7  | 3920999                             | 1,444,322         | 252,363             | 18,590            |   | 3920999                                                                |   | A section |   |                   |
| 8  | 2917200090                          | 13,041            | 2,200               | 60,280            |   | 2917200090                                                             |   | C section |   |                   |
| 9  | 2933299090                          | 13,458            | 108                 | 576               |   | 2933299090                                                             |   | C section |   |                   |
| 10 | 3506919099                          | 170,937           | 7,452               | 5,017             |   | 3506919099                                                             |   | B section |   |                   |
| 11 | 3816000000                          | 227               | 75                  | 6,925             |   | 3816000000                                                             |   | C section |   |                   |
| 12 | 3824999699                          | 39,396            | 500                 | 1,000             |   | 3824999699                                                             |   | B section |   |                   |
| 13 | 3921909000                          | 10,295,918        | 1,534,215           | 125,666           |   | 3921909000                                                             |   | A section |   |                   |
| 14 | 4002999000                          | 588               | 68                  | 2,744             |   | 4002999000                                                             |   | C section |   |                   |
| 15 | 4811590090                          | 11,623            | 6,560               | 50,374            |   | 4811590090                                                             |   | C section |   |                   |
| 16 | 4811900090                          | 919               | 1,888               | 0                 |   | 4811900090                                                             |   | C section |   |                   |
| 17 | 6903209000                          | 269,740           | 6,682               | 1,605             |   | 6903209000                                                             |   | B section |   |                   |
| 18 | 7019120039                          | 51,440            | 2,191               | 2,066             |   | 7019120039                                                             |   | B section |   |                   |
| 19 | 7019900085                          | 3                 | 556                 | 890               |   | 7019900085                                                             |   | C section |   |                   |
| 20 | 39219043+39219049+39219055+39219060 | 1,040,522         | 21,055              | 45,015            |   | 39219043+39219049+39219055+39219060                                    |   | A section |   | <manually written |
| 21 | 5901+5903+5907                      | 874,381           | 34,415              | 22,304            |   | 5901+5903+5907                                                         |   | A section |   | <manually written |
| 22 | 70194+70195                         | 2,911,456         | 194,971             | 118,223           |   | 70194+70195                                                            |   | A section |   | <manually written |
| 23 | 741991+74199990                     | 680,066           | 46,229              | 13,411            |   | 741991+74199990                                                        |   | A section |   | <manually written |

Go to tab ONS Return, scroll down to C - other income:

1) For 6068 for Merchant Goods (Traded Goods) add formula from KE30 For 6068

For 7771 there are no traded goods

|                         |                                              |                   |                   |
|-------------------------|----------------------------------------------|-------------------|-------------------|
| <b>C - OTHER INCOME</b> |                                              |                   |                   |
|                         | <b>Merchant Goods (Traded goods)</b>         | <b>13,917,593</b> | <b>32,321,067</b> |
|                         | <b>Non-production income (Service Sales)</b> |                   |                   |
| Service Sales           |                                              |                   | 650,183           |
|                         |                                              | <b>13,917,593</b> | <b>32,971,250</b> |

Go to tab ONS Return, scroll down to C - other income

2) Under Non-Production income (Service Sales) write the amount from KE30 Service Sales

|                                              |  |                |  |
|----------------------------------------------|--|----------------|--|
| <b>Non-production income (Service Sales)</b> |  |                |  |
| Service Sales                                |  | <b>524,162</b> |  |
| Royalties                                    |  | <b>322,720</b> |  |

3) Royalties - For 7771 report royalties under non-production income (service sales)

For 6068 **do not report** royalties as they are profit sharing not external royalties

|                                              |  |                |  |
|----------------------------------------------|--|----------------|--|
| <b>Non-production income (Service Sales)</b> |  |                |  |
| Service Sales                                |  | <b>524,162</b> |  |
| Royalties                                    |  | <b>322,720</b> |  |

|                                                 |            |                                                                                   |      |
|-------------------------------------------------|------------|-----------------------------------------------------------------------------------|------|
| IFRS Periods/Year                               |            |                                                                                   |      |
| 222-SOLV00      Company 7771 CYTEC ENG MAT (GB) |            |                                                                                   |      |
| IFRS Periods/Year                               |            |                                                                                   |      |
| From period                                     | 1          | Fiscal year                                                                       | 2021 |
| To period                                       | 12         |                                                                                   |      |
| *                                               |            | Not assigned                                                                      |      |
| Company Code 7771 CYTEC ENG MAT (GB)            |            |                                                                                   |      |
| Navigation                                      |            |  |      |
| Customer ▲                                      |            |                                                                                   |      |
| Product .                                       |            |                                                                                   |      |
| Division .                                      |            |                                                                                   |      |
| Distr. Channel ▼                                |            |                                                                                   |      |
| P&L Lines                                       | Period     | Year                                                                              |      |
| B30 Sales Indus.Inv                             | 2,750.00   | 2,750.00                                                                          |      |
| B31 Sales Ind ServFI                            |            |                                                                                   |      |
| B40 Sales AdmsCOM FI                            | 175,232.01 | 175,232.01                                                                        |      |
| B41 Sales AdmsCOM SD                            |            |                                                                                   |      |
| B50 Sales R&D Inv                               |            |                                                                                   |      |
| B51 Sales R&D FI                                | 346,179.65 | 346,179.65                                                                        |      |
| B55 Sales Mangt fees                            |            |                                                                                   |      |
| B56 Sales Mgt FeesFI                            |            |                                                                                   |      |
| Service Sales                                   | 524,161.66 | 524,161.66                                                                        |      |

When you have added all the Commodity codes, go to tab ONS Return and scroll down

Update the formula for **KE30 total**

|                    |                  |                   |
|--------------------|------------------|-------------------|
|                    | 4,701,639        | 71,908,846        |
| <b>KE30 total:</b> | <b>4,701,639</b> | <b>71,908,846</b> |
| check: -           | 0 -              | 0                 |

**End of document.**