

# BW - DP - Budget Review (Core Query)

## Basic Information

|                             |                                      |
|-----------------------------|--------------------------------------|
| <b>BW Server</b>            | WBP                                  |
| <b>Application</b>          | DP - Demand Planning                 |
| <b>Query Name</b>           | BW - DP - Budget Review (Core Query) |
| <b>Query Technical Name</b> | BW_QRY_MVDYN11_0001                  |
| <b>Core/Specific Scope</b>  | Core                                 |
| <b>Specific Reason</b>      |                                      |
| <b>Provider Name</b>        | Multi Provider MVDYN11               |
| <b>Usage type</b>           |                                      |
| <b>Expected users</b>       |                                      |

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## Purpose of this query

To support monthly demand review and forecast follow-up compared to objectives (BFR6 / Budget) based on financial data. This report provides daily updates of forecast data, including Budget/BFR6 among different key figures : volume, value, unit price, contribution margin, gross margin (if available in Dynasys). The reference currency is €. Actual data are available such as Order Book and Invoiced history

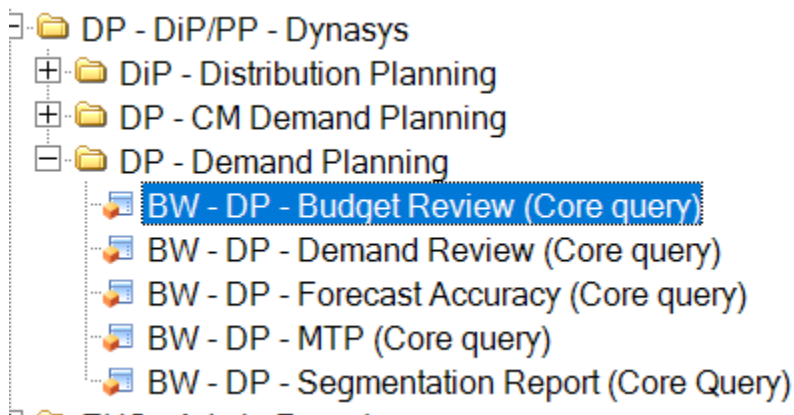
Gross History and Invoiced History Net Sales are updated once a month (6th), whereas other forecast figures are updated 4 times a day (around 7am, 2pm, 6pm, 11pm)

If you want to be informed alerted by email when the BW load is fully done you can ask to be added to the distribution list (Service One => catalogue>Data services>Reporting and Dashboarding>Reporting Tools>Change distribution lists for BW update message)

## Access to the query

Go to BW Analysis > WBP > Role DP - DiP/PP - DynaSys > DP- Demand Planning

### BW - DP - Budget Review (Core Query)



## Variables and selection screen

1. Calendar Year/Month is mandatory (MM.YYYY) as well as currency and UoM for Qty conversion
2. Currency is by default "EUR" ; UoM is by default "VKG"

3. Other prompts are optional

Prompts for BW - DP - Budget Review (Core query)

Use Variant

Select a variant or enter a name and choose save to create a new user variant

Prompt Summary

Search variables...

\* Calendar Month/Year (Interval, Mandatory):

BFC GBU (Selection Option, Optional):

BFC Group of activities (Selection Option, Op

\* Currency: Euro

\* UoM for Qty conversion (Single value, Man

Material (Select option, Optional):

Commercial Product (Select option, Optiona

Product Hierarchy (Selection option, optiona

Ship-to (Selection Option, Optional):

Distribution Channel (Selection option, Optio

GBR Customer Group (Select Option, Options

Specify Value for Prompts

\* Calendar Month/Year (Interval, Mandatory)

BFC GBU (Selection Option, Optional)

BFC Group of activities (Selection Option, Optional)

\* Currency

\* UoM for Qty conversion (Single value, Mandatory)

Material (Select option, Optional)

Commercial Product (Select option, Optional)

Product Hierarchy (Selection option, optional)

Ship-to (Selection Option, Optional)

Display

Clear All

OK

Cancel

Filters

| Object | Filter Value | Explanation |
|--------|--------------|-------------|
|        |              |             |
|        |              |             |

Characteristics

Default layout

| Characteristic code | Characteristic Name | Explanation                                                       |
|---------------------|---------------------|-------------------------------------------------------------------|
| C_MATNR2            | Material            | Material                                                          |
| C_SHIPTID           | Ship-to             | SAP Code + Name of Customer / place where the material is shipped |

Free Characteristics

| Characteristic code | Characteristic Name      | Explanation                                                                                          |
|---------------------|--------------------------|------------------------------------------------------------------------------------------------------|
| 0CALMONTH           | Calendar Year /Month     | Text                                                                                                 |
| 0LOGSYS             | Source System            | No display to avoid the display of the prefix for compound characteristics.                          |
| 0DISTR_CHAN         | Distribution Channel     | Key + Text<br>Available for RCS only. For SOLVAY it corresponds to the 2 first characters of the BU. |
| CPFCTR1_2           | BFC Global Business Unit | Key + Text                                                                                           |

| C_MATNR2__OP<br>ROD_HIER | Prod. Hierarchy                        | Key + Text <table><tr><th>Prod. Hierarchy</th><th></th></tr><tr><td>17</td><td>Resin for H2O2 e-gra</td></tr><tr><td>180</td><td>H2O2 Distilled grade</td></tr><tr><td>181</td><td>H2O2 Standard Grades</td></tr><tr><td>184</td><td>H2O2 Special Grades</td></tr><tr><td>185</td><td>H2O2 Crude grades</td></tr><tr><td>18A</td><td>H2O2 Aseptic Grades</td></tr><tr><td>191</td><td>H2O2 HG PUR DS &gt;1X</td></tr><tr><td>192</td><td>H2O2 HG PUR RESIN</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Prod. Hierarchy  |                                     | 17 | Resin for H2O2 e-gra | 180      | H2O2 Distilled grade    | 181 | H2O2 Standard Grades | 184                     | H2O2 Special Grades | 185      | H2O2 Crude grades | 18A | H2O2 Aseptic Grades | 191         | H2O2 HG PUR DS >1X | 192      | H2O2 HG PUR RESIN |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|--------------------------|----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|-------------------------------------|----|----------------------|----------|-------------------------|-----|----------------------|-------------------------|---------------------|----------|-------------------|-----|---------------------|-------------|--------------------|----------|-------------------|---------------|-------------------------------------|--|----------------|-----------|-------------|--|-----------|---------------|--|-----------|-----------------|--|-----------|---------------|--|-----------|----|
| Prod. Hierarchy          |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 17                       | Resin for H2O2 e-gra                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 180                      | H2O2 Distilled grade                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 181                      | H2O2 Standard Grades                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 184                      | H2O2 Special Grades                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 185                      | H2O2 Crude grades                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 18A                      | H2O2 Aseptic Grades                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 191                      | H2O2 HG PUR DS >1X                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 192                      | H2O2 HG PUR RESIN                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| C_MATNR2__C_<br>PROD     | Commercial Product /<br>Material Group | Key + Text<br><br>Commercial Product for RCS WP1. <table><tr><th>Source System</th><th>Commercial Product / Material Group</th><th></th></tr><tr><td>WP1 Client 400</td><td>90000584</td><td>RHODORSIL ANTIM EP 6703</td></tr><tr><td></td><td>90001288</td><td>CERIUM CARBONATE WET HP</td></tr><tr><td></td><td>90001353</td><td>ACTALYS® HSA 10</td></tr><tr><td></td><td>90001360</td><td>CEROX® 1650</td></tr><tr><td></td><td>90001362</td><td>SUPER CEROX® 1663</td></tr></table><br><br>Material Group for SOLVAY PF1. <table><tr><th>Source System</th><th>Commercial Product / Material Group</th><th></th></tr><tr><td>PF1 Client 020</td><td>Z10-11695</td><td>SD TGT&lt;0,15</td></tr><tr><td></td><td>Z10-12301</td><td>SD TGT FROIDE</td></tr><tr><td></td><td>Z10-12570</td><td>SD TGT 250/1000</td></tr><tr><td></td><td>Z10-12646</td><td>SRA ESSORE +A</td></tr><tr><td></td><td>Z10-12791</td><td>SD</td></tr></table> | Source System    | Commercial Product / Material Group |    | WP1 Client 400       | 90000584 | RHODORSIL ANTIM EP 6703 |     | 90001288             | CERIUM CARBONATE WET HP |                     | 90001353 | ACTALYS® HSA 10   |     | 90001360            | CEROX® 1650 |                    | 90001362 | SUPER CEROX® 1663 | Source System | Commercial Product / Material Group |  | PF1 Client 020 | Z10-11695 | SD TGT<0,15 |  | Z10-12301 | SD TGT FROIDE |  | Z10-12570 | SD TGT 250/1000 |  | Z10-12646 | SRA ESSORE +A |  | Z10-12791 | SD |
| Source System            | Commercial Product / Material Group    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| WP1 Client 400           | 90000584                               | RHODORSIL ANTIM EP 6703                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | 90001288                               | CERIUM CARBONATE WET HP                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | 90001353                               | ACTALYS® HSA 10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | 90001360                               | CEROX® 1650                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | 90001362                               | SUPER CEROX® 1663                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| Source System            | Commercial Product / Material Group    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| PF1 Client 020           | Z10-11695                              | SD TGT<0,15                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | Z10-12301                              | SD TGT FROIDE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | Z10-12570                              | SD TGT 250/1000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | Z10-12646                              | SRA ESSORE +A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
|                          | Z10-12791                              | SD                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| C_SHTCTRY                | Ship-to Country                        | Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| C_SOLDID                 | Sold-to                                | Key + Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| C_SOLDID__C_<br>GRCUST   | Industrial Group                       | Text <table><tr><th>Industrial Group</th></tr><tr><td>2VALORISE</td></tr><tr><td>3M</td></tr><tr><td>3V SIGMA S.P.A</td></tr><tr><td>A2A</td></tr><tr><td>AAMPS</td></tr><tr><td>ABB</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Industrial Group | 2VALORISE                           | 3M | 3V SIGMA S.P.A       | A2A      | AAMPS                   | ABB |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| Industrial Group         |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 2VALORISE                |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 3M                       |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| 3V SIGMA S.P.A           |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| A2A                      |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| AAMPS                    |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |
| ABB                      |                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                  |                                     |    |                      |          |                         |     |                      |                         |                     |          |                   |     |                     |             |                    |          |                   |               |                                     |  |                |           |             |  |           |               |  |           |                 |  |           |               |  |           |    |

| C_DYN_017__C<br>_SAL_GRP | Sales Group<br>(SAP) | <p>Sales Group = Sales Rep for RCS WP1 Only</p> <p>Source :</p> <ul style="list-style-type: none"><li>• M3 order for Solvay PF1</li><li>• Masterdata Ship-to/Sold-to Sales view if Sales Order</li><li>• DynaSys table EXP_SHIPTO_DC_SR_MANUAL =&gt; DynaSys source to be removed</li></ul> <table><tr><th>Source System</th><th>Sales Group (SAP)</th><th></th></tr><tr><td>PF1_020</td><td>#</td><td>.</td></tr><tr><td>PF1_020</td><td>ZOF</td><td>A. VASILOPOULOU GR</td></tr><tr><td>PF1_020</td><td>FKI</td><td>Ah-Rim Kim</td></tr><tr><td>PF1_020</td><td>CDI</td><td>AIDA LJUTIC</td></tr></table><br><table><tr><th>Source System</th><th>Sales Group (SAP)</th><th></th></tr><tr><td>WP1_400</td><td>2WQ</td><td>AE / EL-SABBAN Ayman</td></tr><tr><td>WP1_400</td><td>1YQ</td><td>AR / ADAMI Gonzalo</td></tr><tr><td>WP1_400</td><td>2EE</td><td>AR / BLANCO Gustavo</td></tr></table> | Source System | Sales Group (SAP) |    | PF1_020      | #  | .      | PF1_020 | ZOF           | A. VASILOPOULOU GR | PF1_020       | FKI | Ah-Rim Kim | PF1_020 | CDI | AIDA LJUTIC | Source System | Sales Group (SAP) |  | WP1_400 | 2WQ | AE / EL-SABBAN Ayman | WP1_400 | 1YQ | AR / ADAMI Gonzalo | WP1_400 | 2EE | AR / BLANCO Gustavo |
|--------------------------|----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|-------------------|----|--------------|----|--------|---------|---------------|--------------------|---------------|-----|------------|---------|-----|-------------|---------------|-------------------|--|---------|-----|----------------------|---------|-----|--------------------|---------|-----|---------------------|
| Source System            | Sales Group (SAP)    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| PF1_020                  | #                    | .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| PF1_020                  | ZOF                  | A. VASILOPOULOU GR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| PF1_020                  | FKI                  | Ah-Rim Kim                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| PF1_020                  | CDI                  | AIDA LJUTIC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| Source System            | Sales Group (SAP)    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| WP1_400                  | 2WQ                  | AE / EL-SABBAN Ayman                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| WP1_400                  | 1YQ                  | AR / ADAMI Gonzalo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| WP1_400                  | 2EE                  | AR / BLANCO Gustavo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| C_SHTCTRY__C<br>_GZONE   | Geo Zone             | <p>Key &amp; Texts</p> <p>Geo Zone is defined at Country level</p> <table><tr><th>Geo Zone</th><th></th></tr><tr><td>AP</td><td>ASIA PACIFIC</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr></table> <p>Last update was done in 29/01/2016 from WP1 table ZWFAT114 (MAGNITUDE - COUNTRIES) field Administrator</p> <p>Transco 'EUR' =&gt; 'EU'; 'AMSU' =&gt; 'LA'; 'ASIA' =&gt; 'AP'; 'AMNC' =&gt; 'NA'</p>                                                                                                                                                                                                                                                                                                                                                                                                        | Geo Zone      |                   | AP | ASIA PACIFIC | EU | EUROPE | LA      | LATIN AMERICA | NA                 | NORTH AMERICA |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| Geo Zone                 |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| AP                       | ASIA PACIFIC         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| EU                       | EUROPE               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| LA                       | LATIN AMERICA        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |
| NA                       | NORTH AMERICA        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |               |                   |    |              |    |        |         |               |                    |               |     |            |         |     |             |               |                   |  |         |     |                      |         |     |                    |         |     |                     |

|                          |                        |                                                |                          |                                |
|--------------------------|------------------------|------------------------------------------------|--------------------------|--------------------------------|
| C_DYN_005__C<br>_TACTIC2 | Tactical Material      | Tactical Material for RCS PF1.                 |                          |                                |
|                          |                        | <b>Source System</b>                           | <b>Tactical Material</b> |                                |
|                          |                        | PF1_020                                        | Z10-11695_SF             | SD TGT<0,15 FLEXIBLE CONTAINER |
|                          |                        | PF1_020                                        | Z10-12301_GR             | SD TGT froide BULK             |
|                          |                        | PF1_020                                        | Z10-12570_GR             | SD TGT 250/1000 BULK           |
|                          |                        | Tactical Material for RCS WP1.                 |                          |                                |
|                          |                        | <b>Source System</b>                           | <b>Tactical Material</b> |                                |
|                          |                        | WP1 Client 400                                 | 0450_                    | SEMI FIN.&FINISH PDT           |
|                          |                        |                                                | 0451_                    | CHEM PROD >RAW MAT             |
|                          |                        |                                                | Z33-18254_               | S365MFC/S227EA93-07%           |
|                          |                        |                                                | Z33-39158_               | LiTFSI E0030                   |
| C_CUSTOMR__<br>0REGION   | Ship-to Region         |                                                |                          |                                |
| C_CUSTOMR__<br>0CITY     | Ship-to City           | For both SAP Ship-to and Sales Force Prospects |                          |                                |
| C_DYN_018__C<br>_MPPLANT | Main Shipping<br>Plant |                                                |                          |                                |
| C_MATNR2__C_<br>MATGR2   | Packaging Type         | For Solvay PF1 only                            |                          |                                |
|                          |                        | <b>Source System</b>                           | <b>Packaging Type</b>    |                                |
|                          |                        | PF1_020                                        | #                        | PF1_020/Not assigned           |
|                          |                        | PF1_020                                        | BI                       | JERRICAN                       |
|                          |                        | PF1_020                                        | BO                       | BOTTLE                         |
|                          |                        | Not assigned in WP1                            |                          |                                |
|                          |                        |                                                |                          |                                |
| C_MATNR2__C_<br>DIVISN   | Division               | Key + Text                                     |                          |                                |
| C_DYN_010                | BU                     | Key                                            |                          |                                |

| C_DYN_018__C_MSHCOND | Main Shipping Cond.  | <div>Shipping Condition of the last M3 sales order not rejected</div> <div>(No reason for Rejection , Item Category M3N, most recent change on date)</div> <table><tr><th>Main Shipping Cond.</th><th></th></tr><tr><td>PF1_020/10</td><td>Sea</td></tr><tr><td>PF1_020/12</td><td>Road -&gt; Sea ctn 20ft</td></tr><tr><td>PF1_020/14</td><td>Road -&gt; Sea ctn 40ft</td></tr><tr><td>PF1_020/1G</td><td>Rail -&gt; Sea ctn 20ft</td></tr><tr><td>PF1_020/1R</td><td>Road _&gt; Sea LCL</td></tr><tr><td>PF1_020/1S</td><td>Barge -&gt; Sea 20" CTN</td></tr></table> <div>Not assigned in WP1</div> | Main Shipping Cond. |                     | PF1_020/10 | Sea          | PF1_020/12 | Road -> Sea ctn 20ft | PF1_020/14 | Road -> Sea ctn 40ft | PF1_020/1G       | Rail -> Sea ctn 20ft | PF1_020/1R | Road _> Sea LCL   | PF1_020/1S | Barge -> Sea 20" CTN |
|----------------------|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|---------------------|------------|--------------|------------|----------------------|------------|----------------------|------------------|----------------------|------------|-------------------|------------|----------------------|
| Main Shipping Cond.  |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| PF1_020/10           | Sea                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| PF1_020/12           | Road -> Sea ctn 20ft |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| PF1_020/14           | Road -> Sea ctn 40ft |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| PF1_020/1G           | Rail -> Sea ctn 20ft |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| PF1_020/1R           | Road _> Sea LCL      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| PF1_020/1S           | Barge -> Sea 20" CTN |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| C_MATNR2__C_MAGRV    | Packaging Materials  | <div>Only for RCS</div> <table><tr><th>Source System</th><th>Packaging Materials</th><th></th></tr><tr><td>WP1_400</td><td>0001</td><td>Packed in Bulk</td></tr><tr><td>WP1_400</td><td>0005</td><td>Packed in Pallet</td></tr><tr><td>WP1_400</td><td>0007</td><td>Packed in transp.</td></tr></table> <div>Not assigned in PF1</div>                                                                                                                                                                                                                                                                 | Source System       | Packaging Materials |            | WP1_400      | 0001       | Packed in Bulk       | WP1_400    | 0005                 | Packed in Pallet | WP1_400              | 0007       | Packed in transp. |            |                      |
| Source System        | Packaging Materials  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| WP1_400              | 0001                 | Packed in Bulk                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| WP1_400              | 0005                 | Packed in Pallet                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| WP1_400              | 0007                 | Packed in transp.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| C_DYN_021__C_DYN_020 | Planning Zone        | <div>Managed in DynaSys at DFU level</div> <table><tr><th>Planning Zone</th><th></th></tr><tr><td>AP</td><td>ASIA PACIFIC</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr></table>                                                                                                                                                                                                                                                                                                                                     | Planning Zone       |                     | AP         | ASIA PACIFIC | EU         | EUROPE               | LA         | LATIN AMERICA        | NA               | NORTH AMERICA        |            |                   |            |                      |
| Planning Zone        |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| AP                   | ASIA PACIFIC         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| EU                   | EUROPE               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| LA                   | LATIN AMERICA        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |
| NA                   | NORTH AMERICA        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                     |                     |            |              |            |                      |            |                      |                  |                      |            |                   |            |                      |

|                 |                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          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| C_GBR14__C_GBR1 | GBR End-Use (Application) | <p>Previous to 30/10/2017, field was C_GBR5__C_GBR1</p> <p><b>Important</b> C_GBR34 end-uses for all GBUs has been created to replace</p> <ul style="list-style-type: none"><li>C_GBR14 end-uses for GBUs except Novocare</li><li>C_GBR24 end-uses for GBU Novocare</li></ul> <p>To avoid heavy modification in QV queries / QV application, only mapping in MVDYN11 has been changed C_GBR34</p> <p>Modification done 2021/01/18</p> <p><b>Important</b> BFC Activity 1 (C_MAGNIT2) has to be filled only for GBU = CS (Novocare), for others, as Soda in the future</p> <div><div>Data Browser: Table /BIC/PC_GBR34 Select Entries1</div><div><div><div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div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| C_DYN_021__C<br>_DYN_023 | ABC Class<br>(manual) | <p>Managed in DynaSys</p> <p>Not used by Novocare and not linked to l'ABC Class (Auto)</p> <p>For PF1</p> <p>A Large accounts to be reviewed<br/>B Large accounts (medium impact)<br/>C Small accounts<br/>D Specific processes<br/>N Potential prospects + new</p> <table border="1"> <thead> <tr> <th>Source System</th><th>ABC Class (manual)</th><th></th></tr> </thead> <tbody> <tr> <td>PF1_020</td><td>E</td><td>E</td></tr> <tr> <td>PF1_020</td><td>B</td><td>Large accounts (medium impact)</td></tr> <tr> <td>PF1_020</td><td>A</td><td>Large accounts to be reviewed</td></tr> <tr> <td>PF1_020</td><td>N</td><td>Potential prospects + new</td></tr> <tr> <td>PF1_020</td><td>C</td><td>Small accounts</td></tr> <tr> <td>PF1_020</td><td>D</td><td>Specific processes</td></tr> </tbody> </table> <p>For WP1</p> <table border="1"> <thead> <tr> <th>Source System</th><th>ABC Class (manual)</th><th></th></tr> </thead> <tbody> <tr> <td>WP1_400</td><td>B</td><td>Large accounts (medium impact)</td></tr> <tr> <td>WP1_400</td><td>A</td><td>Large accounts to be reviewed</td></tr> <tr> <td>WP1_400</td><td>N</td><td>Potential prospects + new</td></tr> <tr> <td>WP1_400</td><td>C</td><td>Small accounts</td></tr> </tbody> </table> | Source System            | ABC Class (manual) |  | PF1_020           | E   | E         | PF1_020           | B  | Large accounts (medium impact) | PF1_020           | A   | Large accounts to be reviewed | PF1_020  | N   | Potential prospects + new | PF1_020 | C | Small accounts | PF1_020 | D | Specific processes | Source System | ABC Class (manual) |  | WP1_400 | B | Large accounts (medium impact) | WP1_400 | A | Large accounts to be reviewed | WP1_400 | N | Potential prospects + new | WP1_400 | C | Small accounts |
|--------------------------|-----------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------|--|-------------------|-----|-----------|-------------------|----|--------------------------------|-------------------|-----|-------------------------------|----------|-----|---------------------------|---------|---|----------------|---------|---|--------------------|---------------|--------------------|--|---------|---|--------------------------------|---------|---|-------------------------------|---------|---|---------------------------|---------|---|----------------|
| Source System            | ABC Class (manual)    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| PF1_020                  | E                     | E                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| PF1_020                  | B                     | Large accounts (medium impact)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| PF1_020                  | A                     | Large accounts to be reviewed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| PF1_020                  | N                     | Potential prospects + new                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| PF1_020                  | C                     | Small accounts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| PF1_020                  | D                     | Specific processes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| Source System            | ABC Class (manual)    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| WP1_400                  | B                     | Large accounts (medium impact)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| WP1_400                  | A                     | Large accounts to be reviewed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| WP1_400                  | N                     | Potential prospects + new                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| WP1_400                  | C                     | Small accounts                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| C_GBUZONE__<br>C_ZONEH1  | GBU Zone (Hier.<br>1) | <p>Key and Text</p> <p>Ship-to's GBU Zone (Hier. 1). Updated by flat file. Defined at GBU / Country level.</p> <p>It is defined GBU by GBU, so an update is requested in case of GBU change.</p> <p>Use <b>ZBW_GBR</b> to update GBU Zone (Hier. 1) =&gt; <a href="#">WIKI</a></p> <table border="1"> <thead> <tr> <th>BFC Global Business Unit</th><th>GBU Zone (Hier. 1)</th><th></th></tr> </thead> <tbody> <tr> <td>AROMA PERFORMANCE</td><td>EU</td><td>Europe</td></tr> <tr> <td>AROMA PERFORMANCE</td><td>LA</td><td>Latin America</td></tr> <tr> <td>NOVECARE</td><td>AOT</td><td>Asia and other countries</td></tr> <tr> <td>NOVECARE</td><td>LA</td><td>Latin America</td></tr> </tbody> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | BFC Global Business Unit | GBU Zone (Hier. 1) |  | AROMA PERFORMANCE | EU  | Europe    | AROMA PERFORMANCE | LA | Latin America                  | NOVECARE          | AOT | Asia and other countries      | NOVECARE | LA  | Latin America             |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| BFC Global Business Unit | GBU Zone (Hier. 1)    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| AROMA PERFORMANCE        | EU                    | Europe                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| AROMA PERFORMANCE        | LA                    | Latin America                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| NOVECARE                 | AOT                   | Asia and other countries                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| NOVECARE                 | LA                    | Latin America                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| C_GBUZONE__<br>C_ZONEH2  | GBU Zone (Hier.<br>2) | <p>Key and Text. Defined at GBU / Country level.</p> <p>same as GBU Zone (Hier. 1)</p> <table border="1"> <thead> <tr> <th>BFC Global Business Unit</th><th>GBU Zone (Hier. 2)</th><th></th></tr> </thead> <tbody> <tr> <td>AROMA PERFORMANCE</td><td>E28</td><td>EU27 + UK</td></tr> <tr> <td>AROMA PERFORMANCE</td><td>LA</td><td>Latin America</td></tr> <tr> <td>AROMA PERFORMANCE</td><td>MEA</td><td>MEA</td></tr> <tr> <td>NOVECARE</td><td>AND</td><td>Andean Pact</td></tr> </tbody> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | BFC Global Business Unit | GBU Zone (Hier. 2) |  | AROMA PERFORMANCE | E28 | EU27 + UK | AROMA PERFORMANCE | LA | Latin America                  | AROMA PERFORMANCE | MEA | MEA                           | NOVECARE | AND | Andean Pact               |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| BFC Global Business Unit | GBU Zone (Hier. 2)    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| AROMA PERFORMANCE        | E28                   | EU27 + UK                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| AROMA PERFORMANCE        | LA                    | Latin America                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| AROMA PERFORMANCE        | MEA                   | MEA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |
| NOVECARE                 | AND                   | Andean Pact                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                          |                    |  |                   |     |           |                   |    |                                |                   |     |                               |          |     |                           |         |   |                |         |   |                    |               |                    |  |         |   |                                |         |   |                               |         |   |                           |         |   |                |

| OG_CWWE01               | IECRA                   | For WP1 only                                                                                                                                                                                                                                                                                                                    |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
|-------------------------|-------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|-------------------|------------|---------|------------|----------------|------------|-----------------|------------|------------|------------|---------------|---------|------------|------|
|                         |                         | <table><tr><th>Source System</th><th>IECRA</th><th></th></tr><tr><td>WP1_400</td><td>IECRA01121</td><td>AGRO</td></tr><tr><td>WP1_400</td><td>IECRA01280</td><td>AGRO</td></tr><tr><td>WP1_400</td><td>IECRA01052</td><td>AGRO &amp; PHARMA</td></tr></table>                                                                   | Source System           | IECRA             |            | WP1_400 | IECRA01121 | AGRO           | WP1_400    | IECRA01280      | AGRO       | WP1_400    | IECRA01052 | AGRO & PHARMA |         |            |      |
| Source System           | IECRA                   |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | IECRA01121              | AGRO                                                                                                                                                                                                                                                                                                                            |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | IECRA01280              | AGRO                                                                                                                                                                                                                                                                                                                            |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | IECRA01052              | AGRO & PHARMA                                                                                                                                                                                                                                                                                                                   |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| C_GBR18__C_G<br>BR19    | GBR GBU Mat Group       | Key and Text<br><br>The notion of GBU material group exists only for WP1.                                                                                                                                                                                                                                                       |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
|                         |                         | <table><tr><th>Source System</th><th>GBR GBU Mat Group</th><th></th></tr><tr><td>WP1_400</td><td>GPBU208591</td><td>ECLIPSE</td></tr><tr><td>WP1_400</td><td>GPBU202692</td><td>*OBSOLETE*</td></tr><tr><td>WP1_400</td><td>GPBU207976</td><td>A-602</td></tr><tr><td>WP1_400</td><td>GPBU201602</td><td>ABEX</td></tr></table> | Source System           | GBR GBU Mat Group |            | WP1_400 | GPBU208591 | ECLIPSE        | WP1_400    | GPBU202692      | *OBSOLETE* | WP1_400    | GPBU207976 | A-602         | WP1_400 | GPBU201602 | ABEX |
| Source System           | GBR GBU Mat Group       |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | GPBU208591              | ECLIPSE                                                                                                                                                                                                                                                                                                                         |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | GPBU202692              | *OBSOLETE*                                                                                                                                                                                                                                                                                                                      |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | GPBU207976              | A-602                                                                                                                                                                                                                                                                                                                           |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| WP1_400                 | GPBU201602              | ABEX                                                                                                                                                                                                                                                                                                                            |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| C_GBR13__C_G<br>BR9     | GBR: Customer Sub Group | Key and Text                                                                                                                                                                                                                                                                                                                    |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
|                         |                         | <table><tr><th>GBR: Customer Sub Group</th><th></th></tr><tr><td>GCBU103937</td><td>ADISSEO</td></tr><tr><td>GCBU103943</td><td>ARKEMA</td></tr><tr><td>GCBU103947</td><td>BARRY CALLEBAUT</td></tr><tr><td>GCBU103948</td><td>BASELL</td></tr><tr><td>GCBU103951</td><td>BORREGAARD</td></tr></table>                          | GBR: Customer Sub Group |                   | GCBU103937 | ADISSEO | GCBU103943 | ARKEMA         | GCBU103947 | BARRY CALLEBAUT | GCBU103948 | BASELL     | GCBU103951 | BORREGAARD    |         |            |      |
| GBR: Customer Sub Group |                         |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU103937              | ADISSEO                 |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU103943              | ARKEMA                  |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU103947              | BARRY CALLEBAUT         |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU103948              | BASELL                  |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU103951              | BORREGAARD              |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| C_GBR13__C_G<br>BR6     | GBR GBU group (Ship-to) | Key + Text                                                                                                                                                                                                                                                                                                                      |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
|                         |                         | <table><tr><th>GBR GBU group (Ship-to)</th><th></th></tr><tr><td>GCBU202724</td><td>ADISSEO</td></tr><tr><td>GCBU202730</td><td>ARKEMA</td></tr><tr><td>GCBU202734</td><td>BARRY CALLEBAUT</td></tr><tr><td>GCBU202738</td><td>BORREGAARD</td></tr><tr><td>GCBU202746</td><td>CHARKIT</td></tr></table>                         | GBR GBU group (Ship-to) |                   | GCBU202724 | ADISSEO | GCBU202730 | ARKEMA         | GCBU202734 | BARRY CALLEBAUT | GCBU202738 | BORREGAARD | GCBU202746 | CHARKIT       |         |            |      |
| GBR GBU group (Ship-to) |                         |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU202724              | ADISSEO                 |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU202730              | ARKEMA                  |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU202734              | BARRY CALLEBAUT         |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU202738              | BORREGAARD              |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| GCBU202746              | CHARKIT                 |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| C_GBR15__C_S<br>HIPKA   | GBR Ship-to KA          | Key and Text                                                                                                                                                                                                                                                                                                                    |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
|                         |                         | <table><tr><th>GBR Ship-to KA</th><th></th></tr><tr><td>800001</td><td>SOLVAY</td></tr><tr><td>801001</td><td>3V SIGMA S.P.A</td></tr><tr><td>801004</td><td>AIR PRODUCTS</td></tr><tr><td>801005</td><td>AKZO NOBEL</td></tr><tr><td>801007</td><td>ALBITALIA</td></tr><tr><td>801009</td><td>BAXTER</td></tr></table>         | GBR Ship-to KA          |                   | 800001     | SOLVAY  | 801001     | 3V SIGMA S.P.A | 801004     | AIR PRODUCTS    | 801005     | AKZO NOBEL | 801007     | ALBITALIA     | 801009  | BAXTER     |      |
| GBR Ship-to KA          |                         |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| 800001                  | SOLVAY                  |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| 801001                  | 3V SIGMA S.P.A          |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| 801004                  | AIR PRODUCTS            |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| 801005                  | AKZO NOBEL              |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| 801007                  | ALBITALIA               |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |
| 801009                  | BAXTER                  |                                                                                                                                                                                                                                                                                                                                 |                         |                   |            |         |            |                |            |                 |            |            |            |               |         |            |      |

| C_SHTCTRY__C_ZONE           | Ship-to BFC<br>Geographie/Zone | <div>Key and Text</div> <div>Zone is defined at Country Level.</div> <table><tr><th colspan="2">Ship-to BFC Geographie/Zone</th></tr><tr><td>AP</td><td>ASIA PACIFIC + ROW</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr><tr><td>#</td><td>Not allocated</td></tr></table> <div>One shot upload done by flat file (Last upload 11/07/2014).</div>                                                                                                                             | Ship-to BFC Geographie/Zone  |  | AP                   | ASIA PACIFIC + ROW | EU         | EUROPE     | LA     | LATIN AMERICA | NA      | NORTH AMERICA | #       | Not allocated |   |         |        |               |  |                      |  |   |          |             |                              |
|-----------------------------|--------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|--|----------------------|--------------------|------------|------------|--------|---------------|---------|---------------|---------|---------------|---|---------|--------|---------------|--|----------------------|--|---|----------|-------------|------------------------------|
| Ship-to BFC Geographie/Zone |                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| AP                          | ASIA PACIFIC + ROW             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| EU                          | EUROPE                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| LA                          | LATIN AMERICA                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| NA                          | NORTH AMERICA                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| #                           | Not allocated                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| C_DYN_024__C_PROSP          | Flag Prospect                  | <div>Key and Text</div> <div>'X' Prospect</div> <div>' ' Ship-to</div> <table><tr><th>Flag Prospect</th><th></th><th>Ship-to (incl.Prosp)</th></tr><tr><td>#</td><td>Ship-to</td><td>411811</td></tr><tr><td>#</td><td>Ship-to</td><td>1023171</td></tr><tr><td>#</td><td>Ship-to</td><td>402877</td></tr><tr><td>#</td><td>Ship-to</td><td>609920</td></tr></table> <table><tr><th>Flag Prospect</th><th></th><th>Ship-to (incl.Prosp)</th><th></th></tr><tr><td>X</td><td>Prospect</td><td>0020D72SAAS</td><td>TIBET JULONG COPPER CO.,LTD.</td></tr></table> | Flag Prospect                |  | Ship-to (incl.Prosp) | #                  | Ship-to    | 411811     | #      | Ship-to       | 1023171 | #             | Ship-to | 402877        | # | Ship-to | 609920 | Flag Prospect |  | Ship-to (incl.Prosp) |  | X | Prospect | 0020D72SAAS | TIBET JULONG COPPER CO.,LTD. |
| Flag Prospect               |                                | Ship-to (incl.Prosp)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| #                           | Ship-to                        | 411811                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| #                           | Ship-to                        | 1023171                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| #                           | Ship-to                        | 402877                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| #                           | Ship-to                        | 609920                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| Flag Prospect               |                                | Ship-to (incl.Prosp)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| X                           | Prospect                       | 0020D72SAAS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | TIBET JULONG COPPER CO.,LTD. |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| 0INFOPROV                   | InfoProvider                   | <div>Key and Text</div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| C_GBR18__C_GBR20            | GBU Material<br>Sub-grp        | <div>Key and Text</div> <table><tr><th colspan="2">GBU Material Sub-Grp</th></tr><tr><td>IXOL M 125</td><td>GPBU110597</td></tr><tr><td>IXOL B 251</td><td>GPBU110538</td></tr><tr><td>D BULK</td><td>GPBU111641</td></tr><tr><td>TFAC</td><td>GPBU110637</td></tr></table>                                                                                                                                                                                                                                                                                     | GBU Material Sub-Grp         |  | IXOL M 125           | GPBU110597         | IXOL B 251 | GPBU110538 | D BULK | GPBU111641    | TFAC    | GPBU110637    |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| GBU Material Sub-Grp        |                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| IXOL M 125                  | GPBU110597                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| IXOL B 251                  | GPBU110538                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| D BULK                      | GPBU111641                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |
| TFAC                        | GPBU110637                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |  |                      |                    |            |            |        |               |         |               |         |               |   |         |        |               |  |                      |  |   |          |             |                              |

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| C_DYN_018__P<br>RDFACT | Main Prod Plant  | <div>Attribute maintained only in DynaSys for RCS Material/Shipto</div> <table><tr><td colspan="2">Main Prod Plant</td></tr><tr><td>WP1_400/#</td><td>WP1_400/#</td></tr><tr><td>WP1_400/0194</td><td>6110 Anan</td></tr><tr><td>WP1_400/0214</td><td>6068 Oldbury</td></tr><tr><td>WP1_400/0224</td><td>6811 Liyang</td></tr><tr><td>WP1_400/0241</td><td>7424 Baltimore</td></tr><tr><td>WP1_400/0242</td><td>7424 Baton Rouge</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         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| WP1_400/0214           | 6068 Oldbury     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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| WP1_400/0224           | 6811 Liyang      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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| WP1_400/0241           | 7424 Baltimore   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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| WP1_400/0242           | 7424 Baton Rouge |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            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| C_MATNR2__C_<br>LPROD  | Product Line 00  | <div>Source SAP</div> <div>Source SAP - function module Z_WBW_DTS_SD_PROD_AXIS</div> <div>ex WP1 Material 101655</div> <div><div><div>MARA: Display of Entries Found</div><div><div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></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|                 |  |           |           |              |           |              |              |              |             |              |                |              |                  |

| C_SOTCTRY__C_ZONE           | Sold-to BFC<br>Geographie/Zone      | <div>Key + Text</div> <table><thead><tr><th colspan="2">Sold-to BFC Geographie/Zone</th></tr></thead><tbody><tr><td>AP</td><td>ASIA PACIFIC + ROW</td></tr><tr><td>EU</td><td>EUROPE</td></tr><tr><td>LA</td><td>LATIN AMERICA</td></tr><tr><td>NA</td><td>NORTH AMERICA</td></tr><tr><td>#</td><td>Not allocated</td></tr></tbody></table> <div>See rule for Ship-to one</div>                                                                                                 | Sold-to BFC Geographie/Zone |                      | AP      | ASIA PACIFIC + ROW | EU      | EUROPE                 | LA      | LATIN AMERICA              | NA      | NORTH AMERICA    | #    | Not allocated                 |      |                                     |
|-----------------------------|-------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|----------------------|---------|--------------------|---------|------------------------|---------|----------------------------|---------|------------------|------|-------------------------------|------|-------------------------------------|
| Sold-to BFC Geographie/Zone |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| AP                          | ASIA PACIFIC + ROW                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| EU                          | EUROPE                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| LA                          | LATIN AMERICA                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| NA                          | NORTH AMERICA                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| #                           | Not allocated                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| C_DYN_005__C_GRPPGMI        | Product Group<br>(PGMI)             | <div>Available only for TS (filter on PGMI IC*)</div> <table><thead><tr><th colspan="2">Product Group (PGMI)</th></tr></thead><tbody><tr><td>#</td><td>Not assigned</td></tr><tr><td>ICA1</td><td>1790/2908_TS_ADDITIVES</td></tr><tr><td>ICA2</td><td>HALS_TS_ADDITIVES</td></tr><tr><td>ICA3</td><td>CMU_TS_ADDITIVES</td></tr><tr><td>ICA4</td><td>TRIAZINES LIQUID_TS_ADDITIVES</td></tr><tr><td>ICA6</td><td>POLYMER ADDITIVES TOLL_TS_ADDITIVES</td></tr></tbody></table> | Product Group (PGMI)        |                      | #       | Not assigned       | ICA1    | 1790/2908_TS_ADDITIVES | ICA2    | HALS_TS_ADDITIVES          | ICA3    | CMU_TS_ADDITIVES | ICA4 | TRIAZINES LIQUID_TS_ADDITIVES | ICA6 | POLYMER ADDITIVES TOLL_TS_ADDITIVES |
| Product Group (PGMI)        |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| #                           | Not assigned                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| ICA1                        | 1790/2908_TS_ADDITIVES              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| ICA2                        | HALS_TS_ADDITIVES                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| ICA3                        | CMU_TS_ADDITIVES                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| ICA4                        | TRIAZINES LIQUID_TS_ADDITIVES       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| ICA6                        | POLYMER ADDITIVES TOLL_TS_ADDITIVES |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| C_DYN_018__C_INCOTRM        | Incoterms<br>(Solvay)               | <div>Key</div> <table><thead><tr><th>Source System</th><th>Incoterms (Solvay)</th></tr></thead><tbody><tr><td>PF1_020</td><td>PF1_020/#</td></tr><tr><td>PF1_020</td><td>PF1_020/CFR</td></tr><tr><td>PF1_020</td><td>PF1_020/CIF</td></tr><tr><td>PF1_020</td><td>PF1_020/CIP</td></tr></tbody></table>                                                                                                                                                                        | Source System               | Incoterms (Solvay)   | PF1_020 | PF1_020/#          | PF1_020 | PF1_020/CFR            | PF1_020 | PF1_020/CIF                | PF1_020 | PF1_020/CIP      |      |                               |      |                                     |
| Source System               | Incoterms (Solvay)                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/#                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/CFR                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/CIF                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/CIP                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| C_DYN_018__C_INCOTM2        | Incoterms 2<br>(Solvay)             | <div>Key</div> <table><thead><tr><th>Source System</th><th>Incoterms 2 (Solvay)</th></tr></thead><tbody><tr><td>PF1_020</td><td>PF1_020/#</td></tr><tr><td>PF1_020</td><td>PF1_020/ AROSIO (CO)</td></tr><tr><td>PF1_020</td><td>PF1_020/ BATALY RW STATION</td></tr></tbody></table>                                                                                                                                                                                           | Source System               | Incoterms 2 (Solvay) | PF1_020 | PF1_020/#          | PF1_020 | PF1_020/ AROSIO (CO)   | PF1_020 | PF1_020/ BATALY RW STATION |         |                  |      |                               |      |                                     |
| Source System               | Incoterms 2 (Solvay)                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/#                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/ AROSIO (CO)                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |
| PF1_020                     | PF1_020/ BATALY RW STATION          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                             |                      |         |                    |         |                        |         |                            |         |                  |      |                               |      |                                     |

| C_DYN_017__C<br>_INCOTRM | Incoterms (RCS)       | Key <table><tr><th>Source System</th><th>Incoterms (RCS)</th></tr><tr><td>WP1_400</td><td>#</td></tr><tr><td>WP1_400</td><td>CFR</td></tr><tr><td>WP1_400</td><td>CFR</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Source System           | Incoterms (RCS)   | WP1_400 | #                  | WP1_400        | CFR            | WP1_400                                | CFR             |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|--------------------------|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|-------------------|---------|--------------------|----------------|----------------|----------------------------------------|-----------------|--|--|--|-------|--|-------|-----------------------------|-------------------------|--|-------|--------------------------------------|---------------|--|-------|--------------------------------------|-------|--|-------|------------------------------------------|-----------|
| Source System            | Incoterms (RCS)       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | #                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | CFR                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | CFR                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| C_DYN_017__C<br>_INCOTM2 | Incoterms 2 (RCS)     | Key <table><tr><th>Source System</th><th>Incoterms 2 (RCS)</th></tr><tr><td>WP1_400</td><td>AUCKLAND</td></tr><tr><td>WP1_400</td><td>BATON ROUGE LA</td></tr><tr><td>WP1_400</td><td>BATON ROUGE, LA</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Source System           | Incoterms 2 (RCS) | WP1_400 | AUCKLAND           | WP1_400        | BATON ROUGE LA | WP1_400                                | BATON ROUGE, LA |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| Source System            | Incoterms 2 (RCS)     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | AUCKLAND              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | BATON ROUGE LA        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | BATON ROUGE, LA       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| C_GBR23__SGI<br>NFO4     | GBR Segment<br>Info 4 | Key<br><br>RCS only (depending on IECRA)<br><br>to be updated in case of IECRA / ERP BU creation/change <table><tr><th>Source System</th><th>Material</th><th></th><th>GBR Segment Info 4</th></tr><tr><td>WP1 Client 400</td><td>11360</td><td>DISTIL.CYCLOPENTANONE OT MET.DRUM 225L</td><td>ELECTRONICS</td></tr><tr><td></td><td></td><td></td><td>F&amp;F 1</td></tr><tr><td></td><td></td><td></td><td>INDUSTRIAL APPLICATIONS</td></tr><tr><td></td><td></td><td></td><td>OTHERS PHARMA</td></tr><tr><td></td><td>11361</td><td>DISTIL.CYCLOPENTANONE BULK.</td><td>F&amp;F 1</td></tr><tr><td></td><td>11372</td><td>RHODIANTAL ORIGINAL IBCH - 25KG DRUM</td><td>F&amp;F OTHER</td></tr></table>                                                     | Source System           | Material          |         | GBR Segment Info 4 | WP1 Client 400 | 11360          | DISTIL.CYCLOPENTANONE OT MET.DRUM 225L | ELECTRONICS     |  |  |  | F&F 1 |  |       |                             | INDUSTRIAL APPLICATIONS |  |       |                                      | OTHERS PHARMA |  | 11361 | DISTIL.CYCLOPENTANONE BULK.          | F&F 1 |  | 11372 | RHODIANTAL ORIGINAL IBCH - 25KG DRUM     | F&F OTHER |
| Source System            | Material              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | GBR Segment Info 4      |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1 Client 400           | 11360                 | DISTIL.CYCLOPENTANONE OT MET.DRUM 225L                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | ELECTRONICS             |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          |                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | F&F 1                   |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          |                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | INDUSTRIAL APPLICATIONS |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          |                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | OTHERS PHARMA           |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          | 11361                 | DISTIL.CYCLOPENTANONE BULK.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | F&F 1                   |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          | 11372                 | RHODIANTAL ORIGINAL IBCH - 25KG DRUM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | F&F OTHER               |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| C_GBR23__SGI<br>NFO5     | GBR Segment<br>Info 5 | Key<br><br>RCS only (depending on IECRA)<br><br>to be updated in case of IECRA / ERP BU creation/change <table><tr><th>Source System</th><th>Material</th><th></th><th>GBR Segment Info 5</th></tr><tr><td>WP1 Client 400</td><td>11360</td><td>DISTIL.CYCLOPENTANONE OT MET.DRUM 225L</td><td>AP&amp;E</td></tr><tr><td></td><td></td><td></td><td>F&amp;F</td></tr><tr><td></td><td>11361</td><td>DISTIL.CYCLOPENTANONE BULK.</td><td>F&amp;F</td></tr><tr><td></td><td>11372</td><td>RHODIANTAL ORIGINAL IBCH - 25KG DRUM</td><td>F&amp;F</td></tr><tr><td></td><td>11380</td><td>RHODIANTAL CANDALUM - 25KG(30L) DRUM</td><td>F&amp;F</td></tr><tr><td></td><td>11422</td><td>ORTHO-DIETHOXYBENZENE MET DRUM 200KG225L</td><td>AP&amp;E</td></tr></table> | Source System           | Material          |         | GBR Segment Info 5 | WP1 Client 400 | 11360          | DISTIL.CYCLOPENTANONE OT MET.DRUM 225L | AP&E            |  |  |  | F&F   |  | 11361 | DISTIL.CYCLOPENTANONE BULK. | F&F                     |  | 11372 | RHODIANTAL ORIGINAL IBCH - 25KG DRUM | F&F           |  | 11380 | RHODIANTAL CANDALUM - 25KG(30L) DRUM | F&F   |  | 11422 | ORTHO-DIETHOXYBENZENE MET DRUM 200KG225L | AP&E      |
| Source System            | Material              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | GBR Segment Info 5      |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1 Client 400           | 11360                 | DISTIL.CYCLOPENTANONE OT MET.DRUM 225L                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | AP&E                    |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          |                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | F&F                     |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          | 11361                 | DISTIL.CYCLOPENTANONE BULK.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | F&F                     |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          | 11372                 | RHODIANTAL ORIGINAL IBCH - 25KG DRUM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | F&F                     |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          | 11380                 | RHODIANTAL CANDALUM - 25KG(30L) DRUM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | F&F                     |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
|                          | 11422                 | ORTHO-DIETHOXYBENZENE MET DRUM 200KG225L                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | AP&E                    |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| C_DYN_017__C<br>_FLGDIST | Distributor Flag      | Texts<br><br>but empty (flow will be implemented later)<br><br><table><tr><th>Source System</th><th>Distributor Flag</th></tr><tr><td>PF1_020</td><td>Direct</td></tr><tr><td>WP1_400</td><td>Direct</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Source System           | Distributor Flag  | PF1_020 | Direct             | WP1_400        | Direct         |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| Source System            | Distributor Flag      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| PF1_020                  | Direct                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |
| WP1_400                  | Direct                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                         |                   |         |                    |                |                |                                        |                 |  |  |  |       |  |       |                             |                         |  |       |                                      |               |  |       |                                      |       |  |       |                                          |           |

|                             |                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
|-----------------------------|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|-----------------|---|------------------|------------|----------------------|-----------------------------|--------------------|------------------------|---------------------------|------------|------------------------------------------|------------|------------|-----------------------------|
| C_MATNR2__C_<br>LIP02       | Product Line 02        | Texts<br><table><tr><td colspan="3">Product Line 02</td></tr><tr><td colspan="3">ALKOXYLATE BLEND</td></tr><tr><td colspan="3">ALKYL NAPHTHALENE SULFONATE</td></tr><tr><td colspan="3">ALKYLPHENOL ETHER SULFATE</td></tr></table>                                                                                                                                                                                                                  | Product Line 02        |                 |   | ALKOXYLATE BLEND |            |                      | ALKYL NAPHTHALENE SULFONATE |                    |                        | ALKYLPHENOL ETHER SULFATE |            |                                          |            |            |                             |
| Product Line 02             |                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| ALKOXYLATE BLEND            |                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| ALKYL NAPHTHALENE SULFONATE |                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| ALKYLPHENOL ETHER SULFATE   |                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0CALQUARTER                 | Cal. Year/Quarter      | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0CALMONTH2                  | Calendar Month         | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0CALYEAR                    | Calendar Year          | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0CALQUART1                  | Quarter                | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0LOC_CURRCY                 | Local Currency         | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0CURRENCY                   | Currency               | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| 0UNIT                       | Unit of Measure        | Key                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| C_MATNR2__C_<br>LIP03       | Product line 03        | Key and Text<br><br>Only for RCS<br><table><tr><td>Source System</td><td>Product Line 03</td><td></td></tr><tr><td>WP1_400</td><td>LIP0009020</td><td>NON ALLOUE / PIL ECO</td></tr><tr><td>WP1_400</td><td>LIP0031468</td><td>ACCO-PHOS 830 PROMOTER</td></tr><tr><td>WP1_400</td><td>LIP0031471</td><td>ACORGA CB1000, MINING INT S-8631, 18399S</td></tr><tr><td>WP1_400</td><td>LIP0031474</td><td>ACORGA M5640 SOLV EXTR REAG</td></tr></table> | Source System          | Product Line 03 |   | WP1_400          | LIP0009020 | NON ALLOUE / PIL ECO | WP1_400                     | LIP0031468         | ACCO-PHOS 830 PROMOTER | WP1_400                   | LIP0031471 | ACORGA CB1000, MINING INT S-8631, 18399S | WP1_400    | LIP0031474 | ACORGA M5640 SOLV EXTR REAG |
| Source System               | Product Line 03        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| WP1_400                     | LIP0009020             | NON ALLOUE / PIL ECO                                                                                                                                                                                                                                                                                                                                                                                                                                 |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| WP1_400                     | LIP0031468             | ACCO-PHOS 830 PROMOTER                                                                                                                                                                                                                                                                                                                                                                                                                               |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| WP1_400                     | LIP0031471             | ACORGA CB1000, MINING INT S-8631, 18399S                                                                                                                                                                                                                                                                                                                                                                                                             |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| WP1_400                     | LIP0031474             | ACORGA M5640 SOLV EXTR REAG                                                                                                                                                                                                                                                                                                                                                                                                                          |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| C_TGBRC2__C_<br>ENTSEG3     | GBR Enterprise Segment | Key + Text<br><table><tr><td colspan="2">GBR Enterprise Segment</td></tr><tr><td>#</td><td>Not assigned</td></tr><tr><td>SEGBU00050</td><td>SPECIALTY SURFACTANT</td></tr><tr><td>SEGBU00052</td><td>SPECIALTY TANK MIX</td></tr><tr><td>SEGBU00055</td><td>SEED CARE</td></tr><tr><td>SEGBU00056</td><td>OTHERS</td></tr><tr><td>SEGBU00061</td><td>HERBICIDE</td></tr></table>                                                                     | GBR Enterprise Segment |                 | # | Not assigned     | SEGBU00050 | SPECIALTY SURFACTANT | SEGBU00052                  | SPECIALTY TANK MIX | SEGBU00055             | SEED CARE                 | SEGBU00056 | OTHERS                                   | SEGBU00061 | HERBICIDE  |                             |
| GBR Enterprise Segment      |                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| #                           | Not assigned           |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| SEGBU00050                  | SPECIALTY SURFACTANT   |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| SEGBU00052                  | SPECIALTY TANK MIX     |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| SEGBU00055                  | SEED CARE              |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| SEGBU00056                  | OTHERS                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |
| SEGBU00061                  | HERBICIDE              |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                        |                 |   |                  |            |                      |                             |                    |                        |                           |            |                                          |            |            |                             |

| CPFCTR2_2               | BFC Group of activities    | Key + Text <table><tr><th colspan="2">BFC Group of activities</th></tr><tr><td>CHELC</td><td>ELECTRONIC CHEMICALS</td></tr><tr><td>CHFLO</td><td>FLUORINE</td></tr><tr><td>CSAGR</td><td>B.U. AGRO</td></tr><tr><td>CSAMI</td><td>B.U. AMINES</td></tr><tr><td>CSCOA</td><td>B.U. COATINGS</td></tr><tr><td>CSHHP</td><td>B.U. HOME &amp; PERSONAL CARE</td></tr></table>                                                                                                                                                                                                            | BFC Group of activities |          | CHELC    | ELECTRONIC CHEMICALS       | CHFLO          | FLUORINE         | CSAGR    | B.U. AGRO            | CSAMI    | B.U. AMINES          | CSCOA                         | B.U. COATINGS        | CSHHP | B.U. HOME & PERSONAL CARE |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
|-------------------------|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|----------|----------|----------------------------|----------------|------------------|----------|----------------------|----------|----------------------|-------------------------------|----------------------|-------|---------------------------|---------------|-------|--|-------|-----------------------------------------|--------|--|-------|-------------------|--------|--|-------|----------|--------|
| BFC Group of activities |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| CHELC                   | ELECTRONIC CHEMICALS       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| CHFLO                   | FLUORINE                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| CSAGR                   | B.U. AGRO                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| CSAMI                   | B.U. AMINES                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| CSCOA                   | B.U. COATINGS              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| CSHHP                   | B.U. HOME & PERSONAL CARE  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| C_MAGNITU               | BFC Activity 1             | Key + Text <table><tr><th colspan="2">BFC Activity 1</th></tr><tr><td>25</td><td>SODA ASH</td></tr><tr><td>28</td><td>CALCIUM CHLORIDE</td></tr><tr><td>36</td><td>H2O2 - HYDROGEN PERO</td></tr><tr><td>47</td><td>SODA ASH DERIVATIVES</td></tr><tr><td>66</td><td>PEROXIDES INTERMEDIA</td></tr></table>                                                                                                                                                                                                                                                                          | BFC Activity 1          |          | 25       | SODA ASH                   | 28             | CALCIUM CHLORIDE | 36       | H2O2 - HYDROGEN PERO | 47       | SODA ASH DERIVATIVES | 66                            | PEROXIDES INTERMEDIA |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| BFC Activity 1          |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 25                      | SODA ASH                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 28                      | CALCIUM CHLORIDE           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 36                      | H2O2 - HYDROGEN PERO       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 47                      | SODA ASH DERIVATIVES       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 66                      | PEROXIDES INTERMEDIA       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| C_MATNR2_C_B ISMT       | Old Material Number        | <table><tr><th>Source System</th><th>Material</th><th></th><th>Old Material Number</th></tr><tr><td>PF1 Client 020</td><td>32979</td><td>SE</td><td>103055</td></tr><tr><td></td><td>36323</td><td>HFP - HEXAFLUOROPROPYLENE *SM</td><td>301102-0-0000</td></tr><tr><td></td><td>39218</td><td>PVDC A736 *TA</td><td>36580</td></tr><tr><td></td><td>43969</td><td>TECNOFLON MB V5 MASTER BATCH @TRF S20PE</td><td>418831</td></tr><tr><td></td><td>44925</td><td>TFEM AZEOTROP *SM</td><td>309731</td></tr><tr><td></td><td>44926</td><td>PMVE *SM</td><td>418810</td></tr></table> | Source System           | Material |          | Old Material Number        | PF1 Client 020 | 32979            | SE       | 103055               |          | 36323                | HFP - HEXAFLUOROPROPYLENE *SM | 301102-0-0000        |       | 39218                     | PVDC A736 *TA | 36580 |  | 43969 | TECNOFLON MB V5 MASTER BATCH @TRF S20PE | 418831 |  | 44925 | TFEM AZEOTROP *SM | 309731 |  | 44926 | PMVE *SM | 418810 |
| Source System           | Material                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Old Material Number     |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| PF1 Client 020          | 32979                      | SE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 103055                  |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
|                         | 36323                      | HFP - HEXAFLUOROPROPYLENE *SM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 301102-0-0000           |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
|                         | 39218                      | PVDC A736 *TA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 36580                   |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
|                         | 43969                      | TECNOFLON MB V5 MASTER BATCH @TRF S20PE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 418831                  |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
|                         | 44925                      | TFEM AZEOTROP *SM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 309731                  |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
|                         | 44926                      | PMVE *SM                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 418810                  |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| C_DYN_053               | Base Material PRCOM        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| C_DYN_061               | Commercial Product         | Commercial product For WP1 (C_MATNR2_C_PROD) <table><tr><th colspan="2">Commercial Product</th></tr><tr><td>90001609</td><td>TRIFLUOROACETIC ACID (TFA)</td></tr><tr><td>90001721</td><td>RHODIAROME</td></tr><tr><td>90001855</td><td>ABEX EP 110</td></tr><tr><td>90001928</td><td>ANTAROX BL 225</td></tr><tr><td>90001962</td><td>GEROPON T 77</td></tr></table><br>Basic Material for PF1 (C_MATNR2_BASIC_MATL)                                                                                                                                                                 | Commercial Product      |          | 90001609 | TRIFLUOROACETIC ACID (TFA) | 90001721       | RHODIAROME       | 90001855 | ABEX EP 110          | 90001928 | ANTAROX BL 225       | 90001962                      | GEROPON T 77         |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| Commercial Product      |                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 90001609                | TRIFLUOROACETIC ACID (TFA) |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 90001721                | RHODIAROME                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 90001855                | ABEX EP 110                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 90001928                | ANTAROX BL 225             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |
| 90001962                | GEROPON T 77               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                         |          |          |                            |                |                  |          |                      |          |                      |                               |                      |       |                           |               |       |  |       |                                         |        |  |       |                   |        |  |       |          |        |

| C_DYN_018__C_VEPART  | Account Manager (M3) | PF1 notion from M3 Sales Orders <table><tr><th>Source System</th><th>Account Manager (M3)</th><th></th></tr><tr><td>PF1_020</td><td>0</td><td>0</td></tr><tr><td>PF1_020</td><td>41030743</td><td>41030743</td></tr><tr><td>PF1_020</td><td>63008305</td><td>Abdullah Nabil</td></tr><tr><td>PF1_020</td><td>52013262</td><td>ADRIAN SUSIANTO</td></tr></table>                                                                                                                                                                                                                                                              | Source System        | Account Manager (M3) |                  | PF1_020    | 0                | 0                    | PF1_020          | 41030743           | 41030743                 | PF1_020 | 63008305 | Abdullah Nabil  | PF1_020       | 52013262             | ADRIAN SUSIANTO    |         |     |                      |         |     |                    |         |     |                     |
|----------------------|----------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|----------------------|------------------|------------|------------------|----------------------|------------------|--------------------|--------------------------|---------|----------|-----------------|---------------|----------------------|--------------------|---------|-----|----------------------|---------|-----|--------------------|---------|-----|---------------------|
| Source System        | Account Manager (M3) |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 0                    | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 41030743             | 41030743                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 63008305             | Abdullah Nabil                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 52013262             | ADRIAN SUSIANTO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| C_DYN_018__C_VWPART  | CCS Rep (M3)         | PF1 notion from M3 Sales Orders <table><tr><th>Source System</th><th>CCS Rep (SAP)</th><th></th></tr><tr><td>PF1_020</td><td>0</td><td>0</td></tr><tr><td>PF1_020</td><td>63016653</td><td>ABDELMONEIM MOSTAFA</td></tr><tr><td>PF1_020</td><td>63048438</td><td>Aida Ljusic</td></tr><tr><td>PF1_020</td><td>99042872</td><td>Alisa Magardicheva</td></tr></table>                                                                                                                                                                                                                                                          | Source System        | CCS Rep (SAP)        |                  | PF1_020    | 0                | 0                    | PF1_020          | 63016653           | ABDELMONEIM MOSTAFA      | PF1_020 | 63048438 | Aida Ljusic     | PF1_020       | 99042872             | Alisa Magardicheva |         |     |                      |         |     |                    |         |     |                     |
| Source System        | CCS Rep (SAP)        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 0                    | 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 63016653             | ABDELMONEIM MOSTAFA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 63048438             | Aida Ljusic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 99042872             | Alisa Magardicheva                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| C_DYN_017__C_SALEMP  | Sales Employee (SAP) | Key + Texts<br><br>For PF1 <table><tr><th>Source System</th><th>Sales Employee (SAP)</th><th></th></tr><tr><td>PF1_020</td><td>78030814</td><td>Adrian Richards</td></tr><tr><td>PF1_020</td><td>52013262</td><td>Adrian Susianto</td></tr><tr><td>PF1_020</td><td>22105730</td><td>Akiko Matsumoto</td></tr></table><br><br>For WP1 <table><tr><th>Source System</th><th>Sales Employee (SAP)</th><th></th></tr><tr><td>WP1_400</td><td>2WQ</td><td>AE / El-Sabban Ayman</td></tr><tr><td>WP1_400</td><td>1YQ</td><td>AR / ADAMI Gonzalo</td></tr><tr><td>WP1_400</td><td>2EE</td><td>AR / BLANCO Gustavo</td></tr></table> | Source System        | Sales Employee (SAP) |                  | PF1_020    | 78030814         | Adrian Richards      | PF1_020          | 52013262           | Adrian Susianto          | PF1_020 | 22105730 | Akiko Matsumoto | Source System | Sales Employee (SAP) |                    | WP1_400 | 2WQ | AE / El-Sabban Ayman | WP1_400 | 1YQ | AR / ADAMI Gonzalo | WP1_400 | 2EE | AR / BLANCO Gustavo |
| Source System        | Sales Employee (SAP) |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 78030814             | Adrian Richards                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 52013262             | Adrian Susianto                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020              | 22105730             | Akiko Matsumoto                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| Source System        | Sales Employee (SAP) |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 2WQ                  | AE / El-Sabban Ayman                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 1YQ                  | AR / ADAMI Gonzalo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 2EE                  | AR / BLANCO Gustavo                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| C_DYN_017__C_ZIPART  | ZI Partner (SAP)     | Customer Service Officer (CSO)<br><br>or CSR Contact<br><br>Only filled for RCS, from SAP <table><tr><th>Source System</th><th>ZI Partner (SAP)</th><th></th></tr><tr><td>WP1_400</td><td>11580727</td><td>Maryvonne JEAN-LOUIS</td></tr><tr><td>WP1_400</td><td>11585424</td><td>Anne GUERINEAU-DESBORDES</td></tr><tr><td>WP1_400</td><td>12997389</td><td>Joelle RUTY</td></tr><tr><td>WP1_400</td><td>18030032</td><td>Dominique REBIERE</td></tr></table>                                                                                                                                                               | Source System        | ZI Partner (SAP)     |                  | WP1_400    | 11580727         | Maryvonne JEAN-LOUIS | WP1_400          | 11585424           | Anne GUERINEAU-DESBORDES | WP1_400 | 12997389 | Joelle RUTY     | WP1_400       | 18030032             | Dominique REBIERE  |         |     |                      |         |     |                    |         |     |                     |
| Source System        | ZI Partner (SAP)     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 11580727             | Maryvonne JEAN-LOUIS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 11585424             | Anne GUERINEAU-DESBORDES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 12997389             | Joelle RUTY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| WP1_400              | 18030032             | Dominique REBIERE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| C_DYN_021__C_DYN_065 | Sales Employee DYN   | Managed in DynaSys <table><tr><th>Sales Employee (DYN)</th><th></th></tr><tr><td>PF1_020/00000471</td><td>Brian Muir</td></tr><tr><td>PF1_020/00000471</td><td>Brian Muir</td></tr><tr><td>PF1_020/00003042</td><td>Mario Sergio Avezu</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                     | Sales Employee (DYN) |                      | PF1_020/00000471 | Brian Muir | PF1_020/00000471 | Brian Muir           | PF1_020/00003042 | Mario Sergio Avezu |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| Sales Employee (DYN) |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020/00000471     | Brian Muir           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020/00000471     | Brian Muir           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |
| PF1_020/00003042     | Mario Sergio Avezu   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                      |                      |                  |            |                  |                      |                  |                    |                          |         |          |                 |               |                      |                    |         |     |                      |         |     |                    |         |     |                     |

| C_DYN_021__C_DYN_066     | Sales Assistant DYN | Managed in DynaSys <table><tr><th colspan="2">Sales assistant (DYN</th></tr><tr><td>0</td><td>0</td></tr><tr><td>63018641</td><td>Victoria Nunez</td></tr><tr><td>1202964</td><td>Marco Stelter</td></tr></table>                                                                                                                                                                                                                                                                      | Sales assistant (DYN     |                  | 0         | 0              | 63018641  | Victoria Nunez    | 1202964   | Marco Stelter |              |           |          |                 |           |        |                |           |        |               |
|--------------------------|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|------------------|-----------|----------------|-----------|-------------------|-----------|---------------|--------------|-----------|----------|-----------------|-----------|--------|----------------|-----------|--------|---------------|
| Sales assistant (DYN     |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| 0                        | 0                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| 63018641                 | Victoria Nunez      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| 1202964                  | Marco Stelter       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| C_DYN_018__C_DYN_062     | S&OP Planner        | Used by Novecare + Special Chem<br>From DynaSys <table><tr><th>BFC Global Business Unit</th><th>S&amp;OP Planner</th><th></th></tr><tr><td>NOVE CARE</td><td>ARAMIRE1</td><td>Alejandro Ramirez</td></tr><tr><td>NOVE CARE</td><td>BMACINA</td><td>Berta MACINA</td></tr><tr><td>NOVE CARE</td><td>GUER1226</td><td>Lizeth Guerrero</td></tr><tr><td>NOVE CARE</td><td>HBAITZ</td><td>Henrique BAITZ</td></tr><tr><td>NOVE CARE</td><td>LSOUSA</td><td>Luciana SOUSA</td></tr></table> | BFC Global Business Unit | S&OP Planner     |           | NOVE CARE      | ARAMIRE1  | Alejandro Ramirez | NOVE CARE | BMACINA       | Berta MACINA | NOVE CARE | GUER1226 | Lizeth Guerrero | NOVE CARE | HBAITZ | Henrique BAITZ | NOVE CARE | LSOUSA | Luciana SOUSA |
| BFC Global Business Unit | S&OP Planner        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| NOVE CARE                | ARAMIRE1            | Alejandro Ramirez                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| NOVE CARE                | BMACINA             | Berta MACINA                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| NOVE CARE                | GUER1226            | Lizeth Guerrero                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| NOVE CARE                | HBAITZ              | Henrique BAITZ                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| NOVE CARE                | LSOUSA              | Luciana SOUSA                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| C_DYN_021__C_DYN_063     | New Product Type    | Used by PEROX<br>From DynaSys <table><tr><th>BFC Global Business Unit</th><th>New Product Type</th></tr><tr><td>PEROXIDES</td><td>H2O2 NON TRADI</td></tr><tr><td>PEROXIDES</td><td>H2O2 TRADI</td></tr><tr><td>PEROXIDES</td><td>PAA</td></tr></table>                                                                                                                                                                                                                                | BFC Global Business Unit | New Product Type | PEROXIDES | H2O2 NON TRADI | PEROXIDES | H2O2 TRADI        | PEROXIDES | PAA           |              |           |          |                 |           |        |                |           |        |               |
| BFC Global Business Unit | New Product Type    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| PEROXIDES                | H2O2 NON TRADI      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| PEROXIDES                | H2O2 TRADI          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| PEROXIDES                | PAA                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| C_DYN_024__C_DYN_064     | CRM Prospect Code   | CRM Prospect before transcodification to fit max length 11 characters                                                                                                                                                                                                                                                                                                                                                                                                                  |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| C_DYN_021__C_DYN_034     | Active DFU (Y/N)    | Key + Text ( Yes/No )<br>Managed in DynaSys                                                                                                                                                                                                                                                                                                                                                                                                                                            |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| C_DYN_021__C_DYN_035     | Replaced DFU (Y /N) | Key + Text ( Yes/No )<br>Managed in DynaSys                                                                                                                                                                                                                                                                                                                                                                                                                                            |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| C_DYN_021__C_DYN_086     | ABC variability     | Key and Text<br>Used by SA&D, and managed in DynaSys<br>3 Values : X Regular / Y Normal / Z Chaotic <table><tr><th>Source System</th><th>ABC Variability</th><th></th></tr><tr><td>PF1_020</td><td>X</td><td>Regular</td></tr><tr><td>PF1_020</td><td>Y</td><td>Normal</td></tr><tr><td>PF1_020</td><td>Z</td><td>Chaotic</td></tr></table>                                                                                                                                            | Source System            | ABC Variability  |           | PF1_020        | X         | Regular           | PF1_020   | Y             | Normal       | PF1_020   | Z        | Chaotic         |           |        |                |           |        |               |
| Source System            | ABC Variability     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| PF1_020                  | X                   | Regular                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| PF1_020                  | Y                   | Normal                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |
| PF1_020                  | Z                   | Chaotic                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                          |                  |           |                |           |                   |           |               |              |           |          |                 |           |        |                |           |        |               |

| C_SHIPTID__C_NAMECO    | C/O (Ship-to)                                                                                                                       | Key <table><tr><th>Source System</th><th>C/O (Ship-to)</th></tr><tr><td>PF1_020</td><td>C/O ALPELOG</td></tr><tr><td>PF1_020</td><td>C/O ALPHA &amp; OMEGA SEMICONDUCTOR</td></tr><tr><td>PF1_020</td><td>C/O AMERICAN BUSINESS PARK</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Source System  | C/O (Ship-to)            | PF1_020 | C/O ALPELOG                | PF1_020    | C/O ALPHA & OMEGA SEMICONDUCTOR | PF1_020 | C/O AMERICAN BUSINESS PARK |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
|------------------------|-------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|--------------------------|---------|----------------------------|------------|---------------------------------|---------|----------------------------|----------------|--------------------------|------------|--------------|---------------|------------|----------------|--|-------|----------|----|--------------------------|--|-------|---------------|----|----------------|--|-------|-----------------|----|--------------------------|--|-------|-----------------------------------------|----|----------------|
| Source System          | C/O (Ship-to)                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1_020                | C/O ALPELOG                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1_020                | C/O ALPHA & OMEGA SEMICONDUCTOR                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1_020                | C/O AMERICAN BUSINESS PARK                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_SOLDID__C_NAMECO     | C/O (Sold-to)                                                                                                                       | Key <table><tr><th>Source System</th><th>C/O (Sold-to)</th></tr><tr><td>PF1_020</td><td>C/O AMERICAN BUSINESS PARK</td></tr><tr><td>PF1_020</td><td>C/O BADGER DISTRIBUTION</td></tr><tr><td>PF1_020</td><td>C/O BERGE MARITIMA</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Source System  | C/O (Sold-to)            | PF1_020 | C/O AMERICAN BUSINESS PARK | PF1_020    | C/O BADGER DISTRIBUTION         | PF1_020 | C/O BERGE MARITIMA         |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| Source System          | C/O (Sold-to)                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1_020                | C/O AMERICAN BUSINESS PARK                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1_020                | C/O BADGER DISTRIBUTION                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1_020                | C/O BERGE MARITIMA                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_DYN_017__0_CUST_GRP2 | Customer Group 2<br><br>'Customer Group 2' is renamed as 'GBU Segment'<br><br>=> It has been implemented mid-July 2023 (WO% 285066) | Customer Segmentation from the SAP SOLD-TO (caution if SOLD-TO has been forced in DynaSys, customer s<br>Added 2020-01-18<br><br>CS1 - Strategic<br>CS2 - Key Account<br>CS3 - Critical Account<br>CS4 - Transactional/Opportunity<br>CS5 - Distributor<br>CS6 - Not yet assigned (field TBC)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_MATNR2__C_LIP05      | LIP05                                                                                                                               | Only for WP1 <table><tr><th>Source System</th><th>LIP05</th><th></th></tr><tr><td>WP1_400</td><td>LIP0400280</td><td>800 FATTY ACIDS</td></tr><tr><td>WP1_400</td><td>LIP0400281</td><td>800 SULFONATES</td></tr><tr><td>WP1_400</td><td>LIP0400283</td><td>ACORGA NR OR</td></tr><tr><td>WP1_400</td><td>LIP0400285</td><td>AERO 400</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Source System  | LIP05                    |         | WP1_400                    | LIP0400280 | 800 FATTY ACIDS                 | WP1_400 | LIP0400281                 | 800 SULFONATES | WP1_400                  | LIP0400283 | ACORGA NR OR | WP1_400       | LIP0400285 | AERO 400       |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| Source System          | LIP05                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| WP1_400                | LIP0400280                                                                                                                          | 800 FATTY ACIDS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| WP1_400                | LIP0400281                                                                                                                          | 800 SULFONATES                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| WP1_400                | LIP0400283                                                                                                                          | ACORGA NR OR                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| WP1_400                | LIP0400285                                                                                                                          | AERO 400                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_GBR4__C_MA KTCL      | Market Cluster                                                                                                                      | Key and Text<br><br>Market Cluster is linked to Corporate End-Use (C_GBR4 managed in GBR)<br><br>Market Cluster is managed in PF1 (and soon in WP1) table ZSD_T_ENDU_MARKC<br><br>Used by GBU Specialty Polymer <table><tr><th>Source System</th><th>Material</th><th></th><th>Market Cluster</th><th></th></tr><tr><td>PF1 Client 020</td><td>30649</td><td>CONVERSION VF2 *TH</td><td>IN</td><td>Electronics &amp; Industrial</td></tr><tr><td></td><td>39218</td><td>PVDC A736 *TA</td><td>HE</td><td>Life Solutions</td></tr><tr><td></td><td>41496</td><td>VF2 *THF</td><td>IN</td><td>Electronics &amp; Industrial</td></tr><tr><td></td><td>42890</td><td>PVDC A700 *TA</td><td>HE</td><td>Life Solutions</td></tr><tr><td></td><td>43793</td><td>HCL FLUOR 34 TG</td><td>IN</td><td>Electronics &amp; Industrial</td></tr><tr><td></td><td>43969</td><td>TECNOFLON MB V5 MASTER BATCH @TRF S20PE</td><td>AA</td><td>Transportation</td></tr></table> | Source System  | Material                 |         | Market Cluster             |            | PF1 Client 020                  | 30649   | CONVERSION VF2 *TH         | IN             | Electronics & Industrial |            | 39218        | PVDC A736 *TA | HE         | Life Solutions |  | 41496 | VF2 *THF | IN | Electronics & Industrial |  | 42890 | PVDC A700 *TA | HE | Life Solutions |  | 43793 | HCL FLUOR 34 TG | IN | Electronics & Industrial |  | 43969 | TECNOFLON MB V5 MASTER BATCH @TRF S20PE | AA | Transportation |
| Source System          | Material                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Market Cluster |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| PF1 Client 020         | 30649                                                                                                                               | CONVERSION VF2 *TH                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | IN             | Electronics & Industrial |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
|                        | 39218                                                                                                                               | PVDC A736 *TA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | HE             | Life Solutions           |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
|                        | 41496                                                                                                                               | VF2 *THF                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | IN             | Electronics & Industrial |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
|                        | 42890                                                                                                                               | PVDC A700 *TA                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | HE             | Life Solutions           |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
|                        | 43793                                                                                                                               | HCL FLUOR 34 TG                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | IN             | Electronics & Industrial |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
|                        | 43969                                                                                                                               | TECNOFLON MB V5 MASTER BATCH @TRF S20PE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | AA             | Transportation           |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_MATNR2               | Material                                                                                                                            | Key + Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_MATNR2__C_MAT_GRP    | Material Group                                                                                                                      | Key + Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |
| C_SHIPTID              | SAP Ship-to                                                                                                                         | Key + Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                |                          |         |                            |            |                                 |         |                            |                |                          |            |              |               |            |                |  |       |          |    |                          |  |       |               |    |                |  |       |                 |    |                          |  |       |                                         |    |                |

| C_DYN_024                                                 | SAP Ship-to (incl. Prosp)           | Key + Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
|-----------------------------------------------------------|-------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|------------------|-----|---------------|-----|---------------------------|----|------------------|-----|--------------------------|-----|----------------|--------|--------------------------|
| C_GBR15__C_S<br>HIPK2                                     | Ship-to KA<br>Adjusted              | Key + Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| C_DYN_018__C<br>_DYN_049                                  | Stock Holding<br>Strategy           | Key + Test<br><table><tr><th colspan="2">Stock Hold. Strategy</th></tr><tr><td>MTO</td><td>Make To Order</td></tr><tr><td>MTS</td><td>Make To Stock</td></tr><tr><td>#</td><td>Not assigned</td></tr><tr><td>MTF</td><td>Make To Forecast</td></tr><tr><td>MTO</td><td>Make To Order</td></tr><tr><td>MTO-FB</td><td>Make To Order Full B</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Stock Hold. Strategy |                  | MTO | Make To Order | MTS | Make To Stock             | #  | Not assigned     | MTF | Make To Forecast         | MTO | Make To Order  | MTO-FB | Make To Order Full B     |
| Stock Hold. Strategy                                      |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| MTO                                                       | Make To Order                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| MTS                                                       | Make To Stock                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| #                                                         | Not assigned                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| MTF                                                       | Make To Forecast                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| MTO                                                       | Make To Order                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| MTO-FB                                                    | Make To Order Full B                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| C_DYN_085__C<br>_TEAMCL                                   | Team Cluster                        | Key<br><div><div><div>Display Customer: Sales Area Data (Enhanced)</div><div><div>Other Customer</div><div>Sales Area Data</div><div>Extra Master Data</div></div><div><div>Customer</div><div>4407637</div><div>TOYODA GOSEI CO., LTD.</div></div><div><div>Sales Org.</div><div>5846</div><div>SOLVAY SPOL JP</div></div><div><div>Distr. Channel</div><div>11</div><div>ERP Commercial</div></div><div><div>Division</div><div>61</div><div>GRP SOLEXIS</div></div><div><div>Additional Data</div></div><div><div>Team Cluster</div><div>TR</div><div>Transportation (Auto and Aero)</div></div></div><div><div>Table: /BIC/TC_TEAMCL</div><table><tr><th>Team Cluster</th><th>Long Description</th></tr><tr><td>BA</td><td>Batteries</td></tr><tr><td>CH</td><td>Consumer, Healthcare, Env</td></tr><tr><td>CP</td><td>Channel Partners</td></tr><tr><td>EI</td><td>Electronics &amp; Industrial</td></tr><tr><td>GH</td><td>Green Hydrogen</td></tr><tr><td>TR</td><td>Transportation (Auto and</td></tr></table></div></div> <div>Team Cluster is linked to Sold-to master.</div> <div>Market Cluster is managed in <b>PF1 only</b>, customer master, sales view, 'extra sales area data', tab 'Additional D</div> <div>Used by GBU Specialty Polymer</div> | Team Cluster         | Long Description | BA  | Batteries     | CH  | Consumer, Healthcare, Env | CP | Channel Partners | EI  | Electronics & Industrial | GH  | Green Hydrogen | TR     | Transportation (Auto and |
| Team Cluster                                              | Long Description                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| BA                                                        | Batteries                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| CH                                                        | Consumer, Healthcare, Env           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| CP                                                        | Channel Partners                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| EI                                                        | Electronics & Industrial            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| GH                                                        | Green Hydrogen                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| TR                                                        | Transportation (Auto and            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |
| C_DYN_018__0<br>REPLENTEIME<br><br>C_DYN_018__C<br>_WZEIT | Total<br>Replenishment<br>Lead time | Info from C_MATPNT2, 2 axis, one as a keyfigure (like original one), on as a characteristic<br><br>SAP Material Master => MRP 3 view (MARC-WZEIT)<br><div><div>Availability check</div><div><div>Availability check</div><div>22</div></div><div><div>Cross-project</div><div></div></div><div><div>Tot. repl. lead time</div><div>40</div><div>days</div></div></div><br><div>OREPLENTEIME = 40</div> <div>OSTGE_PD_UN = TAG</div> <div>C_WZEIT = 40 DAYS</div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                      |                  |     |               |     |                           |    |                  |     |                          |     |                |        |                          |

| C_DYN_021_C_DYN_UA  | Under allocation     | <p>X = under allocation =&gt; It has been implemented mid-July 2023 (WO%285066)</p> <p>Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021</p> <p>Value recieved 0 or 1, store N or Y in BW table</p> <div><div>Table: /BIC/PC_DYN_021</div><table><tr><th></th><th>/BIC/C_DYN_UA</th><th>/BIC/C_DYN_005</th><th>/BIC/C_DYN_006</th><th>/BIC/C_DYN_021</th><th>OBJVERS</th><th>CHANGED</th><th>LOGSYS</th></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>2031598R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>2033466R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>2038918R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7JR</td><td>89396R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>102821R</td><td>7NR</td><td>2005832R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104440R</td><td>9VR</td><td>2085879R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104440R</td><td>9VR</td><td>56105R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104764R</td><td>9VR</td><td>2085879R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104824R</td><td>9VR</td><td>2049824R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>Y</td><td>104824R</td><td>9VR</td><td>53909R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2000223R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2019562R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2040451R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7HR</td><td>2080106R</td><td>A</td><td></td><td>WD1_110</td></tr><tr><td></td><td>N</td><td>105591R</td><td>7JR</td><td>2035180R</td><td>A</td><td></td><td>WD1_110</td></tr></table></div> |                | /BIC/C_DYN_UA  | /BIC/C_DYN_005 | /BIC/C_DYN_006 | /BIC/C_DYN_021 | OBJVERS | CHANGED | LOGSYS |  | N | 102821R | 7JR | 2031598R | A |  | WD1_110 |  | N | 102821R | 7JR | 2033466R | A |  | WD1_110 |  | N | 102821R | 7JR | 2038918R | A |  | WD1_110 |  | N | 102821R | 7JR | 89396R | A |  | WD1_110 |  | N | 102821R | 7NR | 2005832R | A |  | WD1_110 |  | Y | 104440R | 9VR | 2085879R | A |  | WD1_110 |  | Y | 104440R | 9VR | 56105R | A |  | WD1_110 |  | Y | 104764R | 9VR | 2085879R | A |  | WD1_110 |  | Y | 104824R | 9VR | 2049824R | A |  | WD1_110 |  | Y | 104824R | 9VR | 53909R | A |  | WD1_110 |  | N | 105591R | 7HR | 2000223R | A |  | WD1_110 |  | N | 105591R | 7HR | 2019562R | A |  | WD1_110 |  | N | 105591R | 7HR | 2040451R | A |  | WD1_110 |  | N | 105591R | 7HR | 2080106R | A |  | WD1_110 |  | N | 105591R | 7JR | 2035180R | A |  | WD1_110 |
|---------------------|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|---------|---------|--------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|--------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|--------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|--------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|--|---|---------|-----|----------|---|--|---------|
|                     | /BIC/C_DYN_UA        | /BIC/C_DYN_005                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | /BIC/C_DYN_006 | /BIC/C_DYN_021 | OBJVERS        | CHANGED        | LOGSYS         |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 102821R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7JR            | 2031598R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 102821R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7JR            | 2033466R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 102821R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7JR            | 2038918R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 102821R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7JR            | 89396R         | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 102821R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7NR            | 2005832R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | Y                    | 104440R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 9VR            | 2085879R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | Y                    | 104440R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 9VR            | 56105R         | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | Y                    | 104764R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 9VR            | 2085879R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | Y                    | 104824R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 9VR            | 2049824R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | Y                    | 104824R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 9VR            | 53909R         | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 105591R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7HR            | 2000223R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 105591R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7HR            | 2019562R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 105591R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7HR            | 2040451R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 105591R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7HR            | 2080106R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
|                     | N                    | 105591R                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 7JR            | 2035180R       | A              |                | WD1_110        |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
| C_DYN_021_C_DYN_087 | Customer group final | <p>implemented mid Nov 2023 for Novecare (WO%36101 &amp; WO%36538)</p> <p>Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                |                |                |                |                |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
| C_DYN_021_C_DYN_088 | Opportunity ID       | <p>implemented mid Nov 2023 for Novecare (WO%36101 &amp; WO%36538)</p> <p>Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021</p> <p>CASE SENSITIVE</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                |                |                |                |                |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |
| C_DYN_021_C_DYN_089 | Opportunity Number   | <p>implemented mid Nov 2023 for Novecare (WO%36101 &amp; WO%36538)</p> <p>Managed in DynaSys, It is added as navigational attribute of master data C_DYN_021</p> <p>Text collected in BW using tables /BIC/TC_DYN_024 (Ship-to (including Prospects)) and /BIC/TC_GRCUST (S</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                |                |                |                |                |         |         |        |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |        |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |  |   |         |     |          |   |  |         |

## Key Figures

For more details please follow [this link](#).

| Name                                       | Type              | Unit              | Description                                                                                                 |
|--------------------------------------------|-------------------|-------------------|-------------------------------------------------------------------------------------------------------------|
| Gross History                              | Hidden by default | KG                | Gross History (Reference used for statistical forecast)<br>Issued from Monthly snapshot (6th of each month) |
| Invoiced History Net Sales                 | Hidden by default | *<br>1,000<br>EUR |                                                                                                             |
| Invoiced Hist. & Order Book to be Invoiced | Display           | KG                |                                                                                                             |
| Shipped Hist. & Open Order Book [ETA]      | Display           | KG                |                                                                                                             |
| Shipped Hist. & Open Order Book (ETD)      | Display           | KG                |                                                                                                             |
| Order Book (ETA)                           | Hidden by default | VKG               |                                                                                                             |
| Order Book (ETD)                           | Display           | VKG               |                                                                                                             |

|                                                      |                   |             |                                                                                                                                                                                                                        |
|------------------------------------------------------|-------------------|-------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| OB Price CURRE/UNIT                                  | Hidden by default | EUR / VKG   | Order Book Price per Prompted Currency/Prompted Unit                                                                                                                                                                   |
| [-] OB Price CURRE/KG                                | Display           | EUR / KG    | Order Book Price per Prompted Currency/KG                                                                                                                                                                              |
| Order Book (ETD) KG                                  | Hidden by default | KG          |                                                                                                                                                                                                                        |
| Invoiced Hist. & Order Book to be Invoiced Net Sales | Display           | * 1,000 EUR | Order Book Net Sales = Order Book (ETD) x Order Book Price                                                                                                                                                             |
| Open Order Book (ETA)                                | Display           | KG          |                                                                                                                                                                                                                        |
| Open Order Book (ETD)                                | Display           | KG          |                                                                                                                                                                                                                        |
| Statistical Forecast                                 | Hidden by default | VKG         | Statistical Forecast                                                                                                                                                                                                   |
| Stat. Forecast (ETD)                                 | Display           | KG          |                                                                                                                                                                                                                        |
| Customer Forecast                                    | Hidden by default | VKG         | Customer Forecast                                                                                                                                                                                                      |
| CSR Forecast                                         | Display           | VKG         | CSR Forecast                                                                                                                                                                                                           |
| CSR Forecast (ETD)                                   | Display           | KG          |                                                                                                                                                                                                                        |
| Upside Forecast                                      | Hidden by default | VKG         | Export parameter in KG for Upside Forecast                                                                                                                                                                             |
| Sales Team Forecast                                  | Hidden by default | VKG         | Forecast registered by the Sales Manager (ETA)                                                                                                                                                                         |
| Sales Team Forecast (ETD)                            | Display           | VKG         | Sales Team Forecast estimated in ETD (based on estimated transit time in month - Offset)                                                                                                                               |
| [-] Sales Team Price LC/KG                           | Display           |             | Sales Team Price (LC/KG)<br><br>Price extracted from DynaSys at DFU/Month level. To be displayed at same level in BW to get the correct price (otherwise it corresponds to the sum of prices for each line aggregated) |
| Sales Team Net Sales                                 | Hidden by default | * 1,000     |                                                                                                                                                                                                                        |
| Sales Team Price CURRE/UNIT                          | Hidden by default | EUR / VKG   | Sales Team Price (CURRE/UNIT)                                                                                                                                                                                          |
| [-] Sales Team Price CURRE/KG                        | Display           | EUR / KG    | Sales Team Price (CURRE/KG)                                                                                                                                                                                            |
| Sales Team Forecast ETD in KG                        | Hidden by default | KG          |                                                                                                                                                                                                                        |
| Sales Team Forecast Net Sales                        | Display           | * 1,000 EUR | Sales Team Net Sales                                                                                                                                                                                                   |
| Sales Team Contribution Margin                       | Display           | * 1,000 EUR | Estimated Contribution margin based on Final Sales Team forecast (ETD)<br>Final Sales Team (ETD) x Estimated Unit Contribution Margin                                                                                  |
| Demand Review                                        | Hidden by default | VKG         | Demand Review (ETA)                                                                                                                                                                                                    |
| Demand Review (ETD)                                  | Display           | VKG         | Demand Review estimated in ETD (based on estimated transit time in month - Offset)                                                                                                                                     |
| Demand Review Price CURRE /UNIT                      | Display           | EUR / VKG   |                                                                                                                                                                                                                        |
| [-] Demand Review Price CURRE /KG                    | Display           | EUR / KG    |                                                                                                                                                                                                                        |
| Demand Review (ETD) in KG                            | Hidden by default | KG          |                                                                                                                                                                                                                        |
| Demand Review Net Sales                              | Display           | * 1,000 EUR |                                                                                                                                                                                                                        |

|                                            |                   |                   |                                                                                                                                                     |
|--------------------------------------------|-------------------|-------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| Demand Review Contribution Margin          | Display           | *<br>1,000<br>EUR | Demand Review Contribution Margin                                                                                                                   |
| Final STF (ETA)                            | Display           | KG                |                                                                                                                                                     |
| Final STF (ETD)                            | Display           | KG                |                                                                                                                                                     |
| Final Sales Team Forecast Net Sales        |                   |                   |                                                                                                                                                     |
| Sales Team Forecast M-1                    | Display           | VKG               |                                                                                                                                                     |
| Sales Team Forecast M-2                    | Display           | VKG               |                                                                                                                                                     |
| Final Forecast                             | Hidden by default | VKG               | Final Forecast = Last validated forecast (ETA)                                                                                                      |
| Final Forecast (ETD)                       | Display           | VKG               | Final Forecast estimated in ETD (based on estimated transit time in month - Offset)                                                                 |
| Final Forecast M-1                         | Display           | VKG               |                                                                                                                                                     |
| Final Forecast M-2                         | Display           | VKG               |                                                                                                                                                     |
| [-] Final Sales Price LC/KG                | Display           |                   | Final Forecast Price LC/KG                                                                                                                          |
| Final Sales Price CURR/UNIT                | Hidden by default | EUR / VKG         | Final Forecast Price CURR/UNIT                                                                                                                      |
| [-] Final Sales Price CURR/KG              | Display           | EUR / KG          | Final Forecast Price CURR/KG                                                                                                                        |
| Final Forecast Net Sales                   | Display           | *<br>1,000<br>EUR | Final Forecast Net Sales                                                                                                                            |
| Final Forecast Net Sales (LC)              | Hidden by default | * 1,000           | Final Forecast Net Sales (LC)                                                                                                                       |
| [-] Final Forecast NetBack Price CURR/UNIT | Hidden by default | EUR / VKG         | Final Forecast NetBack Price CURR/UNIT                                                                                                              |
| Final Forecast NetBack Sales CURR/UNIT     | Hidden by default | *<br>1,000<br>EUR |                                                                                                                                                     |
| Final Forecast NetBack Sales(\$)           | Hidden by default | *<br>1,000<br>\$  | Final Forecast NetBack Sales \$                                                                                                                     |
| Final Forecast Contribution Margin         | Display           | *<br>1,000<br>EUR | Estimated Contribution margin based on Final forecast (= Last validated forecast (ETD)<br>Final Forecast (ETD) x Estimated Unit Contribution Margin |
| Constrained Forecast                       | Display           | VKG               | Constrained Forecast                                                                                                                                |
| Constrained Forecast Net Sales             | Display           | *<br>1,000<br>EUR | Constrained Demand Net Sales                                                                                                                        |
| Constrained Forecast NetBack Sales(\$)     | Hidden by default | *<br>1,000<br>\$  | To be renamed Constrained Demand NetBack Sales (USD)                                                                                                |
| Constrained Forecast Contribution Margin   | Display           | *<br>1,000<br>EUR | Constrained Demand Contribution Margin                                                                                                              |
| Budget                                     | Display           | VKG               | Budget reference in quantity                                                                                                                        |
| Budget Price CURR/UNIT                     | Hidden by default | VKG / EUR         | Budget Price CURR/UNIT                                                                                                                              |
| [-] Budget Price CURR/KG                   | Display           | EUR / KG          | Budget Price CURR/KG                                                                                                                                |
| Budget qty in KG                           | Hidden by default | KG                |                                                                                                                                                     |
| Budget Price \$/UNIT                       | Display           | \$ / VKG          | Budget Price \$/UNIT                                                                                                                                |
| Budget Price \$/KG                         | Display           | \$ / KG           | Budget Price \$/KG                                                                                                                                  |

|                                       |                   |                   |                                 |
|---------------------------------------|-------------------|-------------------|---------------------------------|
| Budget Net Sales                      | Display           | *<br>1,000<br>EUR | Budget Net Sales                |
| Budget Net Sales(\$)                  | Display           | *<br>1,000<br>\$  | Budget Net Sales (\$)           |
| Budget Net Sales LC                   | Display           |                   |                                 |
| [ - ] Budget NetBack Price CURR /UNIT | Hidden by default | EUR / VKG         | Budget NetBack Price CURR/UNIT  |
| Budget NetBack Sales                  | Hidden by default | *<br>1,000<br>EUR |                                 |
| Budget NetBack Sales(\$)              | Display           | *<br>1,000<br>\$  | Budget NetBack Sales (\$)       |
| Budget Contribution Margin            | Display           | *<br>1,000<br>EUR | Budget Contribution Margin      |
| Budget Contribution Margin(\$)        | Display           | *<br>1,000<br>\$  | Budget Contribution Margin (\$) |
| BFR3                                  | Hidden by default | VKG               | BFR3 reference in quantity      |
| BFR6                                  | Hidden by default | VKG               | BFR6 reference in quantity      |
| BFR6 Price CURR/UNIT                  | Hidden by default | EUR / VKG         | BFR6 Price CURR/UNIT            |
| [ - ] BFR6 Price CURR/KG              | Hidden by default | EUR / KG          | BFR6 Price CURR/KG              |
| BFR6 qty in KG                        | Hidden by default | KG                |                                 |
| BFR6 Price \$/UNIT                    | Hidden by default | \$ / VKG          | BFR6 Price \$/UNIT              |
| BFR6 Price \$/KG                      | Display           | \$ / KG           | BFR6 Price \$/KG                |
| BFR6 Net Sales                        | Hidden by default | *<br>1,000<br>EUR | BFR6 Net Sales                  |
| BFR06 Net sales LC                    | Display           |                   |                                 |
| BFR6 Net Sales(\$)                    | Hidden by default | *<br>1,000<br>\$  | BFR6 Net Sales (\$)             |
| [ - ] BFR6 NetBack Price CURR /UNIT   | Hidden by default | EUR / VKG         | BFR6 NetBack Price CURR/UNIT    |
| BFR6 NetBack Sales                    | Hidden by default | *<br>1,000<br>EUR |                                 |
| BFR6 NetBack Sales(\$)                | Hidden by default | *<br>1,000<br>\$  | BFR6 NetBack Sales (\$)         |
| BFR6 Contribution Margin              | Hidden by default | *<br>1,000<br>EUR | BFR6 Contribution Margin        |
| BFR6 Contribution Margin(\$)          | Hidden by default | *<br>1,000<br>\$  | BFR6 Contribution Margin (\$)   |
| BFR9                                  | Hidden by default | VKG               | BFR9 reference in quantity      |

|                                                           |                   |             |                                                                                                                  |
|-----------------------------------------------------------|-------------------|-------------|------------------------------------------------------------------------------------------------------------------|
| Estimated Actuals (Qty)                                   | Hidden by default | VKG         | Estimated Actuals = Reference for the GBU                                                                        |
| Estimated Actuals (Amount)                                | Hidden by default | * 1,000 EUR |                                                                                                                  |
| Estimated Actuals (Amount \$)                             | Hidden by default | * 1,000 \$  | Estimated Actuals (Amount \$)                                                                                    |
| Delta Forecast                                            | Hidden by default | VKG         |                                                                                                                  |
| Delta Forecast (Amount)                                   | Hidden by default | * 1,000 EUR | Delta Forecast                                                                                                   |
| Delta Forecast (Amount \$)                                | Hidden by default | * 1,000 \$  | Delta Forecast (Amount)                                                                                          |
| Upside Forecast (Amount)                                  | Hidden by default | * 1,000 EUR | Upside Forecast (Amount)                                                                                         |
| Upside Forecast (Amount \$)                               | Hidden by default | * 1,000 \$  | Upside Forecast (Amount)                                                                                         |
| Delta EA                                                  | Hidden by default | VKG         | Delta EA                                                                                                         |
| Delta EA (Amount)                                         | Hidden by default | * 1,000 EUR | Delta EA (Amount)                                                                                                |
| Delta EA (Amount \$)                                      | Hidden by default | * 1,000 \$  | Delta EA (Amount \$)                                                                                             |
| Sales Team Forecast vs Budget Volume                      | Display           | VKG         | Sales Team Forecast vs Budget Volume                                                                             |
| Sales Team Forecast vs Budget Net Sales                   | Display           | * 1,000 EUR | Sales Team Forecast vs Budget Net Sales                                                                          |
| Sales Team Forecast vs Budget Contribution Margin         | Display           | * 1,000 EUR | Sales Team Forecast vs Budget Contribution Margin                                                                |
| Final Forecast vs Budget Volume                           | Display           | VKG         | Gap between Final Forecast (ETD) and Budget                                                                      |
| Final Forecast vs Budget Net Sales                        | Display           | * 1,000 EUR | Final Forecast vs Budget Net Sales                                                                               |
| Final Forecast vs Budget Contribution Margin              | Display           | * 1,000 EUR | Final Forecast vs Budget Contribution Margin                                                                     |
| Final Forecast vs Sales Team Forecast Volume              | Display           | VKG         | Gap between Final forecast (ETD) and Sales Team Forecast (ETD)                                                   |
| Final Forecast vs Sales Team Forecast Net Sales           | Display           | * 1,000 EUR | Final Forecast vs Sales Team Forecast Net Sales                                                                  |
| Final Forecast vs Sales Team Forecast Contribution Margin | Display           | * 1,000 EUR | Gap between Final forecast Contribution Margin and Sales Team Forecast Contribution Margin                       |
| WIP Budget Net Sales                                      | Display           | EUR         |                                                                                                                  |
| WIP Budget Net Sales (\$)                                 | Display           | \$          |                                                                                                                  |
| WIP Budget                                                | Display           | VKG         |                                                                                                                  |
| Sales Team Forecast (REV)                                 | Display           | VKG         | Invoiced History and Final Sales Team Forecast in Invoicing Date<br><i>implemented mid-July 2023 (WO%285066)</i> |
| Final Forecast (REV)                                      | Display           | VKG         | Invoiced History and Final forecast in Invoicing Date<br><i>implemented mid-July 2023 (WO%285066)</i>            |

## Description

### Calculation rule detail

### Dynamic naming of the key figure

### Currency Conversion

- Exchange Rate Type :

The full description of each exchange rate type can be found in the [Exchange rates](#) page.

- Currency :
- Time Reference :

### Unit Conversion

Unit :

The full explanation on how the quantity conversion works can be found in the [Quantity Unit Conversion](#) page.

## Cells

### Conditional Formatting

See how to use in the [Formatting](#) page.

| Condition Name | Rule |
|----------------|------|
|                |      |
|                |      |

## FAQ

Question :