

- Revenue
- Volume
- Budget
- BFR
- Forecast
- Commercial Roadmap (only the latest version is displayed)

- EA (Estimated Actuals)

$EA_{Year} = \text{Actual Sales (1st Month to M-1)} + \text{Unconstrained Forecast (M to End of year)}$

$EA_{(M-1, M-2, \dots)} = \text{Actual Sales of the corresponding month}$

$EA_{(M, M+1, M+2, \dots)} = \text{Unconstrained Forecast of the corresponding month}$

- ASP (Average Sales Price = (Revenue/Volume)
- **ASP Ex-Works (Average Sales Price Ex Works) =**

ASP Ex-Works (BW) = Net Sales - Freight and Duties

Volume

- **Freight and Duties (Logistics Costs on P&L)**
- **Freight and Duties per Unit**
- **Margin**
- **% Margin**
- **Margin per Unit**

Specific Dimensions:

- Year
- Quarter
- Month
- GBU
- Group of Activity
- Sub Activity
- Market
- Segment
- Application
- End Use
- Account Type
- Customer Classification
- Company
- Company Zone
- Region (Ship To)
- Country (Ship To)
- Plant
- Plant Origin
- Corp Sold To/Payer Grp
- Corp Sold to/Payer SubGrp
- Corp Ship To Grp
- Corp Ship To Sub Group
- Ship to KA (Key Accounts)
- Sold to/Payer
- Ship To
- GBU Product Family
- Product Hierarchy
- Product
- Material
- Packaging Type
- Value Stream
- Sales Rep
- Intra Group (Y/N)
- Intra GBU (Y/N)
- Intra Zone
- Distributor Flag
- Incoterms
- CRH Number

GBU Dimensions - [Click here for definitions:](#)

- GBU Ship to Grp
- GBU Ship to SubGrp
- Material Ent. Grp
- Material Ent. SubGrp
- Marketing Market
- Ent. End Market
- Micro Region
- Strategic Segment
- Ent. Segment
- Ship to State
- GBU BFC Market (RCS)

Codes:

- Corp Sold to/Payer Grp
- Corp Sold to/Payer SubGrp
- Corp Ship to Grp
- Corp Ship to SubGrp
- Ship to KA
- Sold to/Payer
- Ship To
- Product Hierarchy
- Product
- Material
- Sales Rep
- Source Origin