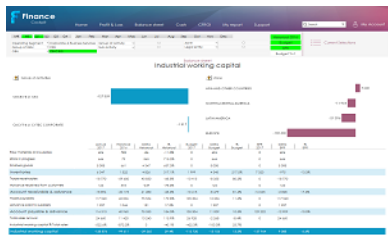


Balance Sheet - Industrial Working Capital



Process Owner

Corporate Financial Function

D&PS Expert

Marie-Line Ardito

General Description

Industrial Working Capital is one of the elements of the Balance Sheet section.

Presentation of the detailed Industrial Working Capitals (in M€ or K€) of the selected period using :

- a bar chart that displays the total of actual on industrial working capital. The click on one bar allows to drill down of one level:
 - Operation Segment
 - Group of GBU
 - GBU
 - Group of Activity
 - Sub Activities
- a bar chart that displays the total of actual on industrial working capital. The click on one bar allows to drill down of one level:
 - Zone
 - Legal Entities
- a detailed table that allows the comparison of the selected period's results versus Historical and /or Budget or Budget Y+1 (when available) and/or BFR.

Target Users

- Comex
- Controlling
- Finance

Authorization & Rights

All the accesses must be validated by:

[Corporate Finance - point 1 and 3](#)

[GBU Finance Director + copy to Corporate Finance - point 2](#)

1 .Lead FD Role (specific role)

2 .1 GBU / Legal Entities (of the GBU)

3 .Multi GBUs / Legal Entities

[Access form](#)

Industrial Working Capital Indicators

Phases Details

Actual	Current Year's results
Historical	Previous Year's (Y-1) Official results published
Budget	Official forecast for Current Year defined in October Previous Year (Y-1)
BFR	4 re-forecast for Current Year : BFR03/BFR06/BFR09/BFR12 = (Official forecast for Current Year defined in October Previous Year - Total Actual Q1+Q2+Q3)

Industrial Working Capital Calculation

Name KPI	BFC Description	BFC
Raw materials and supplies	Inventory: raw materials	ST-STOCK-MP
Work in progress	Inventory: work-in-progress	ST-STOCK-EC
Finished goods	Inventory: finished goods	ST-STOCK-PF
Inventories	Total Inventories	ST-STOCK
Trade receivables	Total Receivable	ST-CLT
Advance received from customers	Advances received from customers	L41160
Account receivables & advance	Total Receivable	ST-CLT
	Advances received from customers	L41160
Trade payables	Total Payable	ST-FRN
Advance paid to suppliers	Advances paid to suppliers	A40160
Account payables & advance	Total Payable	ST-FRN
	Advances paid to suppliers	A40160
Total sales annual	Net sales & other revenues on activities	ST-R111
Industrial working capital % Total sales	(Total Inventories	(ST-STOCK
	+	+
	(Total Receivable - Advances received from customers)	(ST-CLT - L41160)
	-	-
	(Total Payable - Advances paid to suppliers))	(ST-FRN - A40160))
Industrial working capital	/	/
	Net sales & other revenues on activities	ST-R111
	Total Inventories	ST-STOCK
	+	+
	(Total Receivable - Advances received from customers)	(ST-CLT - L41160)
	-	-
	(Total Payable - Advances paid to suppliers)	(ST-FRN - A40160)

BFC Flows

F99	CLOSING BALANCE
F99AJ	Adjusted
FA99EX	Exceptional
RS99	Closing RSB
RS80	Foreign exchange Gain/Loss
F20	INCREASE
F23	CAPITALIZED INTERESTS
F53	INTERNALLY GENERATED FIXED ASSETS
F15	VARIATION
RS100	RSB - Dec Tx Current Month
F06	DIVIDENDS PAID
RS50	RECLASSIFICATION
C04	NET BOOK VALUE (NBV)

Annualized

- [01] = 12 x [01];
- [02] = 6 x ([01] + [02]);
- [03] = 4 x ([M-2] + [M-1] + [M])

Sources

BFC	All except below listed managed by Corporate Finance
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Manual Files	• BFR – quarterly basis • WACC Corporate – updated by the Corporate Finance • WACC GBUs – updated by the Corporate Finance • Tax Rate – updated by the Corporate Finance • Maintenance rate – updated by the Corporate Finance • Free cash flow – updated by the Corporate Finance. Actual by month, Historical by quarter, budget of the Year and BFR by month : ◦ Delta working capital others ◦ Tax cash out ◦ Provisions cash out ◦ Others & Disc. opFree cash flow
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