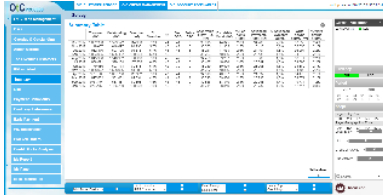


Summary



Process Owner

Aurelie Mazerot
Process Expert

D&PS Expert

Miriam Luttrin

General Description

This KPI is a summary table that includes Product and Service (Turnover, Outstanding, Overdue, Percentage of Overdue, DSO, Best DSO, Delay DSO, Cash Value 1 day DSO (KCURR)), Doubtful (Bad Debt), Write Down (Negative amounts displayed in positive), Advanced Payments (Negative amounts displayed in positive), Accruals and Revaluation.



Indicator details results can be analyzed by :

Month Year



Refresh Frequency:

Monthly (during closure on 1st to 6th 3 times per day)

| KPI Name | Calculation |
|---------------------|---|
| Turnover (KCURR) | Total Sales of the month |
| Outstanding (KCURR) | Sum of open documents in the customer's account at the report date |
| Overdue (KCURR) | Amount of outstanding due and not yet paid at the date of report. In a monthly report, the overdue amount at the end of the month is the sum of amounts with due date lower or equal to the last day of the month and not yet paid nor cleared by that date. |
| % Overdue | <p>Percentage of Overdue - Overdue/Outstanding:</p> $\text{Percentage Overdue}_m = \frac{\text{Overdue}_m}{\text{Outstanding}_m}$ <p>It is by default filtered by GL Account sub-type Product & Services.</p> <p>**Please noted that Credit Management term will still communicate official percentage overdue statistics for Solvay Group with the old calculation method.</p> |

| | |
|--------------------------------------|---|
| DSO | <p>Evaluation in terms of days of sales of the outstanding amount at the report date. It is a measure of efficiency on how quickly receivables are collected. It shows the age in term of days of an organization's accounts receivable and the average time it takes to turn receivables into cash</p> <p>If $Turnover_m \geq Outstanding_m$ then</p> $DSO = \frac{Outstanding_m}{Turnover_m} \times days_m$ <p>If $(Turnover_m + Turnover_{m-1}) \geq Outstanding_m$ then</p> $DSO = \frac{(Outstanding_m - Turnover_m)}{Turnover_{m-1}} \times days_{m-1} + days_m$ <p>If $(Turnover_m + Turnover_{m-1} + Turnover_{m-2}) \geq Outstanding_m$ then</p> $DSO = \frac{(Outstanding_m - Turnover_m - Turnover_{m-1})}{Turnover_{m-2}} \times days_{m-2} + days_{m-1} + days_m$ <p>The general rule is, if $\sum_{n=0}^{12} Turnover_{m-n} \geq Outstanding_m$ then</p> $DSO = \frac{(Outstanding_m - Turnover_{m-n} - Turnover_{m-n})}{Turnover_{m-n}} \times days_{m-n} + days_m$ <ul style="list-style-type: none"> • Days = Number of days in the month. (Month premise: 30 days) • Outstanding = Sum of open documents in the customer's account at the report date. Receivables in doubtful state and advanced payments are excluded. • Turnover = Sales (VAT included) in a specific month • m = Current month (Month Premise: 30 days) |
| Best DSO | Number of days of up to previous month (M-1) |
| Delay DSO | = DSO - Best DSO |
| Cash Value 1 day DSO (KCURR) | Amount to the each day of the DSO = Outstanding / DSO |
| Bad Debts Outstanding (KCURR) | Amount consider 100% lost |
| %Bad Debts Outstanding | $= \frac{Bad\ Debts\ Outstanding\ (KCURR)}{Outstanding\ (KCURR)}$ |
| Advanced Payment Outstanding (KCURR) | Payment received before due date. Where GL Acct Sub-type = ADVANCE PAYMENT transformed to absolute value. |
| %Advanced Payment Outstanding | $= \frac{Advanced\ Payment\ Outstanding\ (KCURR)}{Outstanding\ (KCURR)}$ |
| Write Downs Outstanding (KCURR) | Bad Debts adjustment |
| %Write Downs Outstanding | $= \frac{Write\ Downs\ Outstanding\ (KCURR)}{Outstanding\ (KCURR)}$ |

Source Information:

QV Query: QVSBS_BW_QRY_MVFIAR01_0001

Core Query: BW_QRY_MVFIAR01_0001

| | |
|-----------|--|
| BW Filter | <input checked="" type="checkbox"/> Company Code <> ZUS4 |
| | <input checked="" type="checkbox"/> GL Acct Type = RECEIVABLES |
| | <input checked="" type="checkbox"/> PRS Comp. Interco Flag = YES |
| | <input checked="" type="checkbox"/> PRS Comp. Merging Date = # |
| | <input checked="" type="checkbox"/> PRS Customer <> 2200000000 CLIENTI |
| | <input checked="" type="checkbox"/> PRS Cust. Interco Flag = No |
| | <input checked="" type="checkbox"/> ERP GBU <> Eco Service |
| | <input checked="" type="checkbox"/> Control Credit Area = "SOLV" |

| Specific Dimensions | |
|---------------------|--|
| GL Account Sub Type | By default filtered on Product and Services. Other values may be selected; Accruals&Revaluation, Advance Payment, Doubtful, Write Down |
| Mini Zone (Cust) | Mini Zone of the PRS Customer |
| Customer Country | Country of the PRS Customer |
| PRS Customer | |
| Customer Group | Customer Group of the PRS Customer |
| Coll. Speci. | |
| Sales Rep | |
| Credit. Mgr. | |