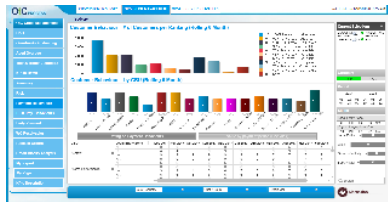


Payment Behaviours



Process Owner
Aurelie Mazerot
Process Expert

D&PS Expert
Miriam Luttrin

General Description

This indicator measured payment behaviors of customers of Solvay's GBUs rating for M-1 (previous month) based on rolling 6 months' data. The first chart display the number of customer vs. payment behaviors, then another chart that relates GBU vs. payment behaviors and last a table with two possibility of view: Rating on payment behavior, where it's possible to see the score of each zone and GBU and Value by payment period where it's possible to see the amount paid classified as Early Payment, At the due date, Late 1 - 4, Late 5 - 10, Late 11 - 30 and Late > 30

 Indicator details results can be analyzed by :

Rating on Payment Behaviors

- GBU
- Legal Entity Zone

Value vs. Payment Period: Early Payment/ At the due date/ Late 1 - 4/ Late 5 - 10/ Late 11 - 30/ Late > 30

- GBU
- Payer Geographical Zone

 Refresh Frequency:
Monthly (1st Sunday of the month)

KPI Name	Calculation																						
Rating	<table><tr><td>10</td><td>100% Payments on due date</td></tr><tr><td>9</td><td>90% Payments on due date</td></tr><tr><td>8</td><td>100% Payments < 4 days late</td></tr><tr><td>7</td><td>90% Payments < 4 days late</td></tr><tr><td>6</td><td>75% Payments < 4 days late</td></tr><tr><td>5</td><td>65% Payments < 4 days late</td></tr><tr><td>4</td><td>55% Payments < 4 days late</td></tr><tr><td>3</td><td>50% Payments < 10 days late</td></tr><tr><td>2</td><td>75% Payments < 30 days late</td></tr><tr><td>1</td><td>50% Payments < 30 days late</td></tr><tr><td>0</td><td>Rest</td></tr></table>	10	100% Payments on due date	9	90% Payments on due date	8	100% Payments < 4 days late	7	90% Payments < 4 days late	6	75% Payments < 4 days late	5	65% Payments < 4 days late	4	55% Payments < 4 days late	3	50% Payments < 10 days late	2	75% Payments < 30 days late	1	50% Payments < 30 days late	0	Rest
10	100% Payments on due date																						
9	90% Payments on due date																						
8	100% Payments < 4 days late																						
7	90% Payments < 4 days late																						
6	75% Payments < 4 days late																						
5	65% Payments < 4 days late																						
4	55% Payments < 4 days late																						
3	50% Payments < 10 days late																						
2	75% Payments < 30 days late																						
1	50% Payments < 30 days late																						
0	Rest																						
Payment Period	Early Payment At the due date Late 1 - 4 Late 5 - 10 Late 11 - 30 Late > 30																						

Source Information:

Core Query:	BW_QRY_MVFIAR01_0010
QV Query	QVSBS_BW_QRY_MVFIAR01_0010

BW Filters:	 Company Code <> ZUS4
	 GL Acct Sub Type = PRODUCT AND SERVICE
	 GL Acct Type = RECEIVABLES
	 PRS Comp. Interco Flag = YES
	 PRS Comp. Merging Date = #
	 PRS Cust. Interco Flag = No
	 ERP GBU <> Eco Service
	 Control Credit Area = "SOLV"

Specific Dimensions	
Customer Country	Country of the PRS Customer
Customer Group	Customer Group of the PRS Customer
Credit. Mgr.	