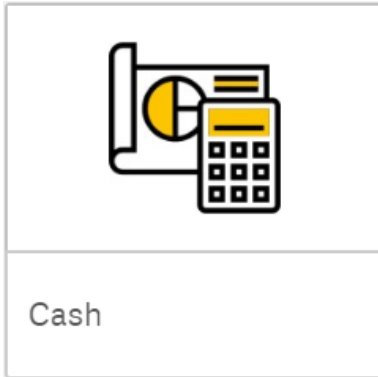


Cash - E2EVC - V1



General Description

Capability to see the 12 rolling months trend of the listed indicators

Definition & Calculation

Indicators	Link to the definition & calculation	Applying Filters
External Sales	CRM Analytics dashboard Sales Performance <i>Alignment with CEM Dashboard</i>	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity • Region (Ship-To Zone) • Plant • Product Line • Archetype
Orderbook & Orderbook Repartition	CRM Analytics dashboard Orderbook View of the Invoiced, Shipped Not Billed, Confirmed, Not Confirmed, and Open Orders upon 3 months (Current month M, M+1 and M+2), plus the previous month and the same month last year to compare Total Repartition of the orders split over 3 months (Current month M, M+1 and M+2) <i>Alignment with CEM Dashboard</i>	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity • Region (Ship-To Zone) • Plant • Product Line • Archetype
DSO & Best DSO (Receivables)	SBS KPIs dashboard DSO & Best DSO Days of Sales Outstanding of the Account Receivables	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity (Sub-Activity) • Region (Payer Geo Zone)
DPO	DPO dashboard DPO Gives the number of purchasing day that are outstanding in terms of payment, assuming a month is always 30 days. The objective is to measures our ability to pay our supplier invoices on time.	<ul style="list-style-type: none"> • GBU

<p>Forecast Accuracy</p>	<p>All GBUs (excl Specialty Polymers) = Global Supply Chain dashboard Forecast Accuracy</p> <p>Specialty Polymers = from Picaso</p> <ul style="list-style-type: none"> • Forecast Accuracy at Month M-1 • Forecast Accuracy at Month M-2 • Forecast Accuracy at Month M-3 <p>In the E2E VC Dashboard, the Forecast Accuracy is based on the Weighted Calculation at the Product x Ship Destination Zone x Group of Activity Aggregation Level for all GBUs using Dynasys or APO as their Demand Planning System.</p> <p>For Specialty Polymers, the Forecast Accuracy is based on the Standard Calculation at the Product x Location Aggregation Level.</p>	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity • Region (Ship Destination Zone) • Plant (Ship Destination)
<p>Inventory DOS</p>	<p>Inventory Visibility Tool</p> <p>DOS : Days of Sales. Is a DOS on sales, not on COGS</p> <p>Inventory values : line "total inventory value" : includes FG/RM/Wip. Spare Parts are part of RM</p> <p>Sales Values :</p> <p>For GBU : based on "Net sales at GBU level"</p> <p>For Group : based on "External sales"DOS calculation: $(\text{End-of-Month Inventory} * 365) / [(\text{last 3 Months sales}) * 4]$</p>	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity • Region (Ship Destination Zone) • Plant (Coming soon)
<p>Working Capital</p>	<p>Global Supply Chain dashboard Working Capital - archive</p> <p>Available by</p> <ul style="list-style-type: none"> • Account Group • Account Inventory Group • Account Sub-type 	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity • Region (Plant Geo Zone) • Plant
<p>Financial Working Capital</p>	<p>Finance Cockpit</p> <p>Available in Value (k€)</p>	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity
<p>Production Plan Adherence</p>	<p>Dynasys Dashboard</p> <p>Actual Production (T)</p> <p>Planned Production M-1 : The production plan validated on M-1</p> <p>Production Plan Adherence (%) = $\text{Actual Production} / \text{Planned Production} \times 100$</p>	<ul style="list-style-type: none"> • GBU • Region (Plant Zone) • Plant (Shipping Site)
<p>Supplier Delivery On Time</p>	<p>SBS KPIs Purchasing - My Report</p>	<ul style="list-style-type: none"> • GBU • Region (Legal Entity) • Plant

SMOG - Slow Moving Obsolete Goods	<p>Slow Moving, Obsolete & Off-Grade Inventory for Finished Goods, Raw Materials, Intermediates, and Trading Goods</p> <p>Sum of (by importance order to avoid double counting) :</p> <p>1 - Blocked stock : stock types [C Blocked Stock Returns + D Blocked Stock + E Restricted-Use]</p> <p>2 - Expired stock : batch shelf life passed</p> <p>3 - Slow mover : batches older than 12 months (date of today versus manufacturing date of the batch)</p> <p>Value (k€) and Quantity (T)</p>	<ul style="list-style-type: none"> • GBU • Group of Activity • Activity • Region (Plant Zone) • Plant • Product Line • Archetype
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Sources

Indicators	Sources	Scope
External Sales	<p>BW_QRY_MVCOPA01_0004</p> <p><u>Chemlogics</u> : BO : SALES TREND & MANAGEMENT REPORT with CONTRIBUT-MARGIN (period) CWWPPE_R001</p> <p><u>Composite Materials</u>: All Order book data (WP1 + Baan + PE1) are added on a weekly basis using a flat file from CM (no longer daily OB updates for WP1 perimeter)</p>	<p>External sales only</p> <p>Consolidated Entities</p> <p>Peroxides: JV figures cut (companies 0360, 5985, 6034, 6235)</p>
Orderbook & Orderbook Repartition	<p><u>Sales Orders</u>: BW_QRY_MVSDSO41_SD004</p> <p><u>PO Orders</u>: BW_QRY_MVSDSO47_001</p> <p><u>Chemlogics</u> : BO : ORDER BOOK BUSINESS VIEW (TO BE INVOICED) CWWPPS_RO001</p> <p><u>Composite Materials</u>: All Order book data (WP1 + Baan + PE1) are added on a weekly basis using a flat file from CM (no longer daily OB updates for WP1 perimeter)</p>	<p>External sales only</p> <p>Consolidated Entities</p> <p>Peroxides: JV figures cut (companies 0360, 5985, 6034, 6235)</p>
DSO & Best DSO (Receivables)	<p>BW_QRY_MVFIAR01_0001</p>	<p>GL Account Subtype = Products & Services</p> <p>PRS Payers excluded at Qlik level</p> <p><> 2200000000 CLIENTI</p> <p><> SIEMENS FINANCE & LEASING GMBH (1039781)</p> <p><> Aleris rolled products (1039381)</p>
DPO	<p>BW_QRY_DPO01_0001</p>	<p>There is no data for Composite Materials for the moment.</p>
Forecast Accuracy	<p>GBUs on Dynasys: BW_QRY_MVDYN11_0005</p> <p>Specialty Polymers: Picaso</p>	<p>There is no data for Coatis, Composite Materials and Special Chem for the moment.</p> <p>Exclusions for Specialty Polymers:</p> <ul style="list-style-type: none"> ▪ Mat Field 4 = HCL, Others and 140 (by-products) ▪ Mat Field 3 = Raw Material, HF, MVE, OBS, PFE, SMILE, TECHNYL, VDC, Vinileters, WAM
Inventory DOS	<p>Manual File from Corporate Finance sent on a Monthly basis +/- 13th of the Month -</p> <p>New query in progress QVDOS_BW_QRY_CPFIWC04_0001</p>	
Working Capital	<p>Revenue: WCAP_BW_QRY_MVFIWC01_0013</p> <p>Volumes: WCAP_BW_QRY_MVFIWC01_0014</p>	
Production Plan Adherence	<p>Data directly from Dynasys</p>	<p>Currently available for Aroma, Peroxides, Silica and Soda Ash only</p>
Supplier Delivery On Time	<p>BW_QRY_MV_PROVG_0004</p>	<p>There is no data for Composite Materials for the moment.</p>

SMOG - Slow Moving Obsolete Goods	BW_QRY_CPMIM02_0001	Data available starting January 2020
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Owners

Indicators	KPI Owner	IS Reporting Coordinator
External Sales	Charlotte Rollier	Charlotte Rollier
Orderbook	Diogo Paiva	Diogo Paiva
DSO & Best DSO	Aurelie Mazerot	Charlotte Rollier
DPO	Sylvie Severini	Duarte Costa
Forecast Accuracy	Pilar Gamboa	Diogo Paiva
Inventory DOS	Joëlle Hilaire / Christian Backaert	Charlotte Rollier
Working Capital	Supply Chain Excellence	Charlotte Rollier
Financial Working Capital	Finance Corporate Function	Charlotte Rollier
Production Plan Adherence	Christian Backaert	Laure Pichot-Plasse
Supplier Delivery On Time	Marie-Line Ardito	Diane Kealy
SMOG - Slow Moving Obsolete Goods	Joëlle Hilaire / Christian Backaert	Diogo Paiva / Vendula Sianska