

# Deliver - E2E Value Chain

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|                                       |
|---------------------------------------|
| <b>General Description</b>            |
| <b>Time scope: Y-1 + Year to date</b> |

## Definition & Calculation

| Indicators  | Link to the definition & calculation   | Applying Filters  |
|---|--|---|
| External Sales                                      | CRM Analytics dashboard <a href="#">Sales Performance</a><br><i>Alignment with CRM Analytics</i>   | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Group of Activity</li> <li>• Activity</li> <li>• Region (Ship-To Zone)</li> <li>• Plant</li> <li>• Product Line</li> <li>• Archetype</li> </ul> |
| Constrained Forecast & Budget for the 2 next months | <a href="#">Constrained Forecast</a><br><b>Budget</b> : budget by default, then replaced by BFR6 when available<br><i>Alignment with CRM Analytics</i>   | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Group of Activity</li> <li>• Activity</li> <li>• Region (Ship-To Zone)</li> <li>• Plant</li> </ul>  |
| Orderbook & Orderbook Repartition                   | CRM Analytics dashboard <a href="#">Orderbook</a> (external sales only)<br>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<br>Total Repartition of the orders split over 3 months (Current month M, M+1 and M+2)<br><i>Alignment with Customer Engagement Analysis</i> | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Group of Activity</li> <li>• Activity</li> <li>• Region (Ship-To Zone)</li> <li>• Plant</li> <li>• Product Line</li> <li>• Archetype</li> </ul> |
| DSO & Best DSO (Receivables)                        | SBS KPIs dashboard <a href="#">DSO &amp; Best DSO</a><br>Days of Sales Outstanding of the Account Receivables  | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Group of Activity</li> <li>• Activity (Sub-Activity)</li> <li>• Region (Payer Geo Zone)</li> </ul>  |

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|---|---|---|
| CCR Orderlines (‰)  | CRM Quality dashboard <b>CCR</b> (Customer Complaints Rate) for 1000 Orderlines <ul style="list-style-type: none"> <li>• Monthly CCR</li> <li>• 12-months rolling average</li> </ul>        | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Group of Activity</li> <li>• Activity</li> <li>• Region (Ship Destination Zone)</li> <li>• Plant (Resolution site)</li> </ul>   |
| OTIF (On Time In Full)<br><br>Customer (Delivered) Requested & 1st Confirmed<br><br>Departure Plant Requested & 1st Confirmed | Global Supply Chain dashboard <b>OTIF</b> <ul style="list-style-type: none"> <li>• Split by number of OTIF and non OTIF orderlines</li> <li>• OTIF rate</li> </ul>                          | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Group of Activity</li> <li>• Activity</li> <li>• Region (Ship Destination Zone)</li> <li>• Plant (Ship Destination)</li> <li>• Product Line</li> <li>• Archetype</li> </ul> |
| Direct Spend Trend and Repartition<br><br>Indirect Spend Trend and Repartition  | SBS Purchasing dashboard <b>Spend</b><br><br>Trend of the Spend by Region<br><br>Repartition of the Spend by: <ul style="list-style-type: none"> <li>• Domain</li> <li>• Segment</li> </ul> | <ul style="list-style-type: none"> <li>• GBU</li> <li>• Region (Plant Zone)</li> <li>• Plant</li> </ul>   |

#### Sources

| Indicators           | Sources   | Scope  |
|----------------------|---|--|
| External Sales       | BW_QRY_MVCOPA01_0004<br><br><u>Chemlogics</u> : BO : SALES TREND & MANAGEMENT REPORT with CONTRIB-MARGIN (period) CWWPPE_R001<br><br><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) | External sales only<br><br>Consolidated Entities<br><br>Peroxides: JV figures cut (companies 0360, 5985, 6034, 6235)<br><br>'Specialty Polymers: excludes HFCN / SOLVAY FRANCE (FR)' |
| Constrained Forecast | GBUs in Dynasys: BW_QRY_MVDYN11_0001<br><br>Specialty Polymers: NA  | Aroma Performance<br>Novicare<br>Peroxides<br>Silica<br>Soda Ash<br>Special Chem<br>Technology Solutions   |
| Budget               | BW_QRY_MVSDSO61_0001<br><br>BFR6: latest update<br><br>Special Chem: Commercial Roadmap in SalesForces  |  |

|   |   |  |
|---|---|--|
| <p>Orderbook &amp; Orderbook Repartition</p>  | <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>:</p> <ul style="list-style-type: none"> <li>▪ Before August 2021: flat file*</li> <li>▪ Starting August 1st, 2021, BW query, like the other GBUs</li> </ul> <p><i>* 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)</i></p> | <p>External sales only</p> <p>Consolidated Entities</p> <p>Peroxides: JV figures cut (companies 0360, 5985, 6034, 6235)</p> <p>Composite Materials: Product Line Level not available</p>   |
| <p>DSO &amp; Best DSO (Receivables)</p>   | <p>BW_QRY_MVFIAR01_0001</p>   | <p>When no GBU is selected, the Group DPO includes <i>CBS&amp;Others</i> and <i>Energy Services</i> to align with the Values communicated by the Credit Management team</p> <ul style="list-style-type: none"> <li>• GL Account Subtype = Products &amp; Services</li> <li>• PRS Customer<br/>&lt;&gt; 2200000000 CLIENTI<br/>&lt;&gt; 1039781 SIEMENS FINANCE &amp; LEASING GMBH</li> </ul> |
| <p>CCR Orderlines (%)</p>   | <p>Complaints : CRM Salesforce.com and iCare for Specialty Polymers</p> <p>Order Lines : BW_QRY_MVSDSO57_0001</p>   | <p>Severity: All except anomalies</p> <p>Internal complaint = No</p> <p>Justified/Valid Complaints = Yes</p> <p>Additional filters for Specialty Polymers:</p> <ul style="list-style-type: none"> <li>• Status Archived &amp; Rejected</li> <li>• Product Family Monomers</li> <li>• Valid = Yes AND Blank</li> </ul> <p>Orderlines: Intra-GBU = No</p>                                      |
| <p>OTIF (On Time In Full)</p>   | <p>QVSCE_BW_QRY_MVSDSO51_0001</p> <p>QV_BW_QRY_CPSDSO51_0001 for Composite Materials (this query contains the AERO Market, the AERO Program and the Shipping Point)</p>   | <p>Intra GBU = No</p> <p>Order Doc Type is different from UB or NB (replenishment excluded)</p>  |
| <p>Direct Spend Trend and Repartition</p> <p>Indirect Spend Trend and Repartition</p> | <p>BW_QRY_MV_SPD01_0004</p>   | <p>Internal Partner = No</p> <p>Spend including 100% JV</p> <p>Domain: Logistics, Packaging, Energy and Raw Materials only</p>   |