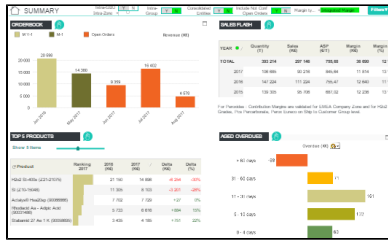


Margin Information



Process Owner

GBU Sales & Marketing / Finance

Margin is not available for **Coatis** and **Soda Ash**

Margin	Data Source - Measure	
<p>Contribution Margin</p> <p>Refers to the simple margin taking into account the "last" margin to an external customer.</p> <p><i>CM = Revenue - (Transport Costs + Cost of Goods Sold Variable)</i></p> <p>Where:</p> <p>Cost of Goods Sold Variable = cost to produce the material based on this unit cost.</p>	Internal	<p>ALL GBUs (BW) TOT - Contribution Margin Trade Internal</p> <p>ex-PEPOL (BI4) [Contribution margin Std] with [Intra Group flag]='Y'</p>
	External	<p>ALL GBUs (BW) TOT - Contribution Margin Trade External</p> <p>ex-PEPOL (BI4) [Contribution margin Std] with [Intra Group flag]='N'</p>
<p>Integrated Margin</p> <p>Refers to the margin of the whole chain of internal sales, production and external sales.</p> <p>The calculation will identify where the product was produced and will take the variable "Unit Production Costs" from the origin to valorize and calculate the "Costs of Goods Sold" within a legal entity, and based on the quantities sold.</p> <p>This way it excludes any internal margin made (based on the transfer pricing) and therefore do not account for the fixed production costs.</p>	Internal	<p>Only ex-PEPOL (BI4) [Integ. Contrib] with [Intra Group flag]='Y'</p>
	External	<p>ALL GBUs (BW) TOT - Contribution Margin Trade (IM) Externe + TOT - Contribution Margin Trade (IM) Internal part (CH)</p> <p>ex-PEPOL (BI4) [Integ. Contrib] with [Intra Group flag]='N'</p>
<p>Gross Margin</p> <p>Contribution Margin minus allocated Fixed Costs.</p>	Internal	<p>Only Novicare, Silica and Tech Sol (BW) TOT R400 Gross Margin Internal</p>
	External	<p>Only Novicare, Silica and Tech Sol (BW) TOT R400 Gross Margin External</p>
<p>Integrated Gross Margin</p> <p>The Integrated Gross Margin is the Integrated Contribution Margin minus allocated Fixed Costs.</p>	Internal	<p>Only Novicare, Silica and Tech Sol (BW) TOT - Gross Margin (IM) Internal part (NCH)</p>
	External	<p>Only Novicare, Silica and Tech Sol (BW) TOT R400 Gross Margin (IM) + TOT - Gross Margin (IM) Internal Part (CH)</p>
<p>Integrated Market Margin</p> <p>Refers to the Integrated Margin explained above however the variable "Cost of Goods Sold" are linked to market prices of raw materials and not the internal purchasing price</p>	Internal	<p>Only ex-PEPOL (BI4) [Market Contrib -CP-] with [Intra Group flag]='Y'</p>
	External	<p>Only ex-PEPOL (BI4) [Market Contrib -CP-] with [Intra Group flag]='N'</p>