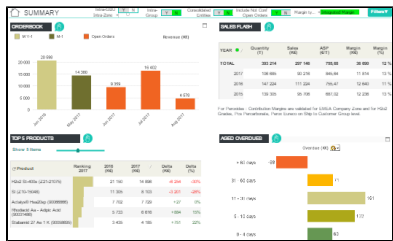


Exchange Rates



Process Owner

GBU Sales & Marketing / Finance

General Description

-The CRM Analytics Dashboard will convert data using the "CAR3 Monthly Average Exchange Rate".

The monthly average rate has been requested by Group Controlling, Finance directors, and has been validated by the CRM Champions. The main interest is to be more business oriented, with a monthly rate being well known by sales people.

This new method more accurately reflects the fluctuation of exchange rates month over month and the impact on selling prices in euros and on business performance.

Before the end of the current month, the rate is CAR3 M-1.

All the data coming from the P&L query (BW_QRY_MVCOPA01_0004) are moving to CAR 3 rate:

- Revenue & Margin in Sales performance
- Invoiced in Orderbook

-For any Sales Force related data (Opportunities, Quality):

The exchange rate on this data is uploaded once per year from Budget department and is a unique rate for the full year. This is provided each year in November.