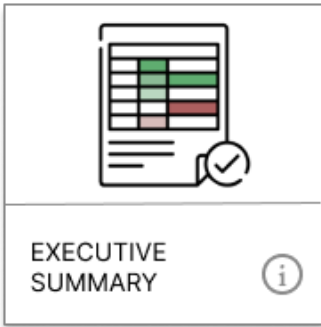


# Executive Summary

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**!** The aim the Executive Summary page is :

- Compare data between two periods for sales, ICM, and price-volume decomposition.
- Create a simplified view of the data at an aggregated view (GBU, Market and Region)

**Data accessibility is linked to the visibility model, if your profile does not allow to see Price-Volume Decomposition with ICM, you will not have access to this page!**

## Executive Summary - Navigation

Select 1) GBU(s) , 2) Time frame, 3) Level of detail, 4) Currency. Then evaluate the 5) Metrics of interest.

**1. SP, CM, PA, TS, CS, OG** (Product categories)

**2. Time frame** (Year over Year, Sequential Quarter)

**3. GBU, Market, Region** (GBU dropdown)

**4. Eur or USD** (Currency selection)

**5. Metrics of interest** (Table headers)

	Sales Sep 2023 (M€)	Sales Sep 2024 (M€)	Variance	ICM Sep 2023 (M€)	ICM Sep 2024 (M€)	Variance	ICM Sep 2023 (%)	ICM Sep 2024 (%)	Volumes (M€)	Price (M€)	Variable Costs (M€)
2024 vs. 2023	270 097	241 385	-28 713	112 107	89 740	-22 367	42%	37%	-1 916	-36 630	17 663
2023 vs. 2024	777 165	889 819	112 654	474 223	546 415	72 192	61%	61%	41 531	48 278	-15 234
Q4 2024 vs. Q4 2023	1 051 402	1 048 915	-2 487	460 353	471 260	10 908	44%	45%	58 207	-112 614	70 907
Q1 2025 vs. Q1 2024	343 206	313 680	-29 526	98 368	90 204	-8 164	29%	29%	66 005	-91 781	15 589
Q1 2025 vs. Q1 2024	2 333 022	1 982 120	-350 902	1 534 240	1 395 240	-139 000	66%	70%	-96 429	-155 320	140 096
Q1 2025 vs. Q1 2024	518 534	497 497	-21 036	290 155	288 343	-1 811	56%	58%	-321 847	-10 903	330 735

<sup>1</sup> Consview > Yes is the correct setting, and always predefined.



# Executive Summary - Navigation

Select 1) GBU(s) , 2) Time frame, 3) Level of detail, 4) Currency



## 1. SP, CM, PA, TS, CS, OG

A dropdown menu for GBU selection. The menu is open, showing a search bar and a list of categories. The categories are: Aroma Performance (PA), Composites Materials (CM), Novecare (CS), Oil & Gas (OG), Specialty Polymers (SP), and Technology Solutions (TS). The categories "Composites Materials (CM)" and "Specialty Polymers (SP)" are highlighted in green, with black arrows pointing to them.

## 2. Time frame

A menu for selecting a time frame. It is divided into two sections: "Year over Year" and "Sequential Quarter". Under "Year over Year", there are four options: "Sep 2024 YTD vs. Sep 2023 YTD", "2024 vs. 2023", "2025 vs. 2024", and "Q4 2024 vs. Q4 2023". Under "Sequential Quarter", there are two options: "Q4 2024 vs. Q3 2024" and "Q1 2025 vs. Q4 2024". A black arrow points to the "Sep 2024 YTD vs. Sep 2023 YTD" option.

## 3. GBU, Market, Region

A dropdown menu for selecting GBU, Market, and Region. The menu is open, showing a search bar and a list of options: "GBU", "GBU x Market", and "GBU x Market x Region". The "GBU x Market" option is highlighted in blue, with a black arrow pointing to it.

## 4. Eur or USD

A menu for selecting a currency. It has two tabs: "EUR" and "USD". The "EUR" tab is selected and highlighted in blue, with a black arrow pointing to it.