



# Kundenfallstudie von der Excel-Hölle zur integrierten Anwendung (Finanzkonsolidierung und Management Reporting / Planung)



Martin Winkler

Head Business Development

Martin Winkler verfügt über langjährige Erfahrungen im Bereich Finanzen und Controlling und hat im Laufe seiner Karriere für verschiedene Unternehmen Berichts- und Planungsprozesse optimiert.

In seiner jetzigen Position als Head of Business Development bei Apliqo berät er Unternehmen bei der Erstellung von betriebswirtschaftlichen Konzepten und technischen Umsetzung von CPM-Lösungen.

# Agenda

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## **Unternehmen**

Wer ist Apliqo und was können Sie von uns erwarten

## **Herausforderungen**

Welche Herausforderungen haben unsere Kunden

## **Ansätze**

Wie können diese Herausforderungen gemeistert werden

## **Apliqo Action**

Wie sieht Apliqo Lösungsansatz aus



# Apliqo

Intelligent Analytics and Planning

## Unternehmen



## Daten > harmonisieren

## Zusammenarbeit > effektiver

## Unternehmen > ausrichten

### About us

Founded in 2013      Focus on innovation

**Swiss** company      Mid to large companies, **many Fortune500**

5 Offices,  
(CH, DE, IN, AU, ISL)      Global customer base

Global Business partner network  
(NA, EU, APAC)      Focused on Finance

### Solution portfolio for Finance needs

<p>Office of Finance</p> <p><b>Apliqo C&amp;C</b></p> <p><b>Apliqo FPM</b></p>	<p>Business Intelligence with AI infusion</p> <p><b>Apliqo UX</b></p>
<p>Investment Office</p> <p><b>Apliqo LPPM</b></p>	

### End-to-End Offering

Software solutions

Consulting

Training

Managed services



# Kunden Übersicht – Anforderungen einheitlich





# Apliqo

Intelligent Analytics and Planning

## Herausforderungen



# Herausforderungen

## Daten Integration

- Verschiedene Datenquellen
- Fehlende Automatisierung
- Abstimmung Datenquellen
- Abstimmung Hierarchien
- Export aus Systemen
- Extra Infos in Dateien
- Manuelle Arbeiten

## Finanz Konsolidierung

- Datenqualität / Wartezeit
- Datenerfassung manuell
- Buchungen manuell
- IC-Abstimmungen
- Validierung
- Neue Strukturen (M&A)
- Audit Berichte / Disclosures

## Management Analyse

- Kontenplan (GuV, BS, CF)
- KPIs & Benchmark
- Business Dimensionen
- Drill Analyse
- Frontend "State of the Art"
- Dashboards
- Visualisierung

## Management Planung

- Plän(e) in Excel (Anzahl)
- Granularität vs. Ist
- Guv, Bilanz, CF
- Operative Pläne
- Iterationen Kollaboration
- Simulationen (Währungen)
- Szenarien

Qualität > Schnelligkeit > Business Modell > Flexibilität



# Apliqo

Intelligent Analytics and Planning

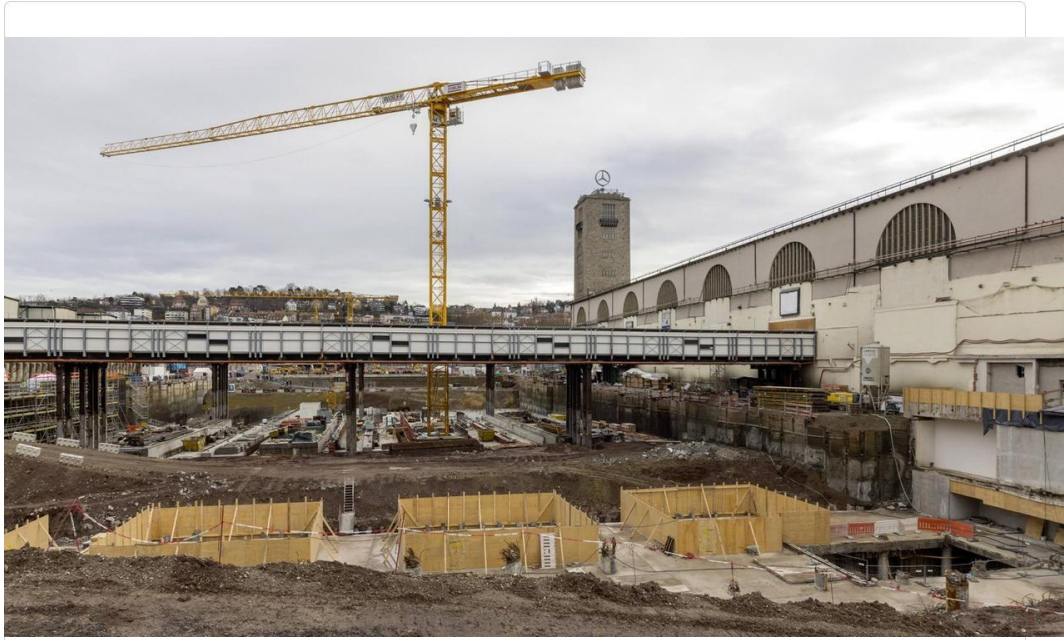
## Ansätze





# Ansätze

## Grüne Wiese



Weisses Papier  
Definition Anforderungen  
Analyse Layer  
Plan Layer und Ebenen  
Plan Philosophie

**RISIKO**  
**Individuell**  
**Verzettelung**

## Fertig - Haus / Business Modell



Daten Integration  
Business Modell  
Konsolidierung  
Management Analyse / Planung  
Frontend Templates

**SICHERHEIT**  
**Einheitlich**  
**Klarer Weg**

# Apliqo Lösung - Fertig – Haus / Business Modell

Finanz Konsolidierung	Management Analyse	Management Planung	Predictive Planung
<ul style="list-style-type: none"><li>Konso-Bereich</li><li>Daten laden</li></ul>	<ul style="list-style-type: none"><li>Finanzen (P&amp;L, BS, CF)</li><li>KPIs (ROCE)</li></ul>	<ul style="list-style-type: none"><li>Plan Tiefe / Philosophie</li><li>Projektionen (FC, BUD, LTP)</li></ul>	<ul style="list-style-type: none"><li>Zeitreihenanalyse</li><li>Ist anpassen / Outliners</li></ul>
<ul style="list-style-type: none"><li>IC-Abstimmungen</li><li>Disclosures / Notes</li><li>Journalbuchungen</li></ul>	<ul style="list-style-type: none"><li>Operativ (Kunde, Produkt)</li><li>Drill Analyse</li></ul>	<ul style="list-style-type: none"><li>Top Down &amp; Bottom Up</li><li>Plan Treiber</li></ul>	<ul style="list-style-type: none"><li>Statistische Modelle</li><li>Vorhersage berechnen</li></ul>
<ul style="list-style-type: none"><li>IC-Eliminierungen</li><li>Abschluss Berichte</li></ul>	<ul style="list-style-type: none"><li>Visualisierung (Konsistenz)</li><li>Visualisierung (Diagramme)</li><li>Kommentierung</li></ul>	<ul style="list-style-type: none"><li>Verteil Methoden</li><li>Szenario-Planung</li><li>Workflow</li></ul>	<ul style="list-style-type: none"><li>Genauigkeit überprüfen</li><li>Szenarien überprüfen</li><li>Modell / Human / Mix</li></ul>

**DATENANBINDUNG & AUTOMATISIERTES LADEN**



# Apliqo

Intelligent Analytics and Planning

## Apliqo Action





# Apliqo

Intelligent Analytics and Planning

## Apliqo Action Übersicht Datenintegration Dimension



# Apliqo Action

The screenshot displays the Apliqo UPM dashboard interface. At the top, there is a navigation bar with the Apliqo UPM logo and several menu items: Apliqo Settings, FP&A Planning, FP&A Demo, C&C Demo, Predictive Forecasting Demo, Projections, and Cost Allocation. The main content area features five cards, each representing a different functional area:

- Consolidation and Close**: Fast closing, reporting and disclosure of financial statements with improved efficiency and accuracy. (Linked to C&C Demo)
- Dashboards**: Provide valuable insights at a glance. Responsive design allows to consume dashboards on desktop and mobile devices. (Linked to Dashboard Examples)
- Reporting and Analytics**: Easily publish reports and powerful frontends for self-service analytics. (Linked to Report Demo)
- Planning**: Use driver-based models to create budgets and forecasts. Create and analyse different scenarios. (Linked to Scenario Planning Demo)
- Predictive Forecasting**: Predictive Demand Planning, Assess best AI/ML model fit, analyse forecast accuracy, drive scenarios with predictive data. (Linked to Predictive Forecasting Demo)

## Apliqo Lösung

1. Was ist drin in der Box

# Apliqo Action

App Launcher Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

Data Processing

Search... Clear Data Upload Data Load Data TB Check Unmapped Accounts Trial Balance Export

Cube (Measure) Trial Balance (TB) Show Accounts under Total GL Accounts Year 2023 Company Total Company Currency Local Currency

Op. Account	MOV											
	2023-M01	2023-M02	2023-M03	2023-M04	2023-M05	2023-M06	2023-M07	2023-M08	2023-M09	2023-M10	2023-M11	2023-M12
<b>- Total GL Accounts</b>	<b>159,315,114</b>	<b>(0)</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>(0)</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>
000008000 - Anlagen im Bau	2,089,747	7,897,194	6,183,149	6,181,178	12,621,158	22,735,724	0	0	0	0	0	0
0000012001 - Goodwill	0	0	(652,625)	0	0	(652,625)	0	0	0	0	0	0
0000013000 - Software	0	912,996	30,305	64,638	69,757	610,063	0	0	0	0	0	0
0000013001 - WB Software	(179,277)	(204,381)	(203,899)	(200,442)	(201,318)	(289,421)	0	0	0	0	0	0
0000013002 - Depr. Software	0	0	140,200	0	0	(31,105)	0	0	0	0	0	0
0000020021 - Depr. Buildings/Installations	0	0	(23,194)	0	0	(23,194)	0	0	0	0	0	0
0000041000 - Land	0	0	0	0	0	57,885	0	0	0	0	0	0
0000051000 - Technical equipment and machinery	108,903	21,577	149,661	0	0	0	0	0	0	0	0	0
0000051001 - Depr. technical equipment and machinery	(921,318)	(1,560,516)	(1,127,019)	(977,358)	(977,359)	(965,930)	(5,755)	(5,755)	(5,755)	(5,755)	(5,755)	0
0000055001 - Depr. Testing stations	(7,258)	(11,807)	(9,532)	(9,532)	(9,532)	(9,532)	0	0	0	0	0	0
0000061001 - Depr. vehicle fleet	(30,908)	(30,908)	(30,908)	(30,908)	(30,908)	(30,908)	0	0	0	0	0	0
0000061002 - Depr. vehicle fleet	0	0	35,184	0	0	66,949	0	0	0	0	0	0
0000062000 - Desktop systems	86,039	87,701	73,782	23,943	(13,352)	24,800	0	0	0	0	0	0
0000062001 - Depr. Desktop systems	(59,219)	(59,451)	(68,391)	(63,778)	(34,130)	(60,387)	(13,914)	(13,914)	(12,424)	(12,185)	(12,185)	(12,184)
0000062002 - EDP, Server Systems	0	0	(79,963)	0	0	35,073	0	0	5,718	70	505	67,001
0000063100 - EDP, IT-System	0	0	0	0	(436,613)	710,760	0	0	0	0	0	0
0000063101 - Depr. EDP, IT-Systems	(33,135)	(35,835)	(34,485)	(34,485)	402,128	(46,156)	(1,350)	(1,350)	(1,350)	(1,350)	(1,350)	(1,350)
0000066000 - Special tools/test equip. incl. min. F/	0	10,499	46,807	238,965	0	0	0	0	0	0	0	0
0000066001 - Depr. special tools/test equip. incl. m	(278,176)	(176,795)	(174,772)	(179,035)	(178,581)	(158,238)	(43,664)	(43,664)	(43,664)	(43,664)	(43,664)	(43,664)
0000066002 - Depr. special tools/test equip. incl. min. F/A	0	0	(899,736)	0	0	(1,107,027)	0	0	46,772	16,641	17,790	286,272
0000068000 - Other plant and office equipment	0	16,879	363,986	1,018,741	792,985	361,688	0	0	0	0	0	0
0000068001 - Depr. other plant and office equipment	(46,448)	(51,568)	(54,388)	(103,357)	(105,443)	(98,846)	(415)	(415)	(415)	(415)	(415)	(415)
0000068002 - Depr. other plant and office equipment	0	0	(114,677)	0	0	(112,778)	0	0	(10)	(8)	6	2,568
0000080001 - Re-class Prepayments for non-current asse...	0	0	(46)	0	0	(12)	0	0	0	0	0	0
0000202000 - Raw materials	20,624,387	(29,791,646)	(24,023,347)	8,320,376	(12,658,032)	(16,368,433)	15	0	0	0	0	0
0000202001 - VA, raw materials	0	0	10,265,249	0	(52)	0	0	0	0	0	0	(2)
0000202100 - WB Lagerbestand (Warendrittel)	0	0	9,737,547	0	0	(21,888,001)	0	0	19,749	5,448	5,652	(205,230)
0000210000 - Unfinished goods	15,943,833	6,391,946	(11,432,256)	(2,293,261)	(5,161,774)	(3,970,133)	18,615	849	0	2,647	5,789	12,858
0000210001 - VA, unfinished goods	0	0	8,260,833	0	0	0	0	0	0	0	0	56,110
0000210100 - Ware in Arbeit	(11,646,151)	13,911,189	(721,800)	2,773,063	7,070,059	(19,477,496)	0	0	0	0	0	0
0000211000 - Finished products	(4,625,641)	1,112,174	(4,178,623)	4,705,256	7,157,895	(8,652,626)	1,349	0	0	0	0	0

## Datenintegration

1. Alle Source Systeme
2. Ladeprozesse
3. Upload Files

# Apliqo Action

Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

Chart of Accounts

Search... | Columns | Unmapped Accounts | Map | Dimension In Sync | Process CoA Update | Subsets | Manage Attributes | Update Flags | Export

Show Subset | Subset balance sheet | Format Format 1 (blue)

Account	System						Fixed Asset Class Mapping	Attributes		System	
	AccountInfo	More	Sort	Map	Add	Delete		Description	Account link to plan dimension	Plan Type	
- 9999 Total - All Accounts Total	1	MGMTTB						All Accounts Total	9999 Total		
- 9999 - All Accounts Total excl CTA	1	ALLEXCTA						All Accounts Total excl CTA	9999		
- 1999 - TOTAL ASSETS	1	TOTASSETS						TOTAL ASSETS	1999		
- 1199 - TOTAL CURRENT ASSETS	1	CURRASSETS						TOTAL CURRENT ASSETS	1199		
+ 1110 - Cash and cash equivalents	2	STCASH CASH						Cash and cash equivalents	1110		
+ 1112 - Short-term bank investments	2							Short-term bank investments	1112		
+ 1115 - Securities	2							Securities	1115		
- 1120 - Accounts receivable trade - Third parties	2	AR						Accounts receivable trade - Third parties	1120		
0000242100 - Trade acc. receiv. 3rd P/North America	2							Trade acc. receiv. 3rd P/North America	1120		
0000242110 - Correction trade acc. receiv. 3rd P/Nor	2							Correction trade acc. receiv. 3rd P/Nor	1120		
0000242130 - Trade acc. receiv. 3rd P/abroad	2							Trade acc. receiv. 3rd P/abroad	1120		
0000242140 - Correction trade acc. receiv. 3rd P/abr	2							Correction trade acc. receiv. 3rd P/abr	1120		
0000242141 - Trade acc. receiv. 3rd P/abroad up to 1 year	2							Trade acc. receiv. 3rd P/abroad up to 1 year	1120		
0000249100 - Gen. allow. doubtful acc. 3rd P/abroad	2							Gen. allow. doubtful acc. 3rd P/abroad	1120		
1120_N - Accounts receivable trade - Third parties (Entry)	2							Accounts receivable trade - Third parties (Entry)	1120		
+ 1130 - Accounts receivable trade - Intercompany	2							Accounts receivable trade - Intercompany	1130		
+ 1135 - Accounts receivable trade - Associated companies	2							Accounts receivable trade - Associated companies	1135		
+ 1140 - Other current receivables - Third parties	2							Other current receivables - Third parties	1140		
+ 1150 - Other current receivables - Intercompany	2							Other current receivables - Intercompany	1150		
+ 1155 - Other current receivables - Associated companies	2							Other current receivables - Associated companies	1155		
+ 1158 - Prepayments to vendors - Third parties	2							Prepayments to vendors - Third parties	1158		
+ 1160 - Inventories	2	INV						Inventories	1160		
+ 1165 - Contracts pending	2							Contracts pending	1165		
+ 1170 - Accrued income and prepaid expenses	2							Accrued income and prepaid expenses	1170		
+ 1190 - Tax receivables	2							Tax receivables	1190		
+ 1299 - TOTAL NON CURRENT ASSETS	1	NONCURRASSETS						TOTAL NON CURRENT ASSETS	1299		
- 2999 - TOTAL LIABILITIES AND EQUITY	1							TOTAL LIABILITIES AND EQUITY	2999		
+ 2199 - TOTAL CURRENT LIABILITIES	1	CURRLIAB						TOTAL CURRENT LIABILITIES	2199		
+ 2299 - TOTAL NON CURRENT LIABILITIES	1							TOTAL NON CURRENT LIABILITIES	2299		
- 2399 - TOTAL EQUITY	1	TOTEQUITY						TOTAL EQUITY	2399		
+ 2389 - Total Minority interests	2							Total Minority interests	2389		

< Back | Next > | Cancel

## Dimensionen/Hierarchien

1. Kontenplan
2. GuV, Bilanz

# Apliqo Action

Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation | Admin

Chart of Accounts

Search... | Columns | Unmapped Accounts | Map | Dimension in Sync | Process CoA Update | Subsets | Manage Attributes | Update Flags | Export

Show: Main Rollups | Subset: balance sheet | Format: Format 1 (blue)

Account	System						Attributes		System	
	AccountInfo	More	Sort	Map	Add	Delete	Description	Account link to plan dimensic	Plan Type	
- CF7999 - Net increase in cash and cash equivalents	1				+		Net increase in cash and CF7999			
- CF4999 - Net cash flows from operating activities	1	CFO			+		Net cash flows from ope CF4999			
+ CF1999 - Profit before tax	1				+		Profit before tax CF1999			
+ CF2999 - Non-cash adjustment to reconcile profit before tax to net cash flows	1				+		Non-cash adjustment to CF2999			
- CF3999 - Working capital adjustments:	1				+		Working capital adjustm CF3999			
- CF3000 - Increase / (decrease) in trade and other receivables and prepayments	1				+		Increase / (decrease) in t CF3000			
- 1120 - Accounts receivable trade - Third parties	2	AR			+		Accounts receivable trac 1120			
0000242100 - Trade acc. receiv. 3rd P/North America	2						Trade acc. receiv. 3rd P/ 1120			
0000242110 - Correction trade acc. receiv. 3rd P/Nor	2						Correction trade acc. rec 1120			
0000242130 - Trade acc. receiv. 3rd P/abroad	2						Trade acc. receiv. 3rd P/ 1120			
0000242140 - Correction trade acc. receiv. 3rd P/abr	2						Correction trade acc. rec 1120			
0000242141 - Trade acc. receiv. 3rd P/abroad up to 1 year	2						Trade acc. receiv. 3rd P/ 1120			
0000249100 - Gen. allow. doubtful acc. 3rd P/abroad	2						Gen. allow. doubtful acc. 1120			
1120_N - Accounts receivable trade - Third parties (Entry)	2						Accounts receivable trac 1120			
+ 1130 - Accounts receivable trade - Intercompany	2				+		Accounts receivable trac 1130			
+ 1135 - Accounts receivable trade - Associated companies	2				+		Accounts receivable trac 1135			
+ 1140 - Other current receivables - Third parties	2				+		Other current receivable 1140			
+ 1150 - Other current receivables - Intercompany	2				+		Other current receivable 1150			
+ 1155 - Other current receivables - Associated companies	2				+		Other current receivable 1155			
+ 1158 - Prepayments to vendors - Third parties	2				+		Prepayments to vendors 1158			
+ 1170 - Accrued income and prepaid expenses	2				+		Accrued income and pre 1170			
+ CF3100 - Increase / (decrease) in inventories	1				+		Increase / (decrease) in i CF3100			
+ CF3200 - Increase / (decrease) in trade and other payables	1				+		Increase / (decrease) in t CF3200			
+ CF4000 - Interest received	1				+		Interest received CF4000			
+ CF4100 - Interest tax paid	1				+		Interest tax paid CF4100			
+ CF5999 - Net cash flows used in investing activities	1	CFI			+		Net cash flows used in ir CF5999			
+ CF6999 - Net cash flows from / (used in) financing activities	1	CFE			+		Net cash flows from / (u: CF6999			

< Back | Next > | Cancel

## Dimensionen/Hierarchien

1. Kontenplan
2. CF



# Apliqo Action

The screenshot displays the Apliqo UPM interface. At the top, there are navigation tabs for 'Apliqo Settings', 'FP&A Planning', 'FP&A Demo', 'C&C Demo', 'Predictive Forecasting Demo', 'Projections', and 'Cost Allocation'. The main area is titled 'Chart of Accounts' and shows a list of KPIs under the heading 'FIN CoA Map: FIN KCoA'. An 'Edit KPI' dialog box is open in the foreground, showing the configuration for a KPI named 'Inventory in Days'. The dialog includes fields for 'Description', 'Calculation' (A/abs(B)\*30), and 'Format' (c:####.#). It also has dropdown menus for 'A' (C3\_INV - Inventories), 'B' (C3\_COGS - Total cost of mat...), and 'Format' (c:####.#). Buttons for 'Cancel' and 'Save' are at the bottom.

	Edit	Delete	Description[en]	Description[de]	Description[ja]										
+ C3KPI_P&L - Profit & Loss KPIs															
+ C3KPI_Operational KPI - Operational KPI															
+ C3KPI_Balance Sheet - Balance Sheet KPI															
+ C3KPI_Financing and Leverage - Financing and Leverage KPI															
+ C3KPI_Ratios - Ratios KPI															
+ C3KPI_Return - Returns and Yields KPI															
+ C3KPI_Special KPI - Special KPI															
+ C3KPI_Cashflow - Cashflow KPIs															
- C3KPI_Liquidity Analysis - Liquidity Analysis KPI															
+ C3KPI_QUICK - Quick Ratio	✓	✗	Quick Ratio	Liquidität 2. Grades		(A+B)/abs(C)	C3KPI_OpCASH	C3_AR	C3_CURRLIAB			✓	1		Admin
+ C3KPI_DSO - Days Sales Outstanding (en)	✓	✗	Days Sales Outstandii	Forderungslaufzeit	売上残高日数	A/abs(B)*30	C3_AR	C3_REV				✓	1		Admin
+ C3KPI_DII - Inventory in Days	✓	✗				A/abs(B)*30	C3_INV	C3_COGS				✓	1		Admin
+ C3KPI_DPO - Credit Sales Outstanding	✓	✗				A/abs(B)*30	C3_AP	C3_COGS				✓	1		Admin
+ C3KPI_CCC - Cash Conversion Cycle in Days	✓	✗				A+B-C	C3KPI_DSO	C3KPI_DII	C3KPI_DPO			✓	1		Admin
+ C3KPI_NWCT - Networking Capital Turn	✓	✗				A/abs(B)	C3_REV	C3KPI_NWC				✓	1		Admin
+ C3KPI_CURR - Current Ratio	✓	✗				A/abs(B)	C3_CURRASSETS	C3_CURRLIAB				✓	1		Admin
+ C3KPI_Test1	✓	✗													

Dimensionen/Hierarchien

1. Kontenplan
2. KPIs

# Apliqo Action

The screenshot shows the Apliqo UPM interface with a table of company data. The table has columns for Company, Code and Description, Constant Scale, CurrencyISOCode, Description, GL Data Source, Load CB Flag, Short Descriptor, Skip Yearly Rollover, and Total FIN Compar. The data is organized into a hierarchy starting with 'Total FIN Company' and 'NA FIN Company', followed by various company codes and descriptions.

Company	Code and Description	Constant Scale	CurrencyISOCode	Description	GL Data Source	Load CB Flag	Short Descriptor	Skip Yearly Rollover	Total FIN Compar
Total FIN Company	Total Company			Total FIN Company					Total FIN Compar
NA FIN Company	NA Company		USD	Dummy Company					DUMMY
1000	1000 - Xeno AG		CHF	Xeno AG					XECH
1010	1010 - Xeno Holding AG		CHF	Xeno Holding AG					XEHO
2000	2000 - Xeno NA Inc.		USD	Xeno NA Inc.					XEUS
4000	4000 - Xeno Japan Inc.		JPY	Xeno Japan Inc.					XEJP
6000	6000 - Xeno Germany AG		EUR	Xeno Germany AG					XEDE
9400	9400 - Xeno Load SQL		JPY	Xeno Load SQL					XESQ
9500	9500 - Xeno Liquids Ltd		CHF	Xeno Liquids Ltd					XELQ
9600	9600 - Xeno Load CB		EUR	Xeno Load CB		Y			XECB

**Dimensionen/Hierarchien**

1. Gruppe und Firmen

# Apliqo Action

APLIQO UPM

Appliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

FIN BSEG 1

View Structure | Overwrite Attribute | Security | Search... | Settings | Build Dimension | Subsets | Export

Subsets | All C Elements | Attribute | Caption

Cost Center	Caption	Code and Description	Constant Scale	CSV Source	Description	Description[de]
- Total FIN BSEG 1	Total Cost Center	Total Cost Center		FIN BSEG 1.csv	Total Cost Center	
NA FIN BSEG 1	NA Cost Center	NA Cost Center		FIN BSEG 1.csv	NA Cost Center	
+ 10	COGS	10 - COGS		FIN BSEG 1.csv	COGS	
- 20	S&M	20 - S&M		FIN BSEG 1.csv	S&M	
+ 2010	CEO	2010 - CEO		FIN BSEG 1.csv	CEO	2010
- 2020	Marketing	2020 - Marketing		FIN BSEG 1.csv	Marketing	2020
CH150	Marketing CH150	CH150 - Marketing CH150		FIN BSEG 1.csv	Marketing CH150	2020
CH151	Marketing Fairs	CH151 - Marketing Fairs		FIN BSEG 1.csv	Marketing Fairs	2020
CH152	Marketing Print	CH152 - Marketing Print		FIN BSEG 1.csv	Marketing Print	2020
CH153	Marketing Online	CH153 - Marketing Online		FIN BSEG 1.csv	Marketing Online	2020
CH300	Marketing (old)	CH300 - Marketing (old)		FIN BSEG 1.csv	Marketing (old)	2020
GE113	Head of Marketing	GE113 - Head of Marketing		FIN BSEG 1.csv	Head of Marketing	2020
+ 2030	Sales	2030 - Sales		FIN BSEG 1.csv	Sales	2030
+ 2040	Sales - NA	2040 - Sales - NA		FIN BSEG 1.csv	Sales - NA	2040
+ 2050	Sales Channel	2050 - Sales Channel		FIN BSEG 1.csv	Sales Channel	2050
+ 2060	Sales GA/KA	2060 - Sales GA/KA		FIN BSEG 1.csv	Sales GA/KA	2060
+ 2070	Sales Japan	2070 - Sales Japan		FIN BSEG 1.csv	Sales Japan	2070
+ 30	R&D	30 - R&D		FIN BSEG 1.csv	R&D	30
+ 40	GA	40 - GA		FIN BSEG 1.csv	GA	40
+ 99	ILV	99 - ILV		FIN BSEG 1.csv	ILV	NA FIN BSEG 1
+ Not Allocated	Not Allocated			FIN BSEG 1.csv	Not Allocated	NA FIN BSEG 1

## Dimensionen/Hierarchien

- 1 Kostenstellen
- 2 Profit Center

# Apliqo Action

FIN BSEG 2

View Structure Overwrite Attribute Security Search... Settings Build Dimension Subsets Export

Customer	Caption	Code and Description	Constant Scale	CSV Source	Description	FIN BSEG 2 Plan ID	iso-a2 Map
- Total FIN BSEG 2	Total Customer	Total Customer		FIN BSEG 2.csv	World	Total FIN BSEG 2 Plan	
+ 1	EMEA	1 - Europe		FIN BSEG 2.csv	Europe	1	EU euro
- 2	NA	2 - North America		FIN BSEG 2.csv	North America	2	NA nort
+ 20	IC NA	20 - IC NA		FIN BSEG 2.csv	IC NA	NA FIN BSEG 2 Plan	
- 21	Canada	21 - Canada		FIN BSEG 2.csv	Canada	21	CA
210001	Adventure Electronics	210001 - Adventure Electronics		FIN BSEG 2.csv	Adventure Electronics	21	
210002	Best Buy Canada	210002 - Best Buy Canada		FIN BSEG 2.csv	Best Buy Canada	21	
210003	The Source Electronics Inc.	210003 - The Source Electronics Inc.		FIN BSEG 2.csv	The Source Electronics Inc.	21	
210004	Henry's	210004 - Henry's		FIN BSEG 2.csv	Henry's	21	
210005	Kobo Inc.	210005 - Kobo Inc.		FIN BSEG 2.csv	Kobo Inc.	21	
219999	Direct Sales Canada	219999 - Direct Sales Canada		FIN BSEG 2.csv	Direct Sales Canada	21	
+ 22	USA	22 - USA		FIN BSEG 2.csv	USA	22	US
+ 3	APAC	3 - Asia		FIN BSEG 2.csv	Asia	3	AS asia
+ 4		4 - Oceania			Oceania	4	OC ocea
+ 9	No Region	9 - No Region		FIN BSEG 2.csv	No Region	NA FIN BSEG 2 Plan	

Dimensionen/Hierarchien

1. Kunden

# Apliqo Action

App Launcher Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation | Admin

FIN BSEG 3

View Structure | Overwrite Attribute | Security | Search... | Settings | Build Dimension | Subsets | Export

Subsets | All C Elements | Attribute | Caption

Product	Caption	Code and Description	Constant Scale	CSV Source	Description	FIN BSEG 3 Plan ID	ODBC Source
- Total FIN BSEG 3	Total Product	Total Product		FIN BSEG 3.csv	Total Product	Total FIN BSEG 3 Plan	
- Hardware				FIN BSEG 3.csv		Hardware	
- 100	Total Consoles	100 - Total Consoles		FIN BSEG 3.csv	Total Consoles	Hardware	ODBC Data
100001	Xeno Avata X	100001 - Xeno Avata X		FIN BSEG 3.csv	Xeno Avata X	Hardware	ODBC Data
100002	Xeno Gametop	100002 - Xeno Gametop		FIN BSEG 3.csv	Xeno Gametop	Hardware	ODBC Data
100003	Xeno Paradox	100003 - Xeno Paradox		FIN BSEG 3.csv	Xeno Paradox	Hardware	ODBC Data
+ 200	Total Extras	200 - Total Extras		FIN BSEG 3.csv	Total Extras	Hardware	
Hardware_N				FIN BSEG 3.csv		NA FIN BSEG 3 Plan	ODBC Data
- Software				FIN BSEG 3.csv		Software	
- 300	Total Games	300 - Total Games		FIN BSEG 3.csv	Total Games	Software	ODBC Data
+ 3001	Total Games Avata X	3001 - Total Games Avata X		FIN BSEG 3.csv	Total Games Avata X	Software	ODBC Data
+ 3002	Total Games Gametop	3002 - Total Games Gametop		FIN BSEG 3.csv	Total Games Gametop	Software	ODBC Data
+ 3003	Total Games Paradox	3003 - Total Games Paradox		FIN BSEG 3.csv	Total Games Paradox	Software	ODBC Data
+ 400	Total DLC	400 - Total DLC		FIN BSEG 3.csv	Total DLC	Software	
Software_N				FIN BSEG 3.csv		NA FIN BSEG 3 Plan	ODBC Data
IC ELIM FIN BSEG 3				FIN BSEG 3.csv		NA FIN BSEG 3 Plan	ODBC Data
NA FIN BSEG 3	NA Product	NA Product		FIN BSEG 3.csv	NA Product	NA FIN BSEG 3 Plan	ODBC Data
+ Action Cameras	Xeno ZoomPro	Action Cameras - Xeno ZoomPro			Xeno ZoomPro	Action Cameras	

Dimensionen/Hierarchien

1. Produkt

# Apliqo Action

IC / Channel	Caption	Alias Predictive	Code and Description	CSV Source	Description	FIN BSEG 4 Plan ID
— Total IC / Channel	Total IC / Channel	Total IC / Channel	Total FIN BSEG 4 - Total IC / Channel	FIN BSEG 4.csv	Total IC / Channel	Total FIN BSEG 4 Plan
— Direct Sales	Direct Sales		1 - Direct Sales	FIN BSEG 4.csv	Direct Sales	NA FIN BSEG 4 Plan
— Xeno Website Sales	Xeno Website Sales		11 - Xeno Website Sales	FIN BSEG 4.csv	Xeno Website Sales	NA FIN BSEG 4 Plan
Xeno Website Sales - Digital	Xeno Website Sales - Digital		111 - Xeno Website Sales - Digital	FIN BSEG 4.csv	Xeno Website Sales - Digital	NA FIN BSEG 4 Plan
Xeno Website Sales - Physical	Xeno Website Sales - Physical	On-Trade	112 - Xeno Website Sales - Physical	FIN BSEG 4.csv	Xeno Website Sales - Physical	NA FIN BSEG 4 Plan
+ Xeno eStore Sales	Xeno eStore Sales		12 - Xeno eStore Sales	FIN BSEG 4.csv	Xeno eStore Sales	NA FIN BSEG 4 Plan
+ Retail Sales	Retail Sales		2 - Retail Sales	FIN BSEG 4.csv	Retail Sales	NA FIN BSEG 4 Plan
+ InterCompany Sales	InterCompany Sales		9 - InterCompany Sales	FIN BSEG 4.csv	InterCompany Sales	NA FIN BSEG 4 Plan
Intercompany Elimination FIN BSEG 3	Intercompany Elimination FIN BSEG 3		IC ELIM FIN BSEG 4 - Intercompany Elimination FI	FIN BSEG 4.csv	Intercompany Elimination FIN	NA FIN BSEG 4 Plan
NA IC / Channel	NA IC / Channel	NA IC / Channel	NA FIN BSEG 4 - NA IC / Channel	FIN BSEG 4.csv	NA IC / Channel	NA FIN BSEG 4 Plan

**Dimensionen/Hierarchien**  
1. Distribution Kanäle



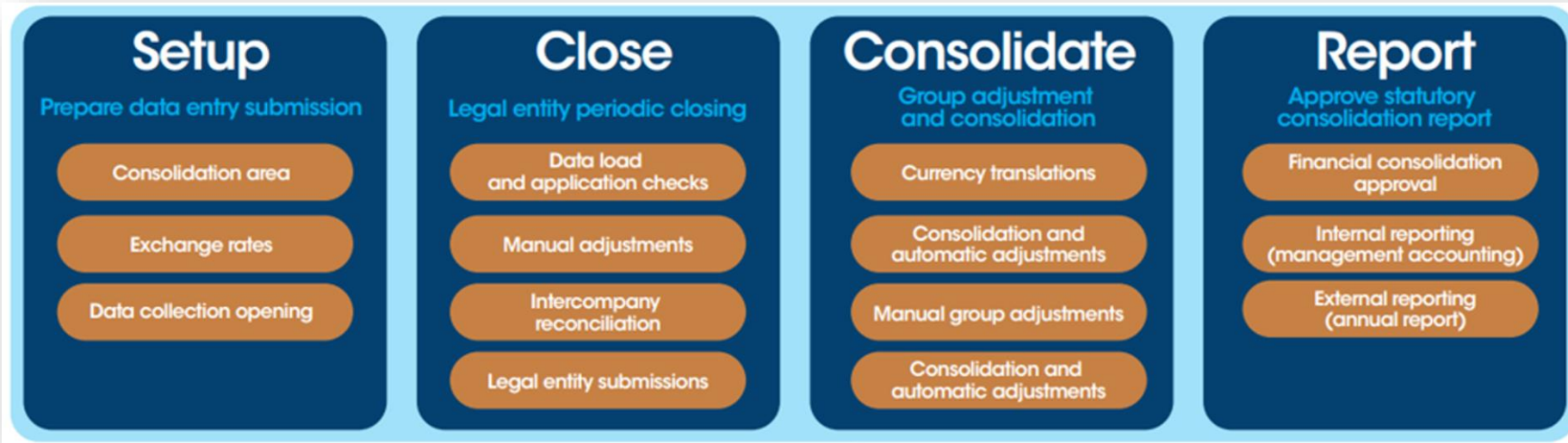
# Apliqo

Intelligent Analytics and Planning

## Apliqo Action Finanz Konsolidierung



# Apliqo Action



## Finanzkonsolidierung

1. Vorgegebener Prozess
2. WP-Anforderungen
3. Tool mit Logik anstelle Excel Konsolidierung



# Apliqo Action

The screenshot displays the Apliqo UPM C&C Dashboard. On the left, a table lists companies with their current process status. A dropdown menu is open over the 'C&C Demo' tab, showing various actions like 'Submission Setup', 'Bulk Data Load', and 'IC Reconciliation'. The main area shows a 'Financial Statements' table with columns for 'Account', 'REPORTED VALUES PLUS COMPANY ADJS', 'TOTAL CURRENCY CONVERTED VALUES', and 'TOTAL CONTRIBUTIO'.

Account	+ REPORTED VALUES PLUS COMPANY ADJS	+ TOTAL CURRENCY CONVERTED VALUES	+ TOTAL CONTRIBUTIO
- BALANCE SHEET	-0.00	-0.00	-0.00
- TOTAL ASSETS	2,780,588,291.15	2,716,313,727.65	466,972,276.00
+ TOTAL CURRENT ASSETS	1,952,187,670.97	1,871,992,421.66	171,596,105.00
+ TOTAL NON CURRENT ASSETS	828,400,620.18	844,321,306.00	295,376,170.00
- TOTAL LIABILITIES AND EQUITY	2,780,588,291.15	2,716,313,727.65	466,972,276.00
+ TOTAL CURRENT LIABILITIES	561,101,699.84	554,291,050.68	-486,264,941.00
+ TOTAL NON CURRENT LIABILITIES	627,233,790.77	637,850,820.54	323,028,787.00
+ TOTAL EQUITY	1,592,252,800.54	1,524,171,856.44	630,208,429.00
Plug intercompany BS	0.00	0.00	0.00
- PROFIT AND LOSS	4,026,145.69	13,512,194.44	6,321,446.00
- PROFIT AFTER TAXES (PAT)	4,026,145.69	13,512,194.44	6,321,446.00
- PROFIT BEFORE TAXES (PBT)	3,744,882.07	13,242,431.48	6,186,564.00
- EBIT	3,609,094.57	13,106,346.32	6,118,536.00
- EBITDA	17,388,956.39	27,162,695.37	13,646,710.00
+ TOTAL OPERATING EXPENSES	-109,593,621.79	-100,940,784.52	-50,408,912.00
- GROSS PROFIT	126,982,578.18	128,103,479.89	64,055,623.00
+ TOTAL OPERATING INCOME	375,386,296.18	375,299,516.69	169,654,710.00
+ TOTAL COST OF MATERIAL ...	-248,403,718.00	-247,196,036.80	-105,599,087.00
+ TOTAL DEPRECIATION, AMORT...	-13,779,861.82	-14,056,349.06	-7,528,174.00
Plug intercompany PL	0.00	0.00	0.00
+ TOTAL FINANCE-INCOME AND -E...	-5,890.93	-7,552.06	-3,790.00
+ TOTAL GROUP CHARGES	0.00	0.00	0.00
+ TOTAL extraordinary result	141,678.43	143,637.22	71,818.00
+ TOTAL TAXES	281,263.62	269,762.96	134,882.00
PROFIT AFTER TAXES - ATTRIBUTABLE ...	4,026,145.69	13,512,194.44	6,321,446.00
PAT attributable to minority interests	0.00	0.00	0.00

## Finanzkonsolidierung

1. Dashboard
2. Status Übersicht

# Apliqo Action

**Bulk Data Load**

1

Search... Columns Clear demo data Load Data Export

Scenario ACTUAL - Actual Year 2020 Period M02 - February Group BASE Measure Value

Company	BALANCE SHEET	TOTAL ASSETS	TOTAL LIABILITIES AND EQUITY	PROFIT AND LOSS	Details	Status Process Level	Status Date	DataLoadType	Last Run Date	Last Run User	Last Run Message
1000 - Xeno AG	-0.00	795,015,341.30	795,015,341.30	37,050,991.07		Open (Data Loaded)	2024 FEB 8, 07:40:30	AUTOMATIC	2023-SEP-13 08:08:10	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. Ru
1010 - Xeno Holding AG	0.00	435,221,271.32	435,221,271.32	-6,570,178.02		Open	2024 FEB 8, 07:24:11	AUTOMATIC	2023-SEP-13 08:08:14	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. Ru
2000 - Xeno NA Inc.	-0.00	52,727,261.49	52,727,261.50	-5,354,289.07		Open (Data Loaded)	2024 FEB 8, 07:40:34	AUTOMATIC	2023-SEP-13 08:08:18	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. Ru
4000 - Xeno Japan Inc.	0.00	84,360,091.00	84,360,091.00	-10,629,640.00		Open (Data Loaded)	2024 AUG 13, 18:31:24	MANUAL			
6000 - Xeno German...	0.00	318,598,268.54	318,598,268.54	-17,697,868.29		Open (Data Loaded)	2024 FEB 8, 07:40:36	AUTOMATIC	2023-SEP-13 08:08:20	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. Ru
7000 - Xeno Multi	0.00	0.00	0.00	0.00		Open	2024 FEB 8, 07:24:11	AUTOMATIC	2023-SEP-13 08:08:23	User Admin	Data load finished with error! - Step 1. Clear Conso Pack. Ru
Test	0.00	0.00	0.00	0.00							

Execute Process CON sys.Upload\_From\_DW.01 Main

Load Data: This will load data from SAP.

Scenario: ACTUAL  
Year: 2020  
Period: M02  
Entity: GROUP

Cancel Load Data

< Back Next >

## Finanzkonsolidierung

### 1. Datenintegration Source System

# Apliqo Action

Entity Data Submission

Load Trial Balance      Data Load Reports      Disclosures      Submit

1      2      3      4

Search...    Columns    Upload from Excel    Validate    Load    Export

Scenario: ACTUAL    Year: 2020    Period: M02 - February    Company: 4000 - Xeno Japan Inc.

#	Local account	Description of Local account	Local currency amount	Local icp	Local flow (or area geo or destination)
1	L0001	おはようございます	5,000,000.00		
2	L0002	こんにちは	6,000,000.00		
3	L0003	いい天気ですね	738,574.00		
4	L0004	元気ですか	5,615,046.00		
5	L0005	久しぶり 1010	11,141,337.00		
6	L0006	久しぶり 1000	10,000,000.00		
7	L0007	久しぶり 6000	10,000,000.00		
8	L0008	こんばんは	4,391,312.00		
9	L0009	おやすみなさい	27,505,355.00		
10	L0010	じゃまた	58,800.00		
11	L0011	ただいまー	669,667.00		
12	L0012	おかえりなさい	3,240,000.00		
13	L0013	失礼します	19,470.00		
14	L0014	お疲れ様でした	4,365,759.00		
15	L0015	行ってきます	11,000,000.00		
16	L0016	行ってらっしゃい	52,920.00		
17	L0017	ありがとうございます	40,000,000.00		
18	L0018	ごめんなさい	39,551,582.00		
19	L0019	いいですよ	-10,629,640.00		
20	L0020	だめです	124,500.00		
21	L0021	もう一度お願いします	-536,984.00		
22	L0022	ゆっくりお願いします	-29,178.00		
23	L0023	わかりません	-21,160.00		
24	L0024	良かった	-6,478,704.00		
25	L0025	どうぞ、お願いします、ください	-813,538.00		
26	L0026	すみません	-879,182.00		
27	L0027	どういたしまして	-160,000.00		
28	L0028	少し日本語を話します	-125,528.00		

< Back    Validate

Upload from Excel

Scenario: ACTUAL    Year: 2020    Period: M02    Company: 4000

Load data from Excel

Drag file here or select...

Please use a properly formatted source file.

Row Dimension 1: CON Transactions Nr

Column Dimension 1: CON Transactions Measure

## Finanzkonsolidierung

### 1. Datenintegration File Upload

# Apliqo Action

**Bulk Data Load**

Bulk Data Load

Search... Columns Clear demo data Load Data Export

Scenario: ACTUAL - Actual Year: 2020 Period: M02 - February Group: BASE Measure: Value

1B.	Company	- BALANCE SHEET	+ TOTAL ASSETS	+ TOTAL LIABILITIES AND EQUITY	+ PROFIT AND LOSS	Details	Status	Process Level	Status Date	DataLoadType	Last Run Date	Last Run User	Last Run Message
1C.	1000 - Xeno AG	-0.00	795,015,341.30	795,015,341.30	37,050,991.07		Open (Data Loaded)		2024 FEB 8, 07:40:30	AUTOMATIC	2023-SEP-13 08:08:10	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. R
	1010 - Xeno Holding AG	0.00	435,221,271.32	435,221,271.32	-6,570,178.02		Open		2024 FEB 8, 07:24:11	AUTOMATIC	2023-SEP-13 08:08:14	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. R
1D.	2000 - Xeno NA Inc.	-0.00	52,727,261.49	52,727,261.50	-5,354,289.07		Open (Data Loaded)		2024 FEB 8, 07:40:34	AUTOMATIC	2023-SEP-13 08:08:18	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. R
	4000 - Xeno Japan Inc.	0.00	84,360,091.00	84,360,091.00	-10,629,640.00		Open (Data Loaded)		2024 AUG 13, 18:31:24	MANUAL			
	6000 - Xeno German...	0.00	318,598,268.54	318,598,268.54	-17,697,868.29		Open (Data Loaded)		2024 FEB 8, 07:40:36	AUTOMATIC	2023-SEP-13 08:08:20	User Admin	Data load finished successfully! - Step 1. Clear Conso Pack. R
1E.	7000 - Xeno Multi	0.00	0.00	0.00	0.00		Open		2024 FEB 8, 07:24:11	AUTOMATIC	2023-SEP-13 08:08:23	User Admin	Data load finished with error! - Step 1. Clear Conso Pack. R

**Details**

Group: BASE Company: 2000 - Xeno NA Inc. Scenario: ACTUAL Year: 2020 Period: M02 Process: LC Account Detail: CLO BSEG: No Detail 1 IC: ICP\_TOT

Balance Sheet			Profit and Loss		
Account	Value	Value	Account	Value	Value in Parent Currenc
- ACCOUNTS	118,594,644.55		- PROFIT AND LOSS	-5,354,289.07	-5,210,258.69
- BALANCE SHEET	-0.00		- PROFIT AFTER TAXES (PAT)	-5,354,289.07	-5,210,258.69
- BALANCE SHEET	-0.00		- PROFIT BEFORE TAXES (PBT)	-5,350,091.51	-5,206,174.03
- TOTAL ASSETS	52,727,261.49		- EBIT	-5,350,091.51	-5,206,174.03
- TOTAL CURRENT ASSETS	52,061,808.61		- EBITDA	-5,304,480.87	-5,161,790.30
Accounts receivable trade - Third parties	27,004,251.99		- GROSS PROFIT	726,415.66	706,875.08
Accounts receivable trade - Intercompany	16,028,309.28		- TOTAL OPERATING INCOME	28,172,161.66	27,414,330.50
+ Inventories	61,557.41		- TOTAL OPERATING REVENUES	28,172,161.66	27,414,330.50
Contracts pending	0.00		- Total Hardware Sales	28,178,626.5	27,420,621.45
Cash and cash equivalents	8,967,689.93		Sales - Third parties Switzerland	28,178,626.5	27,420,621.45
- TOTAL NON CURRENT ASSETS	665,452.88		+ Other Adjustments Operating...	-6,464.85	-6,290.94
+ Total Property, plant and equipment	556,345.33		+ TOTAL COST OF MATERIAL AND S...	-27,445,745.1	-26,707,455.42
- Total Deferred tax assets	109,107.55		+ TOTAL OPERATING EXPENSES	-6,030,896.51	-5,868,665.39
Deferred tax assets	109,107.55		+ TOTAL DEPRECIATION, AMORTISATIO...	-45,610.66	-44,383.73
+ TOTAL LIABILITIES AND EQUITY	52,727,261.50		+ TOTAL TAXES	-4,197.57	-4,084.66
+ PROFIT AND LOSS	-5,354,289.07				
+ Validation account	339,028.60				

## Finanzkonsolidierung

1. High Level
2. Drill Details

# Apliqo Action

App Launcher Apliqo UPM

Apliqo Settings FP&A Planning FP&A Demo C&C Demo Predictive Forecasting Demo Projections Cost Allocation Admin

Submission Setup ⓘ

Open Submission Copy base data Scope Company Status FX Rates

1 2 3 4 5

Scenario Actual

Year 2020

Period M02 - February

Status Open

Next >

## Finanzkonsolidierung

1. Konfiguration Abschluss  
Periode

# Apliqo Action

The screenshot displays the Apliqo UPM interface. At the top, there's a navigation bar with 'Apliqo UPM' and various menu items like 'Apliqo Settings', 'FP&A Planning', 'FP&A Demo', 'C&C Demo', 'Predictive Forecasting Demo', 'Projections', and 'Cost Allocation'. Below this is a 'Submission Setup' section with a progress bar showing steps: 'Open Submission', 'Copy base data', 'Scope', 'Company Status', and 'FX Rates'. The 'Scope' step is currently active. A modal dialog box titled 'Create new entity (add to Scope)' is open in the center. It contains the following fields and values:

- Code: (empty), with error message 'This field is required.'
- Parent: GROUP
- Description: (empty), with error message 'This field is required.'
- Currency: EUR
- Data Load Type: (empty)
- Ownership (%): 0, with error message 'Too small.'
- Share Capital: 0
- Consolidation Method: Parent
- Tax Rate: 0
- Group: BASE

Buttons for 'Cancel' and 'Add Entity' are at the bottom of the dialog. In the background, a table lists companies with their ownership percentages:

Company	Ownership %	Ownership % (Direct)
1000 - Xeno AG	100	100
1010 - Xeno Holding AG	100	100
2000 - Xeno NA Inc.	100	100
4000 - Xeno Japan Inc.	80	80
6000 - Xeno Germany AG	100	100
7000 - Xeno Multi	100	100
Test - Test	100	100

## Finanzkonsolidierung

1. Konsolidierungskreis
2. M&A Aktivitäten
3. Konso Methoden

# Apliqo Action

Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

Entity Data Submission

Load Trial Balance | Data Load Reports | Disclosures | Submit

1 | 2 | 3 | 4

Search... | Columns | Upload from Excel | Export

Map Type: SettingValue\_INTERNAL | Company: 4000 - Xeno Japan Inc.

Local Account	Map	Code Original	Debit Account	Mapping Debit Account Typ	Reverse Debit Amount	Credit Account	Mapping Credit Account Type	Reverse Credit Amount	Default ICP	Default ICP D
4000.L0001 - おはようございます	==		1110 - Cash and cash equivalents	A	N	1110 - Cash and cash equ	A			
4000.L0002 - こんにちは	==		1110 - Cash and cash equivalents	A	N	1110 - Cash and cash equ	A			
4000.L0003 - いい天気ですね	==		1112 - Short-term bank investments		N	1110 - Cash and cash equ	A		N	
4000.L0004 - 元気ですか	==		1115 - Securities		N	1120 - Accounts receivabl	A			
4000.L0005 - 久しぶり 1010	==		1120 - Accounts receivable trade - Third parties		N	1130 - Accounts receivabl	A		1010	Xeno Holding
4000.L0006 - 久しぶり 1000	==		1130 - Accounts receivable trade - Intercompany		N	1130 - Accounts receivabl	A		1000	Xeno AG
4000.L0007 - 久しぶり 6000	==		1135 - Accounts receivable trade - Associated co...		N	1130 - Accounts receivabl	A		6000	Xeno German
4000.L0008 - こんばんは	==		1140 - Other current receivables - Third parties		N	1140 - Other current rece	A			
4000.L0009 - おやすみなさい	==		1150 - Other current receivables - Intercompany		N	1160.3 - Finished goods	A			
4000.L0010 - じゃまた	==		1155 - Other current receivables - Associated co...		N	1204.1 - Furniture and eq	A			
4000.L0011 - ただいまー	==				N	1206.1 - EDP-Systems anc	A			
4000.L0012 - おかえりなさい	==		1244.1 - Other intangible assets - Gross value	A	N	1244.1 - Other intangible	A			
4000.L0013 - 失礼します	==		2120 - Accounts payable trade - Third parties	L	N	2120 - Accounts payable t	L			
4000.L0014 - お疲れ様でした	==		2140 - Other current payables - Third parties	L	N	2140 - Other current paya	L			
4000.L0015 - 行ってきます	==		2150 - Other current payables - Intercompany	L	N	2150 - Other current paya	L			
4000.L0016 - 行ってらっしゃい	==		2210 - Loans - Third parties	L	N	2210 - Loans - Third parti	L			
4000.L0017 - ありがとうございます	==		2310 - Share capital	L	N	2310 - Share capital	L			
4000.L0018 - ごめんなさい	==		2350 - Profit carried forward prior years	L	N	2350 - Profit carried forw	L			
4000.L0019 - いいですよ	==		2360 - Profit/loss current year	L	N	2360 - Profit/loss current	L			
4000.L0020 - だめです	==		3030 - Sales - Third parties Asia	I		3030 - Sales - Third partie	I			
4000.L0021 - もう一度お願いします	==		4010 - Cost of Material - Third parties	C	N	4010 - Cost of Material - T	C			
4000.L0022 - ゆっくりお願いします	==		4500 - Shipment and freight costs of purchase	C	N	4500 - Shipment and freig	C			
4000.L0023 - わかりません	==		4540 - Shipment and freight costs of sale	C	N	4540 - Shipment and freig	C			
4000.L0024 - 良かった	==		5010 - Salaries	C	N	5010 - Salaries	C			
4000.L0025 - どうぞ、お願いします、ください	==		5012 - Social security expenses	C	N	5012 - Social security expi	C			
4000.L0026 - すみません	==		5100 - Rent and maintenance building	C	N	5100 - Rent and maintenanc	C			
4000.L0027 - どういたしまして	==		5120 - Marketing and PR	C	N	5120 - Marketing and PR	C			

< Back | Next

## Finanzkonsolidierung

1. Kontenmapping (ERP > Gruppe)
2. Validierung Checks

# Apliqo Action

Apliqo UPM

Entity Data Submission

Load Trial Balance      Data Load Reports      Disclosures      Submit

COMPANY PP&E

GROUP PP&E

Scenario: ACTUAL - Actual    Year: 2020    Period: M02 - February    Process: LC - LOCAL BOOKINGS    Group: BASE    IC: ICP None - Closing Value Thirds    Measure: Value

Account	OPE - Opening	INC - Increases	CES - Hist. cost dismissal	DCE - Cum. Depre sold assets	DEP - Depreciation	IMP - Impairment	ERR - Error	CLO - Closing
<b>1209 - Total Property, plant and equipment</b>	<b>938,837.95</b>	<b>0.00</b>	<b>0.00</b>	<b>-938,837.95</b>	<b>0.00</b>	<b>728,467.00</b>	<b>0.00</b>	<b>728,467.00</b>
1201 - Land	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1202 - Buildings</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
1202.1 - Buildings - Gross value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1202.2 - Buildings - Accumulated depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1203 - Plant and machinery</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
1203.1 - Plant and machinery - Gross value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1203.2 - Plant and machinery - Accumulated...	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1204 - Furniture and equipment</b>	<b>667,380.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-667,380.00</b>	<b>0.00</b>	<b>58,800.00</b>	<b>0.00</b>	<b>58,800.00</b>
1204.1 - Furniture and equipment - Gross v...	667,380.00	0.00	0.00	-667,380.00	0.00	58,800.00	0.00	58,800.00
1204.2 - Furniture and equipment - Acumu...	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1205 - Vehicles</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
1205.1 - Vehicles - Gross value	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1205.2 - Vehicles - Accumulated depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1206 - EDP-Systems and office machines</b>	<b>271,457.95</b>	<b>0.00</b>	<b>0.00</b>	<b>-271,457.95</b>	<b>0.00</b>	<b>669,667.00</b>	<b>0.00</b>	<b>669,667.00</b>
1206.1 - EDP-Systems and office machines ...	271,457.95	0.00	0.00	-271,457.95	0.00	669,667.00	0.00	669,667.00
1206.2 - EDP-Systems and office machines ...	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1207 - Construction in progress</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
1207.1 - Construction in progress - Gross v...	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1207.2 - Construction in progress - Acumul...	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

< Back    Next >    Cancel

**Finanzkonsolidierung**

1. Disclosures



# Apliqo Action

The screenshot displays the Apliqo UPM web application interface. The top navigation bar includes options like 'Apliqo Settings', 'FP&A Planning', 'FP&A Demo', 'C&C Demo', 'Predictive Forecasting Demo', 'Projections', and 'Cost Allocation'. The main content area is titled 'Entity Data Submission' and features a 'Load Trial Balance' section with a search bar and a table of accounts. A dropdown menu is open over the 'Entity Data Submission' option, showing sub-options like 'IC Reconciliation', 'Adjustment Journals', 'IC Reconciliation', 'Consolidation and Balance Report', 'Group CoA Configuration', and 'Consolidation Reports'. The table below shows various financial metrics for different accounts, including 'DCE - Cum. Depre sold assets', 'DEP - Depreciation', 'IMP - Impairment', 'ERR - Error', and 'CLO - Closing'.

Account	DCE - Cum. Depre sold assets	DEP - Depreciation	IMP - Impairment	ERR - Error	CLO - Closing
1209 - Total Property, plant	0.00	0.00	-938,837.95	0.00	728,467.00
1201 - Land	0.00	0.00	0.00	0.00	0.00
1202 - Buildings	0.00	0.00	0.00	0.00	0.00
1202.1 - Buildings - Gross value	0.00	0.00	0.00	0.00	0.00
1202.2 - Buildings - Accumulated depreciation	0.00	0.00	0.00	0.00	0.00
1203 - Plant and machinery	0.00	0.00	0.00	0.00	0.00
1203.1 - Plant and machinery - Gross value	0.00	0.00	0.00	0.00	0.00
1203.2 - Plant and machinery - Accumulated...	0.00	0.00	0.00	0.00	0.00
1204 - Furniture and equipment	667,380.00	0.00	0.00	0.00	58,800.00
1204.1 - Furniture and equipment - Gross v...	667,380.00	0.00	0.00	0.00	58,800.00
1204.2 - Furniture and equipment - Acumu...	0.00	0.00	0.00	0.00	0.00
1205 - Vehicles	0.00	0.00	0.00	0.00	0.00
1205.1 - Vehicles - Gross value	0.00	0.00	0.00	0.00	0.00
1205.2 - Vehicles - Accumulated depreciation	0.00	0.00	0.00	0.00	0.00
1206 - EDP-Systems and office machines	271,457.95	0.00	0.00	0.00	669,667.00
1206.1 - EDP-Systems and office machines ...	271,457.95	0.00	0.00	0.00	669,667.00
1206.2 - EDP-Systems and office machines ...	0.00	0.00	0.00	0.00	0.00
1207 - Construction in progress	0.00	0.00	0.00	0.00	0.00
1207.1 - Construction in progress - Gross v...	0.00	0.00	0.00	0.00	0.00
1207.2 - Construction in progress - Acumul...	0.00	0.00	0.00	0.00	0.00

## Finanzkonsolidierung

1. IC-Abstimmungen
2. Konto, Partner, Transaktion FX

# Apliqo Action

Adjustment Journals

Journal #: Adj 01 Company: 1000 - Xeno AG Scenario: ACTUAL Year: 2020 Period: M02 Process: CONTRIBUTION ADJS Group: BASE - BASE Values

Opening Journal

Journal Beschreibung

Konsolidierungsbuchungen

Row	Entity	Account	Flow	ICP	Segment	Debit	Credit	Amount	Monthly
- Total ro...						20,000.00	20,000.00	0.00	
Row 01	1000	1241.1 - Goodwill - Gross value	DET - Decrease du	ICP None - Closing Value Thirds	00010G - Se	0.00	20,000.00	-20,000.00	
Row 02	1000	5310 - Amortisation of intangible asse	MOV - Movements	ICP None - Closing Value Thirds	00010G - Se	20,000.00	0.00	-20,000.00	
Row 03						0.00	0.00	0.00	
Row 04						0.00	0.00	0.00	
Row 05						0.00	0.00	0.00	
Row 06						0.00	0.00	0.00	
Row 07						0.00	0.00	0.00	
Row 08						0.00	0.00	0.00	
Row 09						0.00	0.00	0.00	
Row 10						0.00	0.00	0.00	
Row 11						0.00	0.00	0.00	

## Finanzkonsolidierung

1. Journal Buchungen
2. Liste für WPs

# Apliqo Action

Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

Search... | Financial Statements | Columns | Automatic Journals | Export | Refresh | Undo | Redo

Scenario: ACTUAL - Actual | Year: 2020 | Period: M02 - February | Group: BASE - BASE Values | COA Detail: CLO - Closing

### Consolidation and Balance Report

Account	1000 - Xeno AG	1010 - Xeno Holdir	2000 - Xeno NA Inc	4000 - Xeno Japan	6000 - Xeno Germa	SUM OF COMPAN	ICP ELIMINATION -	ICP ELIMINATION +	TOTAL INVESTM	MINORITY SHARE	EQUITY ELIMINATI	+ CONTRIBUTION	+ TOTAL CONTRIB	TOTAL CONTRIB
<b>BS FIN - BALANCE SHEET</b>	-0.00	0.00	-0.00	-0.00	-0.00	-0.00	0.00	0.00	0.00	0.00	-0.00	-0.00	-0.00	-0.00
<b>1999 - TOTAL ASSETS</b>	795,015,341.30	435,221,271.32	51,482,898.12	0.00	339,179,716.69	1,620,899,227.43	5,177,806.33	0.00	-163,547,666.10	0.00	0.00	475,137,420.61	-8,165,144.60	466,972,276.01
<b>1999 - TOTAL CURRENT ASSETS</b>	788,485,421.39	308,352,025.51	50,833,149.93	0.00	11,730,357.43	1,159,400,954.26	0.00	0.00	0.00	0.00	0.00	172,009,007.21	-412,901.65	171,596,105.56
1120 - Accounts receivable trade - Third parties	135,449,693.50	0.00	26,366,951.64	0.00	568,549.63	162,385,194.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1130 - Accounts receivable trade - Intercompany	177,938,433.82	143,494,163.76	15,650,041.18	0.00	-532,300.00	336,550,338.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1140 - Other current receivables - Third parties	31,089,761.33	26,927.31	0.00	0.00	1,713,392.29	32,830,080.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1150 - Other current receivables - Intercompany	24,197,921.24	87,211,409.89	0.00	0.00	0.00	111,409,331.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1160 - Inventories</b>	227,144,397.42	0.00	60,104.65	0.00	2,360,143.21	229,564,645.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1160.1 - Raw materials	130,993,247.09	0.00	35.02	0.00	2,066,303.22	133,059,585.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1160.2 - Semi finished goods	96,242,154.64	0.00	410,470.39	0.00	0.00	96,652,625.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1160.3 - Finished goods	31,889,875.60	0.00	28,944.11	0.00	3,325.78	31,922,145.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1160.4 - Value adjustments	-31,980,879.90	0.00	-379,344.87	0.00	290,514.20	-32,069,710.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1165 - Contracts pending	-59.59	0.00	0.00	0.00	-0.24	-59.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1170 - Accrued income and prepaid expenses	2,782,416.52	1,576,295.60	0.00	0.00	2,329,629.48	6,688,341.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1110 - Cash and cash equivalents	189,882,857.15	76,043,228.95	8,756,052.45	0.00	5,290,943.07	279,973,081.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1299 - TOTAL NON CURRENT ASSETS</b>	6,529,919.91	126,869,245.81	649,748.20	0.00	327,449,359.26	461,498,273.17	5,177,806.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1209 - Total Property, plant and equipment</b>	4,563,147.08	24,758.32	543,215.58	0.00	325,192,323.05	330,323,444.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1201 - Land	0.00	0.00	0.00	0.00	13,894,483.18	13,894,483.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1202 - Buildings</b>	0.00	0.00	0.00	0.00	186,620,700.29	186,620,700.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1202.1 - Buildings - Gross value	0.00	0.00	0.00	0.00	188,959,827.77	188,959,827.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
1202.2 - Buildings - Accumulated depreciation	0.00	0.00	0.00	0.00	-2,339,127.48	-2,339,127.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>1203 - Plant and machinery</b>	859,407.02	0.00	32,045.89	0.00	109,214,433.61	110,105,886.52	0.00	0.00	0.00	0.00	0.00	110,105,886.52	0.00	110,105,886.52
1203.1 - Plant and machinery - Gross value	4,626,080.78	0.00	3,339,510.91	0.00	223,304,191.60	231,269,783.29	0.00	0.00	0.00	0.00	0.00	231,269,783.29	0.00	231,269,783.29
1203.2 - Plant and machinery - Accumulated ...	-3,766,673.77	0.00	-3,307,465.02	0.00	-114,089,757.99	-121,163,896.78	0.00	0.00	0.00	0.00	0.00	-121,163,896.78	0.00	-121,163,896.78
<b>1204 - Furniture and equipment</b>	2,425,978.74	0.00	17,027.71	0.00	6,528,561.75	8,971,568.19	0.00	0.00	0.00	0.00	0.00	8,971,568.19	0.00	8,971,568.19
1204.1 - Furniture and equipment - Gross v...	3,296,204.92	0.00	132,898.46	0.00	10,129,736.53	13,558,839.91	0.00	0.00	0.00	0.00	0.00	13,558,839.91	0.00	13,558,839.91
1204.2 - Furniture and equipment - Accumul...	-870,226.18	0.00	-115,870.76	0.00	-3,601,174.78	-4,587,271.72	0.00	0.00	0.00	0.00	0.00	-4,587,271.72	0.00	-4,587,271.72
<b>1205 - Vehicles</b>	0.00	0.00	0.00	0.00	103,926.84	103,926.84	0.00	0.00	0.00	0.00	0.00	103,926.84	0.00	103,926.84
1205.1 - Vehicles - Gross value	352,060.20	0.00	0.00	0.00	166,385.80	518,446.00	0.00	0.00	0.00	0.00	0.00	518,446.00	0.00	518,446.00
1205.2 - Vehicles - Accumulated depreciation	-352,060.20	0.00	0.00	0.00	-62,458.96	-414,519.16	0.00	0.00	0.00	0.00	0.00	-414,519.16	0.00	-414,519.16
<b>1206 - EDP-Systems and office machines</b>	1,277,761.32	24,758.32	494,141.98	0.00	5,210,685.06	7,007,346.69	0.00	0.00	0.00	0.00	0.00	7,007,346.69	0.00	7,007,346.69
1206.1 - EDP-Systems and office machines ...	2,290,178.94	31,832.10	1,313,568.49	0.00	8,330,679.24	11,966,258.76	0.00	0.00	0.00	0.00	0.00	11,966,258.76	0.00	11,966,258.76
1206.2 - EDP-Systems and office machines ...	-1,012,417.62	-7,073.77	-819,426.51	0.00	-3,119,994.18	-4,958,912.07	0.00	0.00	0.00	0.00	0.00	-4,958,912.07	0.00	-4,958,912.07
<b>1207 - Construction in progress</b>	0.00	0.00	0.00	0.00	3,619,532.32	3,619,532.32	0.00	0.00	0.00	0.00	0.00	3,619,532.32	0.00	3,619,532.32

Finanzkonsolidierung

1. ICP-Eliminierungen
2. Ausweis nach Typ

Post Automatic Journals

Run Automatic Journals for Investment and Equity elimination, ICP Balances, Equity method companies, Profit in Stock, Held for Sale reclassification, Dividends, Devaluation eliminations.

Scenario: ACTUAL

Year: 2020

Period: M02

Group: BASE

Entity: GROUP

Buttons: Cancel, Automatic Journals

# Apliqo Action

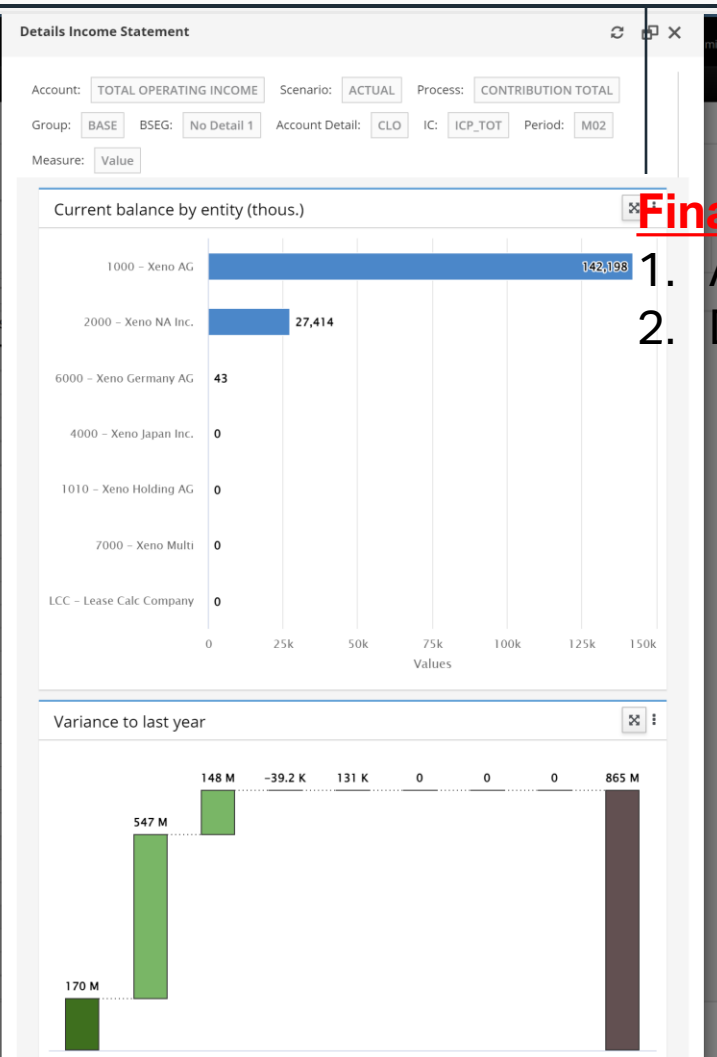
Apliqo UPM

Annual Report Wizard

Financial Statements

1A. Income Statement

Account	28/02/2020	28/02/2019	+ Var.	Details Income
- TOTAL OPERATING INCOME	169,654.71	865,262.26	-696 K	
+ TOTAL OPERATING REVENUES	146,608.26	861,571.44	-715 K	
+ OTHER OPERATING INCOME	23,046.45	3,690.82	19.4 K	
+ TOTAL COST OF MATERIAL AND SERVICE	-105,599.09	-485,023.09	379 K	
+ GROSS PROFIT	64,055.62	380,239.18	-316 K	
+ Gross Margin %	23371033.4%	124550144.0%	101,179	
+ Per. Expense	-38,395.19	-194,953.08	157 K	
- Total Other Operating Expenses	-12,013.72	-43,339.97	31.3 K	
Rent and maintenance building	-1,569.22	-8,631.81	7.06 K	
Equipment maintenance (incl. cost of leasing)	-82.89	-1,670.20	1.59 K	
Marketing and PR	-2,021.24	-4,631.80	2.61 K	
EDP expenses	-1,001.91	-3,994.54	2.99 K	
Communication costs	-293.98	-1,709.91	1.42 K	
Office consumables	-74.76	-366.74	292	
Travel expenses	-1,083.51	-6,966.92	5.88 K	
Vehicles maintenance and leasing costs	-282.63	-950.47	668	
Legal- and audit expenses	-3,827.05	-2,592.93	-1.23 K	
Insurance expenses	-92.81	-1,566.28	1.47 K	
Other operating expenses	-1,683.74	-10,258.34	8.57 K	
+ TOTAL OPERATING EXPENSES	-50,408.91	-238,293.04	188 K	
+ Opex % of Revenue	11924579.8%	62696922.0%	-50,772.3	
+ EBITDA	13,646.71	141,946.13	-128 K	
+ EBITDA Margin %	18330142.2%	100720839.6%	-82,390.6	
+ TOTAL DEPRECIATION, AMORTISATION & IMPAIRMENT	-7,528.17	-26,778.48	19.3 K	
+ EBIT	6,118.54	115,167.66	-109 K	
+ EBIT Margin %	17577324.7%	98042992.1%	-80,465.6	
+ TOTAL extraordinary result	71.82	22,239.37	-22.2 K	
+ TOTAL FINANCE-INCOME AND -EXPENSES	-3.79	-798.56	795	



## Finanzkonsolidierung

1. Annual Reports
2. Disclosures



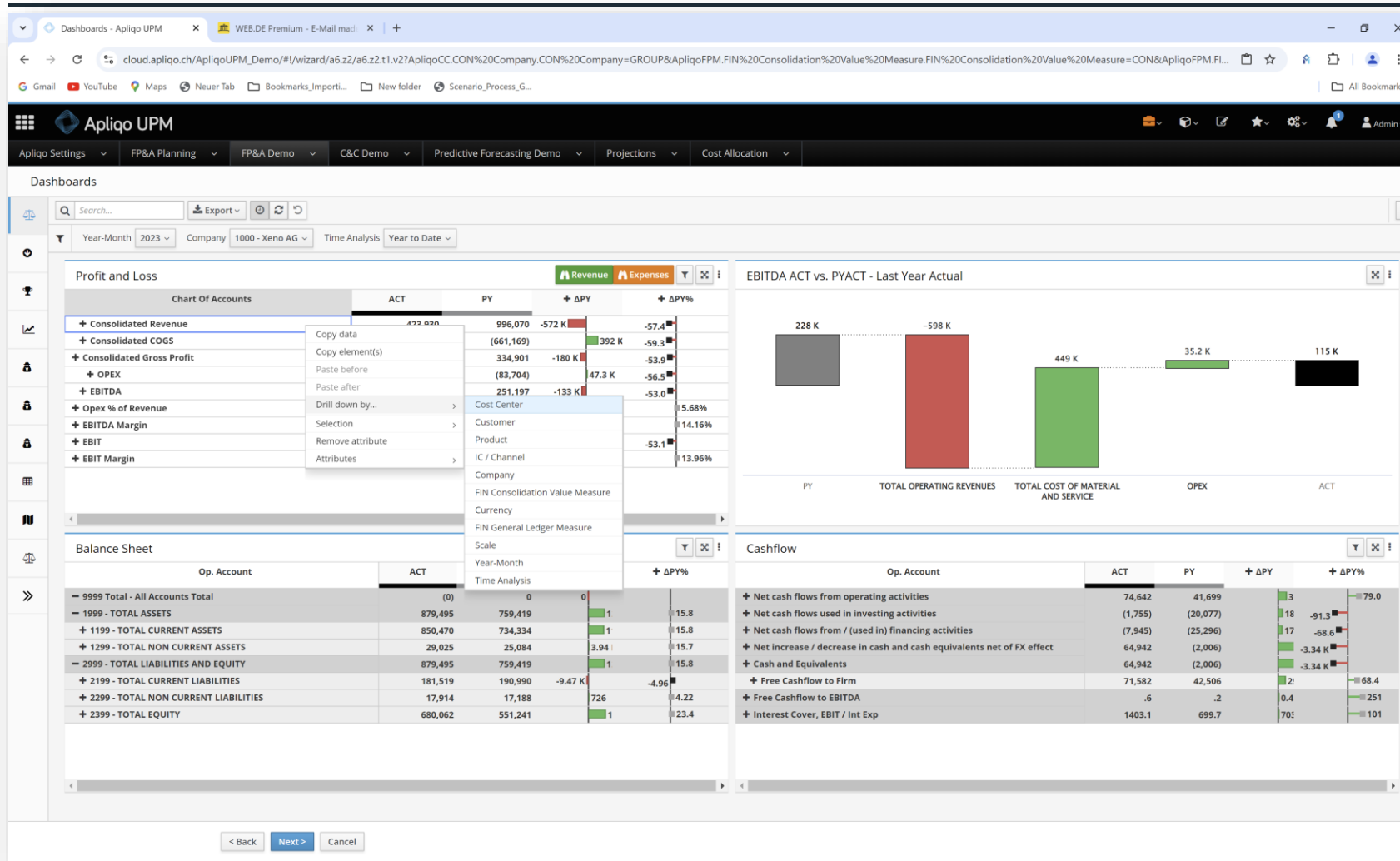
# Apliqo

Intelligent Analytics and Planning

## Apliqo Action Management Analyse



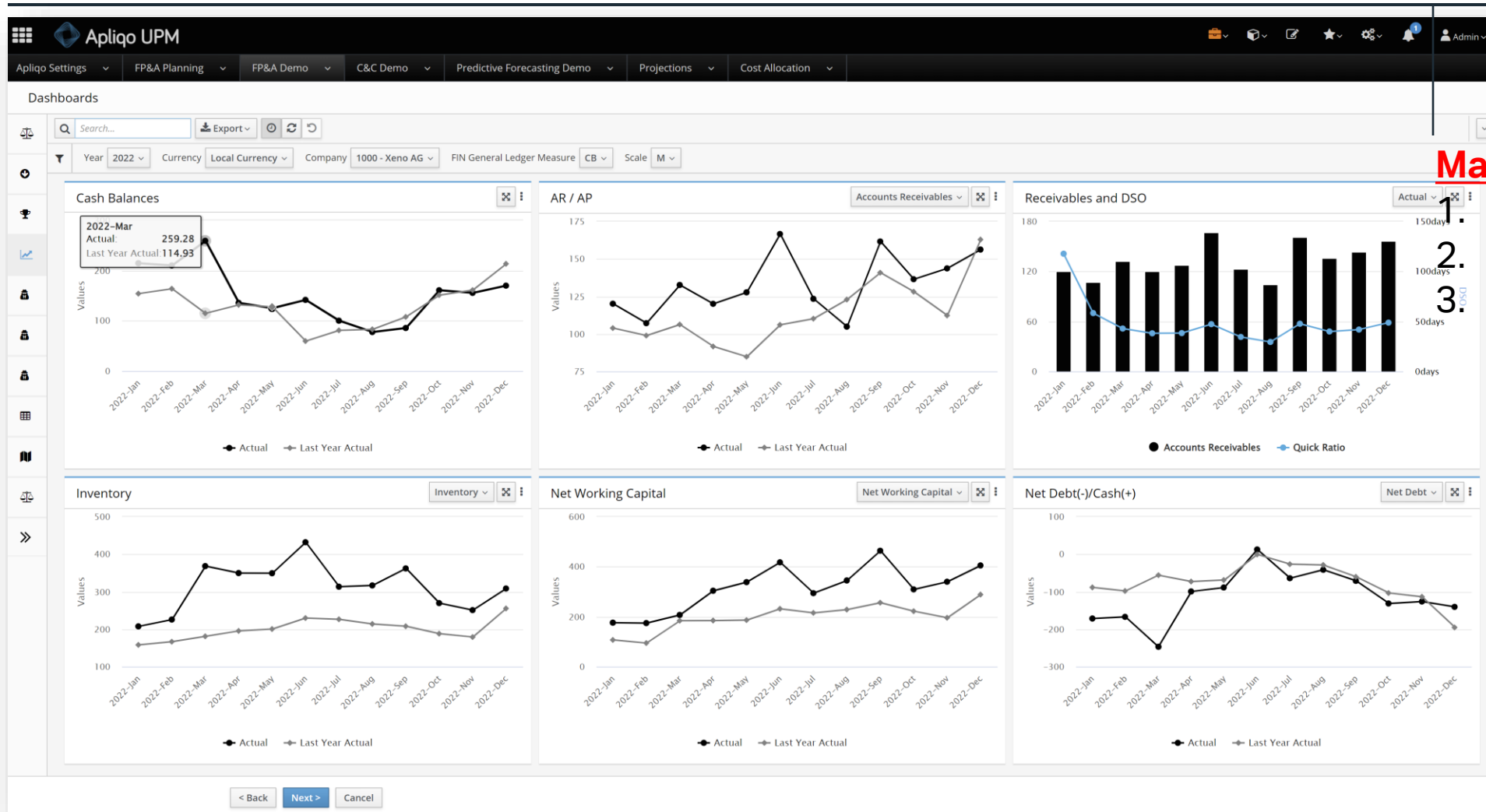
# Apliqo Action



## Management Analyse

1. Finanzmodell
2. GuV, BS, CF, KPIs
3. Operative Absprünge

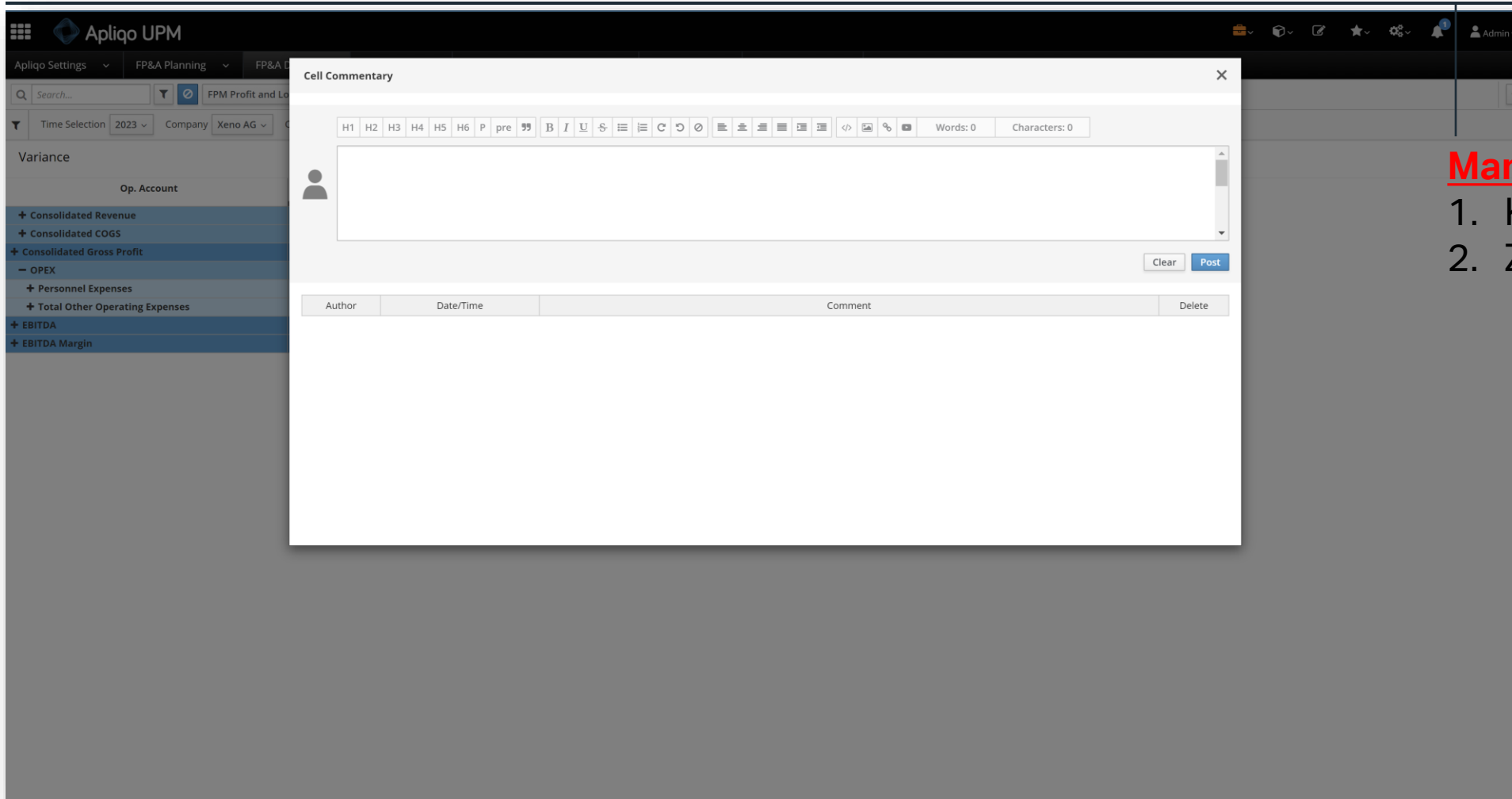
# Apliqo Action



## Management Analyse

1. KPIs
2. Visualisierung
3. Konsistenz / Farbkonzept)

# Apliqo Action



## Management Analyse

1. Kommentierung
2. Zellen



# Apliqo Action

The screenshot displays the Apliqo UPM interface. At the top, there are navigation tabs for 'Apliqo Settings', 'FP&A Planning', 'FP&A Demo', 'C&C Demo', 'Predictive Forecasting Demo', 'Projections', and 'Cost Allocation'. Below these, a search bar and various filters are visible, including 'FPM Profit and Loss short', 'Columns', 'FPM Variance Analysis', 'Adjusted EBITDA', and 'EBITDA Adjusted'. The main area shows a 'Variance' table with columns for 'Op. Account', 'PY', 'ACT', 'BUD', '+ ΔBUD', '+ ΔBUD%', '+ ΔPY', '+ ΔPY%', and 'Cost Center'. A 'Notifications' dialog box is open in the foreground, containing the following fields:

- Type: Message
- User: Select
- Importance: Information icon (selected), Success, Warning, Error
- Header: Q2-2024 Result
- Message: Revenue shortfall because of supply issues and canceled order from key customer A
- Cell Reference: 423,929.59
- Instance: ApliqoFPM | Cube: FIN General Ledger
- Reference: ACT, LOCAL, 2023, 1000, Total FIN BSEG 1, Total FIN BSEG 2, Total FIN BSEG 3, Total FIN BSEG 4, Consolidated Revenue, BASE\_div\_1e3, YTD, CON, MOV
- Condition: No

Buttons for 'Cancel' and 'Post' are at the bottom of the dialog.

## Management Analyse

1. Kommentierung
2. Notifikationen
3. Kollaboration

# Apliqo Action

The screenshot displays the Apliqo UPM interface. At the top, there are navigation tabs for 'Gross Profit', 'Personnel Expenses', 'Other Opex', and 'Balance Sheet / Cash Flow'. Below these is a search bar and a 'Copy Scenario' button. The main content area is split into two panes. The left pane shows a table titled 'Gross Profit World' with columns for 'Planning Chart of Account', 'Baseline Plan', 'Best Case Scenario', and 'Variance'. The right pane shows a text area titled 'Board Management - Scenario Modelling Briefing' with a small introductory paragraph. At the bottom, there are '< Back' and 'Next >' buttons.

Planning Chart of Account	Baseline Plan	Best Case Scenario	Variance
- Consolidated Revenue	756,873.5	211,671.2	-545 K
Sales - Third parties Switzerland	751,696.3	206,274.5	-545 K
+ Other Adjustments Operating Revenues	2,052.1	2,302.2	250
+ OTHER OPERATING INCOME	3,125.1	3,094.4	-30.6
- Consolidated COGS	(589,817.2)	(487,078.8)	103 K
Sales - Intercompany	172,234.3	123,844.4	-48.4 K
- TOTAL COST OF MATERIAL AND SERVI...	(762,051.5)	(610,923.2)	151 K
+ Total Direct Cost of Material	(729,298.0)	(654,524.0)	74.8 K
+ Total Service Costs	(60,386.7)	(10,659.9)	49.7 K
+ Total Shipment and freight costs	(3,824.9)	(3,709.8)	115
+ Total Other Cost of Material and Se...	31,458.1	57,970.5	26.5 K
+ Consolidated Gross Profit	167,056.3	(275,407.6)	-442 K

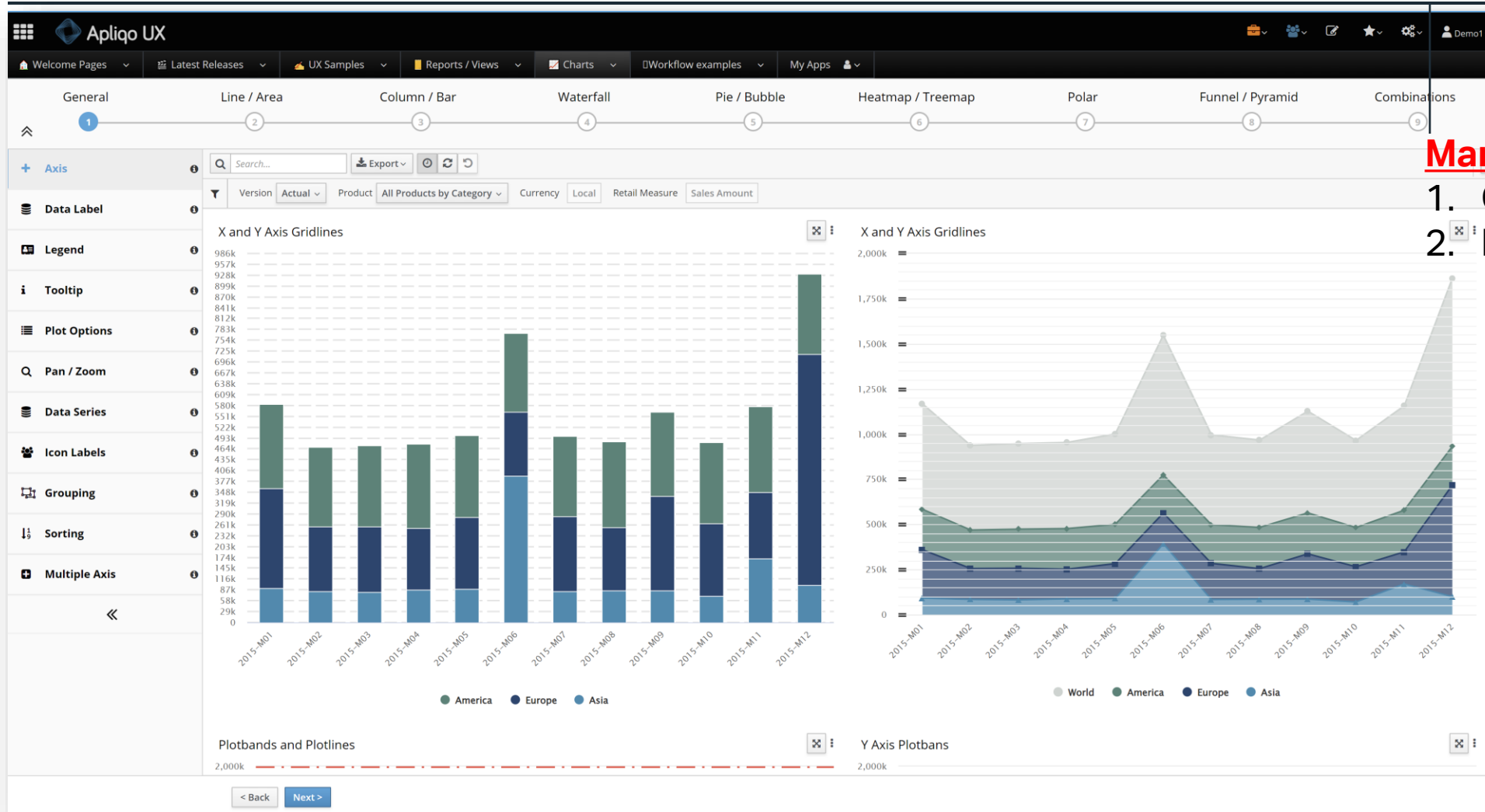
Board Management - Scenario Modelling Briefing

This demo showcases an example of planning two different scenarios - Working Plan and Best Case Scenario. Both scenarios are using actual data up to 2023-M03 (March) and contain forecast data for the rest of the year 2023 as well as plan data for 2024. The best case scenario was originally cloned from the working plan and can be changed to see the impact of the changes in Revenue, COGS, Expenses, Balance Sheet and Cash Flow.

## Management Analyse

1. Kommentierung
2. TextBoxen

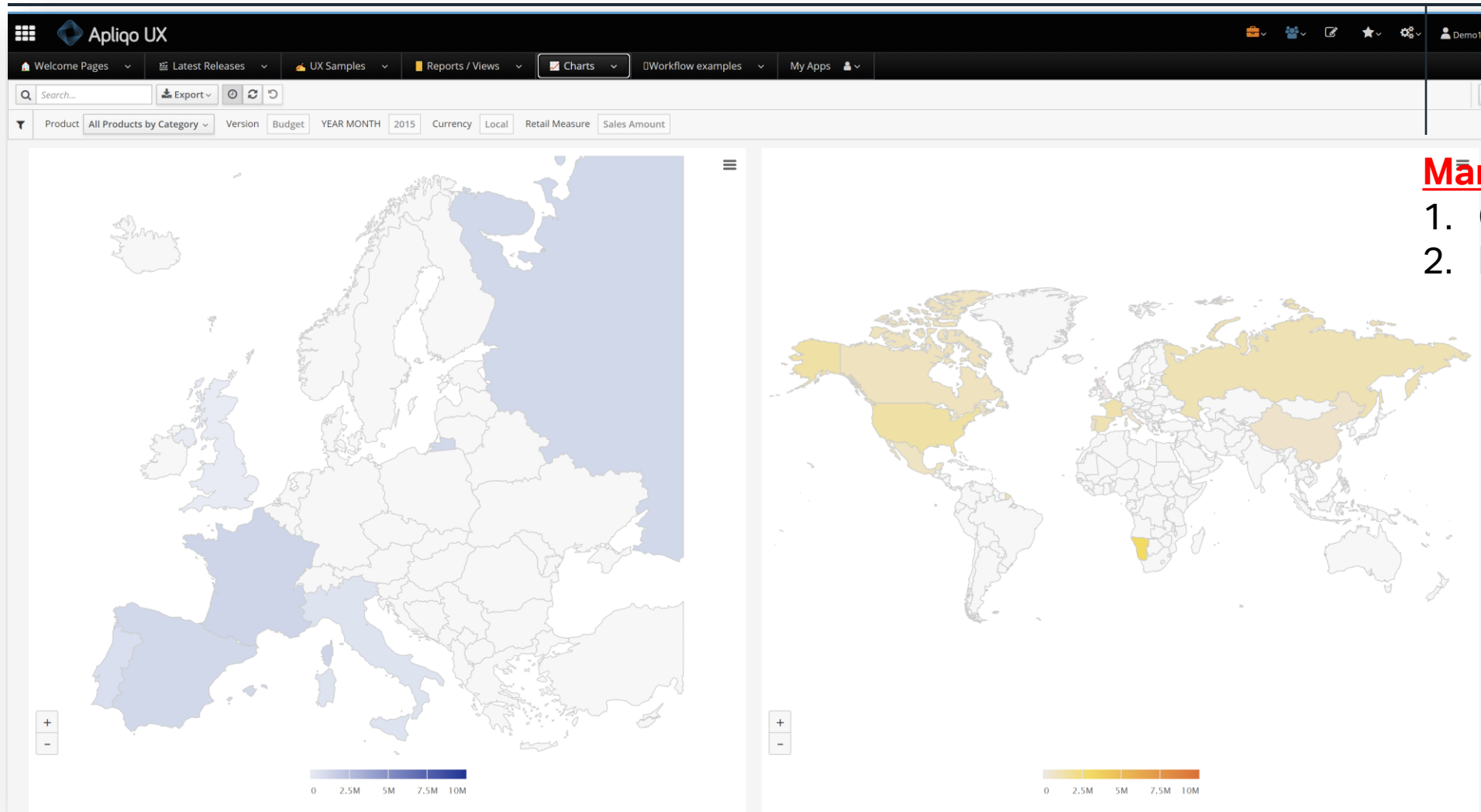
# Apliqo Action



## Management Analyse

1. Graphische Elemente
2. High Chart Library

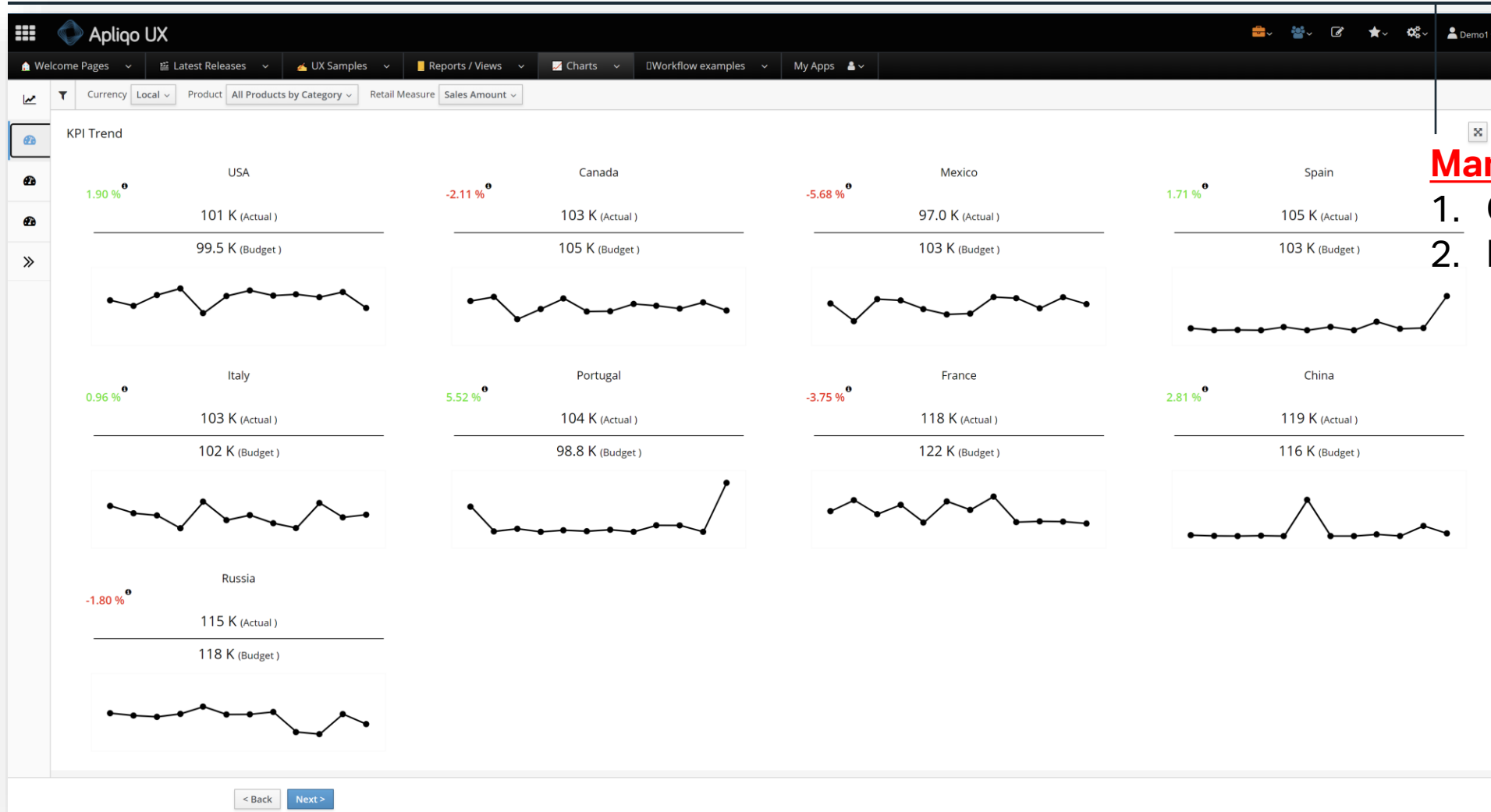
# Apliqo Action



## Management Analyse

1. Graphische Elemente
2. High Chart Library

# Apliqo Action



## Management Analyse

1. Graphische Elemente
2. High Chart Library

# Apliqo Action

Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

Search... | FPM Profit and Loss short | Columns | Export | Refresh | Undo

Time: 2022-Q1 - 2023-Q4 | Version: Actual | Company: Xeno AG | Product: Total IC / Channel | Cost Center: Total Cost Center | Time Analysis: Base Period | FIN General Ledger Measure | Period Movement | Currency: Local Currency

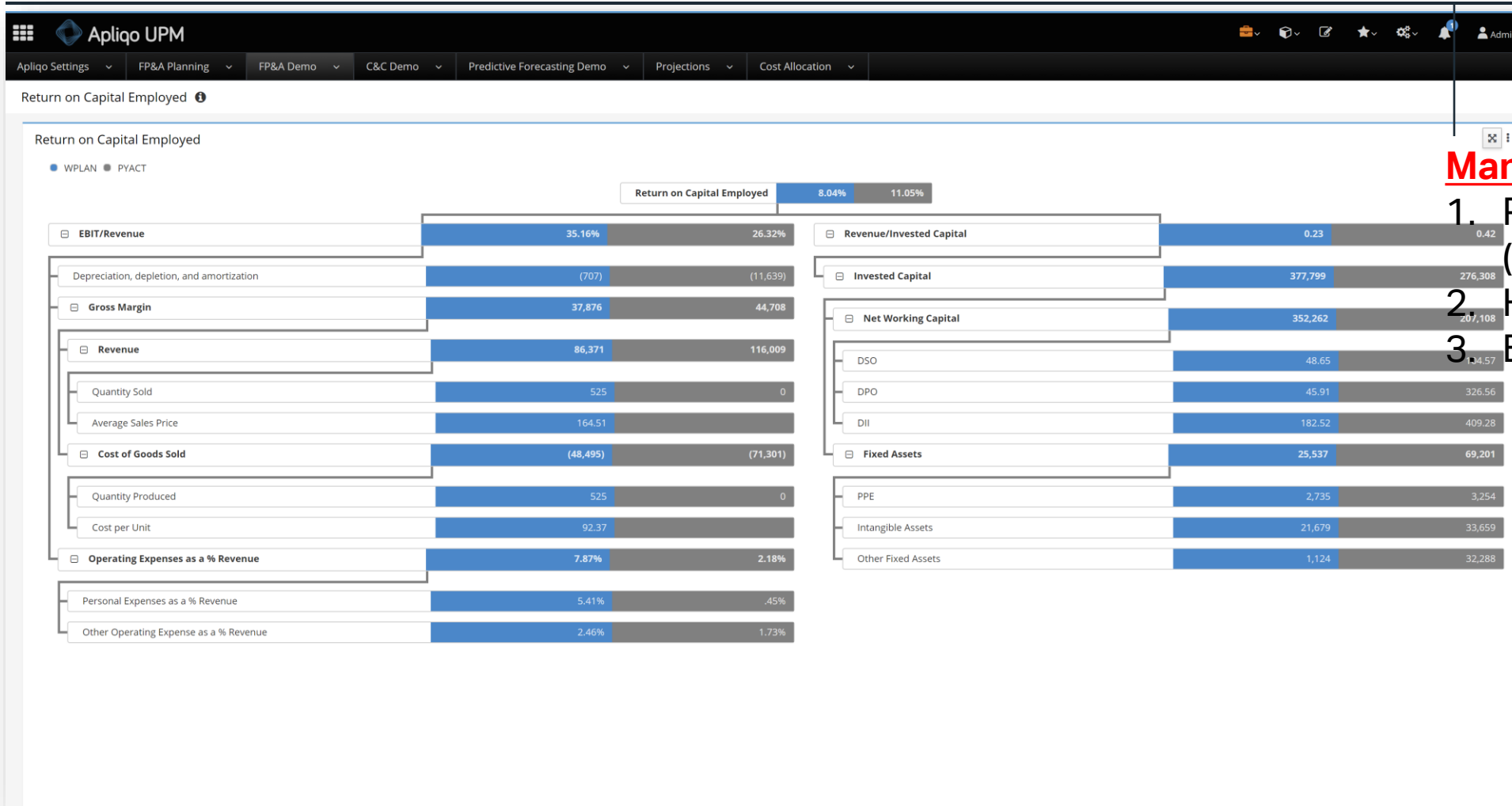
Time Series

Op. Account	+ 2022 Q1	+ 2022 Q2	+ 2022 Q3	+ 2022 Q4	+ 2023 Q1	+ 2023 Q2	+ 2023 Q3	+ 2023 Q4
<b>+ Consolidated Revenue</b>	230,067	266,562	256,498	242,943	208,411	215,519	0	0
- Total Customer	230,067	266,562	256,498	242,943	208,411	215,519	0	0
- 1 - Europe	181,169	212,650	189,517	174,429	143,907	147,337	0	0
+ 11 - Belgium	11,683	13,836	7,539	8,646	11,600	5,477	0	0
+ 12 - France	26,631	30,676	40,219	40,118	21,861	23,454	0	0
+ 13 - Germany	30,587	35,174	31,728	38,960	34,827	32,153	0	0
+ 14 - Italy	28,793	62,807	52,242	28,523	5,014	12,851	0	0
+ 15 - Netherlands	3,091	2,392	2,322	2,624	3,330	1,011	0	0
+ 16 - Poland	3,507	2,945	4,102	3,614	2,542	2,350	0	0
- 17 - Switzerland	50,228	36,225	31,481	22,913	35,328	47,302	0	0
170001 - Mediamarkt Switzerland	39,577	33,008	25,386	11,716	28,239	40,373	0	0
170002 - Expert	4,005	0	2,244	2,564	1,840	2,959	0	0
170003 - Gamestop Switzerland	582	736	991	1,084	481	521	0	0
170004 - Softridge	2,084	1,322	1,568	4,418	1,746	1,907	0	0
179999 - Direct Sales Switzerland	3,980	1,159	1,292	3,131	3,022	1,541	0	0
+ 18 - Turkey	2,608	1,554	2,262	1,347	1,649	931	0	0
+ 19 - UK	24,040	27,043	17,623	27,683	27,756	21,809	0	0
+ 2 - North America	26,049	31,513	36,645	36,422	26,600	32,459	0	0
+ 3 - Asia	5,528	4,439	10,831	13,558	13,248	16,374	0	0
+ 4 - Oceania	17,309	18,178	19,328	18,094	21,238	19,372	0	0
+ 9 - No Region	12	(219)	177	441	3,418	(24)	0	0
<b>+ Consolidated COGS</b>	(139,345)	(157,160)	(158,720)	(205,943)	(117,999)	(151,415)	0	0
<b>+ Consolidated Gross Profit</b>	90,721	109,402	97,778	37,000	90,412	64,104	0	0
- 5299 - OPEX	(19,842)	(22,256)	(18,412)	(23,194)	(19,730)	(16,695)	0	0
- Total Cost Center	(19,842)	(22,256)	(18,412)	(23,194)	(19,730)	(16,695)	0	0
NA Cost Center	5,607	0	54	(7,213)	23	(20)	0	0
+ 10 - COGS	(636)	(792)	(713)	(829)	(652)	(765)	0	0
+ 20 - S&M	(10,515)	(6,875)	(5,911)	(8,987)	(7,385)	(5,284)	0	0
+ 30 - R&D	(5,906)	(6,272)	(6,516)	(7,510)	(6,049)	(6,379)	0	0
+ 40 - GA	(8,392)	(8,318)	(5,325)	1,344	(5,667)	(4,247)	0	0
+ 5099 - Personnel Expenses	(12,496)	(15,845)	(14,113)	(16,268)	(13,843)	(14,168)	0	0
+ 5249 - Total Other Operating Expenses	(7,346)	(6,411)	(4,298)	(6,926)	(5,887)	(2,527)	0	0
<b>+ 8599 - EBITDA</b>	70,879	87,146	79,366	13,806	70,682	47,409	0	0
<b>+ C3KPI - EBITDAM - EBITDA Margin</b>	25.5%	27.5%	26.0%	4.8%	30.0%	18.7%	0.0%	0.0%

## Management Analyse

1. Zeitreihen Analyse
2. Drill Analyse
3. Umsatz > Region > Land > Kunde

# Apliqo Action



## Management Analyse

1. Performance Baum (ROCE)
2. Hierarchien
3. Berechnung Logiken



# Apliqo

Intelligent Analytics and Planning

## Apliqo Action Management Planung





# Apliqo Action

The screenshot displays the Apliqo UPM interface. At the top, there's a navigation bar with four main sections: Gross Profit (1), Personnel Expenses (2), Other Opex (3), and Balance Sheet / Cash Flow (4). Below the navigation bar is a search bar and a toolbar with options like 'Copy Scenario', 'Export', and 'Refresh'. The main content area is divided into two panels. The left panel, titled 'Gross Profit World', shows a table with columns for 'Planning Chart of Account', 'Baseline Plan', 'Best Case Scenario', and 'Variance'. The right panel, titled 'Board Management - Scenario Modelling Briefing', contains a text description of the demo scenarios.

Planning Chart of Account	Baseline Plan	Best Case Scenario	Variance
- Consolidated Revenue	756.9	211.7	-545
Sales - Third parties Switzerland	751.7	206.3	-545
+ Other Adjustments Operating Revenues	2.1	2.3	0.25
+ OTHER OPERATING INCOME	3.1	3.1	-0.03
- Consolidated COGS	(589.8)	(487.1)	103
Sales - Intercompany	172.2	123.8	-48.4
- TOTAL COST OF MATERIAL AND SERVI...	(762.1)	(610.9)	151
+ Total Direct Cost of Material	(729.3)	(654.5)	74.8
+ Total Service Costs	(60.4)	(10.7)	49.7
+ Total Shipment and freight costs	(3.8)	(3.7)	0.12
+ Total Other Cost of Material and Se...	31.5	58.0	26.5
+ Consolidated Gross Profit	167.1	(275.4)	-442

## Management Planung

1. Plan Modell
2. GuV, BS, CF, KPIs
3. Operativ (HR, MK, NWC, CAPEX)
4. Verbunden

# Apliqo Action

The screenshot displays the Apliqo UPM software interface. At the top, there are navigation tabs for 'Scenario Planning - Apliqo UPM' and 'KPI - Apliqo UX'. The browser address bar shows a URL: 'cloud.apliqo.ch/ApliqoUPM\_Demo/#/wizard/a6.z1/a6.z1.t5.v13?ApliqoFPM.T%20Year-Month.T%20Year-Month=2023-M03&ApliqoFPM.FIN%20Company.FIN%20Company=1000&ApliqoFPM.FIN%20Currency.FIN%20Currency=LOCAL&ApliqoFP...'. The main interface features a navigation bar with four sections: 'Gross Profit' (1), 'Personnel Expenses' (2), 'Other Opex' (3), and 'Balance Sheet / Cash Flow' (4). Below this, there is a search bar and a 'Copy Scenario' button. The main content area is divided into two panels. The left panel, titled 'Gross Profit World', shows a 'Planning Chart of Account' table with columns for 'Baseline Plan' and 'Scenario'. The right panel, titled 'Board Management - Scenario Modelling Briefing', contains a text description: 'This demo showcases an example of planning two different scenarios - Working Plan and Best Case Scenario. Both scenarios are using actual data up to 2023-M03 (March) and contain forecast data for the rest of the year 2023 as well as plan data for 2024. The best case scenario was originally cloned from the working plan and can be changed to see the impact of the changes in Revenue, COGS, Expenses, Balance Sheet and Cash Flow.'

Planning Chart of Account	Baseline Plan	Scenario	Delta
- Consolidated Revenue	7	7	
Sales - Third parties Switzerland	7	7	
+ Other Adjustments Operating Revenues			
+ OTHER OPERATING INCOME			
- Consolidated COGS	(58)	(58)	
Sales - Intercountry	1	1	
- TOTAL COST OF MATERIAL AND SERVI...	(764.1)	(619.9)	151
+ Total Direct Cost of Material	(729.3)	(654.5)	74.8
+ Total Service Costs	(60.4)	(10.7)	49.7
+ Total Shipment and freight costs	(3.8)	(3.7)	0.12
+ Total Other Cost of Material and Se...	31.5	58.0	26.5
+ Consolidated Gross Profit	167.1	(275.4)	-442

## Management Planung

1. Plan Philosophie
2. Plan Granularität
3. Region > Land

# Apliqo Action

**Apliqo UPM**

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation | Admin

Expense Projections

YTD Review | End of Year Forecast | Next Year Budget | Multi Year Planning

2A. Search... Columns Set Drivers Convert to 'Entry per Month...' Multi Year Planning In Progress Export

2B. Year 2023 Company 1000 - Xeno AG Cost Center Plan 2020 - Marketing

2C. + YTD + YTG + Year to Date

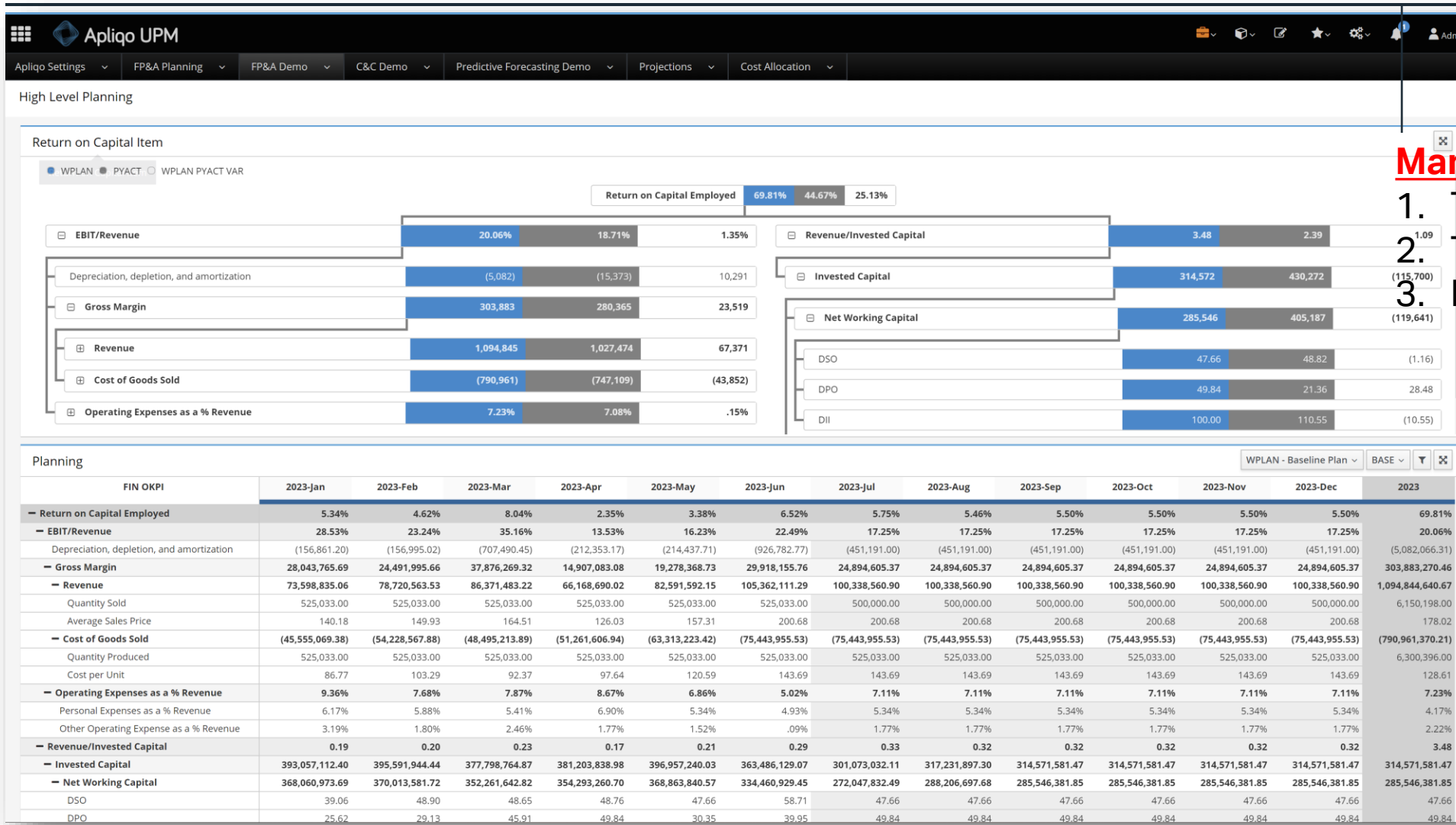
Plan Account	+ YTD			+ YTG			+ Year to Date			METHOD	PHASING	INPUT	COMMENT
	PYACT	FBUD	WPLAN	PYACT	FBUD	WPLAN	PYACT	FBUD	WPLAN				
- 5299 - OPEX	3,729.2	4,537.9	3,781.7	4,825.5	5,668.4	3,218.9	8,554.7	10,206.3	7,000.6	Driver @ Leaf		0.00	
- 5099 - Personnel Expenses	994.5	1,168.5	682.2	1,730.4	1,812.7	422.1	2,724.9	2,981.3	1,104.4	Driver @ Leaf		0.00	
5010 - Salaries	884.8	1,026.6	602.3	1,527.2	1,614.0	359.0	2,412.0	2,640.6	961.3	Workforce Model	Mix CY Actual/Forecast	2,000.00	
5012 - Social security expenses	109.7	142.0	79.9	203.2	198.8	63.1	312.9	340.7	143.0	Workforce Model	Mix CY Actual/Forecast	10.00	
5014 - Training costs	-	-	-	-	-	-	-	-	-			0.00	
5016 - Other personnel expenses	-	-	-	-	-	-	-	-	-			0.00	
5070 - Personnel expenses - Intercompa...	-	-	-	-	-	-	-	-	-			0.00	
5075 - Personnel expenses - Intercompa...	-	-	-	-	-	-	-	-	-			0.00	
- 5249 - Total Other Operating Expenses	2,734.7	3,369.4	3,099.5	3,095.1	3,855.7	2,796.7	5,829.8	7,225.1	5,896.2	Driver @ Leaf		0.00	
5100 - Rent and maintenance building	-	-	-	-	-	-	-	-	-	Do Not Forecast		0.00	Allocation OCC (27.2
5110 - Equipment maintenance (incl. co...	-	-	-	-	-	-	-	-	-			0.00	
5120 - Marketing and PR	2,672.1	3,175.3	2,632.1	2,787.8	3,488.4	1,657.5	5,459.9	6,663.8	4,289.6	FY Entry	Even Phasing	5,000,000.00	
5130 - EDP expenses	-	-	15.5	-	-	-	-	-	15.5	Entry per Month	Even Phasing	15,526.80	
5135 - Communication costs	3.2	3.4	201.5	7.3	7.9	700.0	10.5	11.3	901.5	Month Entry Per Item	Even Phasing	901,469.60	
5140 - Office consumables	-	-	-	3.6	3.6	-	3.6	3.6	-	3M Run Rate plus X%	Even Phasing	10.00	
5150 - Travel expenses	59.4	190.6	251.0	295.8	355.1	439.2	355.2	545.8	690.2	3M Run Rate plus X%	Even Phasing	100.00	
5160 - Vehicles maintenance and leasin...	-	-	-	-	-	-	-	-	-			0.00	
5170 - Legal- and audit expenses	-	-	-	-	-	-	-	-	-			0.00	
5175 - Insurance expenses	-	-	-	-	-	-	-	-	-			0.00	
5180 - Other operating expenses	-	-	(0.6)	0.6	0.6	-	0.6	0.6	(0.6)			0.00	
5200 - Other operating expenses - Interc...	-	-	-	-	-	-	-	-	-			0.00	
5205 - Other operating expenses - Interc...	-	-	-	-	-	-	-	-	-			0.00	

< Back Next >

## Management Planung

1. Plan Horizonte
2. EoY, BUD, MTP

# Apliqo Action



## Management Planung

1. Target Setting
2. Top Down Planung
3. KPIs getrieben

# Apliqo Action

App Launcher Apliqo UPM

Apliqo Settings | FP&A Planning | FP&A Demo | C&C Demo | Predictive Forecasting Demo | Projections | Cost Allocation

Gross Profit (1) | Personnel Expenses (2) | Other Opex (3) | Balance Sheet / Cash Flow (4)

Search... | Planning Parameters | Set all Drivers | Export

Version: WPLAN - Baseline Plan | Year: 2024 | Months: 12 | Plan Account: Total Other Operating Expenses | Select Segment: Total Expense Planning | Company: 1000 - Xeno AG | Cost Center Plan: 2020 - Marketing

Plan Account	Method	X, X%	Driver	Detail	Baseline Plan	Best Case Scenario	+ Variance	+ WPLAN 1 vs WPLAN Variance %
- Total Other Operating Expenses	Driver @ Leaf	0.00			1,266,556	0	-1.27 M	-127 M
Rent and maintenance building	Do Not Forecast	0.00			0	0		
Equipment maintenance (incl. cost of leasing)	FY Entry	250,000.00			250,000	0	-250 K	-25.0 M
Marketing and PR	Entry per Month	180,000.00			180,000	0	-180 K	-18.0 M
EDP expenses	Month Entry Per Item	140,000.00			140,000	0	-140 K	-14.0 M
Communication costs	3M Run Rate plus X%	20.00			7,056	0	-7.06 K	-706 K
Office consumables	3M Run Rate plus X%	20.00			0	0		
Travel expenses	Previous Year Estimate plus X%	0.00			690,184	0	-690 K	-69.0 M
Vehicles maintenance and leasing costs		0.00			0	0		
Legal- and audit expenses		0.00			0	0		
Insurance expenses		0.00			0	0		
Other operating expenses	Previous Year Estimate plus X%	20.00			(684)	0	684	68.4 K
Other operating expenses - Intercompany revenues		0.00			0	0		

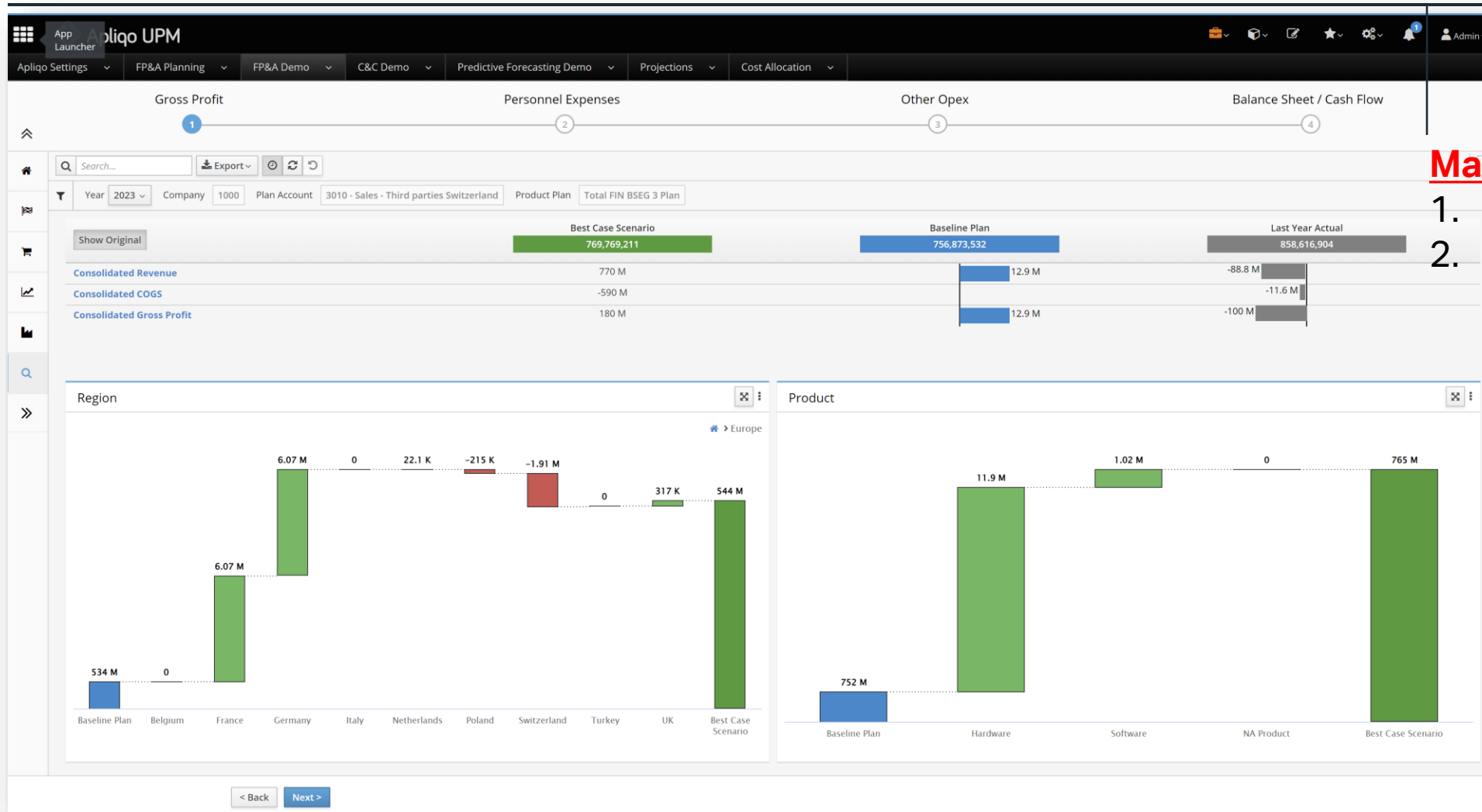
Plan Account	Phasing	2024												Convert
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
- Total Other Operating Expenses		299,243	36,328	4,044	98,031	66,097	64,657	149,751	53,237	36,333	107,635	328,354	22,846	
Rent and maintenance building	Even Phasing	0	0	0	0	0	0	0	0	0	0	0	0	
Equipment maintenance (incl. cost of leasing)	1st Month of Qtr	62,500	0	0	62,500	0	0	62,500	0	0	62,500	0	0	
Marketing and PR		15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	
EDP expenses		20,000	20,000	0	20,000	0	20,000	0	20,000	0	20,000	0	20,000	
Communication costs	Even Phasing	588	588	588	588	588	588	588	588	588	588	588	588	
Office consumables	Even Phasing	0	0	0	0	0	0	0	0	0	0	0	0	
Travel expenses	Mix CY Actual/LY Actual	201,212	797	(11,487)	0	50,566	29,126	71,720	17,706	802	29,604	292,823	7,315	
Vehicles maintenance and leasing costs		0	0	0	0	0	0	0	0	0	0	0	0	
Legal- and audit expenses		0	0	0	0	0	0	0	0	0	0	0	0	
Insurance expenses		0	0	0	0	0	0	0	0	0	0	0	0	

< Back | Next >

## Management Planung

1. Bottom Up Planung
2. Treiber Methoden

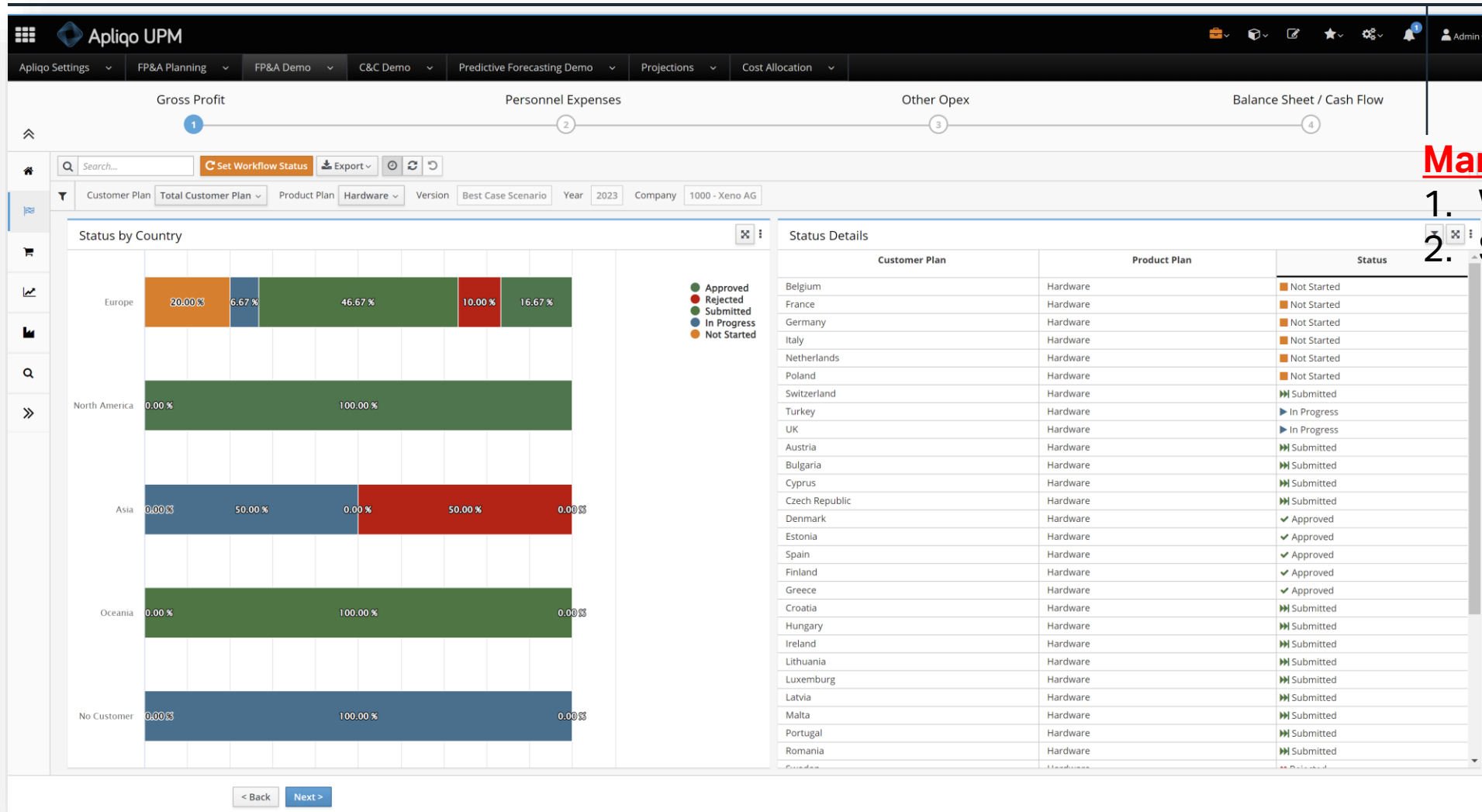
# Apliqo Action



## Management Planung

1. Szenario Planung
2. Simulationen

# Apliqo Action



## Management Planung

1. Workflow
2. Status Tracking



# Apliqo

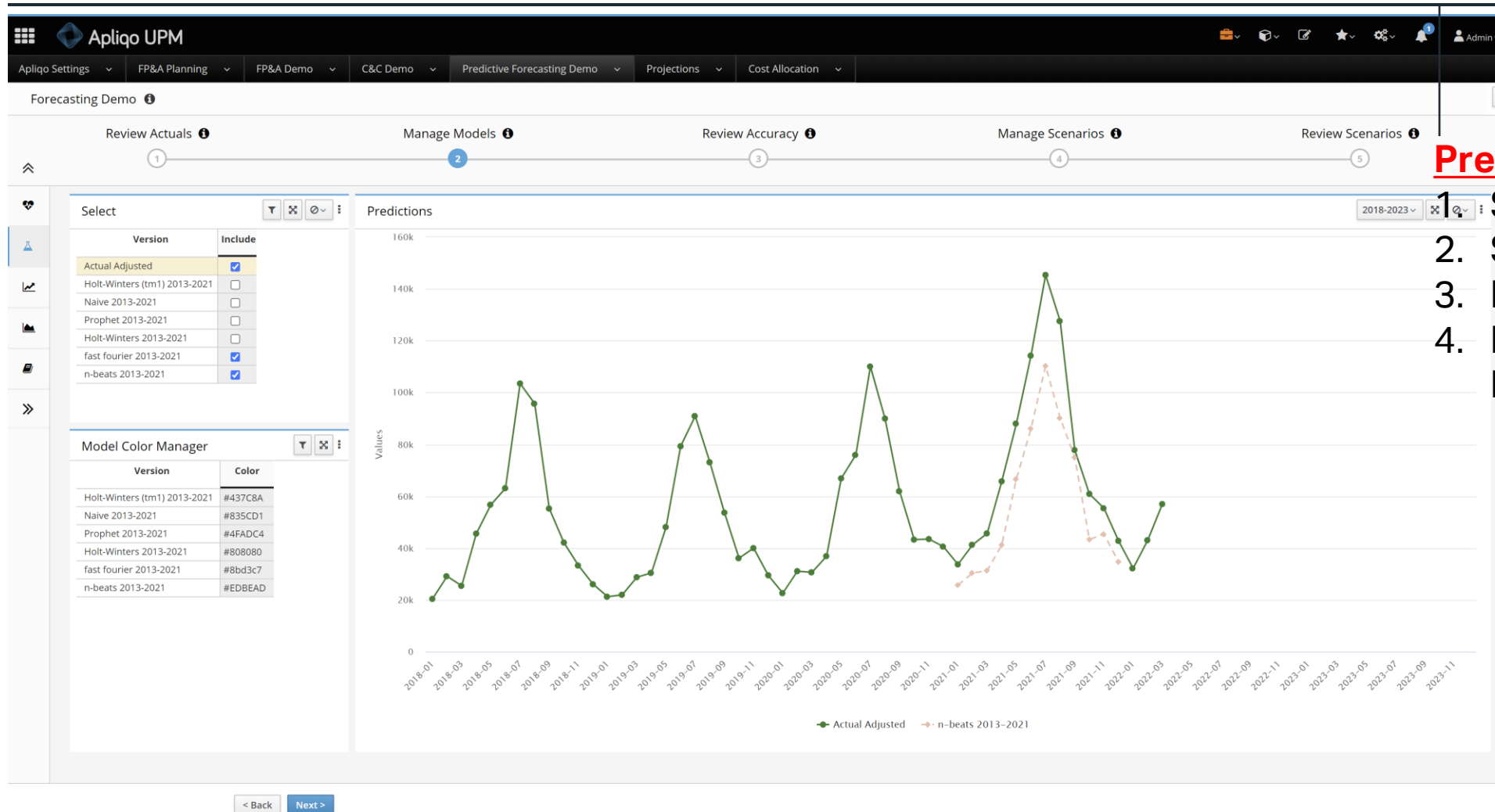
Intelligent Analytics and Planning

## Apliqo Action Predictive Planung





# Apliqo Action



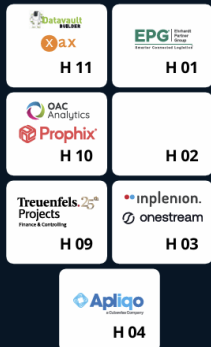
## Predictive Planung

1. Schnittstelle Python
2. Statische Modelle
3. Berechnungen
4. Plan Modell vs. Plan Mensch

# MASTERCLASSES MATTERHORN



DRINKS



## Apliqo Booth H4

- Expertengespräch
- Lösung Demo
- Kaffee oder Hopfentee Pause
- Oder einfach nur Spaß haben
- .....