

# The model process

## Data input

Sales data, expenses data  
expenditures, and balance sheet data

## Calculation of KPI

Calculation of relative and absolute  
indicators

## Assembling overall presentation

Indexes consolidation,  
graphic visualization

## Collection of personal reports

Individual reports generated  
based on access

## Selecting report parameters

Customized personal  
report settings



# Olapsoft

## Model Pharma KRI

### Core functions:

- KPI presentation for the company
- Personal KPI report
- KPI administration

### Advantages:

- A summary of the main indicators for the company  
-multilevel detailing structure
- KPI detailing by period for users
- Detailed view for analysis
- Flexible settings

### Name Surname

Position  
email

### Olapsoft Office

Address: Hauptstraße 117,  
Berlin, 10827, Germany

[info@olapsoft.com](mailto:info@olapsoft.com)

+49 173 9320358

# The model executes:

Detailed analysis of key characteristics and indicators for the company.



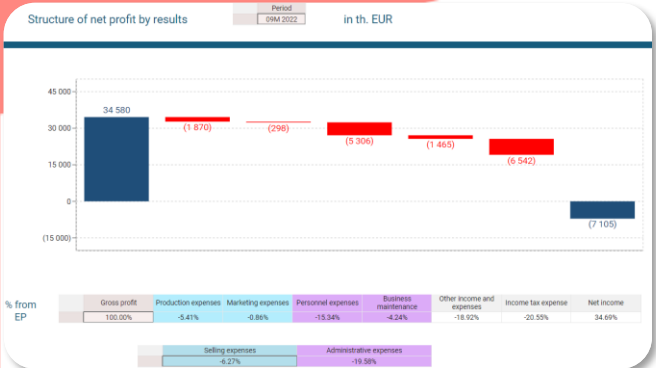
Flexible – customized visualization and analysis of multidimensional data structures



Allows users to combine different types of visualization, in addition to convenient granularity by hierarchy level

Various factor analysis options based on net profit:

- Plan vs. Actual
- Plan vs Actual LY
- Net Profit structure



The model's intuitive interface is one of its many advantages

**Olapsoft Reports & Indicators**

Month: September | Year: FY22 | Budget version: Budget

**Employee's personal report**

Key Performance Indicators	Sales	Working Capital and KPIs
Implementation of annual budget	Costs	Business performance
Factor analysis of PE (actual vs budget)	Operating indicators	Working Capital
Factor analysis of PE (actual vs actual LY)	Group balance sheet Assets	Liquidity and financial stability
Net profit structure	Liabilities Group balance sheet	Sales by channel

This model has executed a personal report based on the employee KPI with flexibility to customize parameters to effectively track key performance indicators

Customizing Indicators

Month: September | Year: FY22 | Budget version: Budget | Selecting the multiplier: units | Accumulatively: ☑

Control	Budget	Fact	Diff.
Exceeding the level of materiality of deviations in management accounting and reporting	no	no	
Net profit	15 359 217	12 020 771	-3 338 446
Satisfaction with sufficiency of analytics, usability	no	no	
Sufficiency of resources to support current business.	no	no	
<b>Efficiency</b>			
EBIT	44 421	38 475	-5 946
EBITDA	48 021	46 108	-1 913
Net profit, %	31.9%	27.1%	-4.8%
EBITDA, %	52%	52%	1%
Aggregate assets	27 955	26 880	-1 075
EBIT, % at the end of the period	47.6%	42.3%	-4.1%
Aggregate assets of:	35 043	33 995	-1 348
<b>Performance</b>			
Equity capital	20 740	20 577	-163
Equity capital of:	28 663	27 560	-1 102
ROA, % at the end of the period	285.07%	238.65%	-46.42%
ROE, % of average value	278.61%	232.77%	-45.84%
ROE, % at the end of the period	259.08%	216.9%	-42.18%
ROA, % of average value	227.41%	190.39%	-37.02%
ROE, % at the end of the period	259.42%	216.23%	-43.19%
Sales without VAT			
Cost of sales			
ROIC, % average value	273.28%	227.63%	-45.65%
Gross profit	yes	yes	
Gross profit margin			