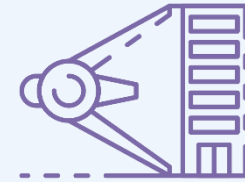
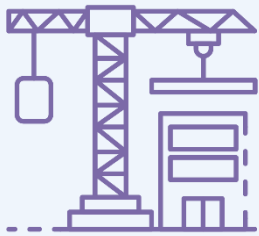




# Demo FEE-Development

## Description and methodology

**Demo stand fee-development** consists of 2 models (with an intermediate data storage repository), which permits users to perform budgeting and cost forecasting in the field of construction development in the context of various projects and cost items.

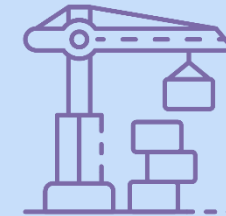
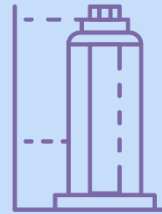


The methodology of budgeting and forecasting is based on the calculation of the cost of design, survey, construction, and installation work (specific to detailed items), taking into account the timing of these works for both the project (complex of buildings) as a whole - and a separate structure (building, site, etc.).

# Calculation system

## The basic units for calculation are:

1. List of buildings and structures (OIDP), which are combined into larger formations - Projects. Each of them has its own specific properties inherent in the objects of development (type of construction, area, date of RNS, customer, etc.).
2. Items of the budget (expenses) - PIR, C&A and more detailed - for which the work is done.



The forecasting period can be up to 10 years. All costs are accounted for monthly, but analysis is also possible by quarters, half-years, or years.



Fact loading is possible either manually using xlsx, csv files - or by configuring integration with different client systems.

## Data entry and calculation

The main form of input is GPR (schedule of work production), where the basic indicators are entered for the budget items: beginning month for work, duration, sticker (cost of work per sq.m.). Further, additional settings are implemented to make calculations more accurate and up-to-date: the relationship of cost items and object type, the ability to synchronize the end of work on one item - with the beginning of work on another, different calculations for the advance and main part of the payment, among others.



All these tools output a flexible reporting form that can show both the overall picture (in the context of projects and years) and a detailed one (costs for a specific item for a specific type of facility)

|                     | FY19          | FY20          | FY21          |
|---------------------|---------------|---------------|---------------|
| Earnings / EARNINGS | 3 716 452 804 | 7 357 549 803 | 6 738 228 778 |
| Costs / COSTS       | 3 025 187 849 | 5 956 015 713 | 5 317 559 055 |

|                       | FY20       | FY21        | FY22        |
|-----------------------|------------|-------------|-------------|
| D.6.2.9 Lifts         | 73 803 955 | 151 896 446 | 60 930 766  |
| D.6.2.10 CA finishing | 86 957 683 | 460 135 286 | 490 336 659 |

# Analysis

## Strategic Analysis Model.

Allows users to retrieve analytics for financial indicators – P&L (Revenue, Cost, EBITDA, etc.), cost items – CF, performance analysis, and identify deviations between separate versions (e.g. optimistic and pessimistic scenarios)

**Version indicator for P/F** Administrator ▾

|                                 |                        |
|---------------------------------|------------------------|
| Specify the current version IEB | Pessimistic scenario ▾ |
| Specify the base version IEB    | Optimistic scenario    |

**Customer choice** Administrator ▾

|                       |         |
|-----------------------|---------|
| Customer's choice IEB | Total ▾ |
|-----------------------|---------|

**Selector Project** Administrator ▾

|                        | Exclude                  | Customer   |
|------------------------|--------------------------|------------|
| <b>Total</b>           |                          |            |
| Dream, st. Chamomile 3 | <input type="checkbox"/> | Customer 1 |

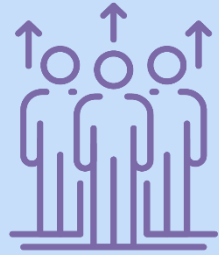
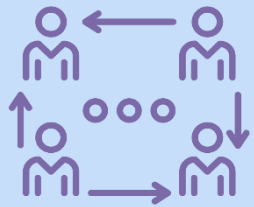
FEE-DEVELOPMENT

**FEE-DEVELOPMENT** Total ▾ Dream, st. Chamomile 3 ▾ All Periods ▾ Total ▾ Administrator ▾

|                               | Basic version  | Current version | Abs. off, EUR. | Rel. off,% |
|-------------------------------|----------------|-----------------|----------------|------------|
| Portfolio                     | -              | -               | -              | -          |
| Earnings / EARNINGS           | 27 980 585 745 | 27 421 349 745  | 559 236 000    | -2.00%     |
| Costs / COSTS                 | 22 970 859 853 | 22 970 859 853  | -              | -          |
| GROSS MARGIN / GROSS MARGIN   | 5 009 725 892  | 4 450 489 892   | 559 236 000    | -11.16%    |
| Gross margin / GM             | 17.9%          | 16.2%           | 1.7%           | -9.4%      |
| AME Tech Supervision ME MSK   | -              | -               | -              | -          |
| AME matrix                    | -              | -               | -              | -          |
| EBITDA                        | 5 009 725 892  | 4 450 489 892   | 559 236 000    | -11.16%    |
| Marginality by EBITDA         | 17.9%          | 16.2%           | 1.7%           | -9.4%      |
| Income tax / Income tax       | 1 001 945 178  | 890 097 978     | 111 847 200    | -11.16%    |
| NET PROFIT / NET PROFIT       | 4 007 780 713  | 3 560 391 913   | 447 388 800    | -11.16%    |
| Net profit margin / NP        | 14.3%          | 13.0%           | 1.3%           | -9.4%      |
| Specific earnings             | -              | -               | -              | -          |
| Unit costs                    | -              | -               | -              | -          |
| Specific GROSS MARGIN         | -              | -               | -              | -          |
| Specific AME Tech Supervision | -              | -               | -              | -          |
| Specific AME matrix           | -              | -               | -              | -          |
| Specific EBITDA               | -              | -               | -              | -          |
| Specific Income Tax           | -              | -               | -              | -          |
| Specific NET PROFIT           | -              | -               | -              | -          |

## Access and integrations

Both models are built on a highly flexible system of role-based access (ranging from varying degrees of access to different levels of information - for tiered staff spread vertically and culminating in the personal assignment of a particular object to a specialist with differentiation across the board)



In the models, prepared settings and scripts serve to connect to various systems (such as 1C) to retrieve the original client data.





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