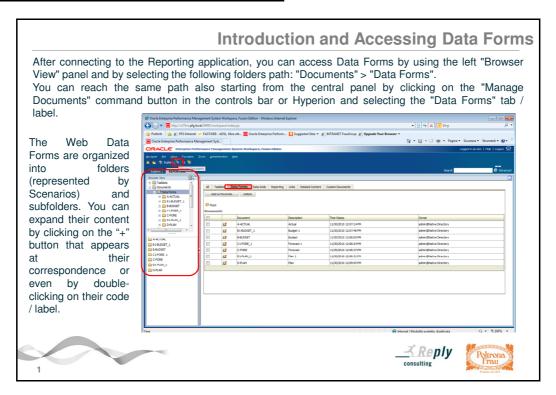
## <u>Chapter 3 – HFM Reporting Data Forms</u>

## 1. Introduction and Accessing Data Forms



This chapter shows how to use the Web Data Entry Forms ("WDEF" acronym) that are currently available in the Reporting application. You should use these Forms to display and / or enter the data related to the Company of your own competence according to the timing and indications specified by the Group Management Control Department.

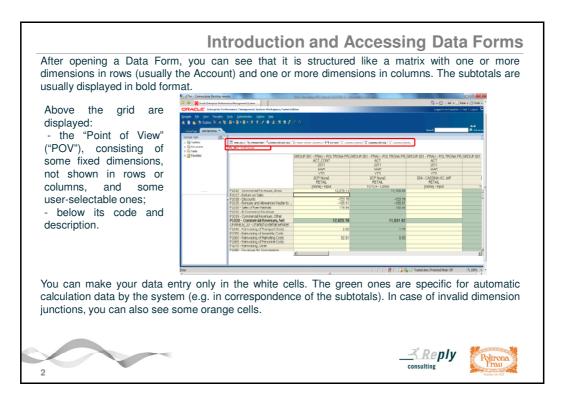
After connecting to the Reporting application, you can access Data Forms by using the left "Browser View" panel and by selecting the following folders path: "Documents" > "Data Forms".

You can reach the same path also starting from the central panel by clicking on the <u>"Manage Documents"</u> command button in the controls bar or Hyperion and selecting the <u>"Data Forms" tab</u> / label.

The Web Data Forms are organized into folders (represented by Scenarios) and subfolders. You can expand their content by clicking on the "+" button that appears at their correspondence or even by double-clicking on their code / label.

In order to open a Data Form starting from the left "Browser View" panel, you should expand the folders and subfolders contained in it and then click on the desired one.

Instead, starting from the central panel, after exploding the same folders path, you should click on the code of the desired one that appears under the headed "Document" column. Then if you want to come back to the initially path, you should click on the "Root" folder that appears above the "Document" heading.



After opening a Data Form, you can see that it is structured like a matrix with one or more dimensions in rows (usually the Account) and one or more dimensions in columns. The subtotals are usually displayed in bold format.

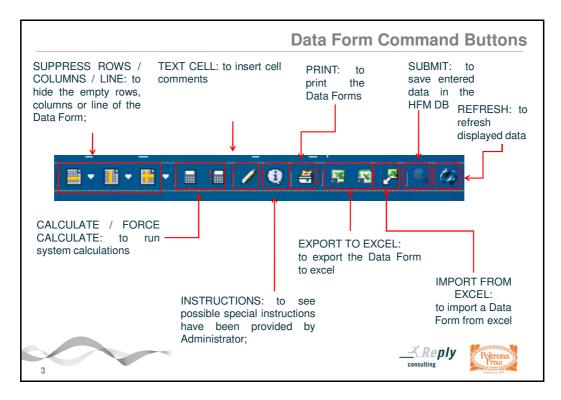
In column there are the most significant dimensions:

- Entity (Company or DOS)
- Scenario
- Year
- Period
- View
- possible ICP (Intercompany Partner)
- possible Custom1 / Brand
- possible Custom2 / Business
- possible Custom4 / Nature

The dimension elements can be viewed with Member Name only, with description only, or both (Member Name and description).

Above the grid are displayed:

- the "Point of View" ("POV"), consisting of some fixed dimensions, not shown in rows or columns, and some user-selectable ones;
- below the code and description of the current Data Form.

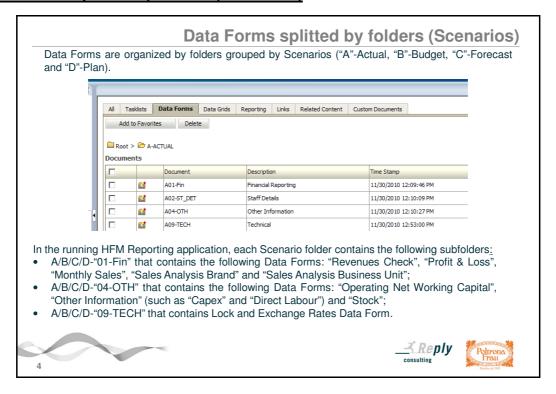


After opening a Data Form, the related command buttons appear in the controls bar of Hyperion. You can identify them starting from the following icons:

- o "Suppress rows / columns / line": to hide the empty rows, columns or line of the Data Form;
- o "Calculate / Force Calculate": to run system calculations;
- "Cell Text": to insert cell comments;
- "Instructions": to see possible special instructions that have been provided by Administrator;
- "Print": to print the Data Forms;
- "Export form to excel 2003/2007": to export the Data Form to excel;
- o "Import from excel": to import a Data Form from excel;
- Submit": to write / save entered data in the HFM database (DB):
- "Refresh:" to refresh displayed data.

<u>In the grid that contains the content of the Data Form you can distinguish input cells – of white colour - from those not input ones – of green colour.</u> The green cells may be related to the total / calculated elements of some dimensions (for example in correspondence of the subtotals of the Account dimension or the "SBUTOT - Total Business Areas" element of the Custom2 dimension). <u>In case of invalid dimension junctions, you can also see some orange cells.</u>

# 2. Data Forms splitted by folders (Scenarios)

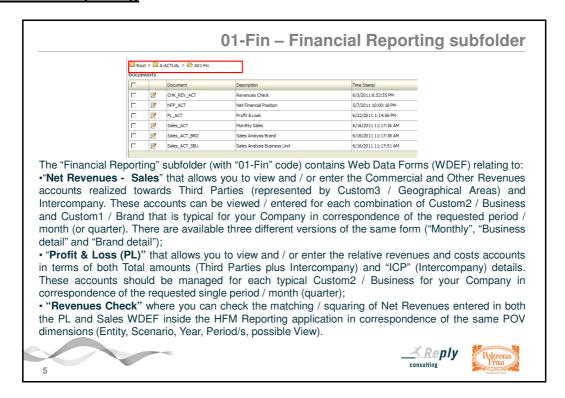


The Web Data Forms are organized into folders and subfolders. In the running Reporting application it has been chosen to subdivide folders according to the imputable reference Scenarios (ACTUAL, BUDGET, FORECAST and PLAN) and subfolders according to their possible content.

In the running HFM Reporting application, each Scenario folder contains the following subfolders:

- "Financial Reporting" (identified by "01-Fin" code) that contains the following Data Forms: "Revenues Check", "Profit & Loss", "Monthly Sales", "Sales Analysis Brand" and "Sales Analysis Business Unit";
- "Other Information" (identified by "04-OTH" code) that contains the following Data Forms: "Operating Net Working Capital", "Other Information" (such as "Capex" and "Direct Labour") and "Stock":
- "Technical Forms" (identified by "09-TECH" code) that contains Lock and Exchange Rates Data Forms.

# 2a. Financial Reporting



The "Financial Reporting" subfolder (with "01-Fin" code) contains the Data Forms relating to the sections of the following accounts: "Net Revenues – Sales", "Profit and Loss" and "Check Revenues".

## "Net Revenues - Sales" Web Data Entry Forms (WDEF)

By using the "Net Revenues – Sales" WDEF you can view and / or enter the Commercial and Other Revenues accounts realized towards Third Parties (represented by Custom3 / Geographical Areas) and Intercompany.

These accounts should be managed for each combination of Custom2 / Business and Custom1 / Brand that is typical for your Company in correspondence of the requested period (month or quarter).

In the running Reporting application it has been chosen to organize these POV dimensions in three different ways. So, regarding Sales accounts, you can select and use one of the following available Web Data Entry Form (WDEF) versions:

- "Sales <Scenario>" "Monthly Sales" WDEF that allows you to manage the same accounts for each typical combination of Custom2 / Business and Custom1 / Brand of your Company in correspondence of one or even all periods / months of a year;
- "Sales <Scenario> BRD" "Sales Analysis Brand" WDEF that allows you to manage the same accounts for each Custom1 / Brand and every possible Custom2 / Business Areas of your Company in correspondence of the requested single period / month;
- <u>the Sales <Scenario> SBU</u>" "<u>Sales Analysis Business Unit" WDEF</u> that allows you to manage the same accounts for each Custom2 / Business and every possible Custom1 / Brands of your Company in correspondence of the requested single period / month.

These three Data Forms are available for all Scenarios (Actual, Forecast, Budget and Plan). Figures must be always entered in the "YTD" View.

## "Profit and Loss" (PL) Web Data Entry Forms (WDEF)

By using the "PL <Scenario>" - "Profit & Loss" WDEF you can view and / or enter the "Profit & Loss" (revenues and costs) accounts in terms of both Total amounts (Third Parties plus Intercompany) and "ICP" (Intercompany) details. These accounts should be managed for each typical Custom2 / Business for your Company in correspondence of the requested single period / month (quarter).

In this form the "Custom1 / Brand" detail is not currently required and is fixed on the generic and neutral "[None]" element. In the future it may be asked to enter also its detail.

This Data Form is available for all Scenarios (Actual, Forecast, Budget and Plan).

For Actual and Budget Scenarios, you must enter both the Total figure (Third Parties plus Intercompany details) - in the column related to "ACT\_CONT" Scenario (support for Actual) or "BDG CONT" Scenario (support for Budget) - and the Intercompany (ICP) details.

The form displays all the transactions with Intercompany Partners that you have already booked. If you need to enter PL accounts related to a new Intercompany, you have to select / add the desired one starting from the "ICP" POV dimension.

The "Third Parties" amounts are calculated as difference between Total amounts and Intercompany details thanks to a calculation rule. So they will automatically appear in the related "[ICP None]" column that you cannot enter / modify.

In the Form there is also a non-blocking check column (the last one, called "CS - Check sign"), where the system checks if figures of ICP transactions do not exceed the Total ones entered in correspondence of the same account.

In the running Reporting application, for Budget, Forecast and Plan Scenarios, it is also available the "<u>PL <Scenario> Monthly</u>" - "<u>Monthly Profit & Loss</u>" <u>WDEF</u> that allows you to manage only Total figures (Third Parties plus Intercompany, without their details) in correspondence of all periods / months of a year.

For Budget Scenario only, there are also the additional "PL BDG Monthly ICO" and "PL BDG Monthly 3<sup>rd</sup> Parties" WDEF that allow you to manage respectively the Monthly Intercompany and Monthly Third Parties details in correspondence of all periods / months of a year.

You should enter the same information also for the possible DOS / Stores of your competence. In this case you have to book only Total amounts without Intercompany (ICP) details. These figures (revenues and costs) have to be represented a detail / "there of" the entire Retail Business (Custom2) of the Company which they refer to.

In all these kind of Data Forms, figures must be always entered in the "YTD" View, except for the Budget Scenario in which they must be loaded in the "Periodic" View.

<u>Note</u>: After writing / saving new PL figures on the HFM database (by clicking on the "Submit" command button in the controls bar of Hyperion), you must always run also the "Force Calculate" command (contained in the same bar) to ensure that the system correctly carries out all calculations provided.

The same command can be performed also starting from the "Process Control" module (ref. Chapter 6).

Remember to fill in and load also the additional "Other Information" accounts of PL (ONWC, Capex and Direct Labour. Stock) as described afterwards.

#### "Revenues Check" Data Form

At the end the "Financial Reporting" subfolder also includes a Data Form called "CHK REV <Scenario>" = "Revenues Check" where you can check the matching / squaring of Net Revenues entered in both the PL and Sales WDEF inside the Reporting application in correspondence of the same POV dimensions (Entity, Scenario, Year, Period/s, possible View). This comparison is automatically calculated for each macro-kind of Revenues (Commercial, Other and Total, towards Third Parties and even Intercompanies if requested) that you booked for each "Custom2 / Business" of your Company.

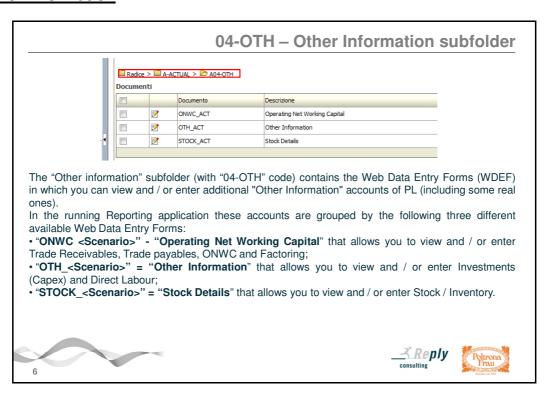
This check is mandatory even if it is not legally binding for the promotion of the Data Unit / Entity (ref. Chapter 6).

For Budget Scenario it is also available a Form that allows you to check Monthly Revenues accounts in correspondence of all periods / months of a year. In this case the View dimension has been made selectable to give you the possibility to compare the PL accounts (entered in Periodic View) with the Sales ones (entered in YTD View).

<u>Note</u>: After opening this Data Form and selecting the desired "Point of View", you must always run the "Force Calculate" command (in the controls bar of Hyperion) to ensure that the system correctly carries out all calculations provided.

The same command can also be performed from the "Process Control" module (ref. Chapter 6).

## 2b. Other Information



The "Other information" subfolder (with "04-OTH" code) contains the Web Data Entry Forms (WDEF) in which you can view and / or enter additional "Other Information" accounts of PL (including some real ones).

In the running Reporting application these accounts are grouped by the following three different available Web Data Entry Forms:

"ONWC <Scenario>" - "Operating Net Working Capital" WDEF that allows you to view and / or enter Trade Receivables, Trade payables, ONWC and Factoring;

- "OTH <Scenario>" = "Other Information" WDEF that allows you to view and / or enter Investments (Capex) and Direct Labour;
- "STOCK <Scenario>" = "Stock Details" WDEF that allows you to view and / or enter Stock / Inventory.

The Custom2 / Business dimension is always required for all accounts.

Some of them also request the Intercompany (ICP) details (in particular Trade Receivables, Trade Payables and Inventory).

The data entry mode to fill in this type of information is the same described above for the "Profit and Loss" (PL) WDEF.

For Budget, Forecast and Plan Scenarios the previous WDEF are also available as "Monthly" versions in order to allows you to manage only Total amounts (Third Parties plus Intercompany, without their details) in correspondence of all periods / months of a year.

In addition to the above, for Budget Scenario, there are also the "Monthly ICO" and "Monthly 3<sup>rd</sup> Parties" versions that allow you to manage respectively both the Monthly Intercompany details and Monthly Third Parties ones in correspondence of all periods / months of a year.

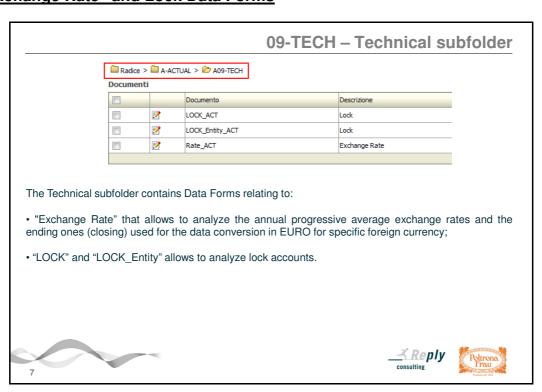
You should enter the same information also for the possible DOS / Store/s of your competence.

As for the form of PL, in all these Data Forms too, figures must be always entered in the "YTD" View, except for the Budget Scenario in which they must be loaded in the "Periodic" View.

<u>Note</u>: After writing / saving this information on the HFM database (by clicking on the "Submit" command button in the control bar of Hyperion), you must always run also the "Force Calculate" command (contained in the same bar) to ensure that the system correctly carries out all calculations provided.

The same command can be performed also starting from the "Process Control" module (ref. Chapter 6).

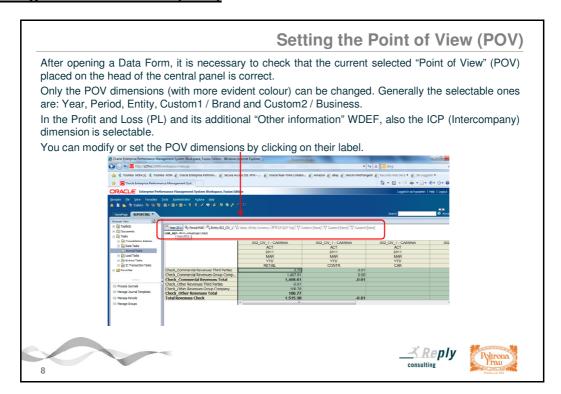
## 2c. "Exchange Rate" and Lock Data Forms



The "Technical" subfolder (with "09-TECH" code) contains the "Rate\_<Scenario>" = "Exchange Rate" starting from which you can view / check, for each month, the annual progressive average exchange rates and the ending ones (closing) - entered by Administrator - that the Reporting application is using for the data conversion in EURO for specific foreign currency. This form is available for all Scenarios.

The Technical subfloder also contains "LOCK" and "LOCK\_Entity" Data Forms that allow to check possible lock accounts. In the running HFM Reporting application are not provided blocking check.

# 3. Setting the Point of View (POV)

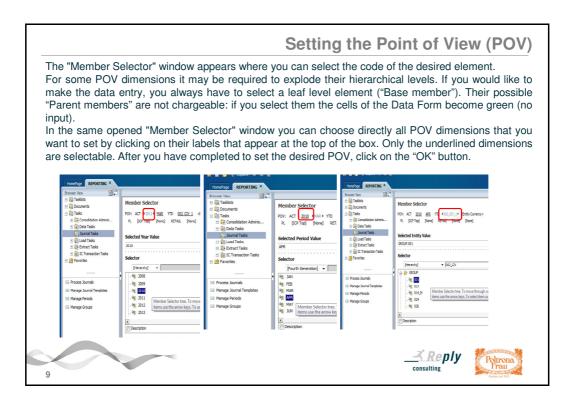


After opening a Data Form, it is necessary to check that the current "Point of View" (POV) placed on the head of the central panel (above the grid of the Data Form) is correct.

Only the POV dimensions (with more evident colour) can be changed. In fact there are some fixed POV dimensions that have been defined by Administrator that cannot be modified (such as View and Value / Currency).

Generally the selectable ones are: Year, Period, Entity, Custom1 / Brand and Custom2 / Business. In the Profit and Loss (PL) and its additional "Other information" WDEF, also the ICP (Intercompany) dimension is selectable.

You can modify or set the POV dimensions by clicking on their label.

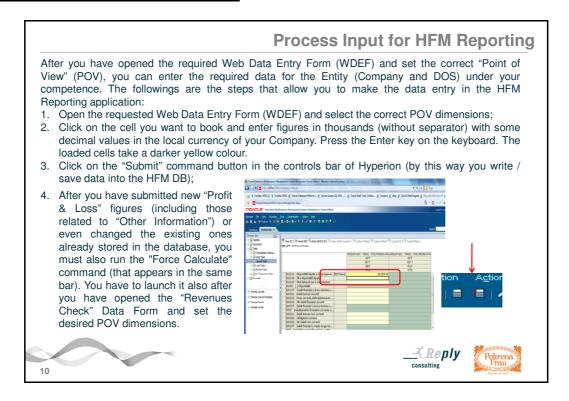


The "Member Selector" window appears where you can select the code of the desired element.

For some POV dimensions it may be required to explode their hierarchical levels. If you would like to make the data entry, you always have to select a leaf level element ("Base member"). Their possible "Parent members" are not chargeable. In fact after selecting them you can only view the data. For example, if you choose elements such as "BRANDTOT" and / or "SBUTOT" (the total elements that belong respectively to "Custom1 / Brand" and "Custom2 / Business" dimensions), the cells of the Data Form will become green (no input).

In the same opened "Member Selector" window you can choose directly all POV dimensions that you want to set by clicking on their labels that appear at the top of the box. Only the underlined dimensions are selectable. After you have completed to set the desired POV, click on the "OK" button.

# 4. Process Input for HFM Reporting



After you have opened the desired Web Data Entry Form (WDEF) and set the correct "Point of View" (POV), you can enter the required data for the Entity (Company and DOS) under your competence.

Click on the cell you want to book and enter figures in thousands (without separator) with some decimal values in the local currency of your Company. Press the Enter key on the keyboard. The loaded cells take a darker yellow colour.

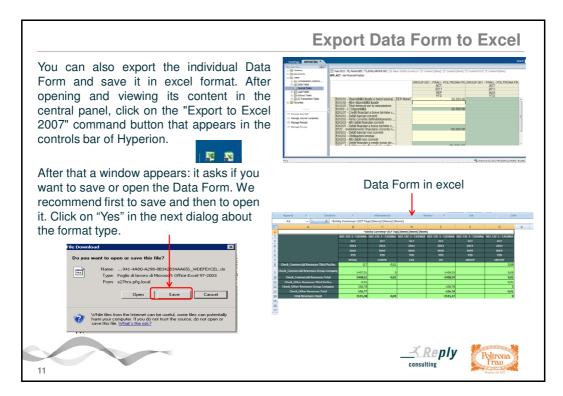
Click on the "Submit" command button that appears in the controls bar of Hyperion to write / save the data loaded into the HFM Reporting database (DB).

If you want to correct / change already written data, you can simply modify / overwrite the previous figures in their cells, then confirm by pressing the Enter key and at the end click on the "Submit" command. If you want to cancel a previously saved input, select the cell and press "Cancel" or "Delete" key to make empty its content; then confirm by clicking on the "Submit" command. You should not enter "0,00" figure if it is not necessary.

After you have submitted new "Profit & Loss" (PL) figures (including its additional "Other Information") or even changed existing ones already stored in the database, you must also run the "Force Calculate" command that appears in the controls bar of Hyperion to ensure that the system correctly carries out all calculations provided.

You have to launch it also after you have opened the "Revenues Check" Data Form and set the desired POV dimensions.

The same "Force Calculate" command can be also performed starting from the "Process Control" module (ref. Chapter 6).



You can also export the individual Data Form and save it in excel format. After opening and viewing its content in the central panel, click on the "Export to Excel 2007" command button that appears in the controls bar of Hyperion.

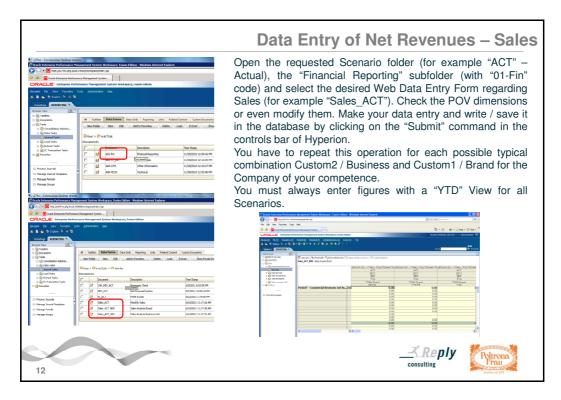
After that a window appears: it asks if you want to save or open the Data Form. We recommend first to save and then to open it. Click on "Yes" in the next dialog about the format type.

Here is <u>an example of the Net Revenues - Sales and / or PL data loading process that a Company should follow and make in the HFM Reporting application, according to the indications and timing of the data collection requested by the planning of the Group Management Control Department.</u>

The data to be reported may refer:

- a) to Monthly / Quarterly Actual (Net Revenues) Sales figures;
- b) to Actual PL figures in correspondence of the guarterly closings,
- c) to Monthly (or Quarterly) Forecast, Budget or Plan Sales and P&L figures.

Please, remember that the entire process (that includes the promotion of the Data Unit / Entity, contained in Chapter 6) must always be completed within the fixed deadline for the collection and delivery of the Management Sales and / or PL Report/s requested by the Group Control Department.

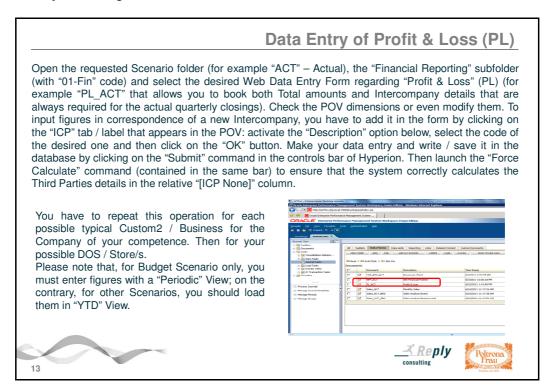


## **Data Entry of "Net Revenues – Sales"**

If you need to enter them, open the requested Scenario folder (for example "ACT" – Actual), the "Financial Reporting" subfolder (with "01-Fin" code) and select the desired Web Data Entry Form regarding Sales (for example "Sales\_ACT"). Check the POV dimensions or even modify them. Make your data entry and write / save it in the database by clicking on the "Submit" command in the controls bar of Hyperion.

You have to repeat this operation for each possible typical combination Custom2 / Business and Custom1 / Brand for the Company of your competence.

You must always enter figures with a "YTD" View for all Scenarios.

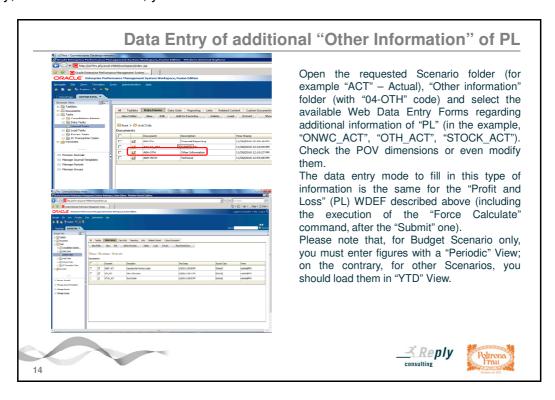


## Data Entry of "Profit & Loss" (PL)

If you need to enter it, open the requested Scenario folder (for example "ACT" – Actual), the "Financial Reporting" subfolder (with "01-Fin" code) and select the desired Web Data Entry Form regarding "PL" (for example "PL\_ACT" that allows you to book both Total amounts and Intercompany details that are always required for the actual quarterly closings). Check the POV dimensions or even modify them. To input figures in correspondence of a new Intercompany, you have to add it in the form by clicking on the "ICP" tab / label that appears in the POV: activate the "Description" option below, select the code of the desired one and then click on the "OK" button. Make your data entry and write / save it in the database by clicking on the "Submit" command in the controls bar of Hyperion. Then launch the "Force Calculate" command (contained in the same bar) to ensure that the system correctly calculates the Third Parties details in the relative "[ICP None]" column (as difference between Total amounts and Intercompany details).

You have to repeat this operation for each possible typical Custom2 / Business for the Company of your competence. Then for your possible DOS / Store/s.

Please note that, for Budget Scenario only, you must enter figures with a "Periodic" View; on the contrary, for other Scenarios, you should load them in "YTD" View.

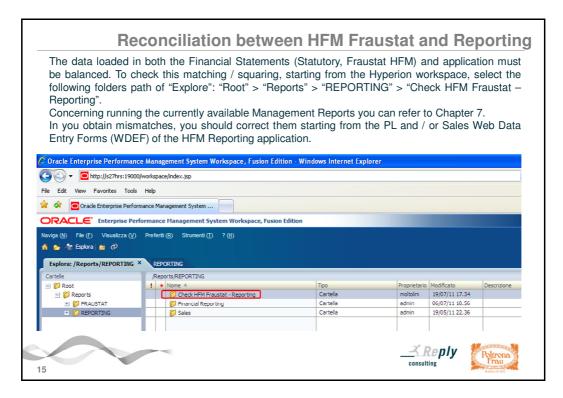


#### Data Entry of additional "Other Information" of PL

If you need to enter them, open the requested Scenario folder (for example "ACT" – Actual), "Other information" folder (with "04-OTH" code) and select the available Web Data Entry Forms regarding additional information of "PL" (in the example "ONWC\_ACT", "OTH\_ACT", "STOCK\_ACT" that allow you to book the Total amounts and possible Intercompany details that are always required for the actual quarterly closings). Check the POV dimensions or even modify them.

The data entry mode to fill in this type of information is the same for the "Profit and Loss" (PL) WDEF described above (including the execution of the "Force Calculate" command).

Please note that, for Budget Scenario only, you must enter figures with a "Periodic" View; on the contrary, for other Scenarios, you should load them in "YTD" View.



## Reconciliation between HFM Fraustat and Reporting

In correspondence of the quarterly closings, after submitting Actual Profit & Loss (PL) and Sales figures in the HFM Reporting application, it is required their reconciliation with those ones already loaded into the Financial Statements (Statutory, Fraustat HFM) in correspondence of the same Scenario, Year and Period.

In particular, it is requested to check the matching / squaring of the following items:

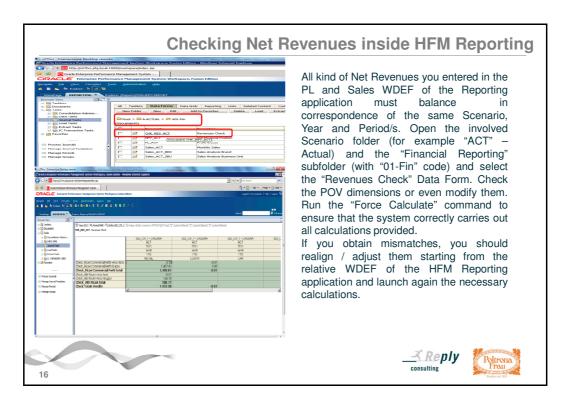
- EBITDA;
- Macro-types of Revenues and Costs (Total amounts, Third Parties and Intercompany details)
- Segment Revenues Sales towards Third Parties, detailed for Business, Brand and Geographical Area.

Some Management Reports have been created just for this purpose. You can access them starting from the Hyperion workspace and the following folders path of "Explore":

"Root" > "Reports" > "REPORTING" > "Check HFM Fraustat - Reporting".

Concerning running the currently available Management Reports you can refer to Chapter 7.

If you obtain mismatches, you should proceed to their realignment / adjustment starting from the relative PL and / or Sales Web Data Entry Forms (WDEF) of the HFM Reporting application.



## **Checking Net Revenues inside HFM Reporting**

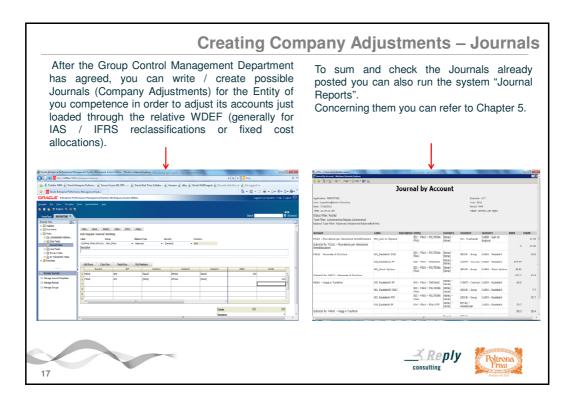
After submitting both Sales and Profit & Loss (PL) figures in the HFM Reporting application starting from their relative Web Data Entry Forms in correspondence of the same Scenario, Year and Period (as occurs for the actual quarterly closings), you should also check the matching / squaring between their "Net Revenues" accounts.

For this purpose you have to use the Data Form called "CHK\_REV\_\_<Scenario>" = "Revenues Check" that you can select by opening the involved Scenario folder (for example "ACT" – Actual) and the "Financial Reporting" subfolder (with "01-Fin" code). Check the POV dimensions or even modify them. Run the "Force Calculate" command to ensure that the system correctly carries out all calculations provided.

You must check the squaring figures for all macro-types of Net Revenue (Total Revenues, Commercial Revenues and Other Revenues with Third Parties and Intercompany details if required) for each Custom2 / Business of your Company in correspondence of the single involved period / month (or quarter).

For Budget Scenario it is available a Monthly version of this Data Form that allows you to check the Monthly squaring figures. In this case you can also select the View dimension.

Any differences will not be accepted. So if you obtain mismatches you should proceed to their realignment / adjustment starting from the relative PL or Sales Web Data Entry Forms (WDEF) of the HFM Reporting application and launch again the necessary calculations.



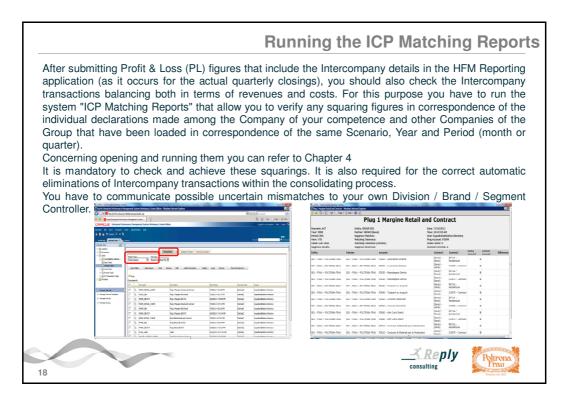
## **Creating Company Adjustments - Journals**

# <u>Please note that the possible writing of adjustments through Journals must be previously agreed with Group Management Control Department.</u>

The possible creation of some writings / Journals (Entity / Company adjustments about some loaded accounts) may be required primarily in these cases:

a) to replicate IAS / IFRS reclassifications posted in the Statutory (Fraustat, HFM) application; b) to reallocate some cost items (in particular "Fixed ones") among Group Companies without the issue of accounting documents (chargebacks / managerial transfers).

You can also run the system "Journal Reports" in order to sum and check the posted adjustments that have been made in correspondence of your own Company (see Chapter 5).



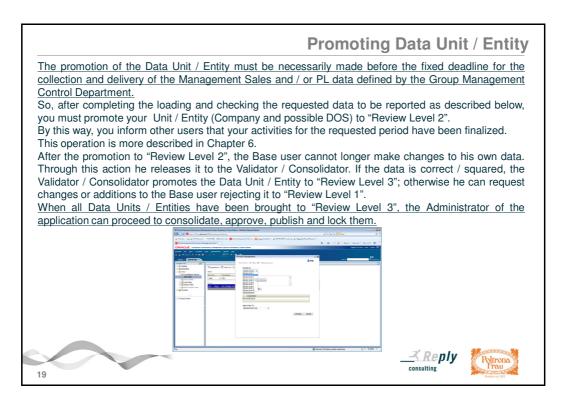
## **Running the ICP Matching Reports**

After submitting Profit & Loss (PL) figures that include the Intercompany details in the HFM Reporting application (as it occurs for the actual quarterly closings), you should also check the Intercompany transactions balancing both in terms of revenues and costs. For this purpose you have to run the system "ICP Matching Reports" that allow you to verify any squaring figures in correspondence of the individual declarations made among the Company of your competence and other Companies of the Group that have been loaded in correspondence of the same Scenario, Year and Period (month or quarter).

Concerning opening and running them you can refer to Chapter 4.

It is mandatory to check and achieve these squarings. It is also required for the correct automatic eliminations of Intercompany transactions within the consolidating process.

You have to communicate possible uncertain mismatches to your own Division / Brand / Segment Controller.



## **Promoting Data Unit / Entity**

The promotion of the Data Unit / Entity must be necessarily made before the fixed deadline for the collection and delivery of the Management Sales and / or PL data defined by the Group Management Control Department.

So, after completing the loading and checking the requested data to be reported as described before, you must promote your Unit / Entity (Company and possible DOS) to "Review Level 2". By this way, you inform other users that your activities for the requested period have been finalized.

This operation is more described in Chapter 6.

After the promotion to "Review Level 2", the Base user cannot longer make changes to his own data. Through this action he releases it to the Validator / Consolidator.

If the data is correct / squared, the Validator / Consolidator promotes the Data Unit / Entity to "Review Level 3"; otherwise he can request changes or additions to the Base user rejecting it to "Review Level 1".

When all Data Units / Entities have been brought to "Review Level 3", the Administrator of the application can proceed to consolidate, approve, publish and lock them.