

# TNB02: Market Research Report

Period: 1

TOPSIM - General Management

Standard Scenario 8 Periods v15.3

Company 2

## MARKET 1: CLASSIC

	Price	Deviation Price	Technology	Ecology	Advertising	Sales Employees	Customer Satisfaction	Awareness	Sales	Revenue Market	Market Share
	EUR	%	Index	Index	mEUR	Employees	Index	Index	Units	mEUR	%
C1	3,099	0.36	102.45	105.37	6.50	100.00	74.92	57.59	39,000	120.86	17.66
C2	3,150	2.01	102.59	105.37	7.00	110.00	72.22	59.47	45,740	144.08	21.05
C3	2,910	-5.76	102.66	104.77	7.00	120.00	79.58	57.22	48,696	141.71	20.70
C4	3,000	-2.84	102.45	104.39	6.00	105.00	80.30	56.47	46,000	138.00	20.16
C5	3,280	6.22	103.01	104.77	7.50	115.00	68.71	57.89	42,656	139.91	20.44
<b>Ø / Sum</b>	<b>3,088</b>		<b>102.63</b>	<b>104.93</b>	<b>6.80</b>	<b>110.00</b>	<b>75.15</b>	<b>57.73</b>	<b>222,092</b>	<b>684.56</b>	

## OTHER MARKETS

	Bulk Buyer Classic	Requests for Bids Classic
	Units	Offer in EUR
C1	0	0.00
C2	0	0.00
C3	4,000	0.00
C4	5,000	0.00
C5	0	0.00

# TNB03: Production Report

Period: 1

TOPSIM - General Management

Standard Scenario 8 Periods v15.3

Company 2

## 1. Production Lines

	Aquisition Period	Aquisition Value	Remaining Running Time	Depreciation	Net Book Value	Other Fixed Costs	Residual Earnings
		mEUR	Periods	mEUR / Period	mEUR	mEUR	% from Book Value
Type A Line Nr. 1	-8	12.50	0	1.25	0.00	1.50	20.0
Type A Line Nr. 2	-7	15.00	1	1.50	1.50	1.00	20.0
Type A Line Nr. 3	-6	20.00	2	2.00	4.00	0.50	20.0
Type A Line Nr. 4	-5	20.00	3	2.00	6.00	0.25	20.0
<b>Total</b>		<b>67.50</b>		<b>6.75</b>	<b>11.50</b>	<b>3.25</b>	

	Normal Capacity		Maintenance	Rationalization	Available Capacity	Environmental Index
	Units	mEUR	Factor	Factor	Units	Index
Type A Line Nr. 1	8,000	1.00	0.95	1.02	7,714	83.0
Type A Line Nr. 2	9,000	1.00	0.95	1.02	8,678	90.0
Type A Line Nr. 3	11,500	1.00	0.95	1.02	11,089	95.0
Type A Line Nr. 4	13,500	1.00	0.95	1.02	13,017	98.0
<b>Total / Average</b>	<b>42,000</b>	<b>4.00</b>			<b>40,499</b>	<b>91.5</b>

	Machine Type	Index
Rationalization Index	Type A	1.02
Rationalization Index	Type B	1.00
Rationalization Index	Type C	1.00

## 2. Production Staff

	Current Period	Previous Period
Workforce	869	852
- Absenteeism	39	47
<b>= Available Staff</b>	<b>830</b>	<b>805</b>
New Employees (%)	7.63	5.86
Process Optimization (mEUR)	0.00	0.00
Training Expenses per Employee (EUR)	1,000	1,000
Staff Motivation (Index)	63.4	56.5
Adaptation Index	0.99	1.00
× Process Optimization Index	1.00	1.00
× Staff Qualification Index	1.00	1.00
× Factor Motivation	1.01	1.00
<b>= Productivity Index I</b>	<b>1.00</b>	<b>1.00</b>

# TNB03: Production Report

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Company 2

	Classic
Cumulated Production up to Previous Period	40,000
<b>Productivity Index II</b>	<b>1.00</b>
	Classic
Basic Productivity (Units / Period)	50.00
× Productivity Index I	1.00
× Productivity Index II	1.00
<b>= Productivity (Units / Period)</b>	<b>50.23</b>

## 3. Utilization Production

### STAFF

	Classic	Total
Available Staff (without Overtime)		830
Available Staff (Including Overtime)	913.00	
Productivity (Units / Period)	50.23	
Planned Production Quantity	40,740	
Actual Production Quantity	40,740	
<b>Deployed Staff (Including Overtime)</b>	<b>811.07</b>	
<b>Utilization of Staff (%)</b>		<b>97.7</b>

### PRODUCTION LINES

	Classic	Total
Available Production Capacity (without Overtime)		40,499
Available Production Capacity (Including Overtime)	44,548	
Production Line Capacity Needed per Finished Product	1.00	
Planned Production Quantity	40,740	
Actual Production Quantity	40,740	
<b>Used Production Capacity</b>	<b>40,740</b>	
<b>Utilization of Production Lines (%)</b>		<b>100.6</b>

## 4. Environmental Index

Environmental Ratings of Production Lines	(Index)	91.5
Cumulated Investment in Environmental Equipment	(mEUR)	3.00
Improvement of Environmental Ratios	(Points)	3.0
Environmental Damage Indicator for the Company	(Index)	94.5
Environmental Tax	(mEUR)	1.11

TECHNOLOGY

	Investments (mEUR)		Index
	Period	Cumulated	
COPY Classic Gen. 1	1.67	3.21	102.59

ECOLOGY

	Investments (mEUR)		Index
	Period	Cumulated	
COPY Classic Gen. 1	3.00	5.50	105.37

VALUE ANALYSIS

	Investments (mEUR)		Index
	Period	Cumulated	
COPY Classic Gen. 1	1.10	2.10	1.02

## INPUT MATERIALS/PARTS COPY CLASSIC

	Quantity		Inventory
	Units	EUR/Units	mEUR
Initial Inventory	15,000	527.27	7.91
+ Quantity from Supplier	35,000	550.00	19.25
+ Express Delivery	0	780.00	0.00
- Quantity Used in Production	39,863	543.18	21.65
<b>= Final Inventory</b>	<b>10,137</b>	<b>543.18</b>	<b>5.51</b>

## FINISHED PRODUCTS COPY CLASSIC

	Quantity		Inventory
	Units	EUR/Units	mEUR
Initial Inventory	5,000	2,046.86	10.23
+ Quantity produced	40,740	2,045.98	83.35
- Quantity distributed	45,740	2,046.08	93.59
<b>= Final Inventory</b>	<b>0</b>	<b>2,046.08</b>	<b>0.00</b>

## STORAGE COSTS

	mEUR
Input Materials/Parts COPY Classic	0.51
Finished Products COPY Classic	0.00
<b>Total</b>	<b>0.51</b>

## TNB6: Human Resources

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Company 2

	Purchasing	Administration	Production	R&D	Sales	Total
Initial Workforce	18	208	852	35	100	1,213
+ Hires	4	17	65	3	19	108
- Dismissals	0	0	0	0	0	0
- Attrition	1	8	48	1	9	67
<b>= Final Workforce</b>	<b>21</b>	<b>217</b>	<b>869</b>	<b>37</b>	<b>110</b>	<b>1,254</b>
Wages/Salaries (mEUR) (*)	0.65	6.29	26.94	1.67	4.51	40.06
Recruitment/Dismissals/Training (mEUR)	0.05	0.21	1.68	0.04	0.24	2.22
Non-Salary Staff Costs (mEUR) (*)	0.26	2.52	10.78	0.67	1.80	16.02
Pension Reserves (mEUR) (*)	0.03	0.31	1.35	0.08	0.23	2.00
<b>Total Staffing Costs (mEUR)</b>	<b>0.99</b>	<b>9.34</b>	<b>40.74</b>	<b>2.45</b>	<b>6.78</b>	<b>60.30</b>
Additional Dismissal Costs (mEUR)	0.00	0.00	0.00	0.00	0.00	0.00
Training (Production) (mEUR)			0.87			
Non-Salary Staff Costs in % of Salaries						40.00
(*) Without Overtime Costs						

# TNB7: Cost Type Accounting

Period: 1

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Company 2

	Total	Overhead	Direct Costs
			Classic
Material Costs			
Input Materials / Parts	■	■	■
Factory Materials	1.87	0.00	1.87
Staffing Costs			
Wages / Salaries (*)	40.06	■	■
Recruitment / Dismissals / Training	2.22	■	■
Additional Dismissal Costs	0.00	■	■
Non-Salary Staff Costs	16.02	■	■
Pension Reserves	2.00	■	■
Depreciation			
Buildings	0.25	0.25	0.00
Production Lines	■	■	■
Environ. Techn.	■	■	■
Finished Products	0.00	0.00	0.00
Other Costs			
Other Fixed Costs	■	■	■
Maintenance / Rationalization	■	■	■
Process Optimization	■	■	■
Environmental Tax	■	■	■
Rework / Scrap	1.49	0.00	1.49
Storage Costs	■	■	■
Advertising / Market Research / CI	10.60	3.60	7.00
Other Costs R&D	■	■	■
Transport Costs	1.14	0.00	1.14
<b>Total</b>	■	■	■
(*) with Overtime Costs			

# TNB8: Cost Center Accounting

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Company 2

	Total	Purchasing	Production	R&D	Sales	Administration
<b>Material Costs</b>						
Input Materials / Parts	0.00	0.00	0.00	0.00	0.00	0.00
Factory Materials	0.00	0.00	0.00	0.00	0.00	0.00
<b>Staffing Costs</b>						
Wages / Salaries (*)	■	0.65	■	1.67	4.51	6.29
Recruitment / Dismissals / Training	■	0.05	■	0.04	0.24	0.21
Additional Dismissal Costs	■	0.00	■	0.00	0.00	0.00
Non-Salary Staff Costs	■	0.26	■	0.67	1.80	2.52
Pension Reserves	■	0.03	■	0.08	0.23	0.31
<b>Depreciation</b>						
Buildings	0.25	0.01	0.18	0.01	0.01	0.04
Production Lines	■	■	■	■	■	■
Environ. Techn.	■	■	■	■	■	■
Finished Products	0.00	0.00	0.00	0.00	0.00	0.00
<b>Other Costs</b>						
Other Fixed Costs	■	■	■	■	■	■
Maintenance / Rationalization	■	■	■	■	■	■
Process Optimization	■	■	■	■	■	■
Environmental Tax	■	■	■	■	■	■
Rework / Scrap	0.00	0.00	0.00	0.00	0.00	0.00
Storage Costs	0.51	0.51	0.00	0.00	0.00	0.00
Advertising / Market Research / CI	3.60	0.00	0.00	0.00	3.60	0.00
Other Costs R&D	0.00	0.00	0.00	0.00	0.00	0.00
Transport Costs	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Costs</b>	■	1.51	■	2.46	10.39	10.37
(*) with Overtime Costs						