

TNB02: Market Research Report

Period: 1

TOPSIM - General Management

Standard Scenario 8 Periods v15.3

Company 4

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
Ø / Sum	3,088		102.63	104.93	6.80	110.00	75.15	57.73	222,092	684.56	

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

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Standard Scenario 8 Periods v15.3

Company 4

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. 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
Type B Line Nr. 5	1	25.00	9	2.50	22.50	2.00	25.0
Total		80.00		8.00	34.00	3.75	

	Normal Capacity		Maintenance	Rationalization	Available Capacity	Environmental Index
	Units	mEUR	Factor	Factor	Units	Index
Type A Line Nr. 2	9,000	1.00	0.95	1.00	8,550	90.0
Type A Line Nr. 3	11,500	1.00	0.95	1.00	10,925	95.0
Type A Line Nr. 4	13,500	1.00	0.95	1.00	12,825	98.0
Type B Line Nr. 5	18,000	1.00	0.95	1.00	17,100	105.0
Total / Average	52,000	4.00			49,400	97.0

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

2. Production Staff

	Current Period	Previous Period
Workforce	864	852
- Absenteeism	31	47
= Available Staff	833	805
New Employees (%)	7.04	5.86
Process Optimization (mEUR)	0.00	0.00
Training Expenses per Employee (EUR)	1,000	1,000
Staff Motivation (Index)	52.8	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
= Productivity Index I	1.01	1.00

TNB03: Production Report

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Company 4

	Classic
Cumulated Production up to Previous Period	40,000
Productivity Index II	1.00
	Classic
Basic Productivity (Units / Period)	50.00
× Productivity Index I	1.01
× Productivity Index II	1.00
= Productivity (Units / Period)	50.37

3. Utilization Production

STAFF

	Classic	Total
Available Staff (without Overtime)		833
Available Staff (Including Overtime)	916.30	
Productivity (Units / Period)	50.37	
Planned Production Quantity	46,000	
Actual Production Quantity	46,000	
Deployed Staff (Including Overtime)	913.22	
Utilization of Staff (%)		109.6

PRODUCTION LINES

	Classic	Total
Available Production Capacity (without Overtime)		49,400
Available Production Capacity (Including Overtime)	54,340	
Production Line Capacity Needed per Finished Product	1.00	
Planned Production Quantity	46,000	
Actual Production Quantity	46,000	
Used Production Capacity	46,000	
Utilization of Production Lines (%)		93.1

4. Environmental Index

Environmental Ratings of Production Lines	(Index)	97.0
Cumulated Investment in Environmental Equipment	(mEUR)	3.00
Improvement of Environmental Ratios	(Points)	3.0
Environmental Damage Indicator for the Company	(Index)	100.0
Environmental Tax	(mEUR)	0.01

TECHNOLOGY

	Investments (mEUR)		Index
	Period	Cumulated	
COPY Classic Gen. 1	1.58	3.12	102.45

ECOLOGY

	Investments (mEUR)		Index
	Period	Cumulated	
COPY Classic Gen. 1	2.50	5.00	104.39

VALUE ANALYSIS

	Investments (mEUR)		Index
	Period	Cumulated	
COPY Classic Gen. 1	1.00	2.00	1.02

INPUT MATERIALS/PARTS COPY CLASSIC

	Quantity		Inventory
	Units	EUR/Units	mEUR
Initial Inventory	15,000	527.27	7.91
+ Quantity from Supplier	30,000	550.00	16.50
+ Express Delivery	98	780.00	0.08
- Quantity Used in Production	45,098	542.94	24.49
= Final Inventory	0	542.94	0.00

FINISHED PRODUCTS COPY CLASSIC

	Quantity		Inventory
	Units	EUR/Units	mEUR
Initial Inventory	5,000	2,046.86	10.23
+ Quantity produced	46,000	2,051.33	94.36
- Quantity distributed	51,000	2,050.89	104.60
= Final Inventory	0	2,050.89	0.00

STORAGE COSTS

	mEUR
Input Materials/Parts COPY Classic	0.00
Finished Products COPY Classic	0.00
Total	0.00

TNB6: Human Resources

Period: 1

TOPSIM - General Management

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Company 4

	Purchasing	Administration	Production	R&D	Sales	Total
Initial Workforce	18	208	852	35	100	1,213
+ Hires	4	20	60	1	14	99
- Dismissals	0	0	0	0	0	0
- Attrition	1	8	48	1	9	67
= Final Workforce	21	220	864	35	105	1,245
Wages/Salaries (mEUR) (*)	0.65	6.38	26.78	1.58	4.31	39.70
Recruitment/Dismissals/Training (mEUR)	0.05	0.25	1.61	0.01	0.18	2.10
Non-Salary Staff Costs (mEUR) (*)	0.26	2.55	10.71	0.63	1.72	15.88
Pension Reserves (mEUR) (*)	0.03	0.32	1.34	0.08	0.22	1.98
Total Staffing Costs (mEUR)	0.99	9.50	40.45	2.30	6.42	59.66
Additional Dismissal Costs (mEUR)	0.00	0.00	0.00	0.00	0.00	0.00
Training (Production) (mEUR)			0.86			
Non-Salary Staff Costs in % of Salaries						40.00
(*) Without Overtime Costs						

TNB7: Cost Type Accounting

Period: 1

TOPSIM - General Management

Standard Scenario 8 Periods v15.3

Company 4

	Total	Overhead	Direct Costs
			Classic
Material Costs			
Input Materials / Parts	24.49	0.00	24.49
Factory Materials	2.12	0.00	2.12
Staffing Costs			
Wages / Salaries (*)	42.80	13.87	28.93
Recruitment / Dismissals / Training	2.10	2.10	0.00
Additional Dismissal Costs	0.00	0.00	0.00
Non-Salary Staff Costs	17.12	5.55	11.57
Pension Reserves	2.14	0.69	1.45
Depreciation			
Buildings	0.25	0.25	0.00
Production Lines	9.00	9.00	0.00
Environ. Techn.	0.30	0.30	0.00
Finished Products	0.00	0.00	0.00
Other Costs			
Other Fixed Costs	6.25	6.25	0.00
Maintenance / Rationalization	5.00	5.00	0.00
Process Optimization	0.00	0.00	0.00
Environmental Tax	0.01	0.01	0.00
Rework / Scrap	2.06	0.00	2.06
Storage Costs	0.00	0.00	0.00
Advertising / Market Research / CI	8.10	2.10	6.00
Other Costs R&D	3.50	0.00	3.50
Transport Costs	1.15	0.00	1.15
Total	126.39	45.13	81.26
(*) with Overtime Costs			

TNB8: Cost Center Accounting

Period: 1

TOPSIM - General Management

Standard Scenario 8 Periods v15.3

Company 4

	Total	Purchasing	Production	R&D	Sales	Administration
Material Costs						
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
Staffing Costs						
Wages / Salaries (*)	13.87	0.65	0.96	1.58	4.31	6.38
Recruitment / Dismissals / Training	2.10	0.05	1.61	0.01	0.18	0.25
Additional Dismissal Costs	0.00	0.00	0.00	0.00	0.00	0.00
Non-Salary Staff Costs	5.55	0.26	0.38	0.63	1.72	2.55
Pension Reserves	0.69	0.03	0.05	0.08	0.22	0.32
Depreciation						
Buildings	0.25	0.01	0.18	0.01	0.01	0.04
Production Lines	9.00	0.00	9.00	0.00	0.00	0.00
Environ. Techn.	0.30	0.00	0.30	0.00	0.00	0.00
Finished Products	0.00	0.00	0.00	0.00	0.00	0.00
Other Costs						
Other Fixed Costs	6.25	0.00	6.25	0.00	0.00	0.00
Maintenance / Rationalization	5.00	0.00	4.00	0.00	0.00	1.00
Process Optimization	0.00	0.00	0.00	0.00	0.00	0.00
Environmental Tax	0.01	0.00	0.01	0.00	0.00	0.00
Rework / Scrap	0.00	0.00	0.00	0.00	0.00	0.00
Storage Costs	0.00	0.00	0.00	0.00	0.00	0.00
Advertising / Market Research / CI	2.10	0.00	0.00	0.00	2.10	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
Total Costs	45.13	1.01	22.74	2.31	8.53	10.54
(*) with Overtime Costs						

TNB12: Cash Accounting

Period: 1

TOPSIM - General Management

Standard Scenario 8 Periods v15.3

Company 4

	mEUR
Initial Cash Balance	0.85
CASH INFLOWS	
	mEUR
Cash Inflows from Sales Current Period	122.90
Cash Inflows from Sales Previous Period	25.80
Sale of Securities	0.00
Interest Income	0.00
Other Income / Capital Increase	0.00
Disinvestment of Production Lines	0.25
Short-Term and Long-Term Loans	25.00
Special Market Proceeds	0.00
Overdraft Loans	0.00
Total Cash Inflows	173.95
CASH OUTFLOWS	
	mEUR
Purchase: Input / Operating Materials, Finished Products	
Subcontracting	0.00
Personnel Costs (without pension reserves)	
Other Expenses	
Short-Term & Overdraft Loan Repayment	27.00
Interest Costs Short-Term & Long-Term Loans	1.50
Purchase of Production Lines	
Purchase of Securities	0.00
Purchase of Environmental Equipment	1.50
Dividend Payment	0.75
Charge-Off	0.00
Income Tax	5.57
Interest Payment for Overdraft Loans	0.00
Total Cash Outflows	
Final Cash Balance	
Payment Conditions	
	% in the actual period
Customers Products (Cash Inflows)	80.0
Supplier Input Materials COPY Classic (Cash Outflows)	100.0