

**=exact**

**Internationaal aanwezig, overall  
compliant**

**Katrien Servais**

Senior Sales Executive  
Mid Market

**Viktor Wassmann**

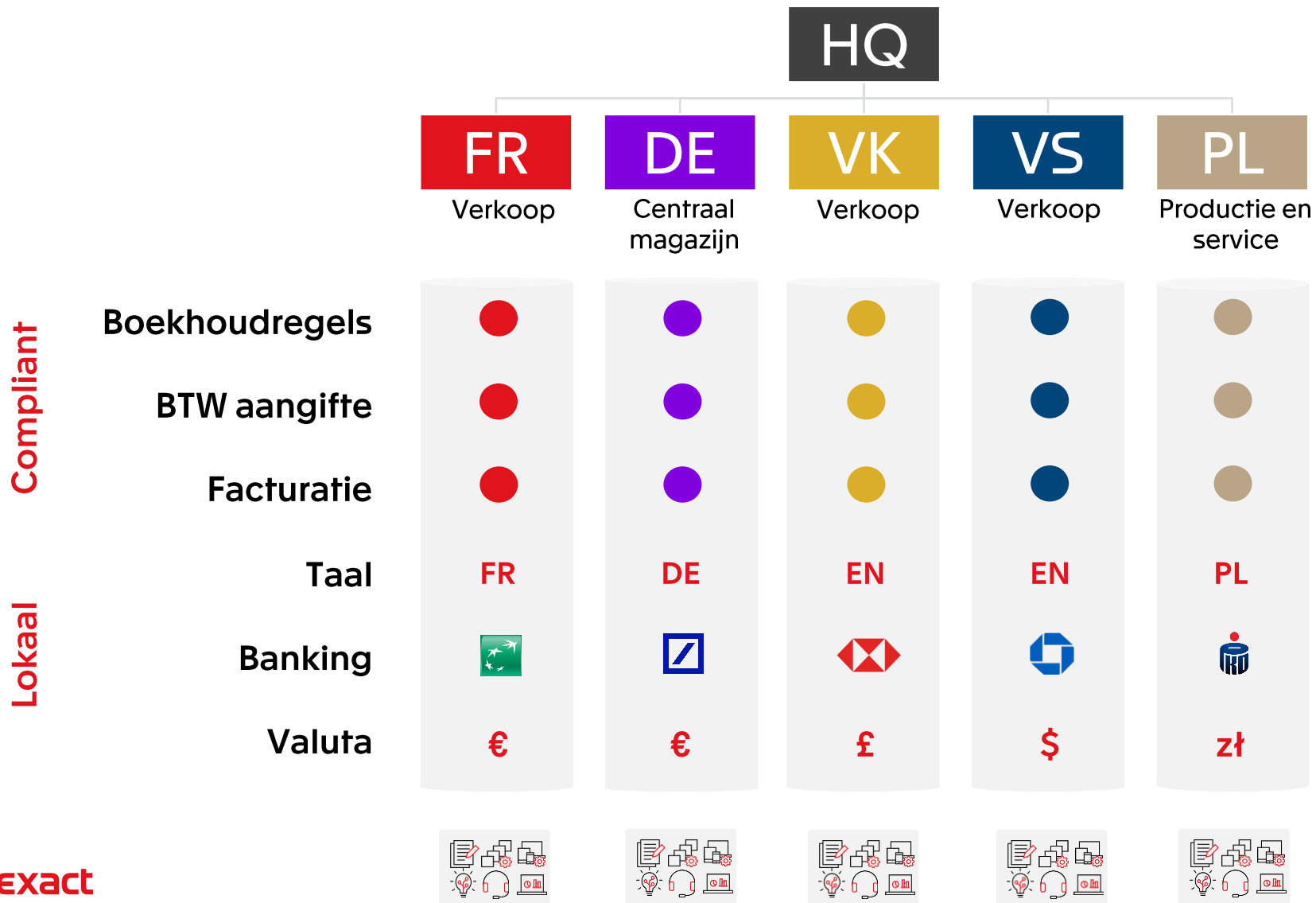
Product Manager  
Exact Globe+ & Exact Synergy

**Exact  
Live**

=exact



# Herkennen jullie dit?



Exact Synergy

# Agenda



Voldoen aan lokale wet- en regelgeving en lokalisaties



Centraal werken en samenwerken



Inzicht en rapporteren over de cijfers

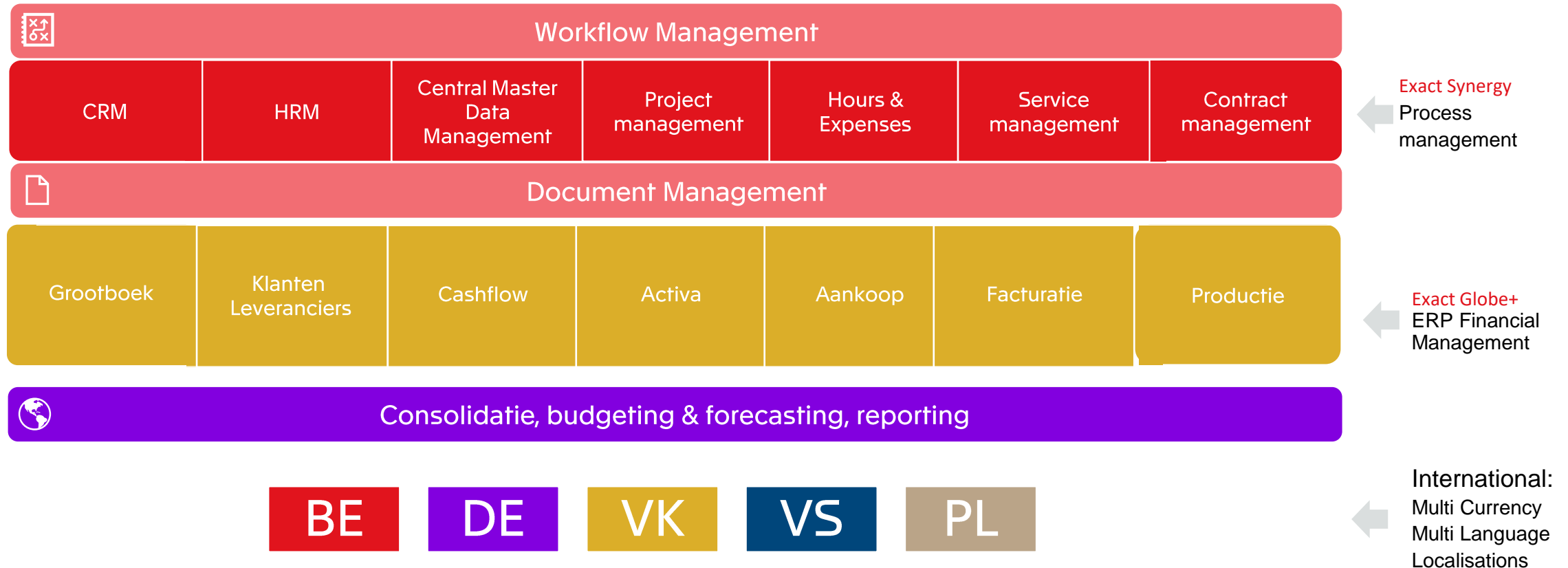




**Voldoen aan lokale wet- en regelgeving en lokalisaties**

**=exact**

# Internationale software

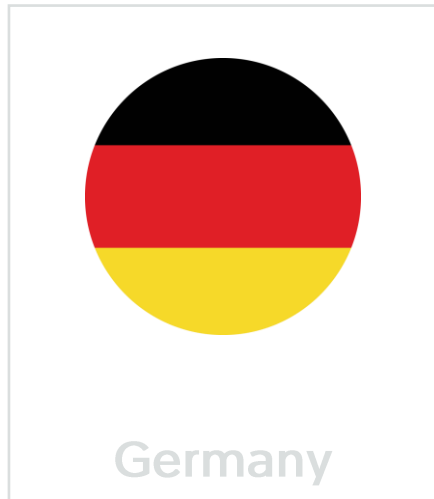




# Wet en Regelgevingen

=exact

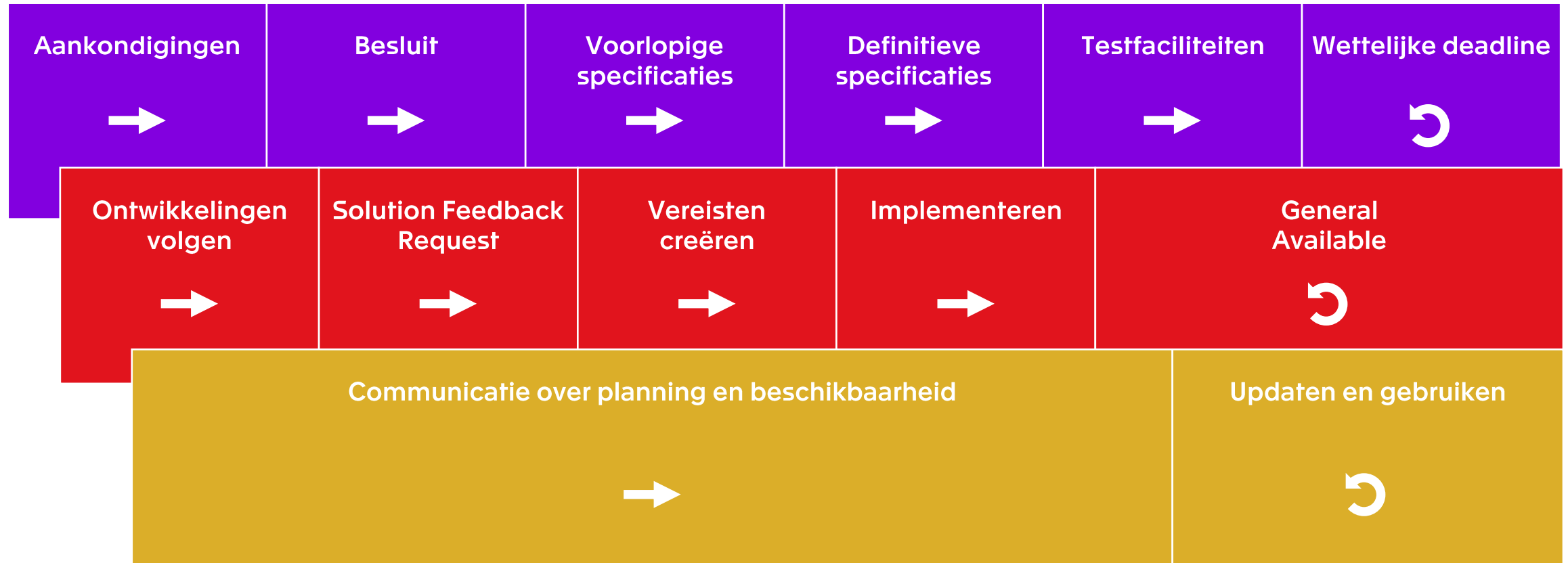
# Voorbeeld Duitse legislatie



- ✓ Gecertificeerd door PWC conform GOB / P880
- ✓ GDPU exportfile
- ✓ BTW aangifte en ICT aangifte via Elster
- ✓ E-bilanz
- ✓ Specifieke zaken omtrent Activa  
- *Degressief zum lineair en lokale rapporten*
- ✓ Ondersteuning bankformaten & incasso's
- ✓ BTW correcties bij betalingskortingen (Skonto)
- ✓ Aankoopfacturen & matching via Scan Sys kan gecertificeerd worden
- ✓ Datev interfaces



# Innovatie flow wet- en regelgeving



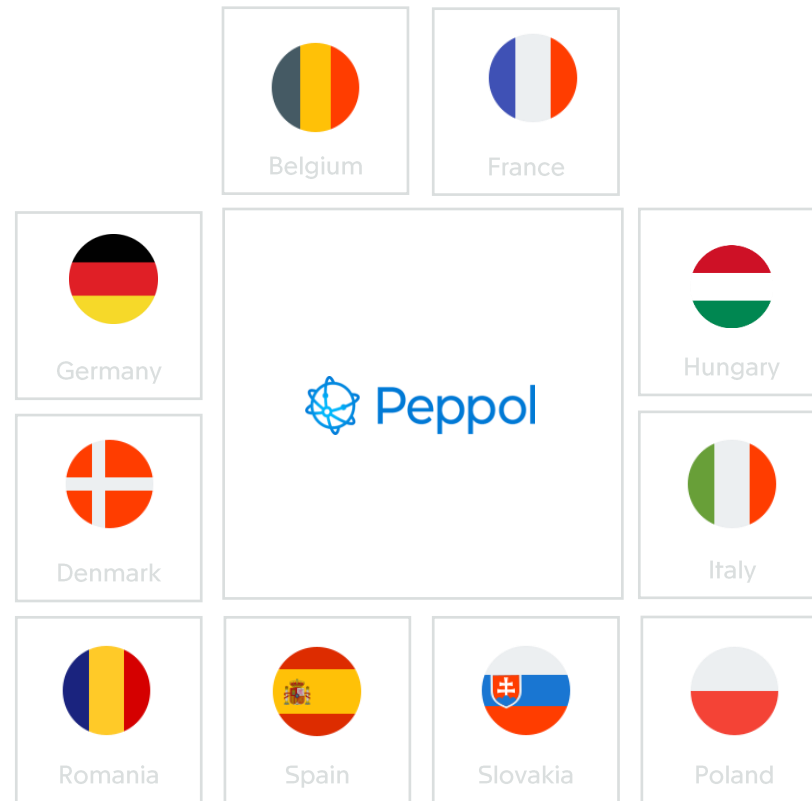
Overheden

Exact

Exact klanten

=Exact

# E-facturatie wordt in veel landen verplicht

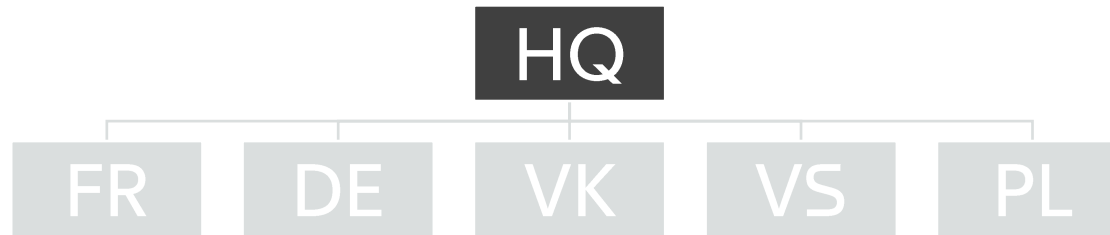




Centraal werken en samenwerken

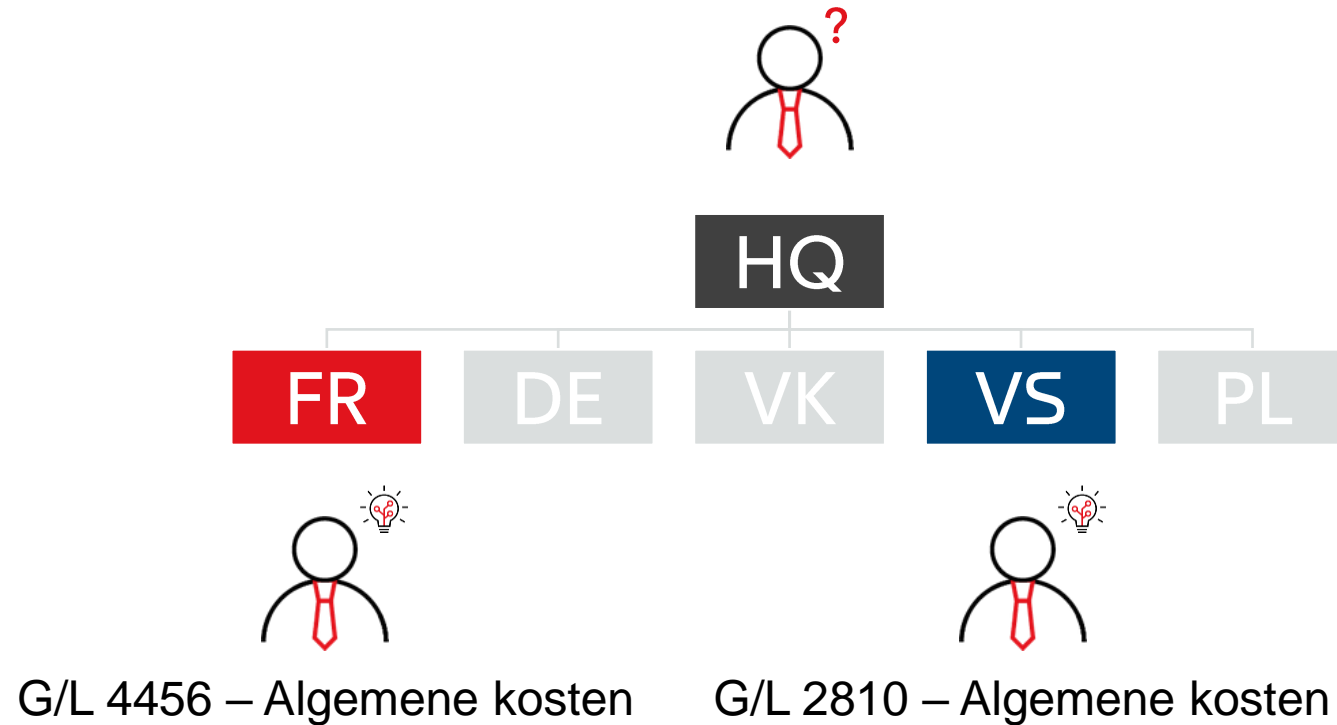
**=exact**

# Centraal werken en samenwerken

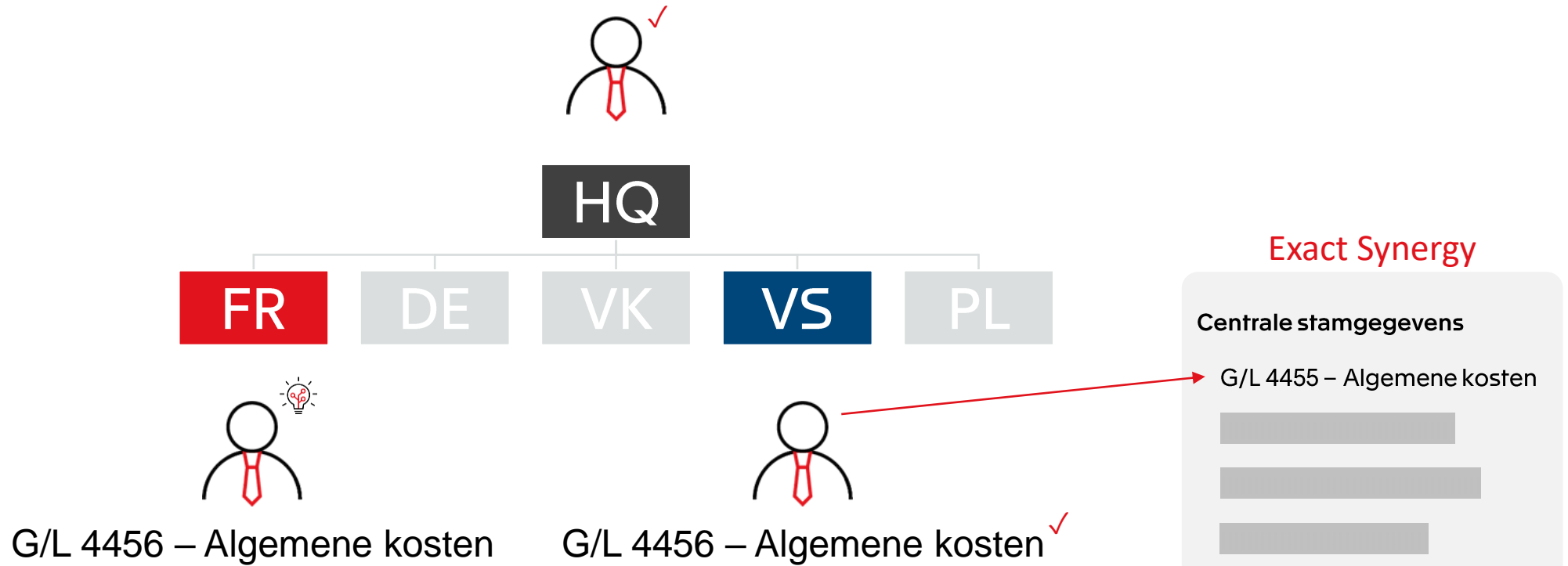


=exact

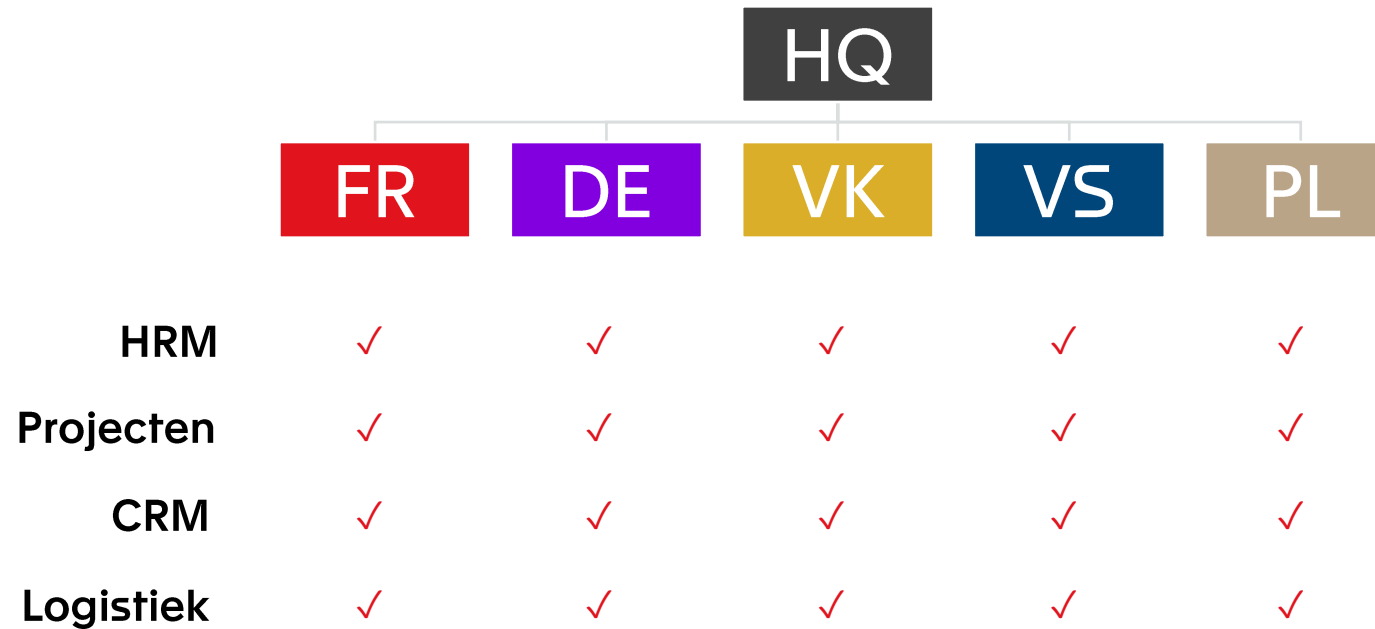
# Centraal werken en samenwerken



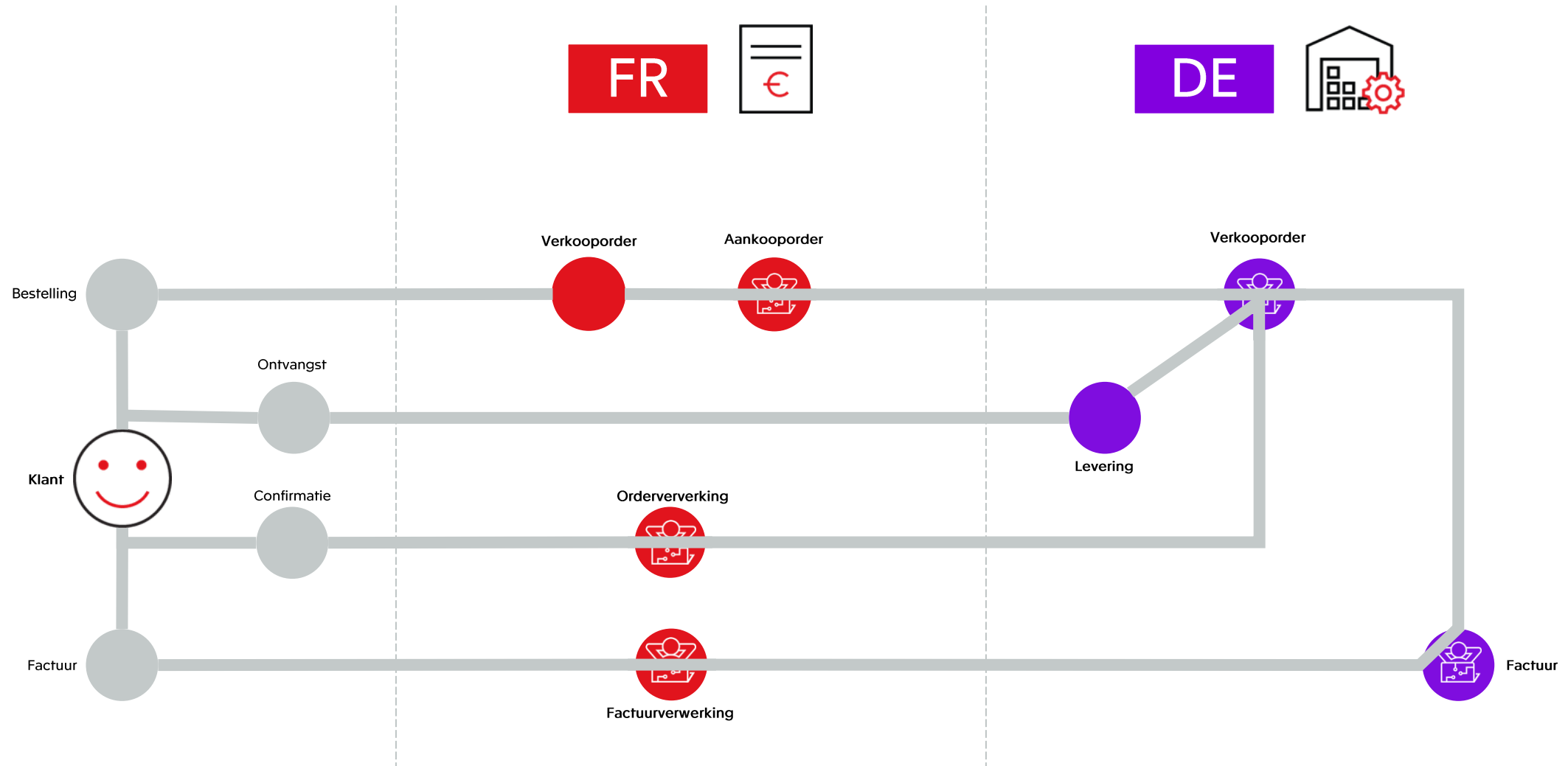
# Centraal werken en samenwerken



# Meer dan alleen International Finance



# Intercompany logistiek



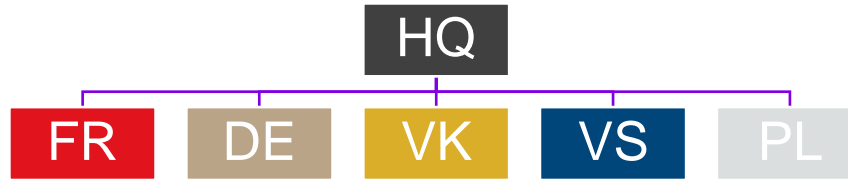




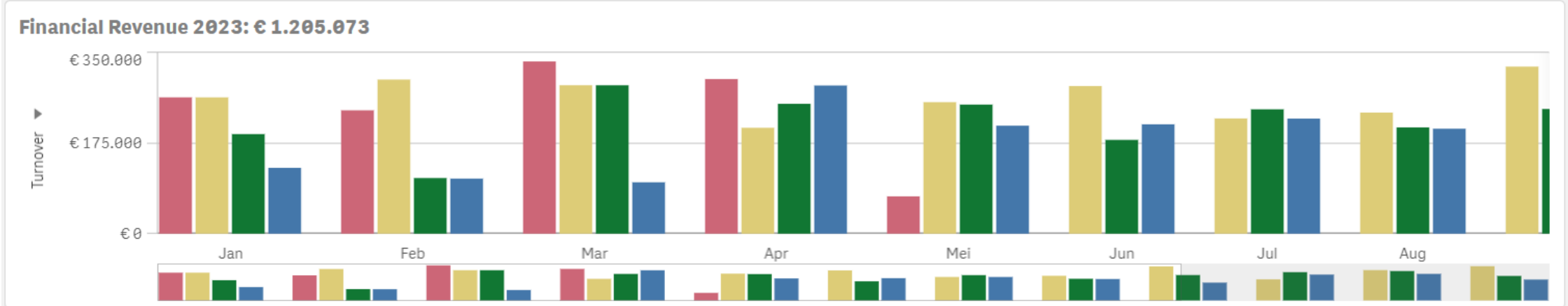
Inzicht en rapporteren over de cijfers

=exact

# Eenvoudige rapportages over landen heen



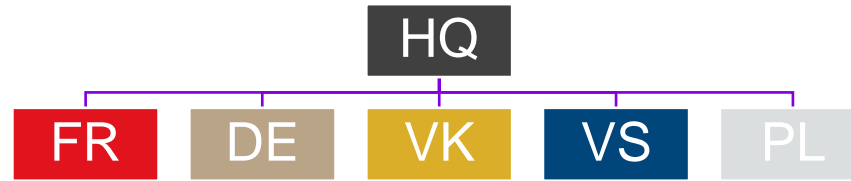
Results 2023 YTD: € 143.609
Receivables: € 5.593.566
Payables: € 3.819.884
Bank Balance: € 612.118



Profit & Loss	2023	2022
Revenue	1.205.073	3.182.324
Costs	1.061.464	3.098.854
Results	143.609	83.470

### Aging Analysis Customers 11-05-2023

<= 30 days	1.617.099	31 - 60 days	1.351.975	Receivables <a href="#">↗</a> <b>5,59M</b>
61 - 90 days	986.602	> 90 days	1.637.890	



## HRM - Employee data

Language

English

Division

602 - Demo company MacBean

702 - Demo 702 company

802 - Exact Demo Team

Department

Employee status

Active

Inactive

Employee type

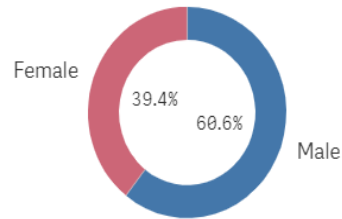
Employee

Job title

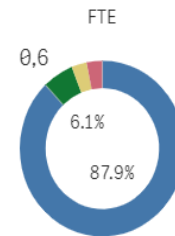
Employee



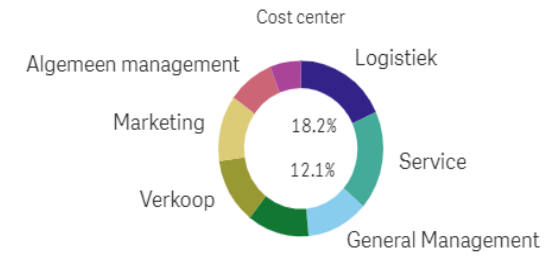
Male / Female



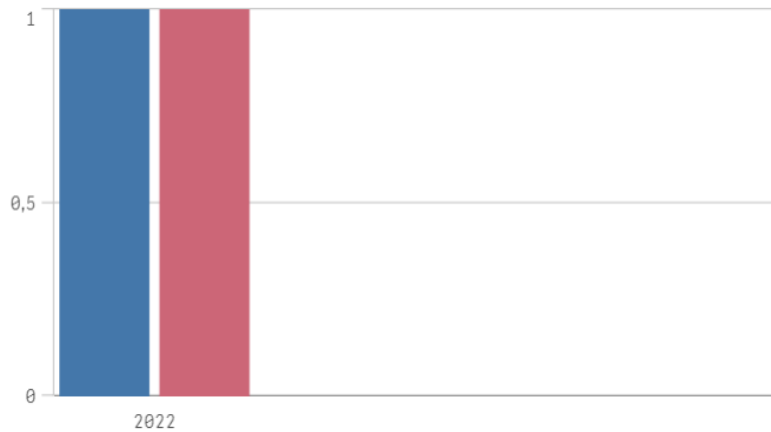
FTE %



Distribution of employees per department



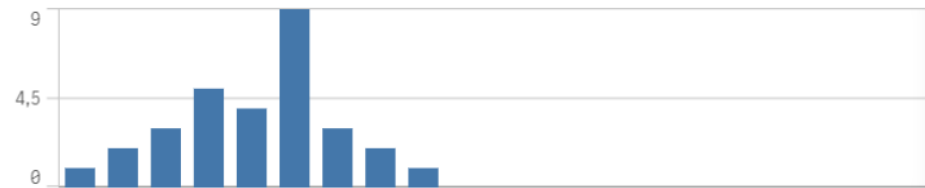
Number of staff hired / FTE for the past five years



Measures

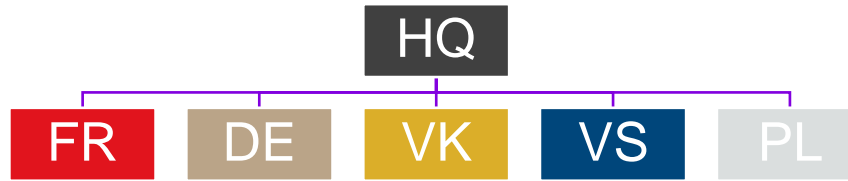
- FTE
- Employees

Employees per age group



Employees per service years





**= exact** PSA Project / Budget

Language

Project status

Project type

Company

"macbean2" - Synergy

602 - Demo company MacBean

702 - Demo 702 company

Employee Group

Operations

Production & delivery

Sales & Marketing

Unknown

Cost center

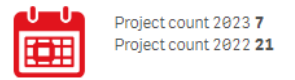
Project manager

Projects

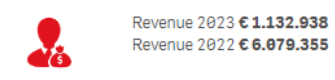
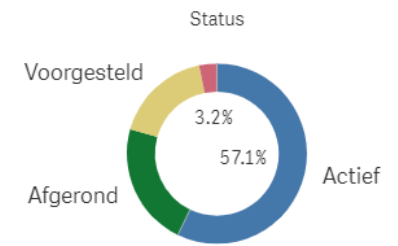
Year

Quarter

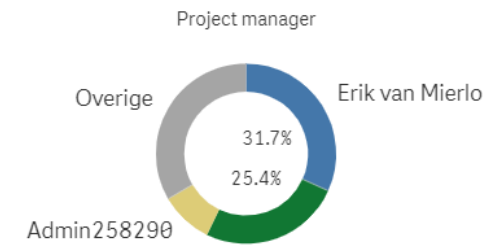
Month



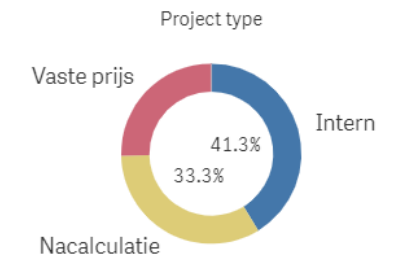
Project count/Status



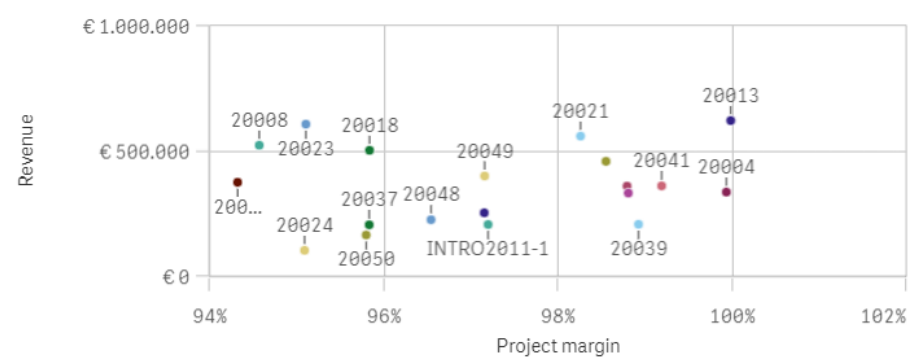
Project count/Project manager



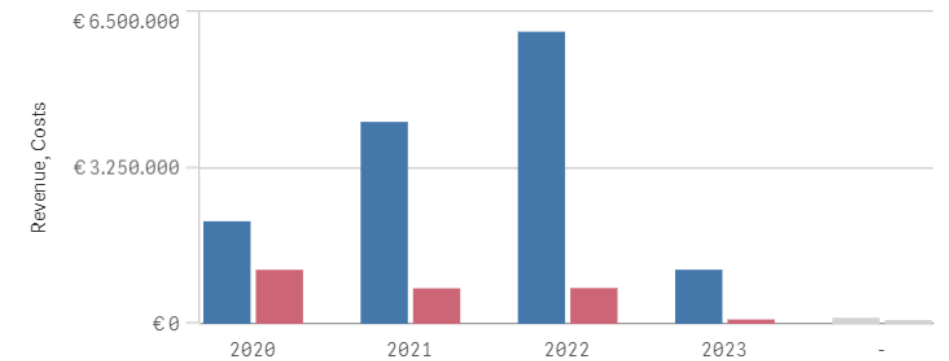
Project count/Project type

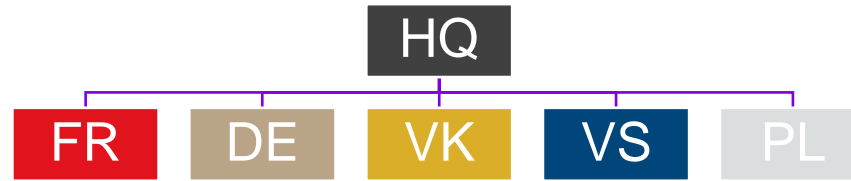


Profitability/Project



Revenue, Expenses, Budget





**= exact Customers**

Language:  Company:  Due date:

Receivables: € 8.438.551 Payables: € 6.592.132 Bank Balance: € 1.224.235

### Open invoices - Customers

Days	Amount (€)
<0	~700,000
0-30	~1,600,000
31-60	~1,900,000
>90	~1,300,000

Sort on Receivables...

### Open invoices - Customers

Company  Customer  Invoice number  Values

	Receivables	<Due date	0 - 30 days after due date	31 - 60 days after due date	61 - 90 days after due date	> 90 days after due date
<b>Totals</b>	<b>€ 8.438.551</b>	<b>€ 733.195</b>	<b>€ 1.603.035</b>	<b>€ 1.965.407</b>	<b>€ 1.362.856</b>	<b>€ 2.774.057</b>
602 - Demo company MacBean	€ 4.760.869	€ 0	€ 675.604	€ 1.798.635	€ 673.264	€ 1.613.366
702 - Demo 702 company	€ 3.677.682	€ 733.195	€ 927.431	€ 166.773	€ 689.592	€ 1.160.690

### Open invoices - Customers

Customer	Amount (€)
60129 - Van der Vogel hotels	€ 1.643.352
60103 - Wok around de clo...	€ 1.373.958
60104 - Het Witte paard	€ 1.136.634
60102 - Cafe de Lantaarn	€ 1.112.502
60091 - Kaffee und Kuchen	€ 1.035.537
60127 - DSA Limburg	€ 1.005.867
60090 - Lunchroom de Orka	€ 744.798
60128 - Chicken Corner (re...	€ 385.923

# Financiële consolidatie

## △ Gebruiksvriendelijk

- △ Financiële consolidatie
- △ Budgetteren en forecasting
- △ Management rapportage

## □ Integraties

- ▣ Globe+, Online, Financials
- ▣ Exact Insights, PowerBI
- ▣ Excel

## ○ Implementatie

- Snelle implementatie
- Train the trainer
- Quick win

# Consolideren



Local Currency					Consolidation Client	Total Consolidated Financ...
▼ Bs Ifrs						
▶ Assets	33,762,931.41	16,875,735.18	14,442,538.72	3,947,394.51	-3,615,275.90	52,762,730.15
▶ Non-Current Assets	20,739,365.28	7,267,364.98	1,990,591.58	1,230,541.21	-1,262,739.62	28,221,512.70
▶ Intangible Assets	469,000.00	157,000.00	117,250.00	58,625.00	361,217.76	1,060,390.45
▶ Concessions, Trademarks A...	469,000.00	157,000.00	117,250.00	58,625.00		699,172.69
▶ Goodwill					361,217.76	361,217.76
▶ Advance Payments On Inta...						
▶ Tangible Assets	17,760,365.28	7,110,364.98	1,873,341.58	1,171,916.21		26,275,079.63
▶ Land, Buildings And Immo...						
▶ Technical Equipment And ...	16,041,379.37	6,046,031.52	1,077,258.50	898,249.67		23,119,320.44
▶ Furniture, Fixtures And Oth...	1,718,985.91	1,064,333.46	796,083.08	273,666.54		3,155,759.19
▶ Advance Payments And Co...						
▶ Financial Assets	2,510,000.00				-1,623,957.38	886,042.62
▶ Investments In Subsidiaries...	1,760,000.00				-1,950,000.00	-190,000.00
▶ Investments In Associated ...	250,000.00				326,042.62	576,042.62
▶ Other Long-Term Equity In...						
▶ Loans To Associated Comp...	500,000.00					500,000.00
▶ Non-Current Securities						
▶ Other Loans						
▶ Deferred Tax Assets						
▶ Current Assets	13,023,566.13	9,608,370.20	12,451,947.14	2,716,853.30	-2,352,536.28	24,541,217.45
▶ Inventories	455,165.00	355,397.45	163,415.00	114,790.00		945,628.02
▶ Raw Materials And Supplies	264,489.50	164,559.24	81,009.50	50,429.50		489,529.42
▶ Work In Progress	115,989.50	116,059.24	43,884.50	31,867.00		269,360.67
▶ Finished Goods And Goods...	74,686.00	74,778.97	38,521.00	32,493.50		186,737.93
▶ Payments In Advance On I...						
▶ Accounts Receivable Trade	8,070,655.94	4,207,300.00	1,230,500.00	430,605.00		13,951,100.94

=exact

# Budgetteren en forecasten

Kasstroomoverzicht - LucaNet

Kasstroomoverzicht Favorieten Opties ? Datab

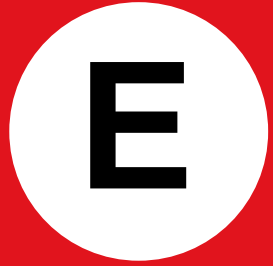
Standard View Jan 20 t/m Dec 20 Groepsniveau Realisatie Group EUR

EUR	Jan 20	Feb 20	Mrt 20	Apr 20	Mei 20	Jun 20	Jul 20
= Kas- en liquide-equivalenten aan het begin van de periode	13.257.606	11.993.907	13.191.598	14.462.353	11.812.456	11.194.590	11.962.812
<b>+/- Kasstroom uit Operationele activiteiten</b>	<b>-831.267</b>	<b>1.616.643</b>	<b>1.607.771</b>	<b>1.433.351</b>	<b>998.229</b>	<b>1.345.023</b>	<b>1.345.023</b>
▶ Operationele winst	1.272.017	1.270.129	1.151.617	699.470	1.001.049	882.251	882.251
▶ +/- Afschrijving	380.350	380.460	380.461	413.532	413.549	378.939	378.939
▶ + Inkomsten uit verkoop van Vaste Activa							
▶ + Inkomsten van dochterondernemingen							
▶ +/- Buitengewone Resultaten							
▶ + Toename van voorzieningen							
= Totale Cashflow voor belasting	1.652.367	1.650.589	1.532.079	1.113.002	1.414.598	1.261.190	1.261.190
▶ - Betaalde belastingen	-174.177	-166.280	-179.779	-185.291	-179.306	-175.715	-175.715
= Totale Cashflow na belastingen	1.478.190	1.484.309	1.352.300	927.710	1.235.292	1.085.475	1.085.475
+/- Niet controllerende belangen							
▶ +/- Veranderingen in Debiteuren	288.836	-39.675	97.625	372.494	-414.661	126.299	126.299
▶ +/- Veranderingen in Crediteuren	-19.593	-5.215	-8.354	-47.360	3.075	-36.814	-36.814
▶ +/- Veranderingen in Andere Reserves							
▶ +/- Veranderingen in Netto Vlottende Activa	-13.810	-6.264	18.480	357	-13.898	-6.451	-6.451
▶ +/- Veranderingen in Netto Vlottende Passiva	-2.564.890	183.488	147.720	180.149	188.422	176.515	176.515
= Totale Cashflow uit Operationele Activiteiten	-831.267	1.616.643	1.607.771	1.433.351	998.229	1.345.023	1.345.023
<b>+/- Kasstroom uit Investeringsactiviteiten</b>	<b>-452.347</b>	<b>-422.364</b>	<b>-284.910</b>	<b>-4.071.394</b>	<b>-1.637.563</b>	<b>-580.855</b>	<b>-580.855</b>
<b>+/- Kasstroom uit Financieringsactiviteiten</b>							
<b>+/- Kasstroom veranderingen uit wisselkoersen effecten</b>	<b>19.916</b>	<b>3.412</b>	<b>-52.105</b>	<b>-11.854</b>	<b>21.468</b>	<b>4.054</b>	<b>4.054</b>
= Totale kasstroom	-1.263.699	1.197.691	1.270.755	-2.649.897	-617.866	768.222	768.222
= Kas- en liquide-equivalenten aan het einde van de periode	11.993.907	13.191.598	14.462.353	11.812.456	11.194.590	11.962.812	12.731.034
<b>+/- Kredietlijn</b>							
<b>Overshot (+) / Tekort (-)</b>	11.993.907	13.191.598	14.462.353	11.812.456	11.194.590	11.962.812	12.731.034
Checksom	ok	ok	ok	ok	ok	ok	ok

1: Start 2: W&V 3: Balans - IFRS 4: Kasstroomoverzicht

104M/1





Environmental

Milieu



Social

Maatschappij



Governance

Bestuur

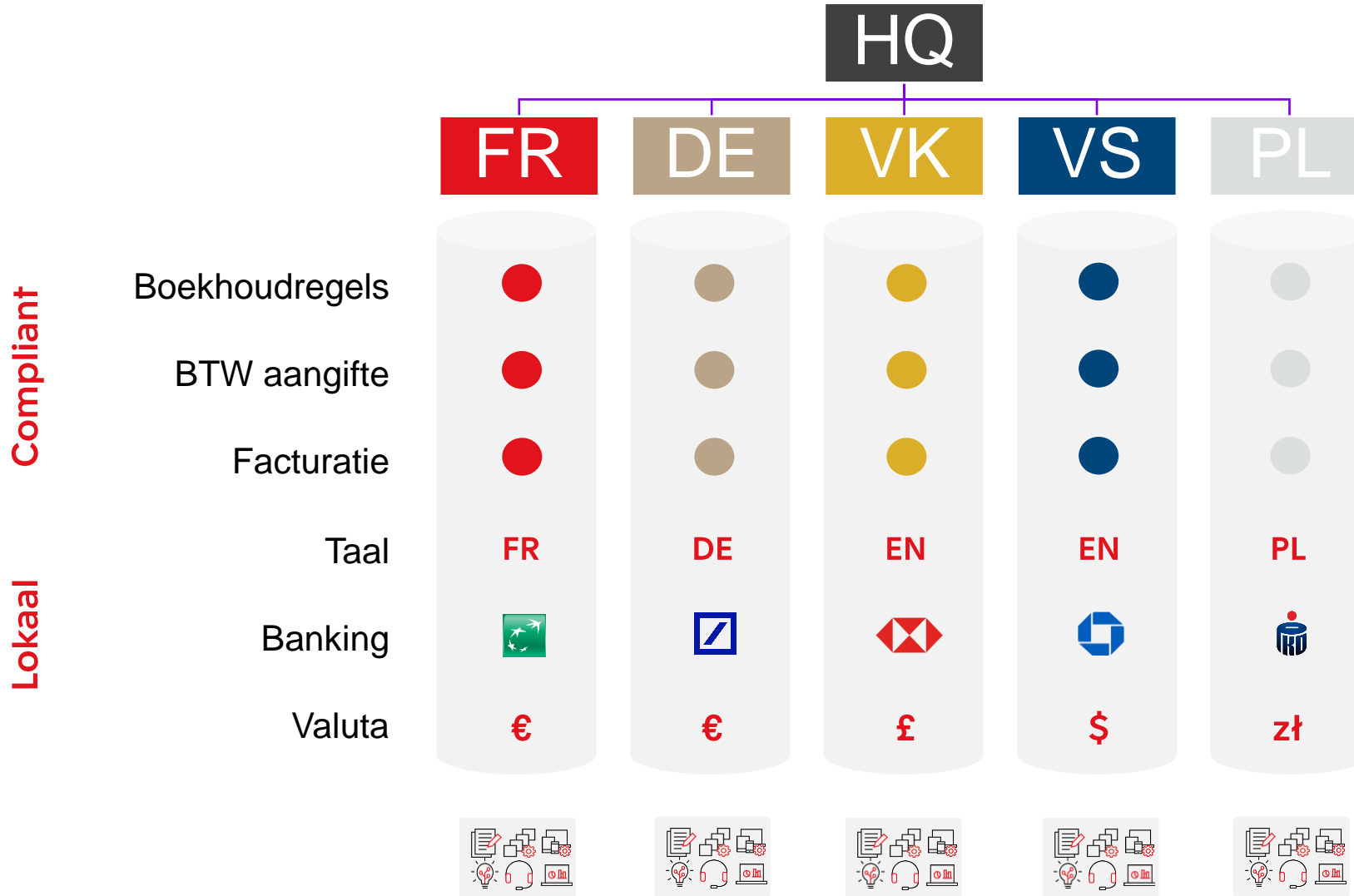
**=exact**



**Conclusie**








# Vermijd silo's in internationale processen



=exact

# Internationaal aanwezig, overall compliant met Exact

		HQ				
		FR	DE	VK	VS	PL
Compliant	Boekhoudregels	●	●	●	●	●
	BTW aangifte	●	●	●	●	●
	Facturatie	●	●	●	●	●
Lokaal	Taal	FR	DE	EN	EN	PL
	Banking					
	Valuta	€	€	£	\$	zł

=Exact



# =exact



1 contract bij 1 leverancier



Eenmalige implementatie



Eenmalige integraties



Uniforme wijze van werken en data



SPOC voor alle support



Eenvoudig inzicht en overzicht



