



=exact

**Wereldwijd overal aanwezig,
overal compliant met Exact**

Harold van der Bel

Sales Executive
Mid-Market

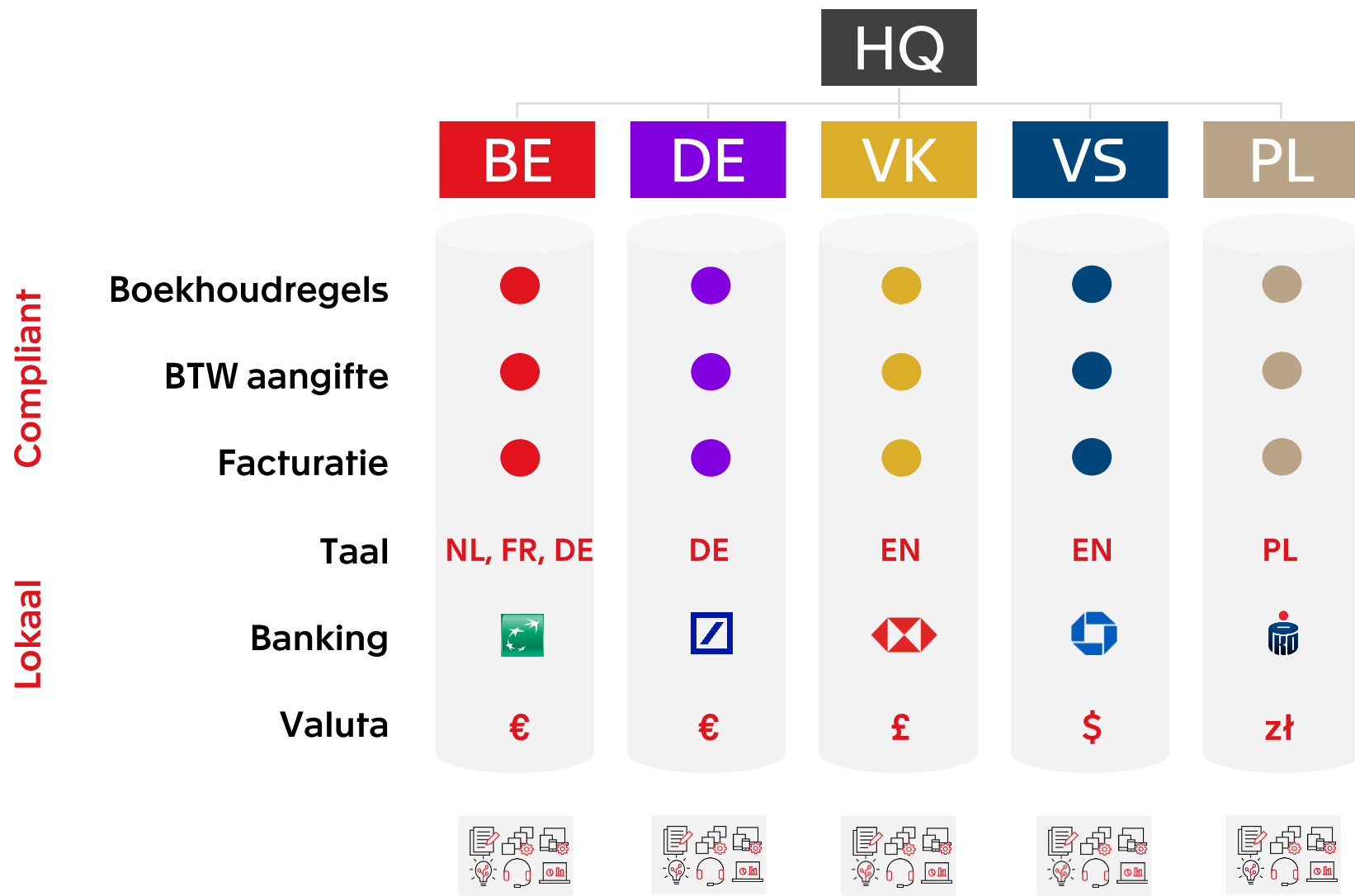
Viktor Wassmann

Product Manager
Exact Globe+ & Exact Synergy

**Exact
Live**



Herkennen jullie dit?



=exact



=exact

Agenda



Voldoen aan lokale wet- en regelgeving en lokalisaties



Centraal werken en samenwerken



Inzicht en toegang tot de cijfers

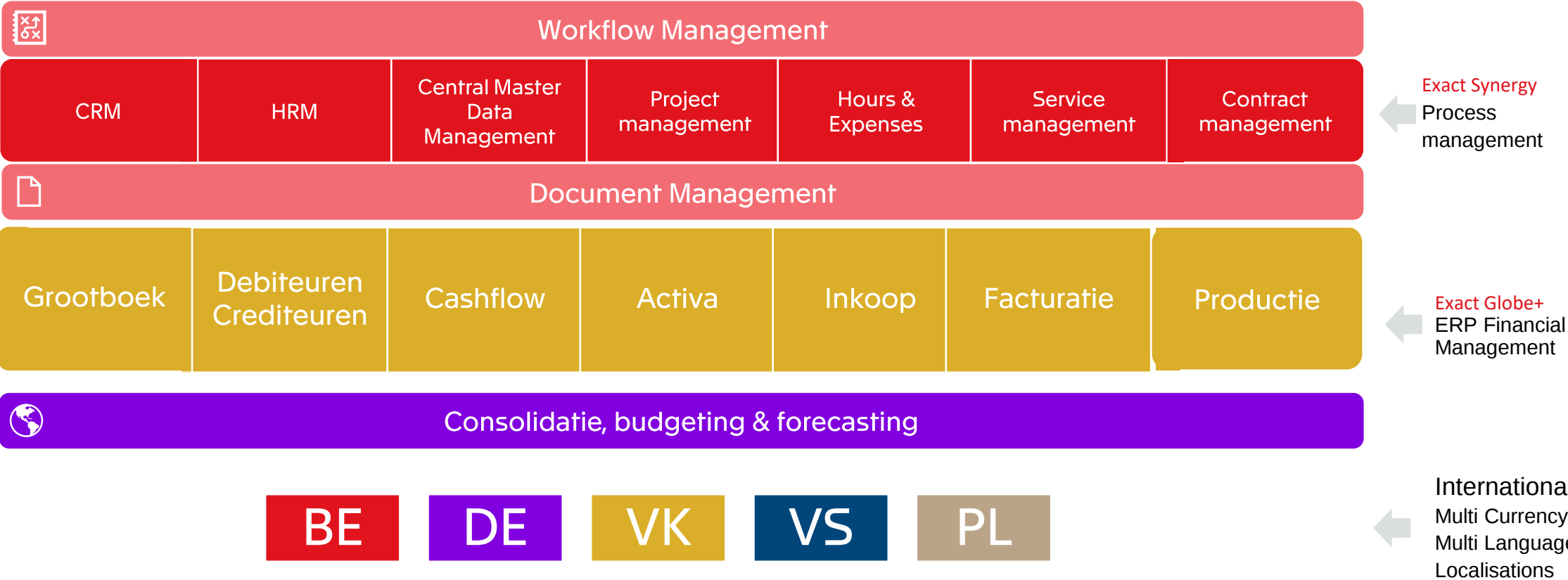




Voldoen aan lokale wet- en regelgeving en lokalisaties

=exact

Internationale software

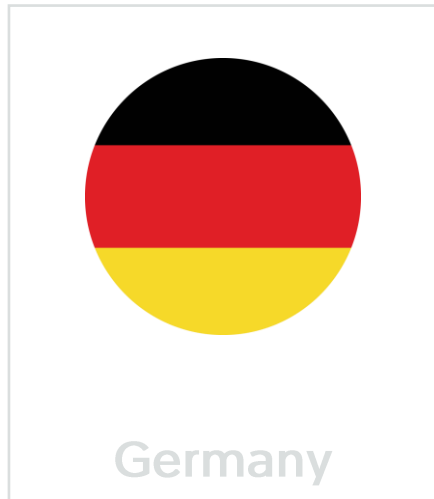




Wet en Regelgevingen

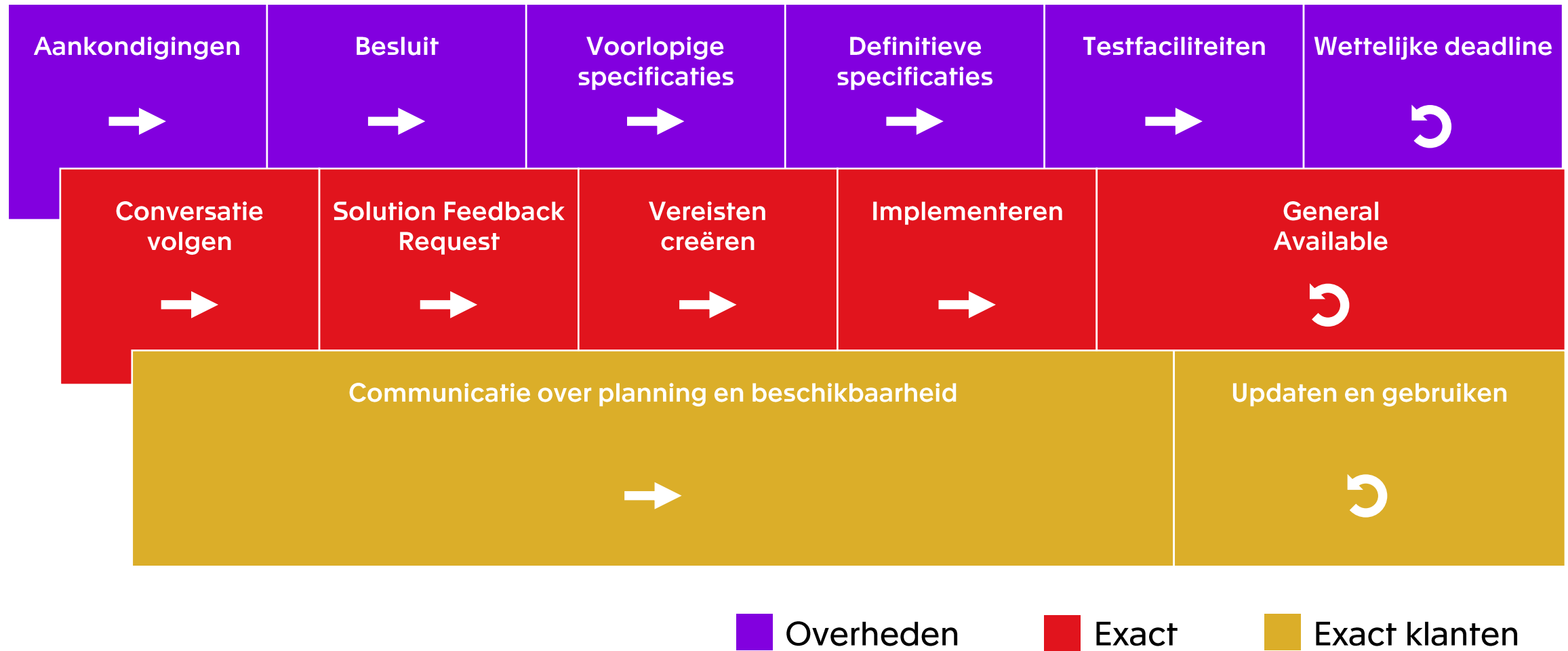
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Voorbeeld Duitse legislatie



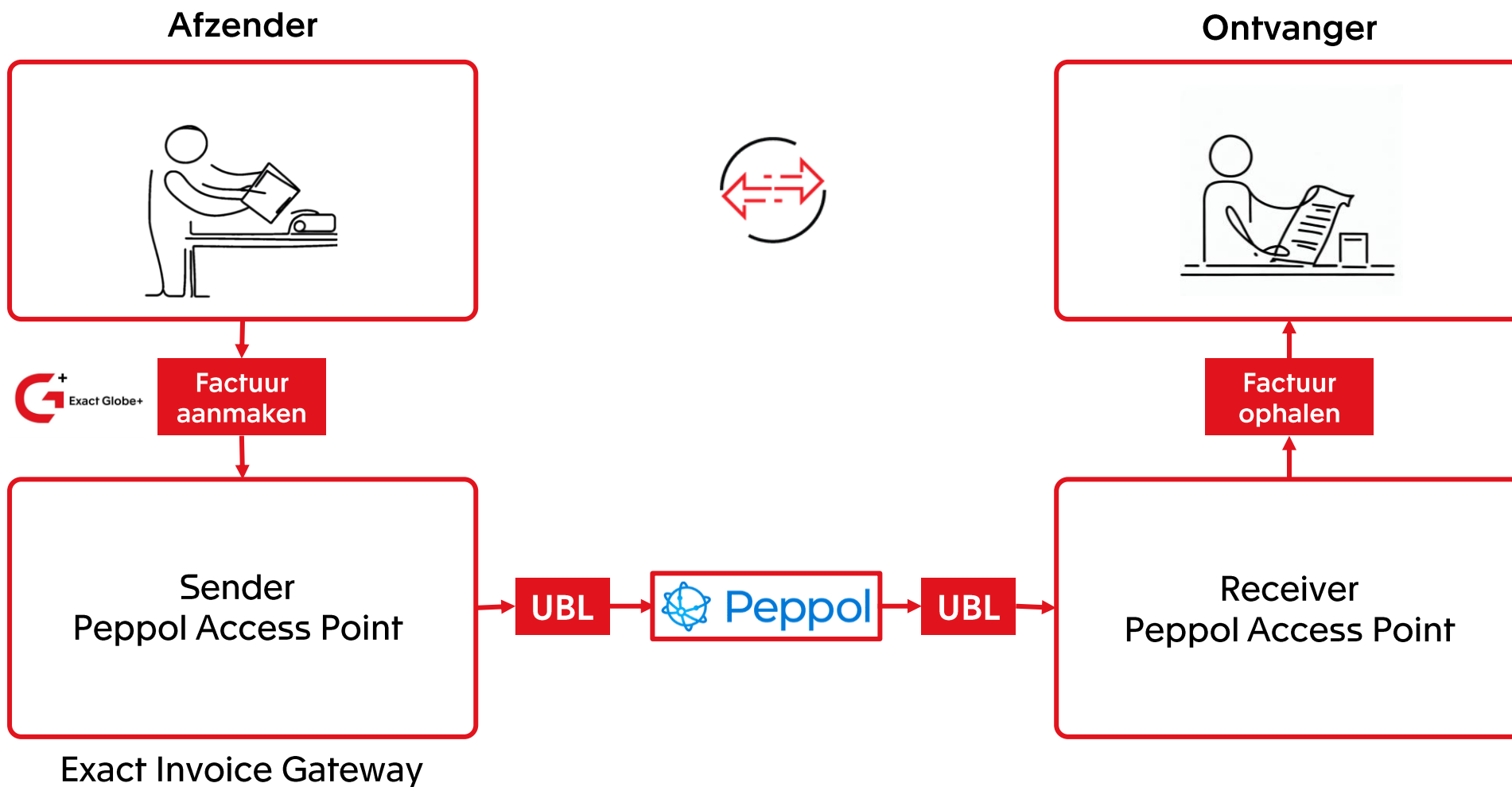
- ✓ Gecertificeerd door PWC conform GOB / P880
- ✓ GDPU exportfile
- ✓ BTW aangifte en ICT aangifte via Elster
- ✓ E-bilanz
- ✓ Specifieke zaken omtrent Activa
 - *Degressief zum lineair en lokale rapporten*
- ✓ Ondersteuning bankformaten & incasso's
- ✓ BTW correcties bij betalingskortingen (Skonto)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

Innovatie flow wet- en regelgeving



=Exact

E-facturatie - voorbeeld Peppol



Elk land een ander formaat

 EU		 Belgium
 Italy		 France
 Basque Country		 Spain
 Poland		 Denmark

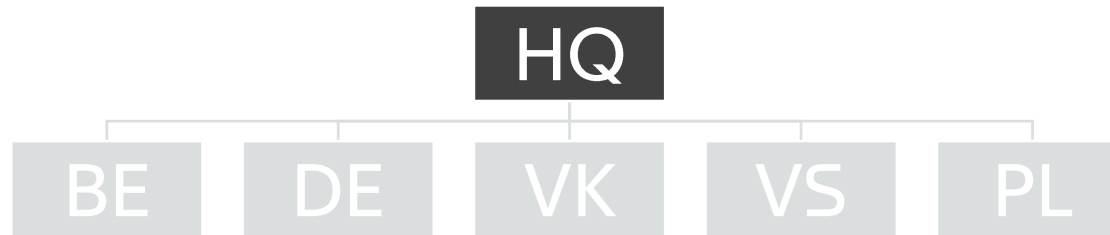
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Centraal werken en samenwerken

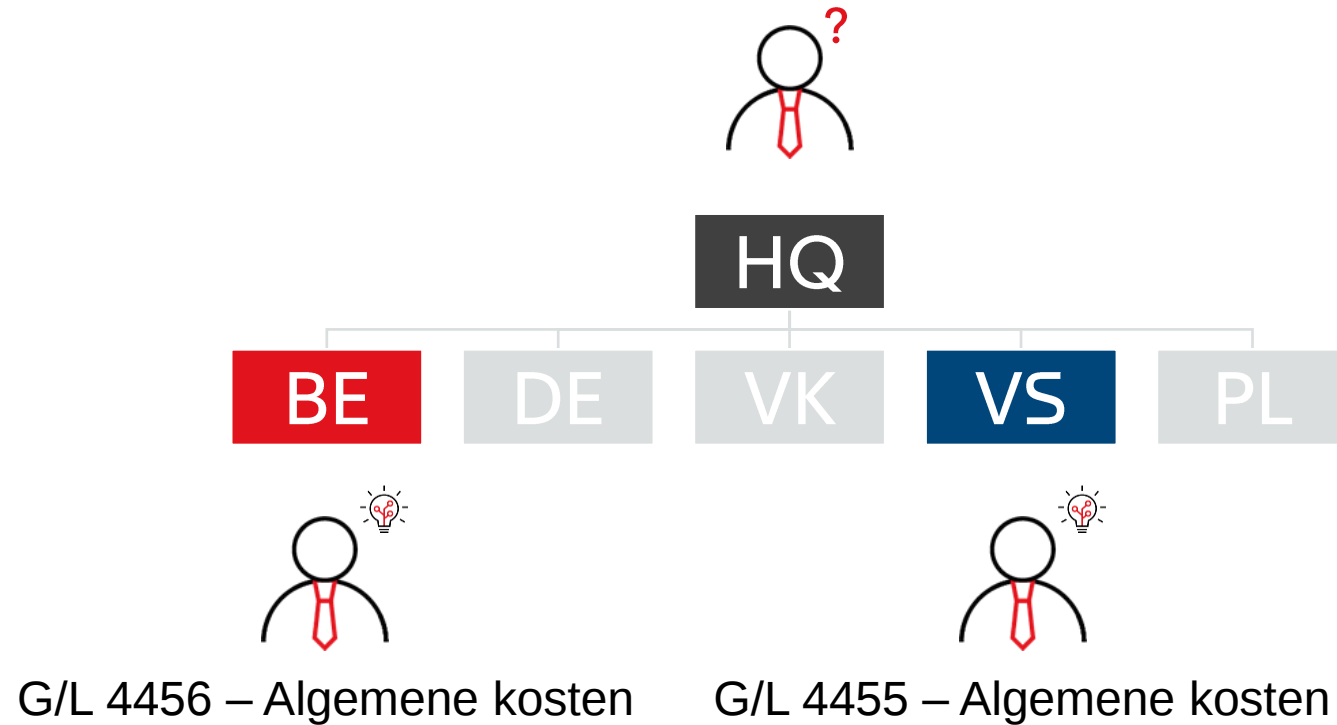
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Centralisatie en samenwerken

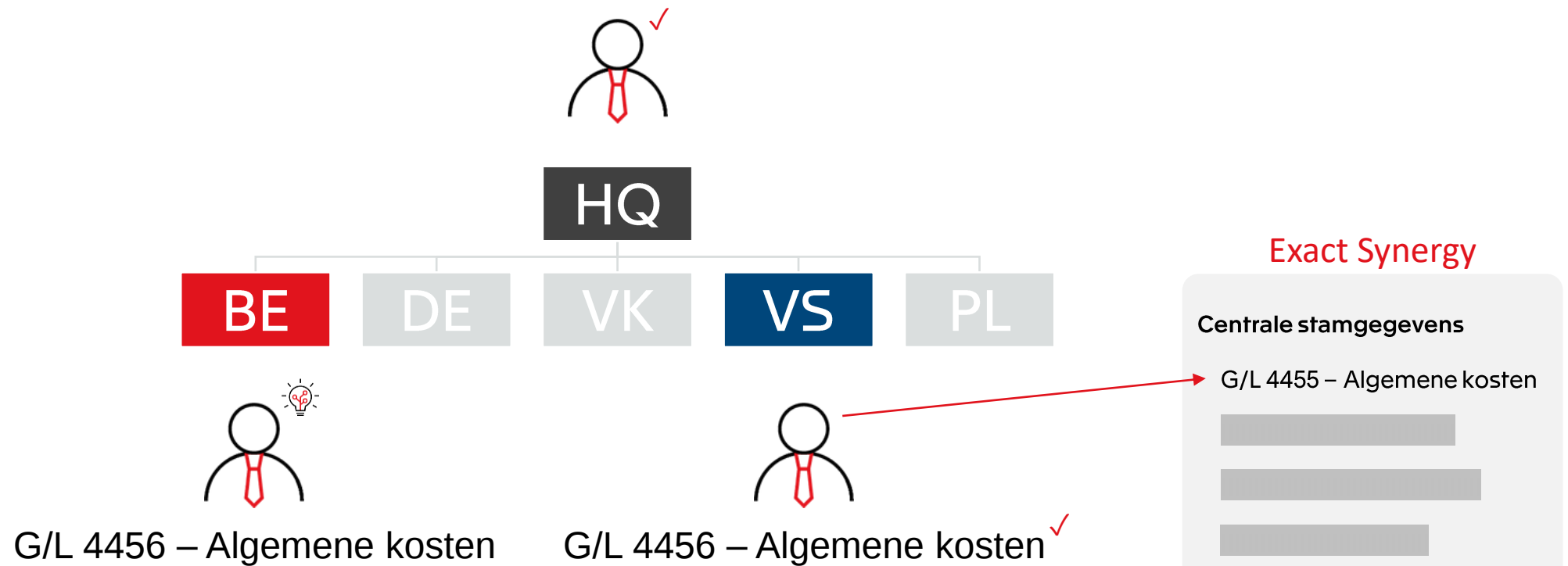


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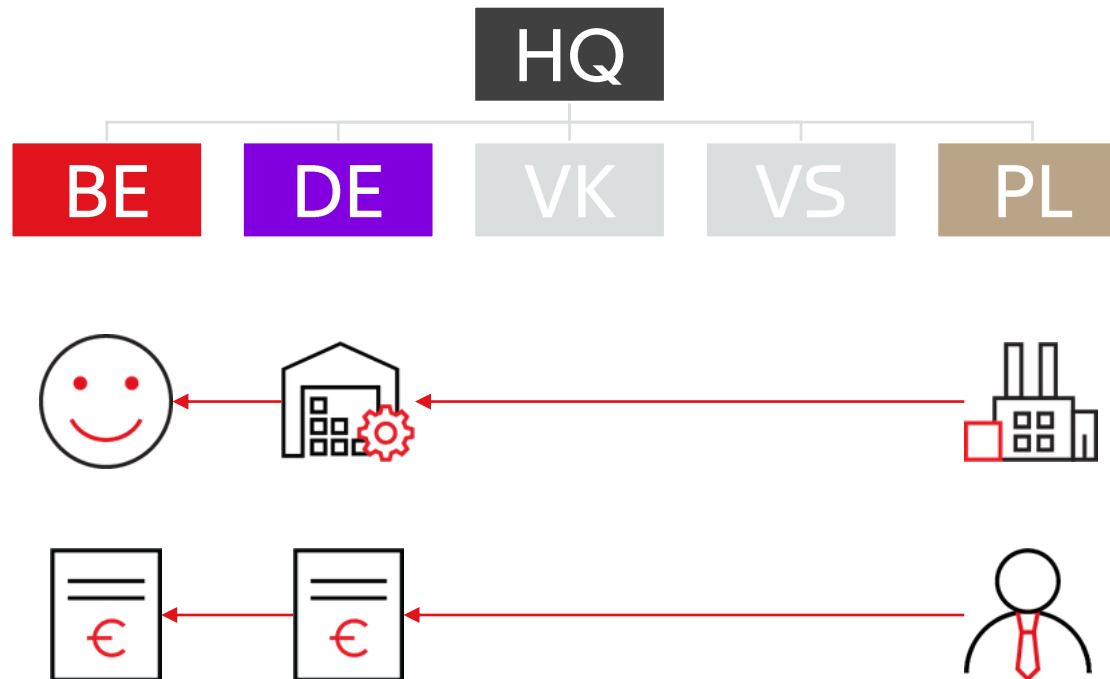
Centralisatie en samenwerken



Centralisatie en samenwerken

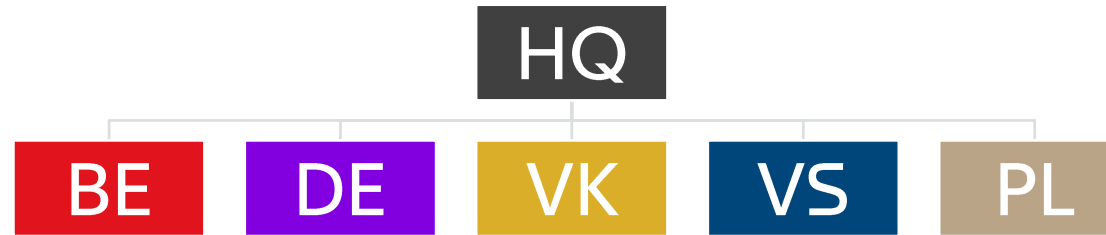


Intercompany processes



=exact

Shared services center



HR	HR cyclus	✓	✓	✓	✓	✓
	Self-service	✓	✓	✓	✓	✓
	Dossier opbouw	✓	✓	✓	✓	✓
Projecten	Planning	✓	✓	✓	✓	✓
	Budgetteren	✓	✓	✓	✓	✓
	Facturatie	✓	✓	✓	✓	✓
CRM	Klantbeheer	✓	✓	✓	✓	✓
	Pipeline management	✓	✓	✓	✓	✓
	Klantdocumentatie	✓	✓	✓	✓	✓

=exact



Inzicht en toegang tot de cijfers

=exact

Eenvoudig rapportages over landen heen

HQ

BE

DE

VK

VS

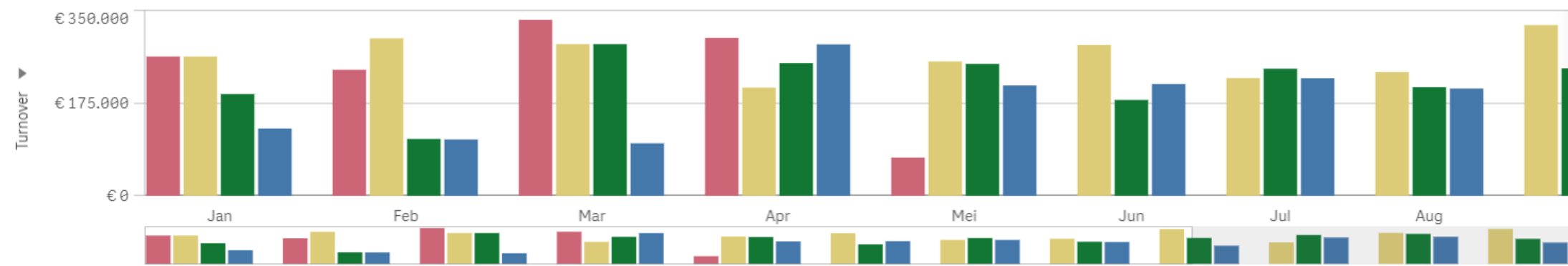
PL

 Results 2023 YTD: € 143.609

 Receivables: € 5.593.566
Payables: € 3.819.884

 Bank Balance: € 612.118

Financial Revenue 2023: € 1.205.073



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 		31 - 60 days 	
1.617.099		1.351.975	
61 - 90 days 		> 90 days 	
986.602		1.637.890	
Receivables 			
5,59M			



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

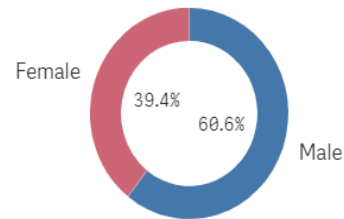
Job title

Employee



0,1% Absence Rate
5% Standard

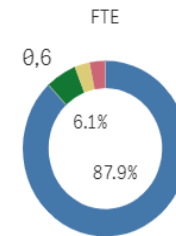
Male / Female



FTE %

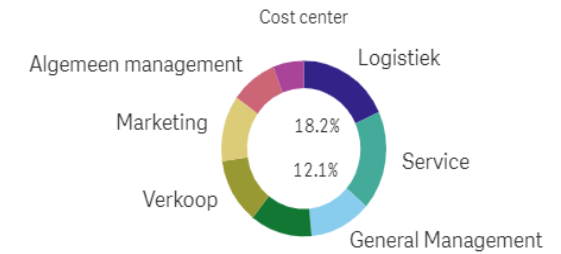


33 Employees (Active)
31,65 FTE

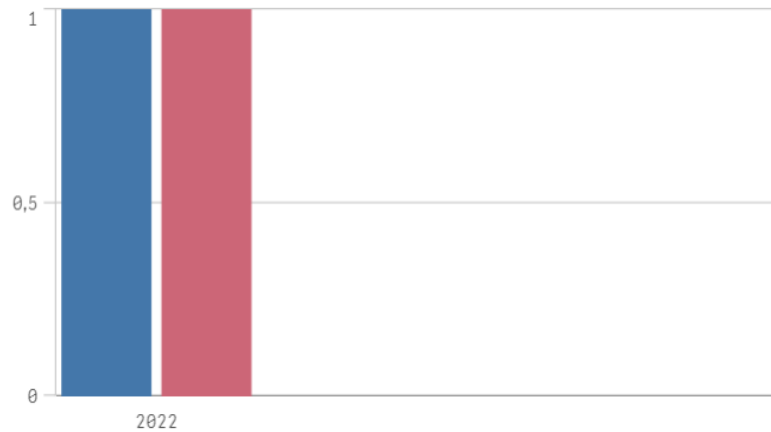


20 Permanent Contracts
7 Temporary Contracts

Distribution of employees per department



Number of staff hired / FTE for the past five years

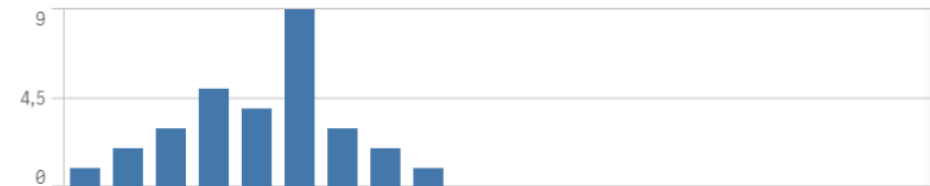


Measures

FTE

Employees

Employees per age group



Employees per service years



HQ

BE

DE

VK

VS

PL

= 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

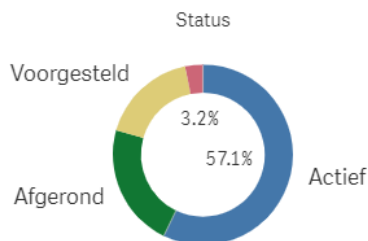
Quarter

Month



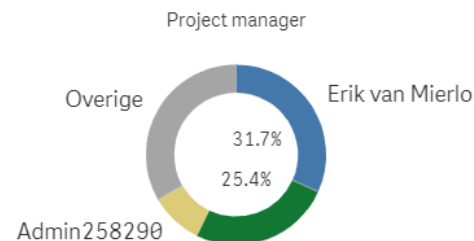
Project count 2023 7
Project count 2022 21

Project count/Status



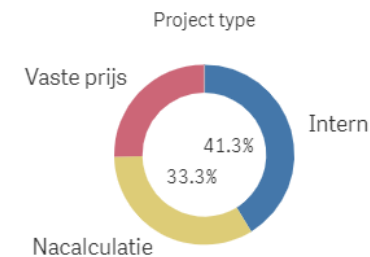
Revenue 2023 €1.132.938
Revenue 2022 €6.079.355

Project count/Project manager

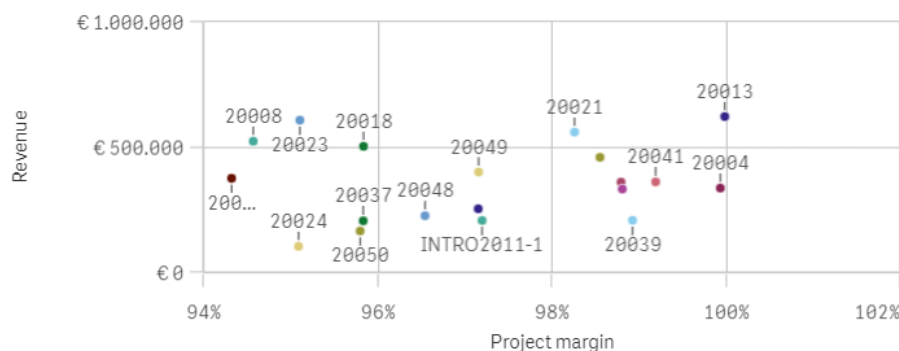


Margin 2023**
Margin 2022 180,1%

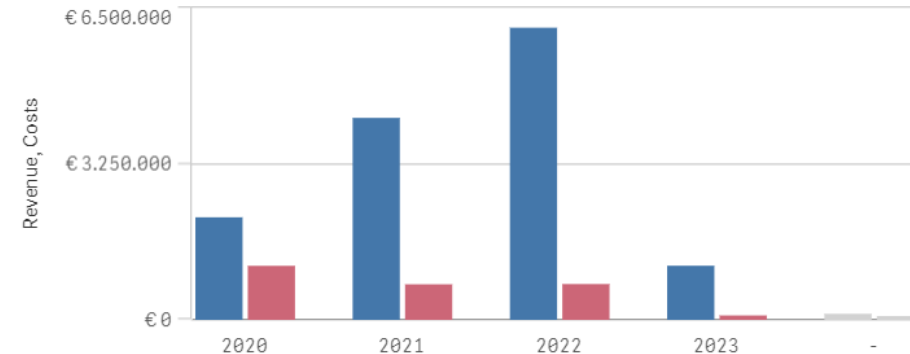
Project count/Project type



Profitability/Project



Revenue, Expenses, Budget



HQ

BE

DE

VK

VS

PL

= exact

Customers

Language

Company

Due date

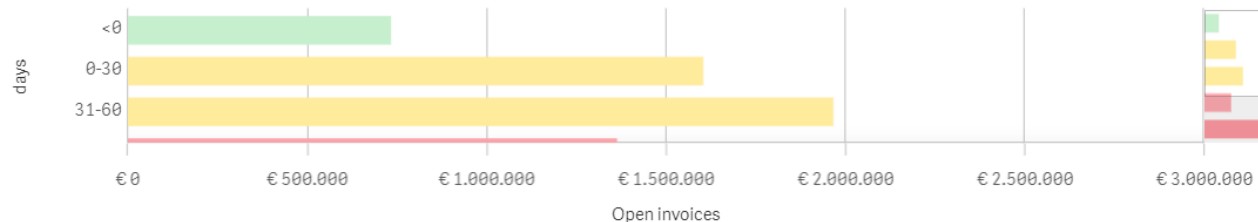


Receivables: € 8.438.551
Payables: € 6.592.132



Bank Balance: € 1.224.235

Open invoices - Customers



Sort on Receivables...

< Due date

0 - 30

31-60

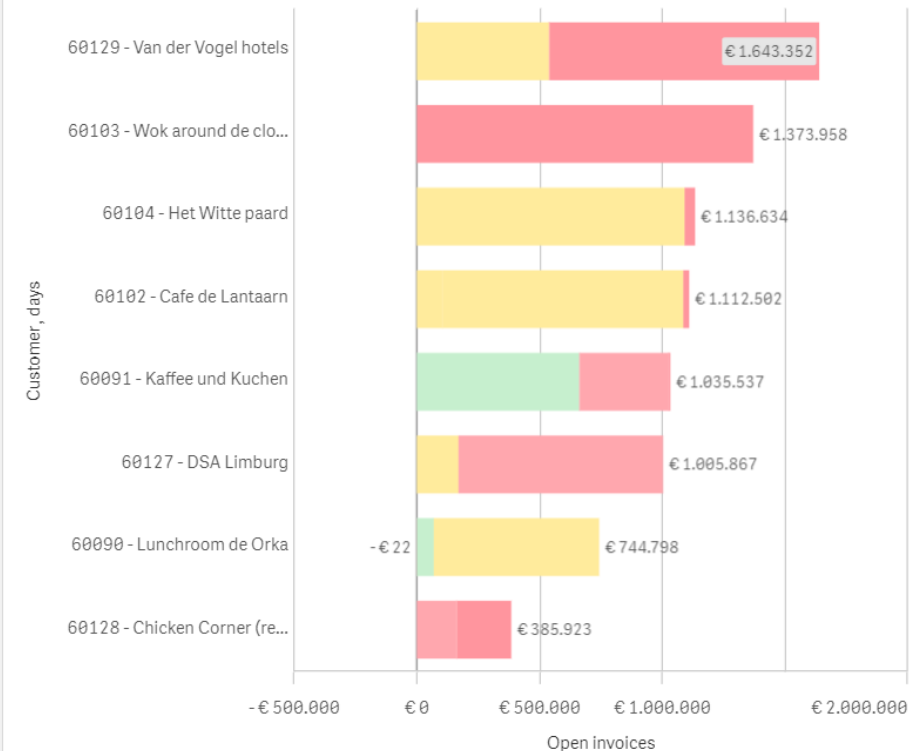
61-90

> 90

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
Totals		€ 8.438.551	€ 733.195	€ 1.603.035	€ 1.965.407	€ 1.362.856	€ 2.774.057
⊕ 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



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

Consolidieren



$$\text{HQ} + \text{BE} + \text{DE} + \text{PL} - \text{Eliminator} = \text{GROUP}$$

Local Currency					Consolidation Client	Total Consolidated Financ...
▼ ■ Bs lfrs						
▼ ▶ 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		13,051,180.45

=exact

Budgetteren en forecasten

Kasstroomoverzicht -

LucaNet

Kasstroomoverzicht

Start

Taken

- Mijn taken (31)
- Mijn bewaakte taken (8)
- Taken projecten
- Thema's
- Cursus

Rapportages en analyses

- W&V overzichten
 - W&V
 - W&V - RJ
- Balans structuren
 - Balans - IFRS
 - Balans - Lokaal
- Subadministraties
- Verloopoverzichten
- Kasstromen
 - Kasstroomoverzicht
 - Liquideiteitsplanning
 - Directe CF Forecast
- Consolidatie
- KPI Analyse
- Rapportages
- Controlling
- Overige rapportages en bestanden
 - Structuur import
 - Dashboard KPIs
 - Upload bestanden
 - Bestanden
 - Presentaties
 - Excel cursus
 - Excel Cursus - Antwoorden
 - Archief
- Boeken en plannen
- Importeren
- Group reporting

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

Kasstroomoverzicht

Favorieten Opties ?

Dat

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	11.9
+/- Kasstroom uit Operationele activiteiten	-831.267	1.616.643	1.607.771	1.433.351	998.229	1.345.023	1.2
Operationele winst	1.272.017	1.270.129	1.151.617	699.470	1.001.049	882.251	8
+/- Afschrijving	380.350	380.460	380.461	413.532	413.549	378.939	3
+ 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	1.2
- Betaalde belastingen	-174.177	-166.280	-179.779	-185.291	-179.306	-175.715	-1
= Totale Cashflow na belastingen	1.478.190	1.484.309	1.352.300	927.710	1.235.292	1.085.475	1.0
+/- Niet controllerende belangen							
+/- Veranderingen in Debiteuren	288.836	-39.675	97.625	372.494	-414.661	126.299	1
+/- Veranderingen in Crediteuren	-19.593	-5.215	-8.354	-47.360	3.075	-36.814	-1
+/- Veranderingen in Andere Reserves							
+/- Veranderingen in Netto Vlottende Activa	-13.810	-6.264	18.480	357	-13.898	-6.451	6
+/- Veranderingen in Netto Vlottende Passiva	-2.564.890	183.488	147.720	180.149	188.422	176.515	1
= Totale Cashflow uit Operationele Activiteiten	-831.267	1.616.643	1.607.771	1.433.351	998.229	1.345.023	1.2
+/- Kasstroom uit Investeringsactiviteiten	-452.347	-422.364	-284.910	-4.071.394	-1.637.563	-580.855	-1
+/- Kasstroom uit Financieringsactiviteiten							
+/- Kasstroom veranderingen uit wisselkoersen effecten	19.916	3.412	-52.105	-11.854	21.468	4.054	4
= Totale kasstroom	-1.263.699	1.197.691	1.270.755	-2.649.897	-617.866	768.222	4
= 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	12.4
+/- Kredietlijn							
= Overschot (+) / Tekort (-)	11.993.907	13.191.598	14.462.353	11.812.456	11.194.590	11.962.812	12.4
Checksom	ok	ok	ok	ok	ok	ok	

104M/1



Conclusie

=exact

Wereldwijd overal aanwezig, overal compliant met Exact

=Exact

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

=Exact

=exact



1 contract bij 1 leverancier



Eenmalige implementatie



Eenmalige integraties



Uniforme wijze van werken en data



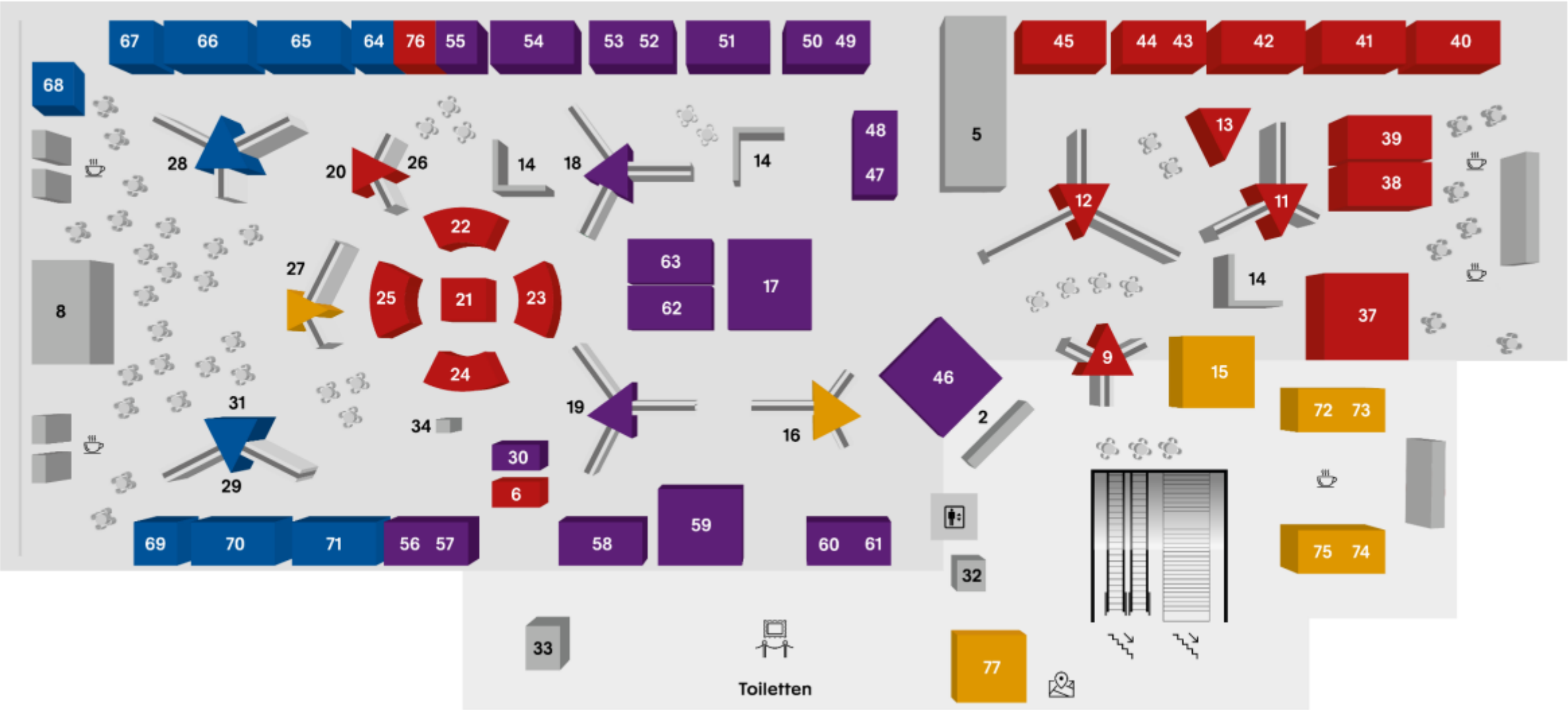
SPOC voor alle support



Eenvoudig inzicht en overzicht



3rd Floor (Exhibition Area)



=exact

Uw internationale adviseurs:



Edric Sandikromo



Randel Huese



Jan Rimmelzwaan



Mustapha Maanaoui



Richard van Hulst



Dennis Hoogvliet



Harold van der Bel



Rihapati Manupassa