

# Business Intelligence for Manufacturing Industry -Global Business Management Model-

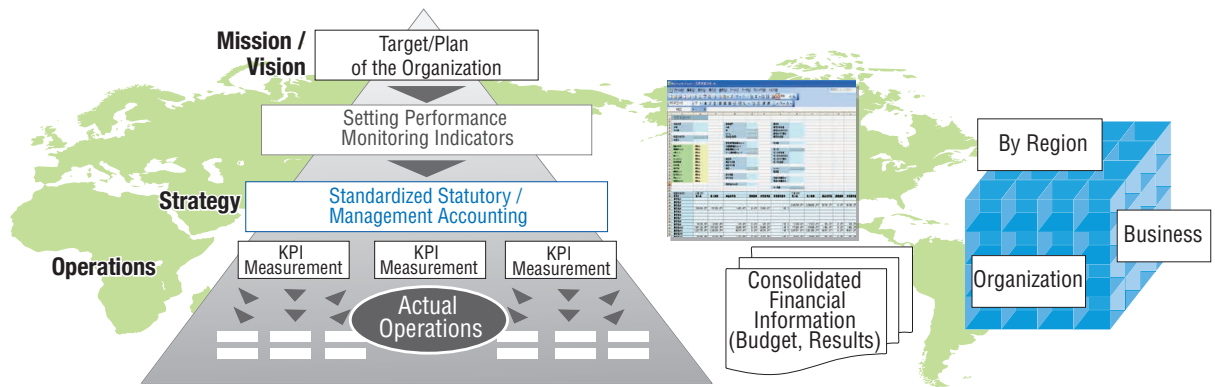
**Business management models that vertically integrate every aspect from group consolidated enterprise management to global operations**

Consolidated enterprise management has taken on even greater significance in recent years. Under the statutory accounting system, companies are required to prepare the annual securities report based on the consolidated financial statements at an earlier date, as well as preparing the quarterly reports in the form of consolidated financial statements at an earlier date. However, in reality there are large numbers of companies that do not practice management accounting, including overseas subsidiaries in their consolidated monthly or quarterly reports.

As major advances are made in corporate globalization, the reinforcement of consolidated enterprise management that complies with the IFRS-based management approach, and that covers not only financial information but also project management information such as logistics has become an essential task for companies that require prompt management decisions.

ABeam Consulting offers various services relating to the reinforcement of consolidated enterprise management in a comprehensive manner.

**It is necessary to reinforce global consolidated management that goes beyond the boundaries of statutory and management accounting**

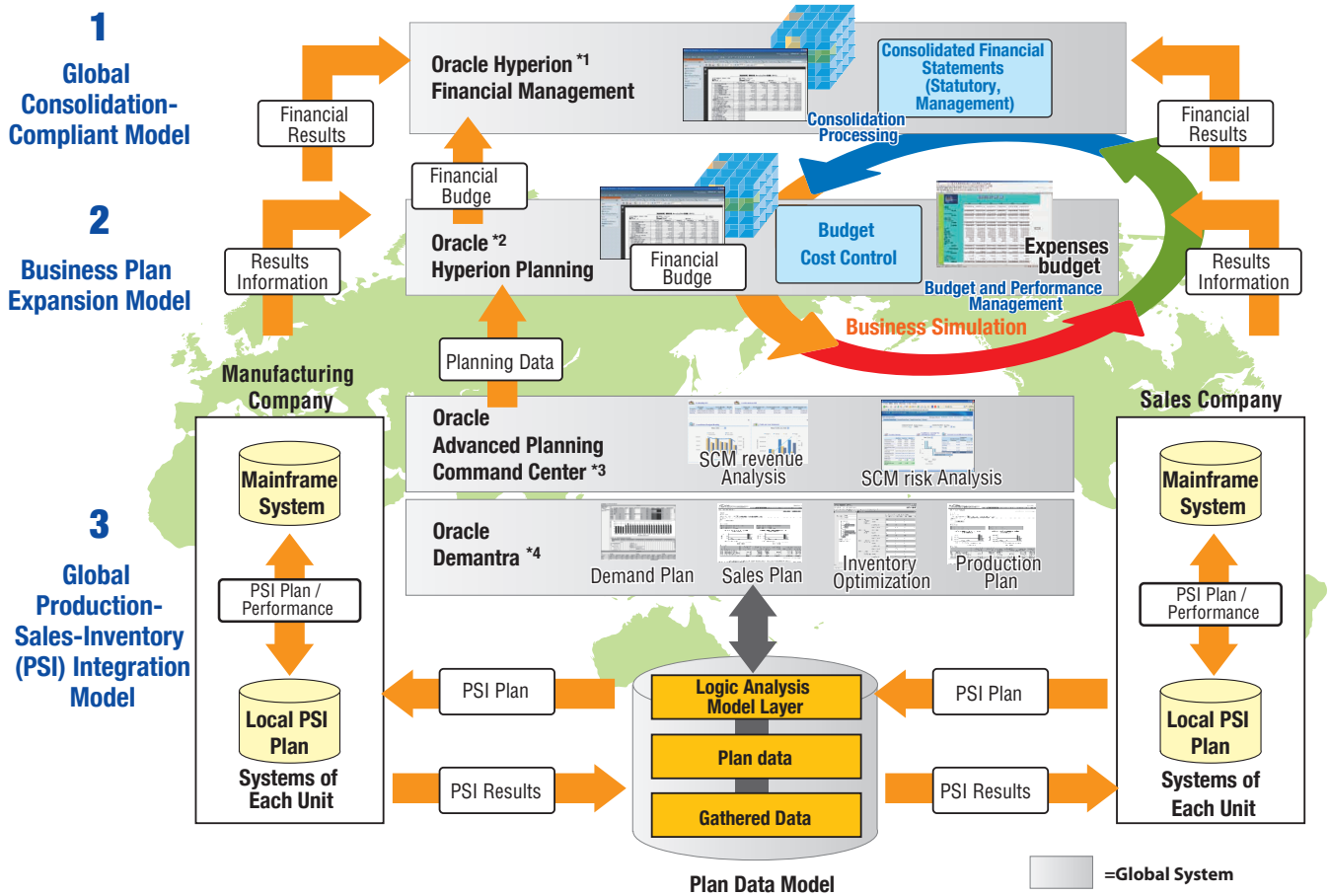


## Coordination of Project Management Information and Consolidated Accounting Information

What is important to refine group enterprise management information is not limited to gathering accounting/financial information required for conventional management but also involves gathering project management information linked to the accounting/financial information and the coordination of the two.

	<span style="color: green;">←</span> <b>Expansion of Project Management Information</b> <span style="color: green;">→</span> <b>Project Management Information (Example: Manufacturing)</b>	<span style="color: gray;">←</span> <b>Group Enterprise Management Information to Date</b> <span style="color: gray;">→</span> <b>Consolidated Management Accounting</b> <b>Consolidated Statutory Accounting</b>	
<b>Purpose</b>	Enterprise Management Purposes		Disclosure and Compliance Purposes
<b>Cycle</b>	Daily      Weekly	Monthly	
<b>Timing</b>	<span style="color: orange;">Next Day</span> <span style="color: orange;">Every Thursday</span> <span style="color: orange;">Every 5 Business Days</span>	<span style="color: orange;">Every 6 Business Days</span> <span style="color: orange;">Every 10 Business Days</span>	<span style="color: blue;">Disclosure within a Month</span>
<b>Applicable Data (Management Scope)</b>	<span style="color: orange;">Results</span> <span style="color: orange;">Plan</span> <span style="color: orange;">Entire PSI</span> <span style="color: orange;">Production Plan</span> <span style="color: orange;">Entire PSI</span> <span style="color: orange;">Logistics Information from Production to Sales (Volume, Amount)</span>	<span style="color: green;">Results</span> <span style="color: green;">Budget</span> <span style="color: green;">Accounting, Logistics and Other KPI</span> <span style="color: green;">Accounting and Logistics</span> <span style="color: green;">Monthly Financial Information (PL, BS) From the Accounting System</span>	<span style="color: blue;">Results</span> <span style="color: blue;">Budget</span> <span style="color: blue;">Accounting, Logistics and Other KPI</span> <span style="color: blue;">Quarterly Financial Information (PL, BS, CF) From Accounting System and Subsidiaries</span>
<b>Data Segment</b>	Region, company, business and item	Region, company and business	
<b>Data Processing</b>	Conversion process for items codes that vary by company	Simplified consolidation process for enterprise management purposes	
<b>Scope of Applicable Companies</b>	Affiliates subject to enterprise management	Scope of consolidation based on standards for preparation of consolidated financial statements	

## Outline of “Business Management Models for Global Manufacturing”



### 1. Global Consolidation-compliant Model

This model provides a mechanism that reconciles or merges consolidated statutory accounting and consolidated management accounting based on multiple accounting standards, complies with the management approach and enables segment (business, geographical locations, products, customers, etc.) management and analysis.

### 2. Business Plan Expansion Model

This model achieves efficient and refined enterprise management through company-level strategy formation, budget development of each business and company, and the standardization and integration of business processes and mechanisms for budgets-results comparisons.

### 3. Global Production-Sales-Inventory (PSI) Integration Model

This model enables movements in production-sales-inventory information to be meticulously reflected in the budget, by forming monthly budgets linked to production-sales-inventory information (sales plan, production plan and inventory plan), and allows for financial information-linked management simulation.

ABeam Consulting, as part of its EPM (Enterprise Performance Management) product group, regards Oracle’s performance management applications highly, particularly “Oracle Hyperion Financial Management,” which is renowned for its prolific track record of global implementation; and engages in system development by utilizing software products that match each business management model. These software products are superior in their compatibility with not only Oracle products but also the applications of other companies and enable integrated management of all types of enterprise performance information including financial and non-financial information. Additionally, by taking advantage of the highly flexible reporting and simulation functions, we support the formulation of well-informed management decisions. By developing performance indicators, business processes and rules that are in line with the strategies of each manufacturer and their underlying IT systems, we enable advanced business management and support companies in their global expansion.

\*1) “Oracle Hyperion Financial Management:” Application that enables aggregation of financial statements, consolidation processing and analysis for effective group enterprise management

\*2) “Oracle Hyperion Planning:” Application that enables budget formulation, impact analysis through simulations, and monitoring

\*3) “Oracle Advanced Planning Command Center:” Business Intelligence product that visualizes the entire global SCM, and conducts analysis and simulations from the perspectives of revenue, costs, risk, performance, etc.

\*4) “Oracle Demantra:” Application that enables the preparation of sales plans based on demand forecasting, sales promotion plans for maximum profit, and demand adjustments based on collaboration.

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