

CASE STUDY (INPUT DATA)

FY2016

Code	P&L account	Partner company	Name of partner company	Amounts	Account number
2001110000111111	Core business revenues	111111	External	(14,500,341)	2001110000
2001190000111111	Other revenues	111111	External	(4,794,856)	2001190000
20200000001009	Capitalized costs	1009	Green Ventures Ltd	(154,890)	2020000000
20200000001007	Capitalized costs	1007	Generco Sunshine JSC	(1,180,894)	2020000000
20200000001008	Capitalized costs	1008	Greenco Ltd	(793,080)	2020000000
2020000000111101	Capitalized costs	111101	Not assigned	(2,277,198)	2020000000
2021900000111111	Direct costs	111111	External	4,428,912	2021900000
2024080000111111	Freight outbound expenses	111111	External	16,978	2024080000
202409000088	R&D expenses	88	Generco Ltd	2,245,438	2024090000
2024090000111111	R&D expenses	111111	External	16,606	2024090000
2041000000111111	Wages and salaries	111111	External	4,683,394	2041000000
2042000000111101	Pension contributions	111101	Not assigned	1,143,052	2042000000
204200000088	Pension contributions	88	Generco Ltd	239,380	2042000000
2045000000111101	Severance indemnity contribution	111101	Not assigned	104,914	2045000000
2051210000111101	D&A	111101	Not assigned	2,003,262	2051210000
2051260000111101	D&A	111101	Not assigned	41,981	2051260000
20690100001	Corporate recharges	1	Greeny Ltd	(2,156,147)	2069010000
206901000014	Corporate recharges	14	Generco Cosmetics Ltd	(291,429)	2069010000
20690100001037	Corporate recharges	1037	Generco Canada JSC	-	2069010000
20690100001087	Corporate recharges	1087	Gener Beauty GmbH	(33,737)	2069010000
20690100001009	Corporate recharges	1009	Green Ventures Ltd	-	2069010000

FY2017

Code	P&L account	Partner company	Name of Partner company	Amount	Account number
2001110000105	Core business revenue: 105		Generco Healthcare Ltd	(355,397)	2001110000
2001110000111111	Core business revenue: 111111		External	(15,792,899)	2001110000
2001190000111111	Other revenues	111111	External	(6,960,218)	2001190000
20200000001086	Capitalized costs	1086	G&Resources Ltd	(420,017)	2020000000
20200000001007	Capitalized costs	1007	Generco Sunshine JSC	(89,235)	2020000000
20200000001008	Capitalized costs	1008	Greenco Ltd	(26,173)	2020000000
2020000000111101	Capitalized costs	111101	Not assigned	(209,402)	2020000000
2021210000111111	Utility charges	111111	External	14,589	2021210000
2021900000111111	Direct costs	111111	External	5,463,189	2021900000
2024080000111111	Freight outbound expen	111111	External	343,675	2024080000
202409000019	R&D expenses	19	Generco Cosmetics Ltd	38,521	2024090000
202409000088	R&D expenses	88	Generco Ltd	1,980,162	2024090000
20240900001283	R&D expenses	1283	Generco Ventures Ltd	1,820	2024090000
20240900001924	R&D expenses	1924	Generco Infrastructure Ltd	10,448	2024090000
20240900002486	R&D expenses	2486	Generco Exploration Ltd	10,413	2024090000
2024090000111111	R&D expenses	111111	External	27,149	2024090000
2041000000111111	Wages and salaries	111111	External	5,507,141	2041000000
2042000000111101	Social security payment	111101	Not assigned	1,752,994	2042000000
2042000000111101	Pension contributions	111101	Not assigned	304,304	2042000000
2045000000111101	Severance indemnity cc	111101	Not assigned	500,500	2045000000
2049000000111101	Other personnel expens	111101	Not assigned	6,920	2049000000
2051210000111101	D&A	111101	Not assigned	1,897,677	2051210000
2051260000111101	D&A	111101	Not assigned	146,329	2051260000
2060220000111111	Gains from disposal of	111111	External	(121,553)	2060220000

FY2018

Code	P&L account	Partner company	Name of Partner company	Amount	Account Number
2001110000105	Core business revenue: 105		Generco Healthcare Ltd	(616,462)	2001110000
2001110000111111	Core business revenue: 111111		External	(14,431,341)	2001110000
2001190000111111	Other revenues	111111	External	(6,373,618)	2001190000
2021210000111111	Utility charges	111111	External	20,505	2021210000
2021900000111111	Direct costs	111111	External	5,674,152	2021900000
2024020000111111	Operating expenses for	111111	External	13,692	2024020000
2024080000111111	Freight outbound expen	111111	External	350,371	2024080000
202409000088	R&D expenses	88	Generco Ltd	3,116,017	2024090000
20240900001283	R&D expenses	1283	Generco Ventures Ltd	-	2024090000
20240900001924	R&D expenses	1924	Generco Infrastructure Ltd	673	2024090000
20240900002185	R&D expenses	2185	Generco Green Projects Gm	192,017	2024090000
20240900002240	R&D expenses	2240	Greeny Germany GmbH	375,290	2024090000
202409000017000	R&D expenses	17000	Generco Risk Management L	4,920	2024090000
2024090000111111	R&D expenses	111111	External	9,784	2024090000
2041000000111111	Wages and salaries	111111	External	3,982,700	2041000000
2042000000111101	Social security payment	111101	Not assigned	1,420,797	2042000000
2042000000111101	Pension contributions	111101	Not assigned	288,802	2042000000

NEWLY CREATED DATASET WHICH INCLUDED ALL 3 YEARS (OUTPUT)

Database

Code	P&L account	Partner company	Name of Partner company	FY16	FY17	FY18	Mappi
2001110000111111	Core business revenues	111111	External	14,500,341	15,792,899	14,431,341	Net Sales
2001190000111111	Other revenues	111111	External	4,794,856	6,960,218	6,373,618	Other revenues
20200000001009	Capitalized costs	1009	Green Ventures Ltd	154,890	-	-	Capitalized costs
20200000001007	Capitalized costs	1007	Generco Sunshine JSC	1,180,894	89,235	-	Capitalized costs
20200000001008	Capitalized costs	1008	Greenco Ltd	793,080	26,173	-	Capitalized costs
2020000000111101	Capitalized costs	111101	Not assigned	2,277,198	209,402	-	Capitalized costs
2021900000111111	Direct costs	111111	External	(4,428,912)	(5,463,189)	(5,674,152)	Direct costs
2024080000111111	Freight outbound expenses	111111	External	(16,978)	(343,675)	(350,371)	Other operating expenses
2024090000088	R&D expenses	88	Generco Ltd	(2,245,438)	(1,980,162)	(3,116,017)	Other operating expenses
2024090000111111	R&D expenses	111111	External	(16,606)	(27,149)	(9,784)	Other operating expenses
2041000000111111	Wages and salaries	111111	External	(4,683,394)	(5,507,141)	(3,982,700)	Personnel expenses
2042000000111101	Pension contributions	111101	Not assigned	(1,143,052)	(2,057,298)	(1,709,689)	Personnel expenses
204200000088	Pension contributions	88	Generco Ltd	(239,380)	-	-	Personnel expenses
2045000000111101	Severance indemnity contribution	111101	Not assigned	(104,914)	(500,500)	(143,500)	Personnel expenses
2051210000111101	D&A	111101	Not assigned	(2,003,262)	(1,897,677)	(1,875,768)	D&A
2051260000111101	D&A	111101	Not assigned	(41,981)	(146,329)	(12,593)	D&A
20690100001	Corporate recharges	1	Greeny Ltd	2,156,147	1,643,711	1,418,521	Recharges
206901000014	Corporate recharges	14	Generco Cosmetics Ltd	291,429	-	-	Recharges
20690100001037	Corporate recharges	1037	Generco Canada JSC	-	-	-	Recharges
20690100001087	Corporate recharges	1087	Gener Beauty GmbH	33,737	-	-	Recharges
20690100001009	Corporate recharges	1009	Green Ventures Ltd	-	-	-	Recharges
20690100001007	Corporate recharges	1007	Generco Sunshine JSC	-	-	-	Recharges
20690100001008	Corporate recharges	1008	Greenco Ltd	-	-	-	Recharges
20690100001240	Corporate recharges	1240	Generco UK	199,600	10,461	-	Recharges
2069010000111111	Corporate recharges	111111	External	539,141	6,786	902,858	Recharges
2069980000111111	Other income	111111	External	57	(9,794)	15,872	Other income
2070400000111111	Marketing expenses	111111	External	(22,315)	(65,948)	(57)	Other operating expenses
207050000088	Software&IT	88	Generco Ltd	(204,000)	-	-	Other operating expenses
2070500000111111	Software&IT	111111	External	(138)	(5,139)	(19,199)	Other operating expenses
2070600000111111	Leasings	111111	External	(1,127,446)	(1,055,381)	172,933	Leasing
207090000043	Service expenses	43	Greeny France SL	(133,722)	-	-	Services
20709000002240	Service expenses	2240	Greeny Germany GmbH	(328,062)	(430,845)	-	Services
2070900000111111	Service expenses	111111	External	(2,081,304)	(1,130,021)	(1,481,408)	Services
2071000000111111	Charges and contributions	111111	External	(33,410)	(7,294)	(40,049)	Other operating expenses
2071100000111111	Insurance expenses	111111	External	(213,091)	(48,469)	(64,040)	Other operating expenses
2071209200111111	Travel expenses	111111	External	(1,813,525)	(2,393,259)	(2,514,432)	Travel costs
2071209400111111	Utility expenses	111111	External	(5,552)	(23,070)	(4,194)	Other operating expenses
2071209500111111	Legal expenses	111111	External	(43,869)	(208,367)	(106,526)	Other operating expenses
2071980000111101	Misc costs	111101	Not assigned	(10,935)	(20,323)	(109,811)	Other operating expenses

P&L STATEMENT (OUTPUT)

P&L statement

EUR in millions	FY16	FY17	FY18	Var% FY16-FY17	Var% FY17-FY18
Net Sales	14.5	16.1	15.0	11.4%	-6.8%
Other revenues	4.8	7.0	6.4	45.2%	-8.4%
Recharges	3.2	2.9	4.9	-9.2%	67.3%
Total Revenues	22.5	26.0	26.3	15.6%	1.1%
Direct costs	(4.4)	(5.5)	(5.7)	23.4%	3.9%
Gross Margin	18.1	20.6	20.6	13.7%	0.3%
Other operating expenses	(3.4)	(3.7)	(6.7)	9.1%	80.5%
Personnel expenses	(6.2)	(8.1)	(5.8)	30.8%	-27.7%
Leasing	(1.1)	(1.1)	1.6	-6.4%	<-100.0%
Services	(2.5)	(1.8)	(2.0)	-27.7%	6.4%
Travel costs	(1.8)	(2.4)	(2.5)	32.0%	5.1%
Other income	0.0	(0.0)	0.0	<-100.0%	<-100.0%
Capitalized costs	5.3	0.7	-	-85.9%	-100.0%
EBITDA	8.3	4.2	5.3	-48.9%	24.7%
D&A	(2.0)	(2.0)	(1.9)	-0.1%	-7.6%
EBIT	6.3	2.2	3.4	-64.8%	54.7%
Financial items	(2.8)	(2.7)	(2.3)	-4.6%	-17.0%
Extraordinary items	(0.0)	(4.6)	(0.0)	>100.0%	-99.8%
EBT	3.4	(5.1)	1.1	<-100.0%	<-100.0%
Taxes	(0.5)	(1.0)	(0.4)	>100.0%	-62.9%
Net Income	2.9	(6.1)	0.8	<-100.0%	<-100.0%
Gross Margin %	80.3%	79.0%	78.4%		
EBITDA %	36.9%	16.3%	20.1%		
EBIT %	27.8%	8.4%	12.9%		

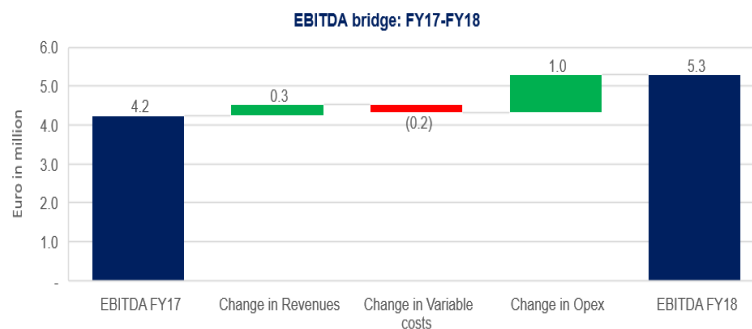
Net income	(2.9)	6.1	(0.8)
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VISUALIZATION (OUTPUT)

Bridge chart

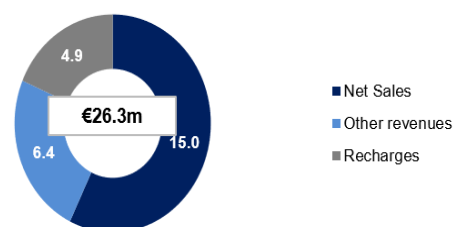
EBITDA FY17	4.2
Change in Revenues	0.3
Change in Variable costs	(0.2)
Change in Opex	1.0
EBITDA FY18	5.3
Check	-



Doughnut chart

	FY16	FY17	FY18
Net Sales	14.5	16.1	15.0
Other revenues	4.8	7.0	6.4
Recharges	3.2	2.9	4.9

Breakdown of Revenues in FY18



Area & Line chart

	FY16	FY17	FY18
Revenues	22.5	26.0	26.3
Gross Margin %	80.3%	79.0%	78.4%

FY16-FY18 Revenues and Gross Margin %

