Axilon™

is a Russian company with specialization in rendering of services in development, customization, and implementation of information systems for business performance management automation

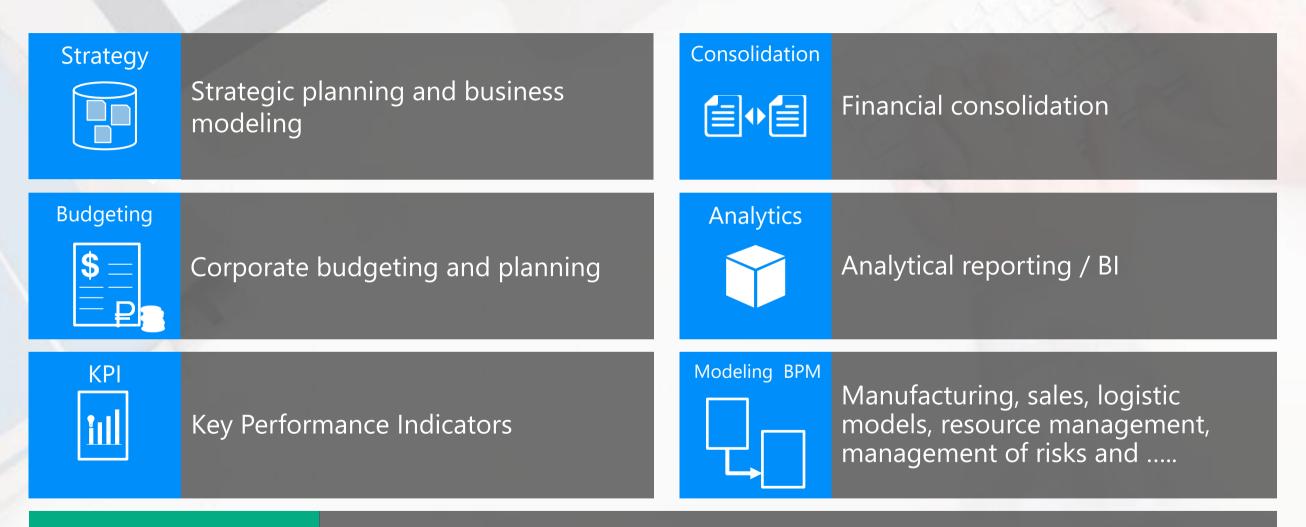Information analytical platform

Cubix Business Modeler

is a high-performance software created by

Axilon

Cubix BM platform provides flexible and powerful tools intended for models creating for various business spheres.

Cubix BM for business

AXILON

Strategy	Strategic planning and business modeling
Budgeting	Corporate budgeting and planning
KPI	Key Performance Indicators

Consolidation	Financial consolidation
Analytics	Analytical reporting / BI
Modeling BPM	Manufacturing, sales, logistic models, resource management, management of risks and .....

Data Integration   Data Storage
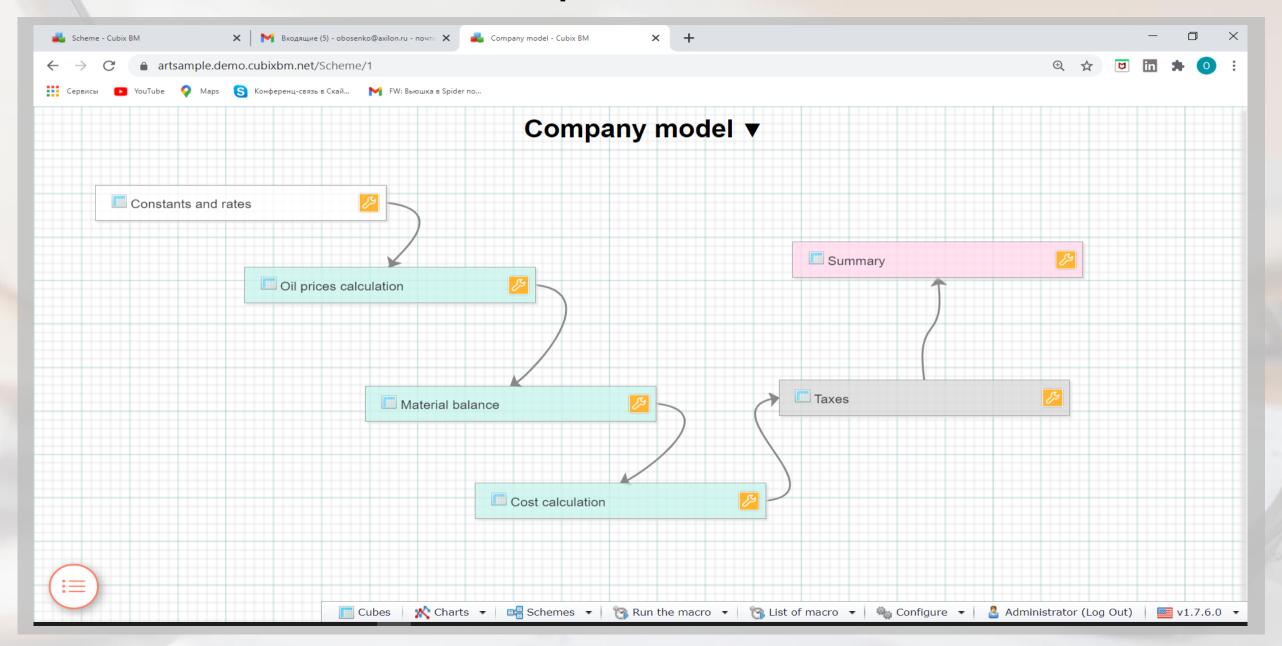
Cubix BM: small example

Master data

Financial and organizational structure of the company

Sales: where and how

Oil
Disel
Gasoil
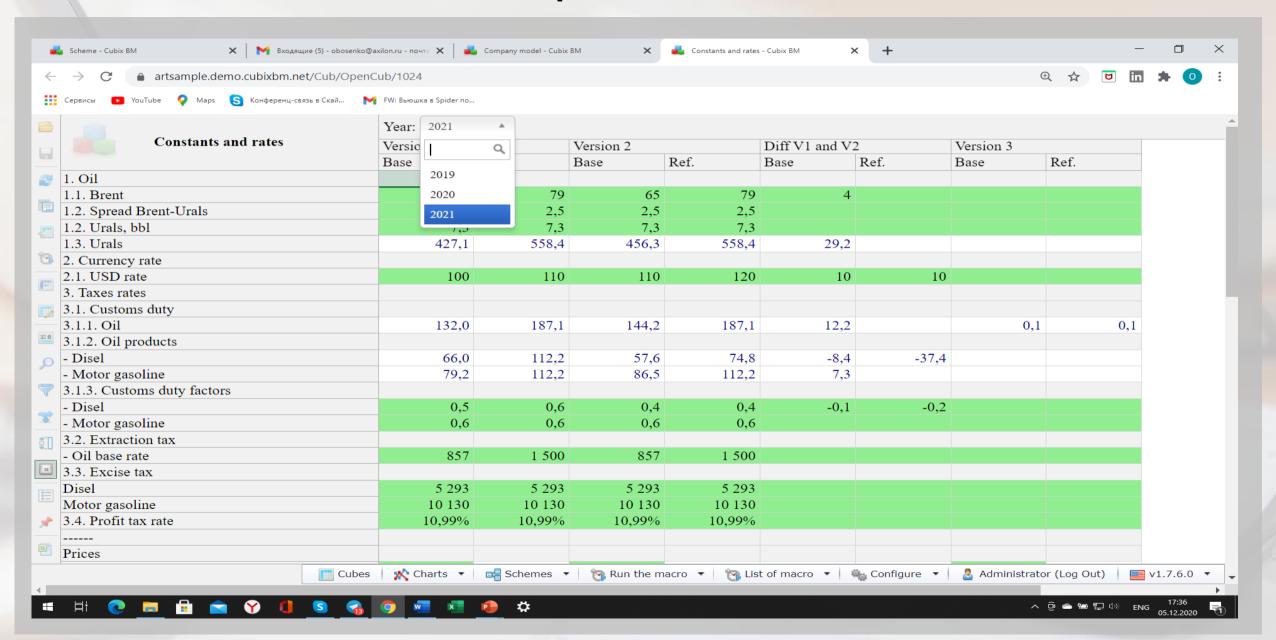other

Information on product

Accounting procedures

Main properties:

- ✓ Historical data support and support of any classifier element activity
- ✓ Hierarchy support
- ✓ Elements mapping (in one classifier)
- ✓ Possibility of properties addition for classifier elements

Model's analytics generation based on classifiers (master data)

Cubix BM: small example

Master data

AXILON

- ➢ Organizational, financial and juridical structure of the company
- ➢ Structure of petrol stations (gas stations), logistics facilities, production facilities for storage and trans-shipment of petroleum products

- ➢ Market
- ➢ Sales channels
- ➢ Regions and territories
- ➢ Customer groups
- ➢ Main customers

- ➢ Petroleum products
- ➢ Other products
- ➢ Service
- ➢ Specific properties

- ➢ Budget classifier (Chart of Accounts)
- ➢ Revenues/Expenses
- ➢ Investments
- ➢ Cash-Flow
- ➢ Balance Sheet

Sales & Marketing

Activities and events planning:

Product matrix development	Creating and developing of sales channels and technologies	Marketing actions, customer programs, advertising

Product/services demand forecasting: volume/amount

Market share forecasting : <u>for global companies</u>

Target revenue planning:

Revenue, Contribution margin, Profitability

Price planning (at the SKU level)

Main properties:

➢ Use of previous periods actual data, drill-down

➢ Demand forecasting algorithms based on actual data and targets

➢ KPI

➢ Rolling operational planning and control

➢ Revenue (encashment) planning detailed by products, channel, groups and/or contract terms; multi-currency calculations

AXILON

Logistics management

AXILON

	Turnover targets definition
	Inventory standards and requirement planning, parted by products
	Inventory purchase and delivery planning
	Planning of payments to suppliers
	Transport and transportation services requirement planning

Infrastructure maintenance:

	Definition of a common infrastructure maintenance scheme
	Planning of standard and maintenance supplies
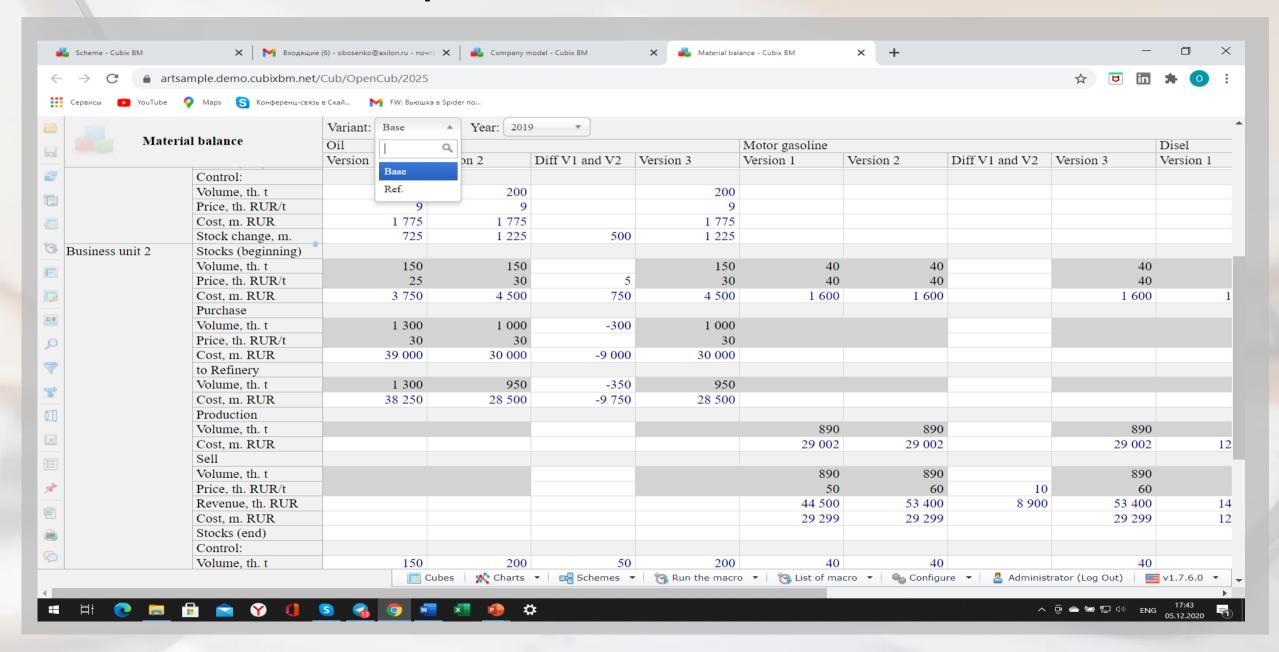
Main properties:

➢ Use of previous periods actual data and current inventory level, drill-down

➢ Stocks replenishment forecasting algorithms based on actual data and sales forecast

➢ KPI parted integration for logistics management

➢ Operational planning of payments to suppliers

➢ Multicurrency calculations
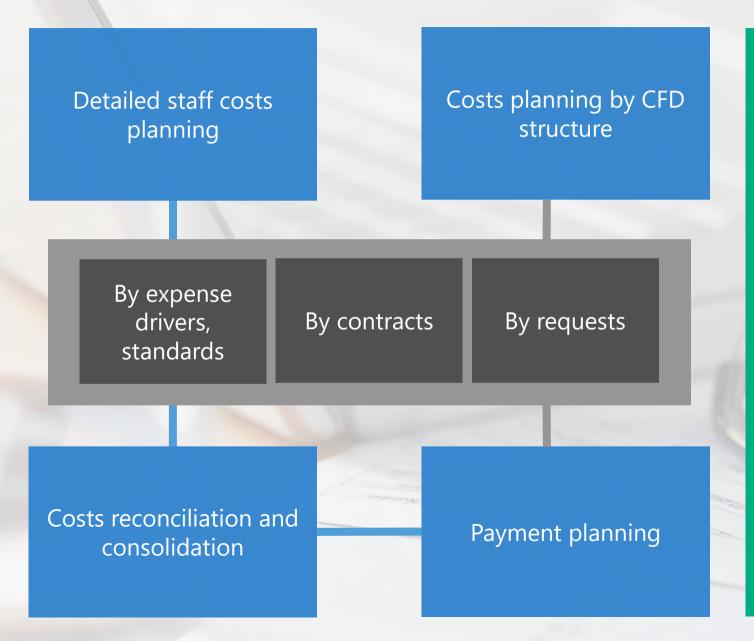
Cubix BM: example

Cost management (OPEX)

AXILON

Detailed staff costs planning	Costs planning by CFD structure

By expense drivers, standards	By contracts	By requests

Costs reconciliation and consolidation	Payment planning
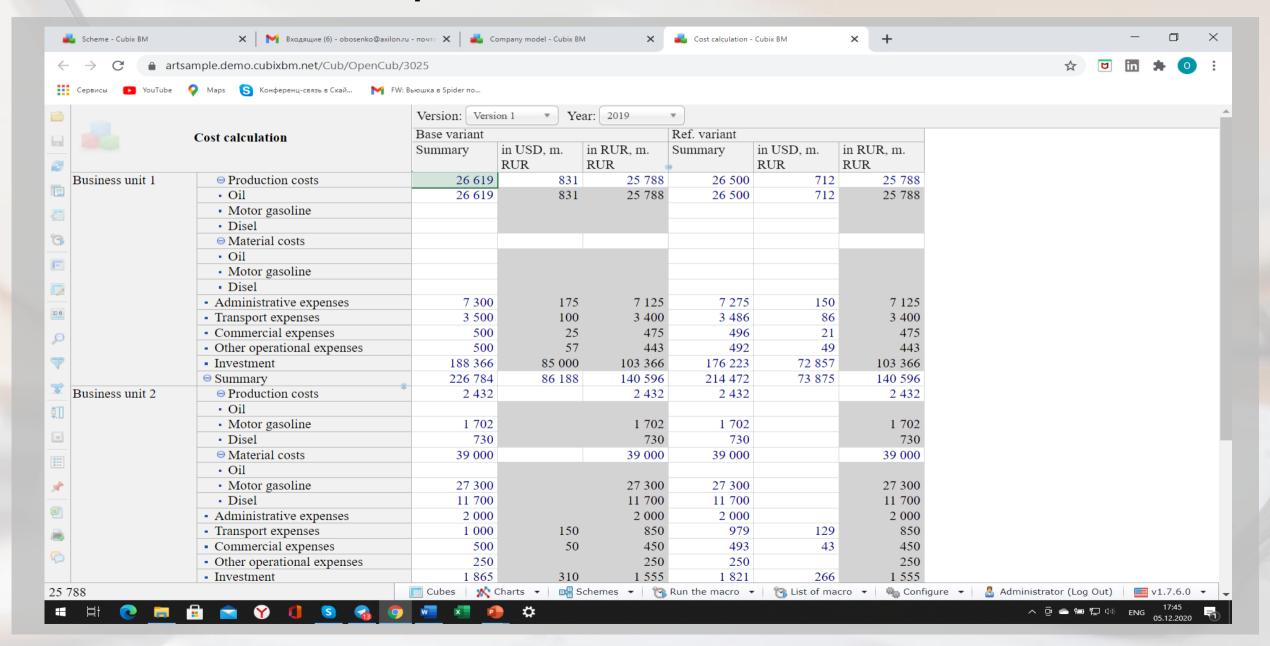
Main properties:

➢ Three calculation algorithms can be used for an item of estimate of expenditures simultaneously

➢ Multicurrency calculations (with possibility of choice of reporting currency)

➢ Costs planning rules setting by actual values of previous periods

➢ Key Indicators setting (by expenses limits)

Cubix BM: example

Cost calculation

Version: Version 1 | Year: 2019

		Base variant			Ref. variant		
		Summary	in USD, m. RUR	in RUR, m. RUR	Summary	in USD, m. RUR	in RUR, m. RUR
Business unit 1	⊖ Production costs	26 619	831	25 788	26 500	712	25 788
	· Oil	26 619	831	25 788	26 500	712	25 788
	· Motor gasoline						
	· Disel						
	⊖ Material costs						
	· Oil						
	· Motor gasoline						
	· Disel						
	· Administrative expenses	7 300	175	7 125	7 275	150	7 125
	· Transport expenses	3 500	100	3 400	3 486	86	3 400
	· Commercial expenses	500	25	475	496	21	475
	· Other operational expenses	500	57	443	492	49	443
	· Investment	188 366	85 000	103 366	176 223	72 857	103 366
	⊖ Summary	226 784	86 188	140 596	214 472	73 875	140 596
Business unit 2	⊖ Production costs	2 432		2 432	2 432		2 432
	· Oil						
	· Motor gasoline	1 702		1 702	1 702		1 702
	· Disel	730		730	730		730
	⊖ Material costs	39 000		39 000	39 000		39 000
	· Oil						
	· Motor gasoline	27 300		27 300	27 300		27 300
	· Disel	11 700		11 700	11 700		11 700
	· Administrative expenses	2 000		2 000	2 000		2 000
	· Transport expenses	1 000	150	850	979	129	850
	· Commercial expenses	500	50	450	493	43	450
	· Other operational expenses	250		250	250		250
	· Investment	1 865	310	1 555	1 821	266	1 555

25 788

General financial reports

P&L – Profit and Loss Budgets

CUBIX BM

Cash-flow

BS – Balance Sheet
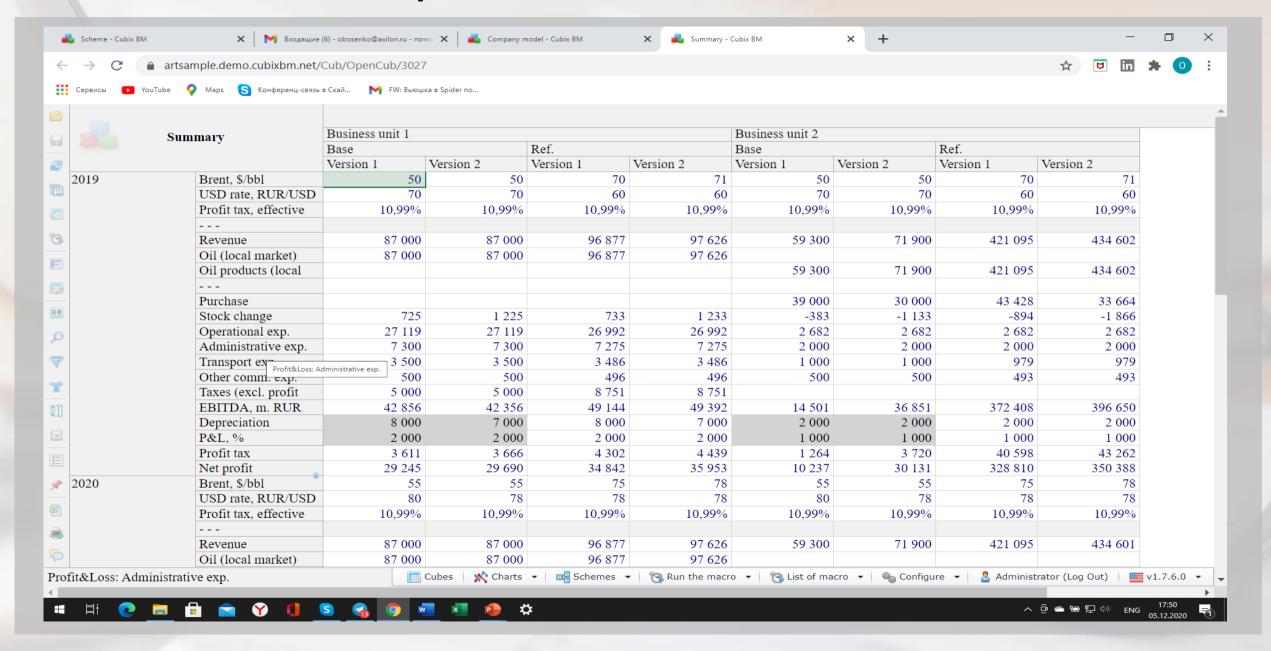
Main properties:

➢ Automatic generation of general reports (revenue, logistics, production, estimates of expenditures…)

➢ Using several currencies, variants, scenarios

➢ Plan/Actual deviation

➢ Reports for each group of companies and for each legal entity

➢ P&L segment reporting

Cubix BM: example

Other parts of the business model

1 Costs allocation, COGM and COGS calculation

2 **Investment** management, investment projects planning
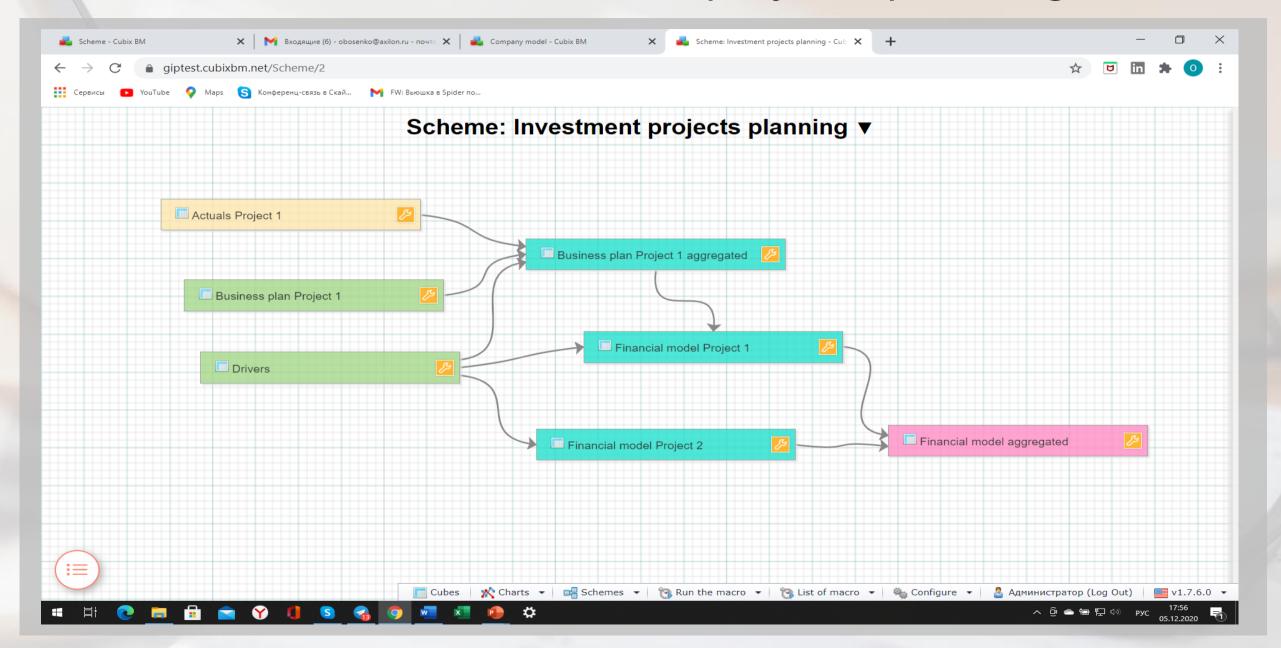
3 Financing activities planning

4 Assets management

5 **Tax planning**

6 Key Performance Indicators

7 Segment Reporting

AXILON

Cubix BM: example investment projects planning

Cubix BM: example investment projects planning

Cubix BM: exaple investment projects planning

Cubix BM: example investment projects planning

Cubix BM: example TAX planning

Taxes			Version 1			Version 2			Diff V1 and V2	
			Base	Ref.	Diff.	Base	Ref.	Diff.	Base	Ref.
2019	Extraction tax	Business unit 1	5 000	8 751	3 751	5 000	8 751	3 751		
		Business unit 2								
	Export duty	Business unit 1								
		Business unit 2								
	Profit tax	Business unit 1	3 611	4 302	691	3 666	4 439	773	55	
		Business unit 2	1 264	40 598	39 334	3 720	43 262	39 542	2 456	
	k	Business unit 1	175,03%		-175,03%	175,03%		-175,03%		
		Business unit 2	175,03%		-175,03%	175,03%		-175,03%		
	Extraction tax, Ref. variant	Business unit 1	8 751		-8 751	8 751		-8 751		
		Business unit 2								
	--- Формат	Business unit 1	1		-1	1		-1		
		Business unit 2	1		-1	1		-1		
2020	Extraction tax	Business unit 1	5 000	8 751	3 751	5 000	8 751	3 751		
		Business unit 2								
	Export duty	Business unit 1								
		Business unit 2								
	Profit tax	Business unit 1								
		Business unit 2								
	k	Business unit 1	175,03%		-175,03%	175,03%		-175,03%		
		Business unit 2	175,03%		-175,03%	175,03%		-175,03%		
	Extraction tax, Ref. variant	Business unit 1	8 751		-8 751	8 751		-8 751		
		Business unit 2								
	--- Формат	Business unit 1	1		-1	1		-1		
		Business unit 2	1		-1	1		-1		
2021	Extraction tax	Business unit 1	5 500	9 627	4 127	5 500	9 627	4 127		
		Business unit 2								
	Export duty	Business unit 1								

CUBIX BM

www.CubixBM.net
Get your demo-access to try the system

Platform license:
«Axilon Consulting» LLC
www.Axilon.ru
obosenko@axilon.ru

AXILON