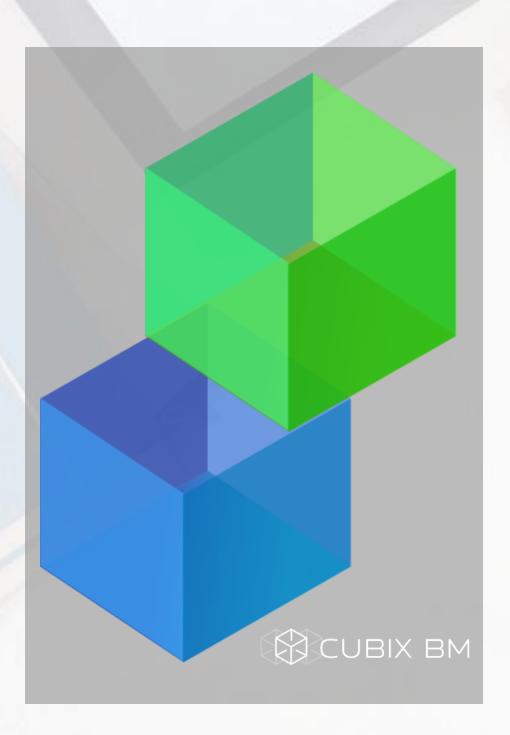
Cubix Business Modeler

Simple and Effective Solution

Business Enterprises: Oil downstream







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

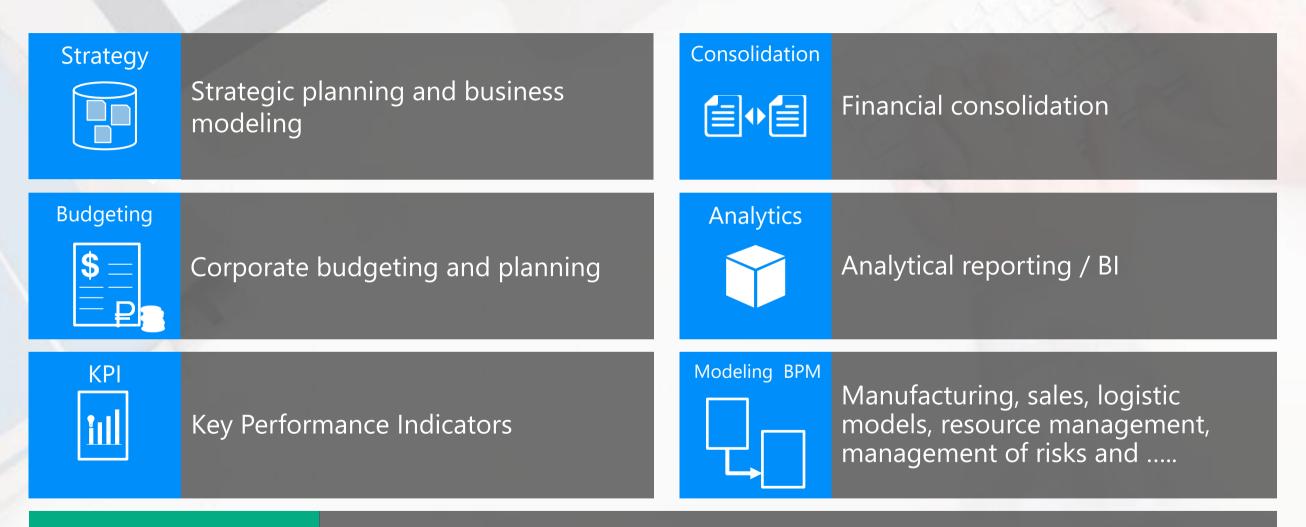
is a high-performance software created by

Axilon

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

Cubix BM for business





Data Integration

Data Storage



✓ Fuel-energy companies Downstream



✓ Production



✓ Banks and financial companies



✓ Retail and distribution



✓ Logistics and transportation



✓ Telecommunication and IT companies



✓ Other business segments



Enterprise Performance Management Business Model



Master Data

Sales & Marketing

Logistics Management

Production Management

Cost Management (OPEX)

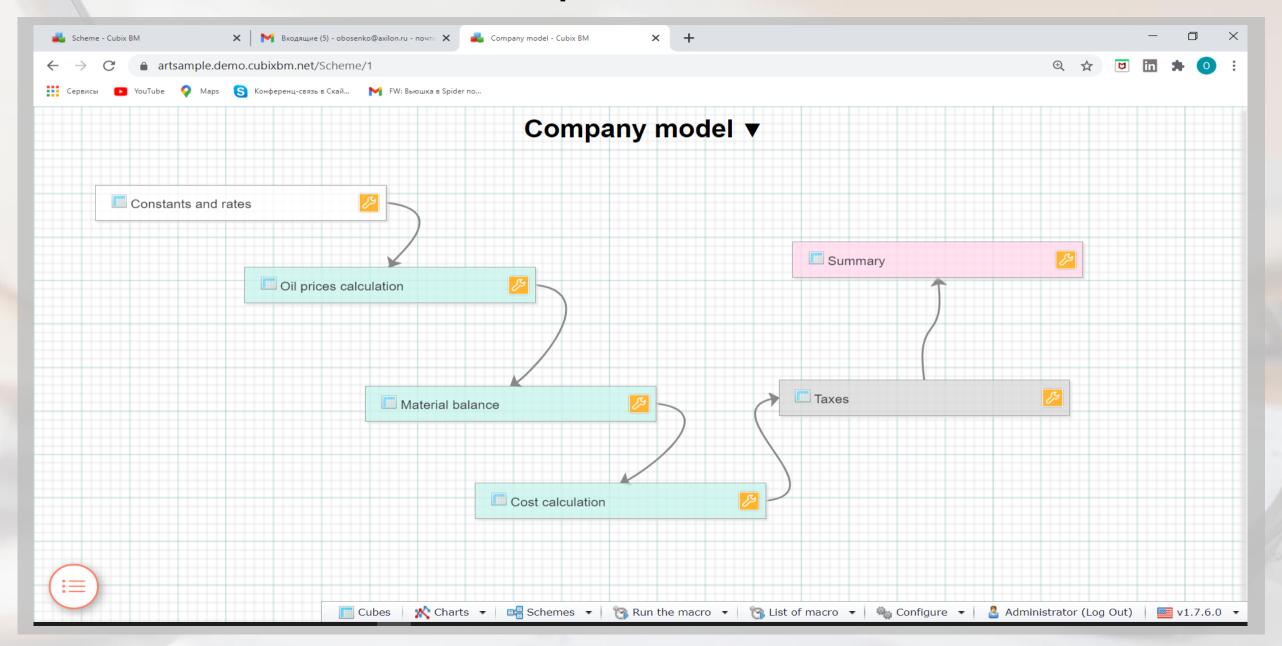
Financial Management



Other parts of the model

Cubix BM: small example





Master data





Financial and organizational structure of the company



Sales: where and how



Information on product



Accounting procedures

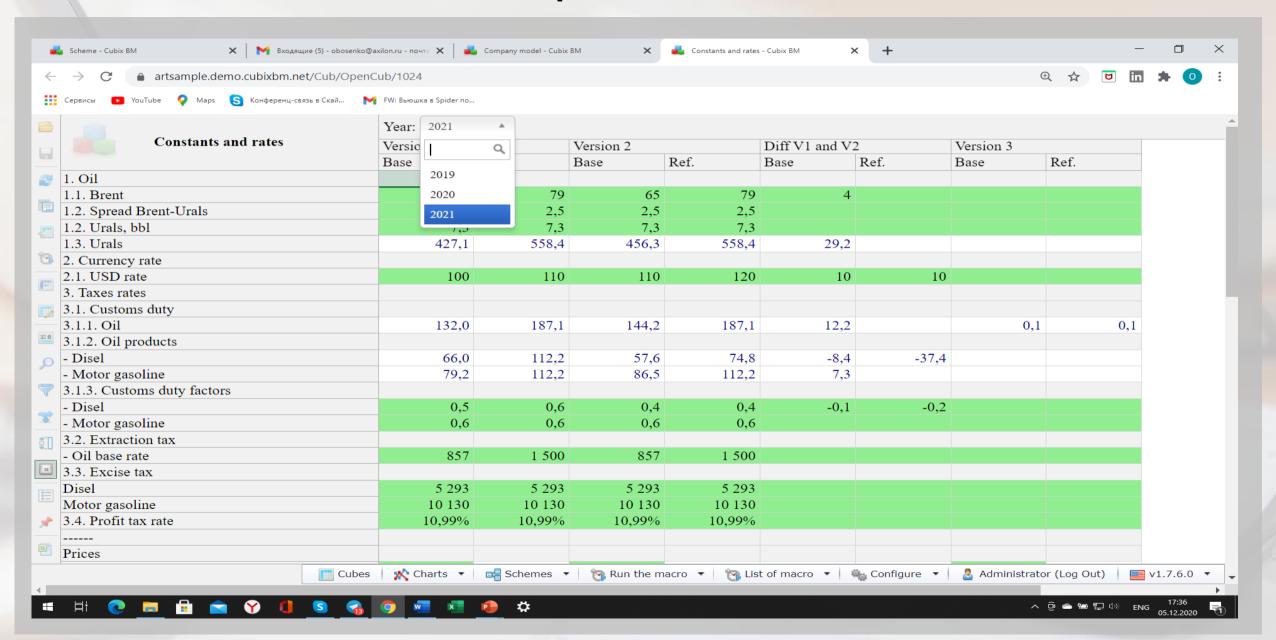
Main properties:

- ✓ 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



- 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

- Petroleum products
- Other products
- Service
- Specific properties

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

- 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 : for global companies

Target revenue planning:

Revenue, Contribution margin, Profitability



Price planning (at the SKU level)

Main properties:

- Use of previous periods actual data, drilldown
- 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

Logistics management





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



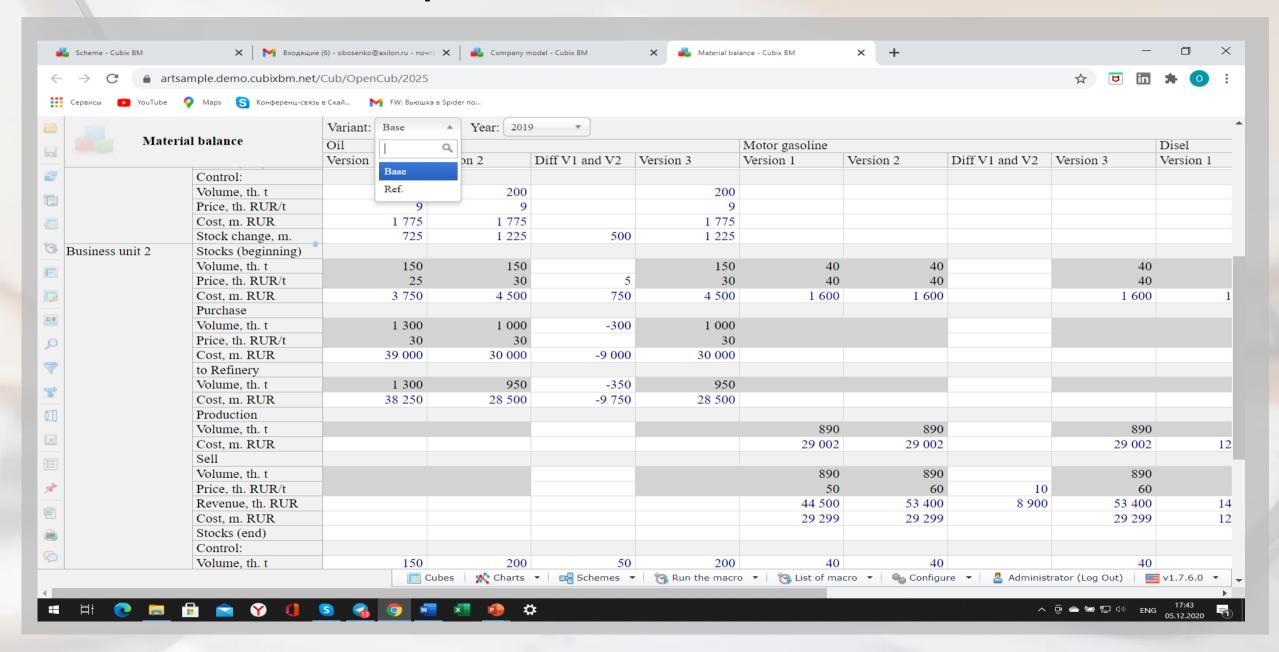
Planning of standard and maintenance supplies

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

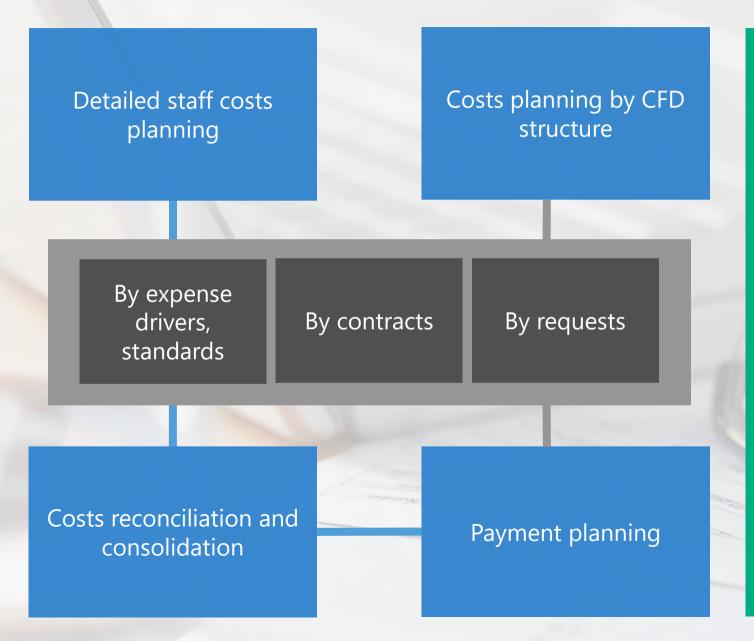
Cubix BM: example





Cost management (OPEX)



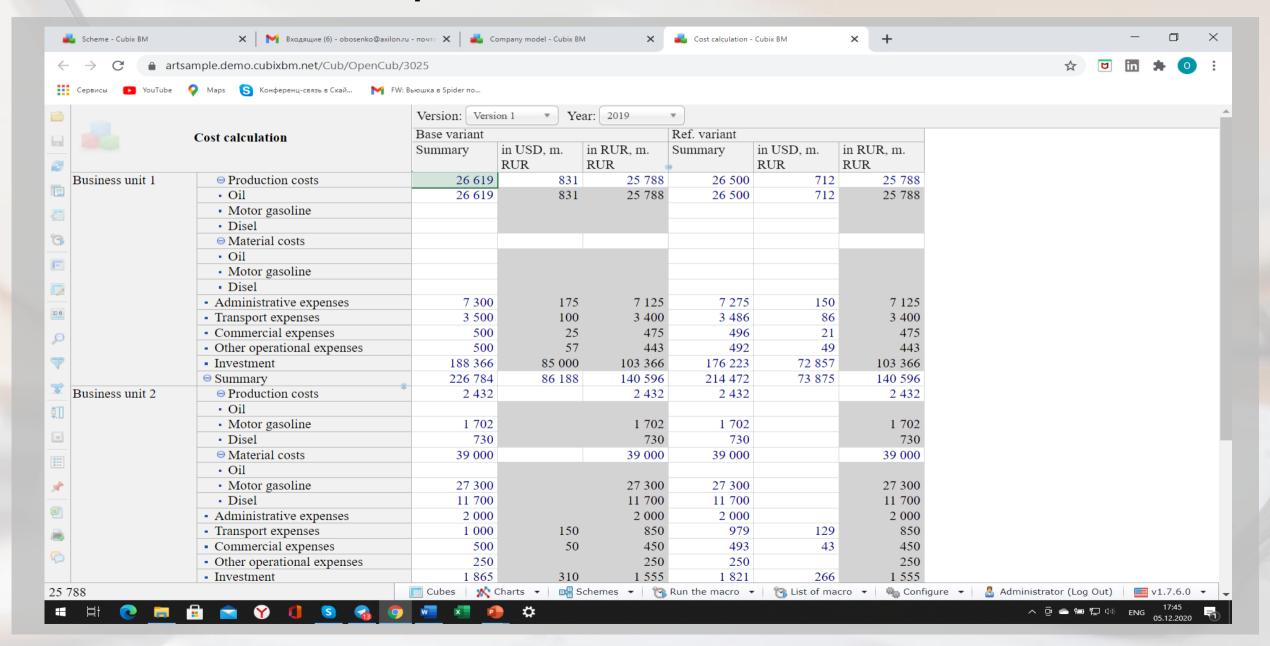


Main properties:

- 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)

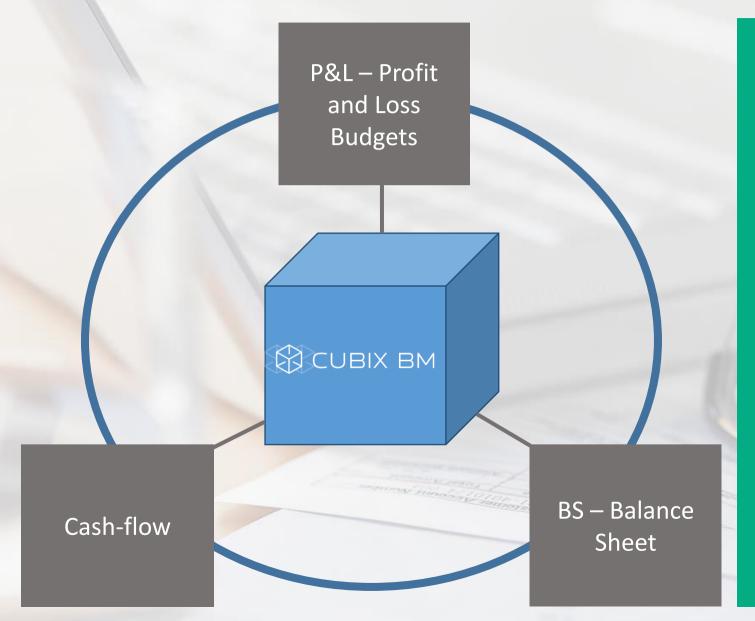
Cubix BM: example





General financial reports



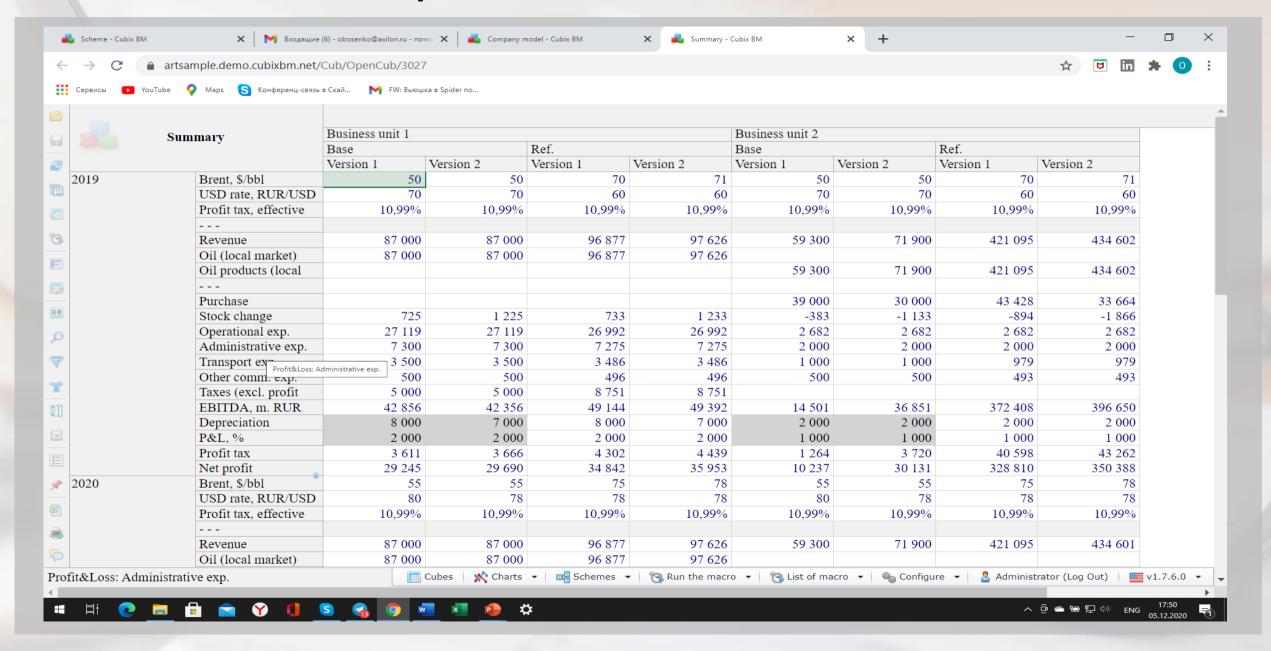


Main properties:

- 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

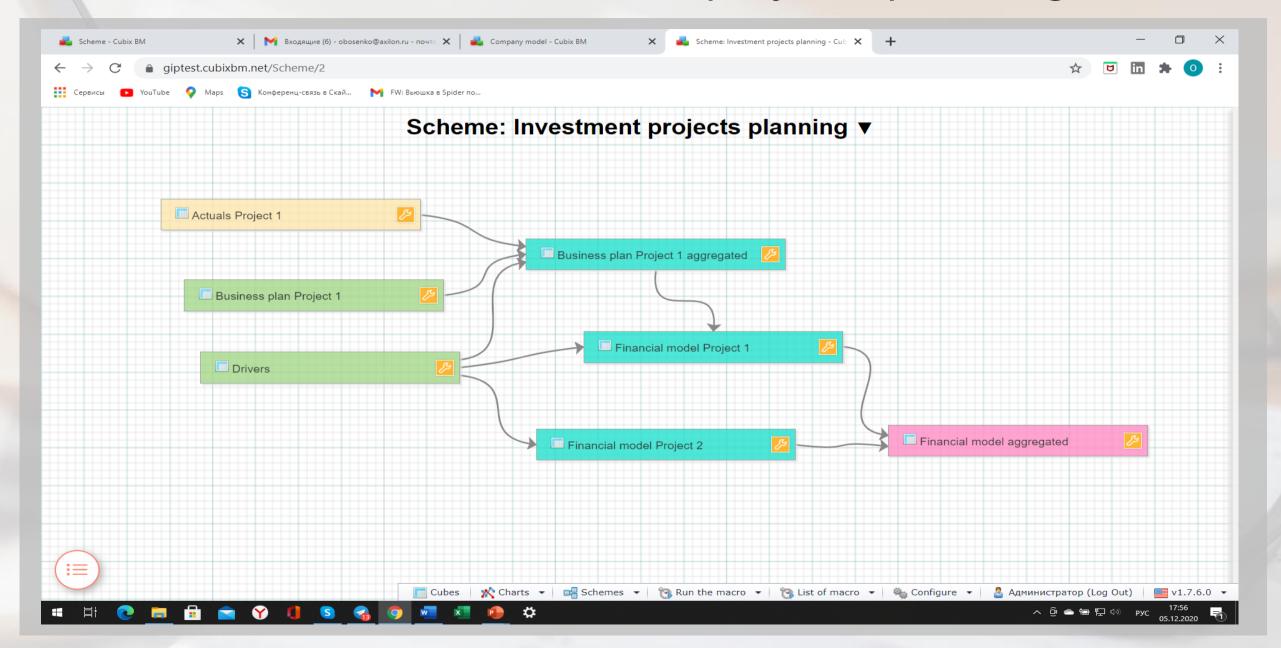






- 3 Financing activities planning
- 4 Assets management
- 5 Tax planning
- 6 Key Performance Indicators
- 7 Segment Reporting





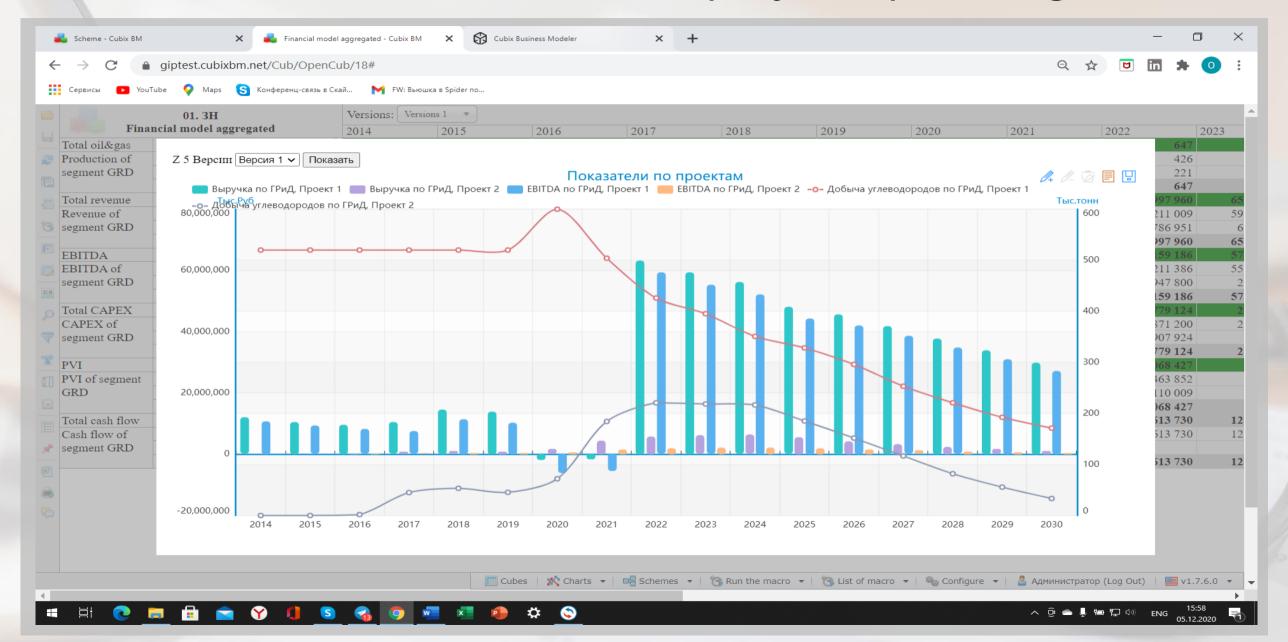


Сервисы 🖸 YouTube 💡 Марѕ Ѕ Конферен	ц-связь в Скай 附 FW: Вьюшка в	Spider no							
01. 3Н	Versions: Versions 1	▼							
Financial model Project 1	2018 20)19	2020	2021	2022	2023	2024	2025	2026
ХСРП					Periods:	2022			
Production indicators					Perious.	2022			
Actual oil&gas production	1 300	1 300	1 500	1 260	1 065	988	877	821	
Base oil&gas production									
Production due to Coeff.extr.									
Production for sale	1 300	1 300			4 461	4 188	3 888	3 591	
Accumulated production	6 500	7 800	7 800	7 800	12 261	16 449	20 337	23 928	2
Volume of extract. reserves									
Business model									
Oil&gas production	1 300	1 300	1 500	1 260	1 065	988	877	821	
P&L									
Revenue	36 421 642	34 569 782	-4 694 195	-4 083 466	158 027 522	148 090 543	140 080 613	119 911 956	113 87
Refundable costs	16 635 807	20 220 093	24 076 886	19 813 562	17 177 058	15 774 995	15 262 603	12 207 991	9 88
EBITDA	28 307 921	25 654 001	-15 480 081	-14 020 028	148 028 464	137 894 549	130 253 009	110 544 965	104 95
EBIT	28 307 921	25 654 001	-15 480 081	-14 020 028	148 028 464	137 894 549	130 253 009	110 544 965	104 93
Profit oil	19 785 834	14 349 689	-28 771 081	-23 897 028	140 850 464	132 315 549	124 818 009	107 703 965	103 99
IRR (n-1)	22,99%	23,14%	23,29%	23,41%	23,52%	23,59%	23,64%	23,68%	2
Share of profit oil for investor, %	36,60%	36,60%	36,60%	36,60%	36,60%	36,60%	36,60%	36,60%	3
Share of State, RUR	12 544 219	9 097 703	-18 240 865	-15 150 716	89 299 194	83 888 058	79 134 618	68 284 314	65 93
Interest receivable/to be paid									
EBT	7 241 615	5 251 986	-10 530 216	-8 746 312	51 551 270	48 427 491	45 683 391	39 419 651	38 06
Profit tax	2 534 565	1 838 195			18 042 944	16 949 622	15 989 187	13 796 878	13 32
Net profit	4 707 050	3 413 791	-10 530 216	-8 746 312	33 508 325	31 477 869	29 694 204	25 622 773	24 73
Cash flow									
Net profit	4 707 050	3 413 791	-10 530 216	-8 746 312	33 508 325	31 477 869	29 694 204	25 622 773	24 73
Refundable costs	16 635 807	20 220 093	24 076 886	19 813 562	17 177 058	15 774 995	15 262 603	12 207 991	9 88
Liquidation fund fee	540 000	511 000	673 000	604 000	526 000	498 000	454 000	392 000	36
Refundable costs correction									



BH el aggregated Total Total	11 8 11 8	Versions 1 Versions 2 V2-V1 V2/V1 Versions 3	520 520 520 0 466 945 0 466 945	522 520 2 522 9 505 332	565 520 45 565	573 520 53 573	565 520 45 565	20 20 672 600 72 672	688 504 184	647 426 221	023
1 Total 2 Total Total Total 1 Total 2 Total 2 Total Total Total Total Total Total	11 8 11 8	Versions 1 Versions 2 V2-V1 V2/V1 Versions 3	520 520 520 0 466 945	520 2 522 9 505 332	520 45 565	520 53	520 45	600 72	504 184	426 221	
2	11 8 11 8	Versions 2 V2-V1 V2/V1 Versions 3	520 0 466 945	522 9 505 332	45 565	53	45	72	184	221	
Total Total 1 Total 2 Total Total Total Total Total	11 8 11 8	V2-V1 V2/V1 Versions 3	0 466 945	522 9 505 332	565						
Total Total 1 Total 2 Total Total Total Total Total	11 8 11 8	V2/V1 Versions 3	0 466 945	9 505 332		573	565	672	(00		
1 Total 2 Total Total Total Total	11 8 11 8	V2/V1 Versions 3			10.066.002		303	0/2	688	647	
2 Total Total Total	11 8	Versions 3	0 466 945		10 966 092	15 415 003	14 632 623	-362 669	2 779 201	68 997 960	(
2 Total Total Total	11 8			9 476 811	10 310 971	14 568 657	13 827 913	-1 877 678	-1 633 386	63 211 009	5
Total Total	8			28 521	655 121	846 347	804 710	1 515 009	4 412 588	5 786 951	
	*	V3-V1	0 466 945	9 505 332	10 966 092	15 415 003	14 632 623	-362 669	2 779 201	68 997 960	(
	10 6	V3/V1	9 167 660	8 111 171	7 592 778	11 565 802	10 525 886	-5 687 356	-4 126 165	61 159 186	5
	10 €	V3/V2	9 167 660	8 103 026	7 406 143	11 323 169	10 261 601	-6 192 032	-5 608 011	59 211 386	5
2 Total		V 5/ V 2		8 145	186 635	242 633	264 286	504 677	1 481 847	1 947 800	
Total	10 64	7 887	9 167 660	8 111 171	7 592 778	11 565 802	10 525 886	-5 687 356	-4 126 165	61 159 186	5
Total	- I	3 746	7 553 967	3 704 441	2 916 309	3 368 934	4 682 624	6 059 361	5 846 110	3 779 124	
i											
	- 1										
	- X										1
											1
			2 00 1 2 00			2 0,0 020			0 200 7 20	10 010 700	
	1 719	9 149	1 054 966	521 919	1 431 775	2 098 820	1 569 916	-3 942 886	-3 256 925	13 613 730	1
	1 Total 2 Total Total Total 1 Total 2 Total 2 Total Total Total Total Total Total Total Total 1 Total	1 Total 4 194 2 Total 466 2 Total 4666 Total 3 264 1 Total 1 67 2 Total 144 Total 3 264 Total 3 264 Total 1 719 1 Total 1 719	1 Total 4 194 971 2 Total 468 775 Total 4663 746 Total 3 264 622 1 Total 1 1677 989 2 Total 140 632 Total 3 264 622 Total 3 264 622 Total 1 719 149 1 Total 1 719 149 2 Total	1 Total 4 194 971 5 649 516 2 Total 468 775 1 904 451 Total 4663 746 7 553 967 Total 3 264 622 4 721 230 1 Total 1 677 989 2 017 684 2 Total 140 632 510 121 Total 3 264 622 4 721 230 Total 3 264 622 4 721 230 Total 1719 149 1 054 966 1 Total 1 719 149 1 054 966 2 Total	1 Total 4 194 971 5 649 516 1 842 067 2 Total 468 775 1 904 451 1 862 374 Total 4663 746 7 553 967 3 704 441 Total 3 264 622 4 721 230 2 067 210 1 Total 1 1677 989 2 017 684 587 394 2 Total 140 632 510 121 445 402 Total 3 264 622 4 721 230 2 067 210 Total 3 264 622 4 721 230 2 067 210 Total 1719 149 1 054 966 521 919 1 Total 1 719 149 1 054 966 521 919 2 Total 1 719 149 1 054 966 521 919	1 Total 4 194 971 5 649 516 1 842 067 2 221 716 2 Total 468 775 1 904 451 1 862 374 694 593 Total 4 663 746 7 553 967 3 704 441 2 916 309 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 Total 1 677 989 2 017 684 587 394 632 550 2 Total 140 632 510 121 445 402 148 319 Total 3 264 622 4 721 230 2 067 210 1 453 040 Total 1 719 149 1 054 966 521 919 1 431 775 1 Total 1 719 149 1 054 966 521 919 1 431 775 2 Total 1 719 149 1 054 966 521 919 1 431 775	1 Total 4 194 971 5 649 516 1 842 067 2 221 716 3 408 835 2 Total 468 775 1 904 451 1 862 374 694 593 -39 901 Total 4663 746 7 553 967 3 704 441 2 916 309 3 368 934 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 Total 1 677 989 2 017 684 587 394 632 550 866 550 2 Total 140 632 510 121 445 402 148 319 -7 607 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 Total 7 1719 149 1 054 966 521 919 1 431 775 2 098 820 1 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 2 Total	1 Total 4 194 971 5 649 516 1 842 067 2 221 716 3 408 835 4 521 725 2 Total 468 775 1 904 451 1 862 374 694 593 -39 901 160 899 Total 4663 746 7 553 967 3 704 441 2 916 309 3 368 934 4 682 624 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 1 Total 1 677 989 2 017 684 587 394 632 550 866 550 1 026 299 2 Total 140 632 510 121 445 402 148 319 -7 607 27 390 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 1 569 916 2 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 1 569 916 2 Total	1 Total 4 194 971 5 649 516 1 842 067 2 221 716 3 408 835 4 521 725 5 316 400 2 Total 468 775 1 904 451 1 862 374 694 593 -39 901 160 899 742 961 Total 4 663 746 7 553 967 3 704 441 2 916 309 3 368 934 4 682 624 6 059 361 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 2 148 903 1 Total 1 677 989 2 017 684 587 394 632 550 866 550 1 026 299 1 077 381 2 Total 1 40 632 510 121 445 402 148 319 -7 607 27 390 112 922 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 2 148 903 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 2 148 903 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 1 569 916 -3 942 886 1 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 1 569 916 -3 942 886 2 Total	1 Total 4 194 971 5 649 516 1 842 067 2 221 716 3 408 835 4 521 725 5 316 400 3 950 800 2 Total 468 775 1 904 451 1 862 374 694 593 -39 901 160 899 742 961 1 895 310 Total 4663 746 7 553 967 3 704 441 2 916 309 3 368 934 4 682 624 6 059 361 5 846 110 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 2 148 903 1 851 138 1 Total 1 677 989 2 017 684 587 394 632 550 866 550 1 026 299 1 077 381 714 857 2 Total 1 40 632 510 121 445 402 1 48 319 -7 607 27 390 112 922 257 203 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 2 148 903 1 851 138 Total 3 264 622 4 721 230 2 067 210 1 453 040 1 498 713 1 859 933 2 148 903 1 851 138 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 1 569 916 -3 942 886 -3 256 925 1 Total 1 719 149 1 054 966 521 919 1 431 775 2 098 820 1 569 916 -3 942 886 -3 256 925 2 Total	1 Total 4 194 971 5 649 516 1 842 067 2 221 716 3 408 835 4 521 725 5 316 400 3 950 800 2 871 200 468 775 1 904 451 1 862 374 694 593 -39 901 160 899 742 961 1 895 310 907 924 704 104 105 105 105 105 105 105 105 105 105 105





Cubix BM: example TAX planning



	Сервисы УouTube	Марѕ	зь в Скай 📉 FW: Вьюшка	s Spider no							
		Taxes		Version 1	Diff V1 and V2						
					Base Ref. Diff.			Version 2 Base Ref. Diff.			
3	2019	Extraction tax	Business unit 1	5 000		3 751	5 000			Base	Ref.
			Business unit 2								
	Export duty	Business unit 1									
			Business unit 2								
28)		Profit tax	Business unit 1	3 611	4 302	691	3 666	4 439	773	55	
3			Business unit 2	1 264	40 598			43 262			
		k	Business unit 1	175,03%		-175,03%			-175,03%		
			Business unit 2	175,03%		-175,03%			-175,03%		
		Extraction tax, Ref.	Business unit 1	8 751		-8 751			-8 751		
		variant Формат	Business unit 2								
E 0			Business unit 1	1		-1	1		-1		
0			Business unit 2	1		-1			-1		
	2020	Extraction tax	Business unit 1	5 000	8 751	3 751		8 751	3 751		
7			Business unit 2								
	Ex	Export duty	Business unit 1								
\$			Business unit 2								
		Profit tax	Business unit 1								
iU	k Extract variant		Business unit 2								
н		k	Business unit 1	175,03%		-175,03%	175,03%		-175,03%		
			Business unit 2	175,03%		-175,03%			-175,03%		
		Extraction tax, Ref.	Business unit 1	8 751		-8 751			-8 751		
-		variant	Business unit 2								
		Формат	Business unit 1	1		-1	1		-1		
5		1	Business unit 2	1		-1			-1		
	2021	Extraction tax	Business unit 1	5 500	9 627			9 627	4 127		
			Business unit 2								
		Export duty	Business unit 1								



Get your demo-access to try the system

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

