

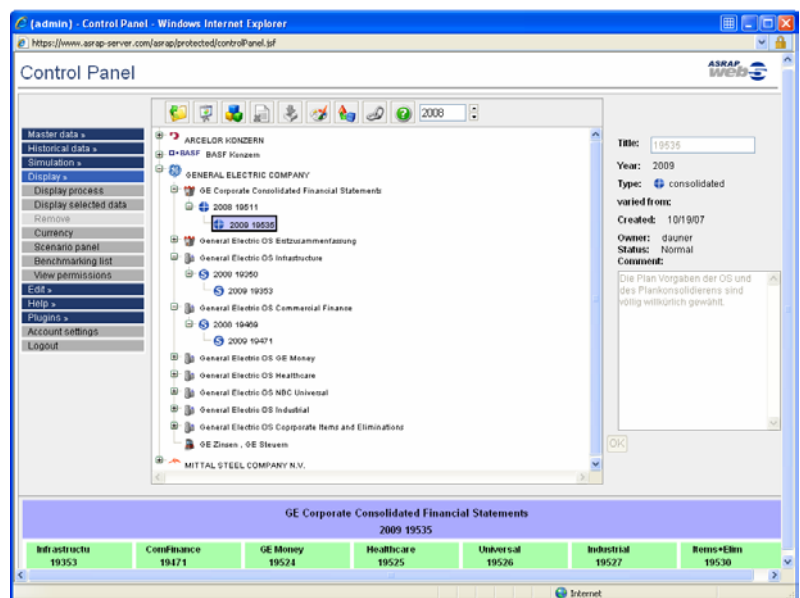
ASRAP Web5 Quick Guide

Start your web browser and enter the URL <https://www.asrap-server.com/asrap/web5.html>. Enter your user identification and your password and click on *Log in*. If you do not use Internet Explorer 7, you can set the aspect under *Account settings > Theme*, for example, to IE6. Using *Account settings > Local* you can adjust the application to the English language.

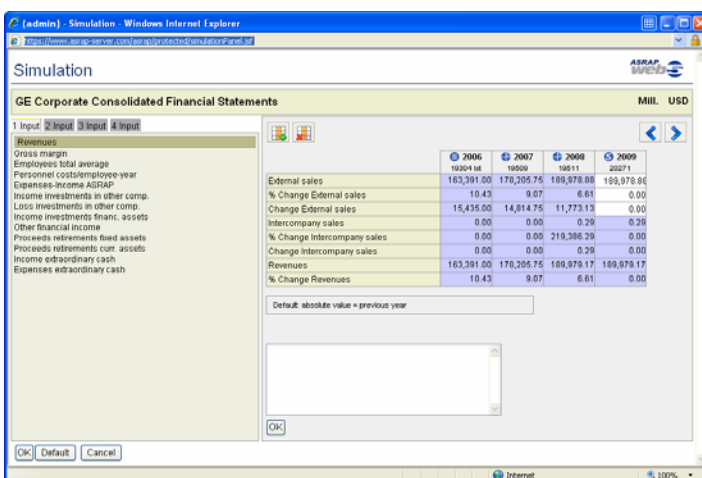
1. Simulating Future Developments

You want to start simulating future developments right away?

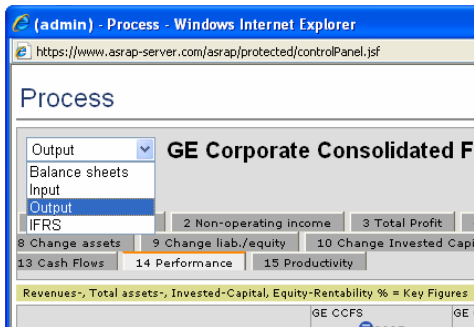
Open the data of a company that is in your system. In the process tree click on the dataset, which is to serve as the basis for your simulation. Select *Simulation > Plan simulation* from the menu on the left hand side. This will open the dialog, where the values for your simulation can be entered.



Please use *Plan simulation* to simulate a new annual report for the following year or *Plan variation* to vary the current annual report . Scenarios will be attached immediately to the process tree using this *direct method*. *Raster planning* or *Raster variation* will generate several scenarios based on a basic model.



It is possible to adjust up to 70 different parameters. You can enter your plan values (assumptions, input) in the yellow column on the right hand side. You have the possibility of entering your plan- and acceptance values as absolute, percentage or as absolute change. Please confirm each value using RETURN. Values that are not explicitly changed are added according to the defaults which are shown at the bottom. Press OK to generate a new simulated annual report which will be shown in the process tree with a consecutive code number.




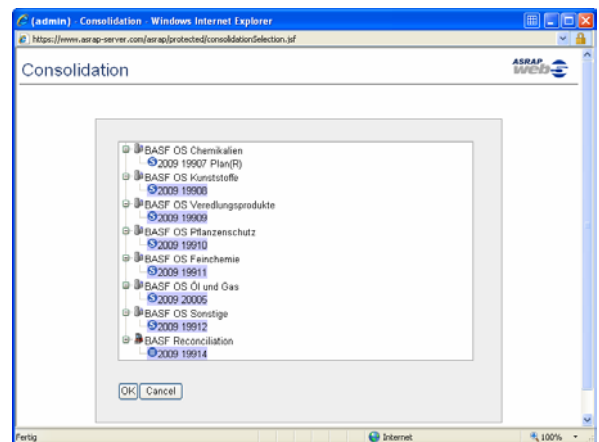
2. Displaying the results

By selecting the (last) dataset in the process tree and using *Display > Display Process* from the menu on the left hand side, the desired process (development over several years using Plan-balance, Plan-P&L and Cash flow) is displayed. You can choose from the following display pages:

- Balance sheets: assets, liabilities, income 4 pages
- Input: inputs (blue), defaults (green) 4 pages
- Output: P&L, cash flow, profitability 15 pages
- IFRS: is an example for individual reports.

3. Segment / Group Planning

The development of groups can be planned bottom-up starting from segments. With plan simulation of segment scenarios only the previously specified segment plan values are taken into account (e.g. Segment turnover, Segment investments etc.). Using the function *Simulation > Consolidation* segment plan values are consolidated and then supplemented by group assumptions (e.g. tax load ratio, distribution of dividends etc.). Thus complete Plan-group accounts result. First, select the dataset in the group from which you wish to carry out a Plan-consolidation. This opens the dialog for the selection of the scenarios of the individual segments and the connection. After confirming the selection with OK you access the Plan simulation dialog. Positions, which result from the addition of input specifications from the segments, are backed in blue and cannot be changed. In the white fields the Plan-specifications can be entered at group level. After finishing with OK a new dataset is attached which is marked by the symbol .



4. Benchmarking

This function allows you to compare different historical and simulated annual reports (even of different segments or companies). Just select the datasets from the process tree. They are highlighted in blue. The order of the selection sets the order of the display. Click on *Display > Display selected data* to open the display window with the chosen data.

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	BASF CCFs		Arcelor CCFs		Mittal CCFs		GE CCFs	
	2006		2006		2006		2006	
	19923	19927	19257	19252	19252	19252	19304	19304
R1 C. Revenues (% Mill. EUR)	27.18	11,243.70	24.53	8,000.00	74.56	16,554.86	12.10	14,131.04
R2 C. Gross margin I/Revenues (% Points)	215.94	68.35	0.00	0.00	0.00	0.00	0.00	0.00
R3 C. Employees (% Employ.)	-100.00	-82,000.00	I	0.00	I	0.00	I	0.00
	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR	%	Mill. EUR
01 Revenues	100.00	52,699.70	100.00	40,611.00	100.00	38,791.98	100.00	130,926.03
02 Operating profit/Revenues	18.19	12.57	18.51	16.51	18.51	36.20	18.51	36.20
03 EBITDA/Revenues	18.80	15.46	19.13	16.51	19.13	36.20	19.13	36.20
04 Depreciation total/Revenues	5.69	3.60	6.63	6.63	6.63	6.63	6.63	6.63
05 EBIT/Revenues	13.11	11.86	19.13	29.57	19.13	29.57	19.13	29.57
06 Balance of interest/Revenues	-0.71	-1.71	-1.35	-11.80	-1.35	-11.80	-1.35	-11.80
07 Profit after tax/Revenues	6.59	9.01	15.49	15.35	15.49	15.35	15.49	15.35
08 Total assets = end of year	100.00	45,291.00	100.00	44,839.00	100.00	85,475.50	100.00	528,500.19
09 Operating profit/T.A.	21.13	11.39	8.40	8.40	8.40	8.40	8.40	8.40
10 Gross Cash Flow/T.A.	13.72	9.61	7.03	5.44	7.03	5.44	7.03	5.44
11 Free Cash Flow/T.A.	-12.41	4.20	-24.57	-2.12	-24.57	-2.12	-24.57	-2.12
12 Balance of interest/T.A.	-0.82	-1.55	-0.61	-2.92	-0.61	-2.92	-0.61	-2.92
13 Profit after tax/T.A.	7.65	8.16	7.03	3.80	7.03	3.80	7.03	3.80
14 Return on Total Assets	15.23	10.74	8.68	8.68	8.68	8.68	8.68	8.68
15 Invested Capital = end of year	100.00	27,385.70	100.00	27,051.00	100.00	52,413.77	100.00	401,746.82
16 Profit after tax/I.C.	12.86	13.53	11.46	9.00	11.46	9.00	11.46	9.00
17 ROI/I.C.	28.19	17.01	14.16	9.64	14.16	9.64	14.16	9.64
18 Gross cash flow/I.C.	22.69	15.94	11.46	7.16	11.46	7.16	11.46	7.16
19 Stockholders equity = end of year	100.00	18,539.30	100.00	22,086.00	100.00	36,841.35	100.00	85,132.89
20 EBITDA/S.E.	53.36	28.42	20.14	55.67	20.14	55.67	20.14	55.67
21 Return on Stockholders equity/S.E.	10.70	16.57	16.31	23.61	16.31	23.61	16.31	23.61
22 Gross Cash flow/S.E.	33.51	19.52	16.31	33.00	16.31	33.00	16.31	33.00
23 Free cash flow/S.E.	-30.00	8.53	-57.00	-13.14	-57.00	-13.14	-57.00	-13.14