



COGNOS 8 CONTROLLER

**CONSOLIDATION DRIVES
PERFORMANCE AND COMPLIANCE**

Improving performance management is critical to any organization. And the increasing focus on accountability, transparency, and corporate governance—exemplified by the Sarbanes-Oxley Act—along with demanding, rapidly changing reporting requirements such as International Financial Reporting Standards (IFRS), have made robust, cost-effective financial management more vital than ever. Successful performance management strategies demand consolidation and financial reporting processes that reflect accepted best practices, are stable, rigorous, reliable, and free of control risks requiring manual intervention and the maintenance of spreadsheet-based “shadow systems.” To meet such requirements, increasing numbers of Global 3500 companies rely on Cognos 8 Controller.

A key component of the Cognos performance management platform, Cognos 8 Controller is a comprehensive, Web-based solution that offers power and flexibility for streamlined, best-practice financial reporting and consolidation. It offers built-in financial intelligence and advanced analytics atop an industry-

leading data platform to provide timely, accurate information, improved decision support, and rigorous regulatory compliance.

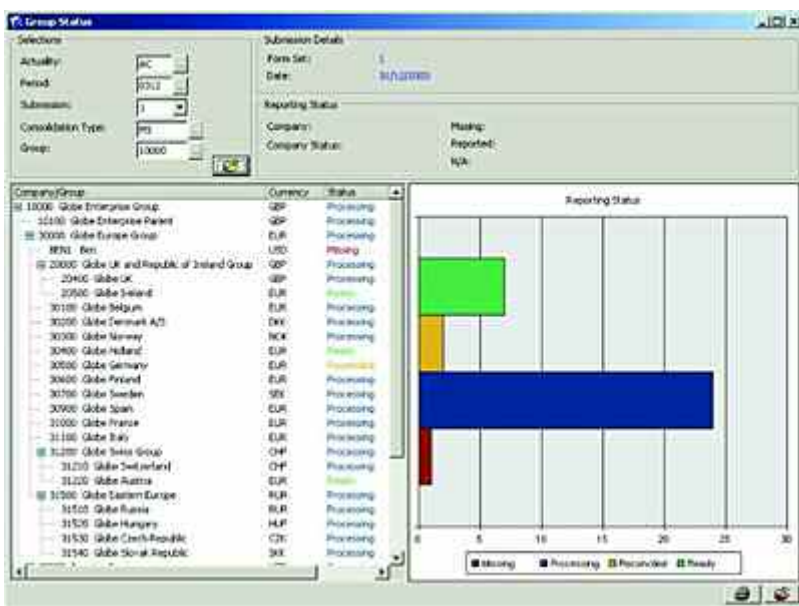
Cognos 8 Controller provides support for IFRS, FASB, Basel II, and Sarbanes-Oxley requirements, as well as multi-jurisdictional GAAP reporting. It also enables individual segment reporting by customer, product, or market, and generates an extensive audit trail to satisfy the needs of external and internal auditors.

FINANCIAL INFORMATION: ENTERPRISE PERFORMANCE IN THE HANDS OF FINANCE *An enterprise application*

Cognos 8 Controller offers ready, yet easily managed menu-driven user access and provides a solid foundation for smooth data collection and dissemination of information. Controller provides a single shared source for rapid, enterprise-wide data access. At the heart of Cognos 8 Controller is a centralized database that ensures efficient processing and administration, and enables continuous feedback and enhanced support for organizational decisions and their implementation. Its use of open, industry standard platforms and databases—such as MS SQL and Oracle—ensures high performance, data integrity, and rigorous, yet flexible security. And Cognos 8 Controller is designed to align with in-place IT technology standards.

Putting users in control

Cognos 8 Controller requires neither extensive development resources nor tedious, costly programming. Managed directly by finance, it allows users to amend entities, account details, and organizational structures as needed. Cognos 8 Controller can quickly adapt to changing realities, ensuring shorter implementation times and a low total cost of ownership. As part of the Cognos Performance Management System, Cognos 8 Controller offers unparalleled support for management reporting,



Consolidating and reporting workflow



THE NEXT LEVEL OF PERFORMANCE™

statutory consolidation, corporate planning, scorecarding, and analysis.

Cognos 8 Controller offers a choice of interface, either the familiar Web browser or Microsoft Excel. Either way, users have ready, yet secure access to Controller data for updating and reporting. Full Excel functionality streamlines financial data input and formatting of, and Cognos 8 Controller capabilities are available from within Excel to enhance management of information.

FINANCIAL CONSOLIDATION: MEETING LOCAL AND GLOBAL REGULATIONS

Data collection

Cognos 8 Controller handles all the process and control steps necessary to gather financial information from multiple sources and systems. Both quantitative and qualitative data may be entered automatically or manually in Cognos 8 Controller. Financial data may be collected and presented in multiple reporting and transaction currencies. Individual data entry forms and templates are easy to create and manage. Users can attach documents to reported figures to broaden perspectives beyond quantitative information, text notes and reporting manuals can be collected to explain the reported information and facilitate its analysis. Cognos 8 Controller can also access critical information that often resides in Microsoft Word or Excel documents, e-mail attachments, or links to Web pages stored on personal desktop computers.

Validation

Cognos 8 Controller's thorough validation processes cut lead times and ensure data consistency. Once entry or upload is complete, data is readily reconciled for accuracy, while users are immediately notified of inconsistencies.

Cognos 8 Controller facilitates certification of data

submissions to insure accountability—crucial to the consolidation process.

Managing the process

Cognos 8 Controller offers an array of features to support and simplify the consolidation process—performing consolidations both automatically and manually with check-points, painlessly guiding users through every stage. Built-in process control enables users to track reporting from data capture and processing to printed or electronic output. Color coding identifies those who have submitted information and those who have not. Submissions are identified by date and by whether or not they have been verified and reconciled. When submissions are approved, Cognos 8 Controller enables an administrator to lock data period and versions by entity and person.

Consolidation

Successful performance management demands a single view of reality—consolidated actuals, consolidated budgets, forecasts, and plans. Consolidated management data that fails to stand up to scrutiny alongside consolidated plans forms a weak base for future decision-making. But a reliable view of current conditions, based on a clear link between statutory and management consolidation, provides a firm foundation for both operational decisions and strategic action.

Currency conversion

Cognos 8 Controller supports all currency conversion methods. It translates data in a foreign currency into the group default currency using predefined rates. Consequent translation effects are calculated automatically and reported in detail. Cognos 8 Controller can also simulate the impact of exchange rate fluctuations. Any currency can be used on any account, so that operating entities can effectively use their own currency, while corporate finance can present figures in any currency suited to its purposes.

Inter-company eliminations

Inter-company transactions can be entered at entity level. Counter-party input can be viewed online to resolve differences immediately. The ability to enter the original transaction currency (such as the invoicing currency) helps distinguish currency differences from real differences: Real differences are automatically eliminated from predefined accounts. Differences can be posted to accounts receivable or accounts payable as required. Inter-company elimination is carried out in stages, regardless of consolidation structure, with all transactions handled at the point of origin.

Balance Sheet with GAAP Adjustments				
Globe NA				
Division: Commercial				
December 2003				
	Original Version	101	101	GAAP Version
Intangible Assets	61,635	0	0	61,635
Tangible assets	3,439,244	0	0	3,439,244
Investments	0	0	0	0
Fixed assets	3,500,879	0	0	3,500,879
Total stocks	20,374,090	0	1,000	20,375,090
Total debtors	8,558,127	0	1,000	8,558,127
Cash & Bank	537,967	0	0	535,487
Current assets	29,470,204	0	1,000	29,469,204
Creditors due < 1 year - Total	4,904,026	0	0	4,903,026
NET CURRENT ASSETS	24,566,178	0	0	24,566,178
TOTAL ASSETS LESS CURRENT LIABILITIES	28,067,057	0	0	28,067,057
Share capital	1,424,527	0	0	1,424,527
Share premium	1,783,715	0	0	1,783,715
Capital reserves	1,069,414	0	0	1,069,414
Other reserves	721,636	0	0	721,636
Revaluation reserves	0	0	0	0
Profit and loss account	7,328,672	0	0	7,328,672
TOTAL EQUITY	12,327,964	0	0	12,327,964
Minority interests - equity	3,486,570	0	0	3,486,570
Minority interests - non equity	3,452	0	0	3,452
Creditors due > 1 year - Total	10,758,261	0	0	10,758,261
Provisions	517,295	0	0	517,295
Minority interests - equity	3,486,570	0	0	3,486,570
US deferred tax balance	310,377	0	0	310,377
Overseas deferred tax balance	724,213	0	0	724,213
Total Deferred Taxation	1,034,590	0	0	1,034,590
LIABILITIES	15,800,168	0	0	15,800,168

Multiple reporting standards based on a single system

Capital eliminations

Cognos 8 Controller supports all current methods of capital consolidation and can perform staged eliminations in legal or management structures. After entering the investment value at the individual holding company level and entering relevant acquisition data, share capital is automatically eliminated. Goodwill is written off and can be booked to the individual company as required. The development of reserves, such as the identification of and changes in any impact of currency movements on the initial consolidation, can be reconciled at any time. Cognos 8 Controller fully supports any structural changes such as acquisitions, disposals, or mergers.

PERFORMANCE: INSURING QUALITY

DECISION MAKING

Analysis and decision support

By providing access to accurate data, reports, and analyses, Cognos 8 Controller helps compress cycle times and meet increasingly stringent reporting requirements. Different users have different analytical needs. For financial analysts and those responsible for the close process that need access to financial data quickly, Cognos 8 Controller offers more than 200 readily configurable, out-of-the-box reports.

Managing change

Cognos 8 Controller's built-in intelligence options accommodate change such as mergers, acquisitions, or reorganizations. Structure and business rule updates are made but once, and are then reflected throughout the application, supporting statutory consolidation, management consolidation, planning, monitoring, and strategy management.

Changes to entity structures can be saved with a time stamp. By linking entity structures to a time axis, structural changes can be easily carried out, enabling users to follow development in group structure. If a company is bought or sold either internally or externally, relevant postings like acquisition or adjustment of opening balance are automatically carried out according to previously defined system configuration. The treatment of foreign currency effects is included.

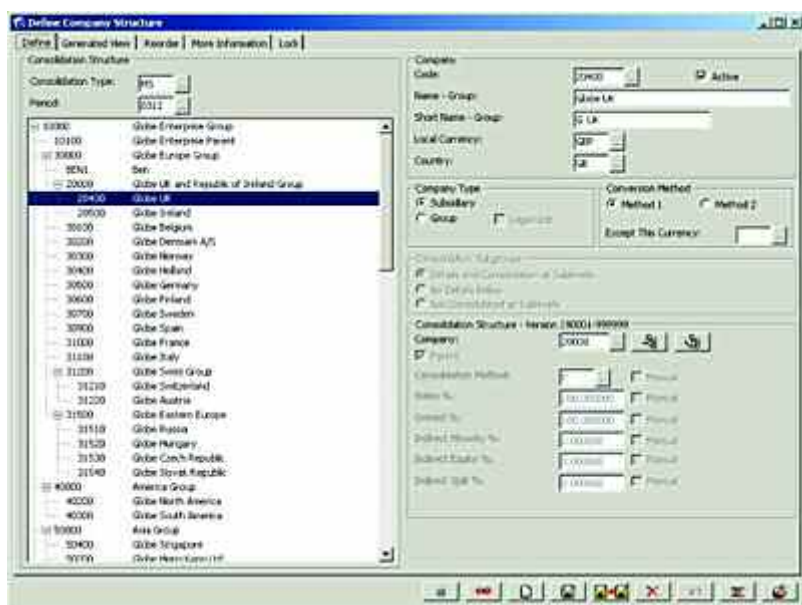
Strategic Financial Analysis

Cognos 8 Controller helps users translate corporate objectives and visions into concrete financial and tactical plans. Managers can quickly model and assess the impact of alternative business scenarios. With *Global Targets and Key Drivers*, initiatives can be modeled or simulated by entity, business area, product, or customer. Simulations are possible for all legal, operative, planning, or forecast scenarios, enabling detailed *what-if* analyses. Currency-adjusted analysis is also supported. Consolidating actual data at budget rates or using various currency rates is simple to set up and requires no additional data capture.

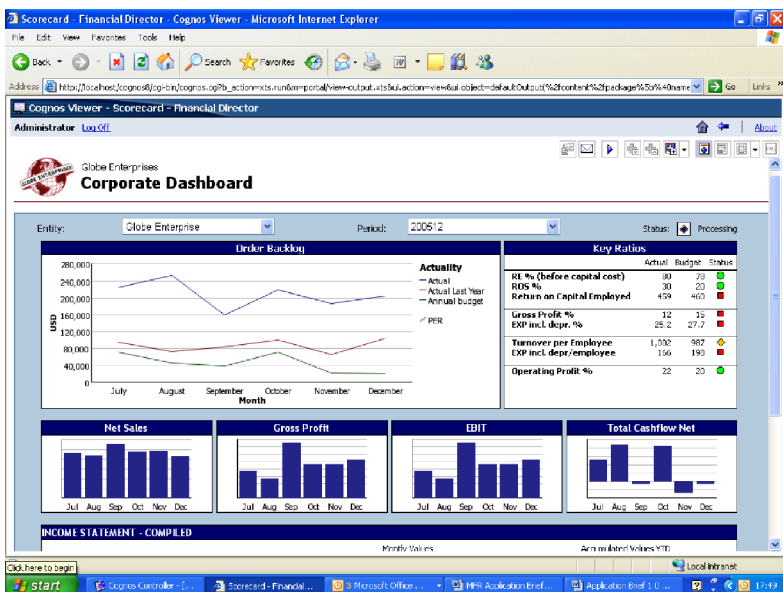
Financial information from Cognos 8 Controller automatically feeds the enterprise planning process, establishing an initial base for a plan or updating a plan with the latest actuals to facilitate a reliable rolling forecast. Combined with Cognos 8 Planning, forward-looking performance management is enabled across the enterprise. User participation in the planning process is enhanced through driver-based business models and familiar terminology. Cognos 8 Planning and Cognos 8 Controller form a powerful combination of financial credibility and forward-looking accuracy.

Monitoring

Monitoring is vital to the performance management process. Cognos 8 Controller, with readily available scorecarding and metrics, can easily define critical success factors and link strategies to specific plans, measures, and objectives. Users can monitor and analyze results, identify shifts in trends, model alternative plans, and take timely action. Cognos 8 Controller leverages an array of industry-leading Cognos solutions for enterprise planning, budgeting, forecasting, scorecarding, analysis, and reporting—for example, multi-format, enterprise-wide, information delivery as enabled by Cognos 8 Business Intelligence—offering tightly woven enterprise reporting, analytics, scorecarding, and event management.



Organization hierarchy



Complete report coverage

COGNOS 8 CONTROLLER FEATURES

- Web-based, fully scalable for any size organization
- Cognos 8 portal
 - o Single access point to coordinate information delivery
 - o Part of the Cognos 8 Performance Management Solution
- Cognos 8 security
 - o Role-based security to minimize maintenance and enhance flexibility
 - o Security and authorization model for centralized solutions
- Dynamic and user-modifiable workflow menus
- Flexible processing of modifications to corporate and account structures and group histories
- Integrated scenario manager for simulation and modeling
- Real-time reconciliation of internal balances in data input
- Automated calculation of:
 - o Group-internal earnings on inventories
 - o Elimination of internal balances
 - o Resolution of translation issues
 - o Acquisition value processing
 - o And more

- Extensive process monitoring and control
- Practical, automatic report book generation and distribution
- Part of a complete performance management system for planning, monitoring, reporting, and analysis
- Support for IAS, IFRS, US GAAP, local GAAPs, and other regulatory requirements
- Multi-lingual support

COGNOS 8 CONTROLLER TECHNICAL REQUIREMENTS

Client Workstation

- Pentium 1 GHZ or faster
- Minimum 512 MB RAM
- 100 MB free disk space
- Microsoft Windows XP Professional, 2000 Professional
- Microsoft Internet Explorer 6.0 or later
- Microsoft Excel 2000 or later
- .net framework 1.1 installed

ABOUT COGNOS

Cognos, the world leader in business intelligence and performance management solutions, provides world-class enterprise planning and BI software and services to help companies plan, understand and manage financial and operational performance.

Cognos brings together technology, analytical applications, best practices, and a broad network of partners to give customers a complete performance system. The Cognos performance system is an open and adaptive solution that leverages an organization's ERP, packaged applications, and database investments. It gives customers the ability to answer the questions — How are we doing? Why are we on or off track? What should we do about it? — and enables them to understand and monitor current performance while planning future business strategies.

Cognos serves more than 23,000 customers in more than 135 countries, and its top 100 enterprise customers consistently outperform market indexes. Cognos performance management solutions and services are also available from more than 3,000 worldwide partners and resellers. For more information, visit the Cognos Web site at <http://www.cognos.com>.



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