

Hyperion Focus 16

Merlin^{XL}

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Merlin^{XL} Ltd

Agenda

- Overview of Merlin^{XL}
- Client story – DS Smith
- Report Wizard
- Client Story – SpecSavers
- Intercompany Wizard
- Client Story – BAT
- Instant Intercompany
- Client Story - DeBeers
- Journal Wizard

Merlin^{XL}

Excel addin for formula free reporting



Report Wizard



Intercompany Wizard



Journal Wizard



Report Wizard

- Distribute reports over http direct to Excel
 - Easy to use
 - Ensures consistency of reporting across the organisation
- Dynamic, In Report Analysis
 - Quicker
 - More powerful



Intercompany Wizard

- Easier to read format
 - Uses Excel to sort and filter the data
 - Presentation identifies the major mismatches
- Added Value – workflow process
 - Add comments, allocate reasons
 - Pivot table reports, Dashboards



Journal Wizard

- View, edit, create & post journals in Excel
 - Download HFM journals to Excel
 - All journal functionality is available
- Added Value
 - Copy & roll forward journals
 - Link journal values to other Excel cells
 - Multi-period journals



Client Story

- International Packaging Business
 - HQ in London, FTSE 250
- *“Wanted to find a better way to produce Senior Management Reports”*
- Timeline
 - Feb 2016 -First demo to FD,FC and HFM Admin
 - Mar -First evaluation training session
 - Mar – Apr -Evaluation period
 - May -Signed licence
- Now have approx. 100 users



Report Wizard

	D	F	G	H	I	J	K	L	M	N	O
1	Income statement										
7			+	+		+		+		+	+
8		GBP TOTAL Millions	All Divisions	All Divisions	Actual vs Budget_FX	All Divisions	Actual vs PY C.EXR	All Divisions	Actual vs Forecast	All Divisions	All Divisions
9			Actual	Budget FX	f/(a)	Actual FX	f/(a)	Forecast Last Month FX	f/(a)	Budget	Actual
10			July	July		July		July		July	July
11			2017	2017		2016		2017		2017	2016
13	+	Revenues	25,806	228,925	(0.0%)	36,957	0.5%	22,709	-	23,079	19,807
14	+	Material costs	(11,993)	(46,059)	0.1%	(16,389)	(0.3%)	(61,466)	-	(20,443)	(19,324)
15	+	Distribution costs	(5,310)	(3,369)	0.0%	(2,415)	(6.4%)	(1,659)	-	(11,205)	(2,656)
16		Added value	24,525	26,529	0.0%	16,691	1.8%	23,503	-	134,675	33,991
17	+	Labour costs	(10,450)	(5,560)	(0.1%)	(6,412)	(0.5%)	(27,865)	-	(4,738)	(53,013)
18	+	Total overhead costs (ex. Labour)	(9,355)	(61,390)	(0.3%)	(4,528)	(0.2%)	(37,422)	-	(19,850)	(4,409)
19	+	Other income and expenditure	22	216	(2.0%)	4,064	(3.0%)	30	-	620	334
20		EBITDA	6,695	8,169	(0.2%)	4,979	0.7%	2,958	-	4,455	49,964
21	+	Depreciation	(4,441)	(1,104)	2.5%	(8,111)	(0.4%)	(1,367)	-	(706)	(4,254)
22		EBITA	3,986	6,402	(1.5%)	1,793	0.6%	10,186	-	14,049	2,192
23	+	Amortisation	(440)	(364)	(0.4%)	(934)	(0.7%)	(2,074)	-	(2,515)	(222)
24	+	Costs / income and recharges	(416)	(169)	0.3%	(15)	(1,185.8%)	(372)	-	(167)	(35)
25	+	Impairment charges	(7)		-	(0)	(431.1%)	(22)	-		(0)
26		Operating earnings after exceptional items	13,978	7,416	(1.0%)	1,534	0.2%	3,883	-	2,441	1,813
27	+	Finance income	63	59	(0.8%)	2,437	(3.8%)	27	-	(6)	785
28	+	Finance expense	(306)	(3,097)	(2.8%)	(35,554)	6.8%	(4,591)	-	(289)	(2,981)
29	+	Pension interest	(662)	(54)	6.0%	(108)	2.1%	(37)	-	(35)	(100)
30		Net financing cost	(373)	(335)	(0.6%)	(1,711)	(1.1%)	(330)	-	(6,299)	(221)
31	+	Associates	48	(45)	71.7%	36	0.7%	32	-	(1)	109
32		Profit before tax	1,581	11,411	(4.2%)	2,404	0.6%	2,032	-	1,309	9,853
33	+	Taxation	(228)	(1,062)	0.6%	(446)	(0.9%)	(361)	-	(531)	(334)
34		Net profit	1,088	1,374	(0.4%)	2,871	(0.0%)	933	-	10,119	1,240



Client Story

- “Flexibility of Merlin^{XL} allows users to build their own reports with less assistance”
- “I like it because my manager uses Merlin^{XL} too which means I no longer get requests for more information from him”
- “Really impressed with the Intercompany Wizard”



Client Story

- Merlin^{XL} user since 2014
- “Had significant audit cost overruns as a result of our Intercompany”
- “Looking for a solution to provide better Intercompany Analysis than standard HFM”
- “Merlin^{XL} removed the audit cost overruns in it’s first year”



Intercompany Wizard

Intercompany Matching Report				ACTUAL JULY 2015						
Last Refreshed: 12:55 on 04 October 2016 Elapsed: 00:00:45										
Grouping	Entity	Partner Scope	Currency	Translation	Total Mismatch	Filter Limit	To Investigate	With a Reason	# to Investigate	
NONE	EXCEL WIZARDS XLW GROUP	EXCEL WIZARDS XLW GROUP	GBP	TRANSLATED ON THE FLY	(14,317,167)	1	(12,640,287)	(15,336,350)	337	
Report	Source	Match	Scope	Source Amount	Match Amount	Mismatch	Follow Up	Ref	Reason	Action
Interco Interest	7252. Excel Wizards Budapest K	726T. Excel Wizards Hungary	Intra	(6,661,242)		(6,661,242)	INVESTIGATE	1234	Under Investigation	No further action
Interco Dividends	650T. South France	9576. Excel Wizards Nordic H	Intra	45,531	(3,803,763)	(3,758,232)	OK	101	OK Contra	Source to Investigate
Interco Interest	726T. Excel Wizards Hungary	7351. Excel Wizards	Intra	(3,458,458)	28,351	(3,430,107)	INVESTIGATE	Int100	Under Investigation	Match to Investigate
Group Charges	7351. Excel Wizards	755T. Excel Wizards Romania	Intra	(1,898,812)		(1,898,812)	INVESTIGATE	Group101	MisPosting	Disputed
Club Fee	3020. DT Corporate Local	9573. Excel Wizards Group Se	Intra	1,534,195	(6,431)	1,527,764	OK	Div100	OK Accepted	No further action
Interco Dividends	3003. Excel Wizards Holdings Dr	9576. Excel Wizards Nordic H	Intra	(2,420,000)	3,803,763	1,383,763	OK	Div100	OK Accepted	No further action
Group Charges	726T. Excel Wizards Hungary	7351. Excel Wizards	Intra		(845,611)	(845,611)	INVESTIGATE	Group101	MisPosting	Source to Investigate
Interco Interest	9576. Excel Wizards Nordic Holc	9583. Excel Wizards Group Hc	Intra	(815,756)	5,334	(810,422)	OK	Contra	OK Contra	Match to Investigate
Club Fee	7351. Excel Wizards	9573. Excel Wizards Group Se	Intra	686,513	(719)	685,794	OK	Club101	OK Accepted	No further action
Interco Interest	7351. Excel Wizards	9560. Excel Wizards Limited G	Intra	(684,849)	705	(684,145)	OK	Int112	OK Historic Item	No further action
Interco Dividends	2501. Excel Wizards Investment	9551. Excel Wizards Overseas	Intra	(85,160)	736,621	651,461	OK	Div100	OK Accepted	No further action
Interco Dividends	3007. Starkki Local	3020. DT Corporate Local	Intra	(11,848)	630,325	618,477	INVESTIGATE			
Club Fee	3009. Beijer Local	9573. Excel Wizards Group Se	Intra	(566,620)		(566,620)	OK	Club234	OK Accepted	Match to Investigate
Sales COS	3014. Silvan DK Local	3018. DT Logistic Local	Intra		545,722	545,722	INVESTIGATE			
Interco Interest	300T. Norway - Historic	9560. Excel Wizards Limited G	Intra	537,964		537,964	INVESTIGATE	II200	Awaiting Data Load	Disputed
IT Shared Service Recharges	300T. Norway - Historic	9573. Excel Wizards Group Se	Intra	(519,343)		(519,343)	INVESTIGATE	IT123	MisPosting	Match to Investigate
IT Shared Service Recharges	3020. DT Corporate Local	9551. Excel Wizards Overseas	Intra	(519,343)		(519,343)	INVESTIGATE	IT123	MisPosting	Awaiting Review
IT Shared Service Recharges	3020. DT Corporate Local	9573. Excel Wizards Group Se	Intra	(479,051)	5,126	(473,925)	INVESTIGATE	IT100	MisPosting	Disputed
Sales COS	3007. Starkki Local	3018. DT Logistic Local	Intra		432,805	432,805	INVESTIGATE	Sales12	MisPosting	Source to Investigate
Club Fee	300T. Norway - Historic	9573. Excel Wizards Group Se	Intra	(411,811)		(411,811)	INVESTIGATE	Club101	Exchange	Match to Investigate
Club Fee	765T. Excel Wizards Slovakia	9573. Excel Wizards Group Se	Intra	(402,390)	(134)	(402,524)	INVESTIGATE			
Interco Interest	7351. Excel Wizards	735T. Excel Wizards Czech Re	Intra	377,504		377,504	OK	II12	OK Contra	No further action
Interco Interest	735T. Excel Wizards Czech Repu	736T. Excel Wizards Czech As	Intra	(377,504)		(377,504)	OK	contra	OK Contra	No further action
Sales COS	725T. Excel Wizards Hungary	726T. Excel Wizards Hungary	Intra		320,323	320,323	INVESTIGATE			
Sales COS	3004. Stark Local	3005. CC Vejle Local	Intra		300,552	300,552	INVESTIGATE			
Interco Interest	2501. Excel Wizards Investment	9582. Excel Wizards Finance (Intra	(340,032)	60,301	(279,731)	INVESTIGATE	Reference 1	Mis-Posting	Awaiting Review
Club Fee	3004. Stark Local	9573. Excel Wizards Group Se	Intra	(263,284)		(263,284)	INVESTIGATE			
Sales COS	3009. Beijer Local	3018. DT Logistic Local	Intra		251,958	251,958	INVESTIGATE			



BRITISH AMERICAN
TOBACCO

Client Story

- Merlin^{XL} user since 2013
- Third party Interco product was no longer supported
- Hundreds of Intercompany users at once brought system to a halt
- Didn't want to distribute reports by email
- Developed the Merlin^{XL} Instant Intercompany module to meet their requirements



BRITISH AMERICAN TOBACCO

Instant Intercompany

Instant Intercompany × MerlinXL +

← → ↺ merlin1124/merlin/intercompany/reports/Summary.aspx

Merlin

simon Report Type

Project : PLC Period : JUL Currency GBP Last Extract : 04/10/2016 13:33:30

Application : Demo6 Year : 2015 Scaling Factor ▾ Next Extract : 04/10/2016 - 14:00:00

Entity : Scenario : Actual Filter Limit : Enabled : TRUE

Refresh Export Show Detail Hide Detail

Report Name	Source Group	Match Group	Source Amount	Match Amount	Mismatch Amount	OK	Ref	Reason	Action	Comment
Interco Interest	726T. Excel Wizards Hungary	7252. Excel Wizards Budapest KFT	0	(6,661,242)	(6,661,242)	Investigate	1234	Under Investigation	No further action	Changed to 726T
Interco Dividends	9576. Excel Wizards Nordic Holdings Ab [50933]	650T. South France	(3,803,763)	45,531	(3,758,232)	OK	101	OK Contra	Source to Investigate	Ref 101 added at 1843
Interco Interest	7351. Excel Wizards	726T. Excel Wizards Hungary	28,351	(3,458,458)	(3,430,107)	Investigate	Int100	Under Investigation	Match to Investigate	Waiting for the tax dept
Group Charges	755T. Excel Wizards Romania	7351. Excel Wizards	0	(1,898,812)	(1,898,812)	Investigate	Group101	MisPosting	Disputed	Please repost to Interest
Club Fee	9573. Excel Wizards Group Services [50925]	3020. DT Corporate Local	(6,431)	1,534,195	1,527,764	OK	Div100	OK Accepted	No further action	To be cleared next month
Interco Dividends	9576. Excel Wizards Nordic Holdings Ab [50933]	3003. Excel Wizards Holdings Denmark	3,803,763	(2,420,000)	1,383,763	OK	Div100	OK Accepted	No further action	To be cleared next month
Group Charges	7351. Excel Wizards	726T. Excel Wizards Hungary	(845,611)	0	(845,611)	Investigate	Group101	MisPosting	Source to Investigate	Think this should be with 2401
Interco Interest	9583. Excel Wizards Group Holdings Ltd [50941]	9576. Excel Wizards Nordic Holdings Ab [50933]	5,334	(815,756)	(810,422)	OK	Contra	OK Contra	Match to Investigate	Contra
Club Fee	9573. Excel Wizards Group Services [50925]	7351. Excel Wizards	(719)	686,513	685,794	OK	Club101	OK Accepted	No further action	This is a final comment
Interco Interest	9560. Excel Wizards Limited GBP [50909]	7351. Excel Wizards	705	(684,849)	(684,145)	OK	Int112	OK Historic Item	No further action	Item is known mismatch
Interco Dividends	9551. Excel Wizards Overseas GBP [50900]	2501. Excel Wizards Investments Inc	736,621	(85,160)	651,461	OK	Div100	OK Accepted	No further action	Cleared by me
Interco Dividends	3020. DT Corporate Local	3007. Starkki Local	630,325	(11,848)	618,477	Investigate				
Club Fee	9573. Excel Wizards Group Services [50925]	3009. Beijer Local	0	(566,620)	(566,620)	OK	Club234	OK Accepted	Match to Investigate	This is a comment
Sales COS	3018. DT Logistic Local	3014. Silvan DK Local	545,722	0	545,722	Investigate				
Interco Interest	9560. Excel Wizards Limited GBP [50909]	300T. Norway - Historic	0	537,964	537,964	Investigate	II200	Awaiting Data Load	Disputed	Should be cleared at next data load
IT Shared Service Recharges	9551. Excel Wizards Overseas GBP [50900]	3020. DT Corporate Local	0	(519,343)	(519,343)	Investigate	IT123	MisPosting	Awaiting Review	Check it should be with 9552
IT Shared Service Recharges	9573. Excel Wizards Group Services [50925]	300T. Norway - Historic	0	(519,343)	(519,343)	Investigate	IT123	MisPosting	Match to Investigate	Should be with 9755
IT Shared Service Recharges	9573. Excel Wizards Group Services [50925]	3020. DT Corporate Local	5,126	(479,051)	(473,925)	Investigate	IT100	MisPosting	Disputed	Posted to the wrong account
Sales COS	3018. DT Logistic Local	3007. Starkki Local	432,805	0	432,805	Investigate	Sales12	MisPosting	Source to Investigate	Should not be with 3007
Club Fee	9573. Excel Wizards Group Services [50925]	300T. Norway - Historic	0	(411,811)	(411,811)	Investigate	Club101	Exchange	Match to Investigate	Check the exchange rate
Club Fee	9573. Excel Wizards Group Services [50925]	765T. Excel Wizards Slovakia	(134)	(402,390)	(402,524)	Investigate				
Interco Interest	736T. Excel Wizards Czech As	735T. Excel Wizards Czech Republic	0	(377,504)	(377,504)	OK	contra	OK Contra	No further action	ptyoertipertyertyert
Interco Interest	735T. Excel Wizards Czech Republic	7351. Excel Wizards	0	377,504	377,504	OK	III12	OK Contra	No further action	This is a comment
Sales COS	726T. Excel Wizards Hungary	725T. Excel Wizards Hungary	320,323	0	320,323	Investigate				
Sales COS	3005. CC Vejle Local	3004. Stark Local	300,552	0	300,552	Investigate				

5,507,439 (19,824,606) (14,317,167)

- Merlin^{XL} user since 2012
- Looking to improve the quality and efficiency of monthly reporting process:
 - Used SmartView but found maintenance and distribution a problem
 - SmartView adhoc could not be formatted to required style
 - Posted hundreds of journals that had to be rolled forward each month

- Created all their reports in Merlin^{XL}
- *“We no longer needed to distribute via email or worry about them using the correct version”*
- *“Merlin^{XL} is quick to learn and use. Our users are more engaged in HFM. It’s not just a Group tool.”*
- *“HFM Intercompany reports did not work for our processes and Merlin^{XL} replaced our complex and slow grid intercompany solution”*
- *“Using Merlin^{XL} we were able to model our hundreds of journals and use Merlin^{XL} to roll them forward each month”*
- *“Merlin^{XL} multi-period journals significantly reduced the time required preparing and posting journals”*

Journal Wizard

1	Journal		Tax_PY		JULY 2015 ACTUAL									
2												Merlin1124 DEMO6		
3	Release of prior year journal provision											Opened		
4														
5	Security Class	Group	Type	Balancing										
6	[Default]	Consol	Regular	Unbalanced										
7														
8	Entity	Account	Custom1	Custom2	Custom3	Custom4	Local Amount	Line Comment	Errors					
9	200T	401000	[None]	BST	ADJ	[None]	(202)							
10	200T	540300	[None]	ADD	ADJ	[None]	(3,209)							
11	200T	540300	[None]	FVL	ADJ	[None]	202							
12	200T	540300	[None]	BST	ADJ	[None]	(3,008)							
13	200T	540350	[None]	ADD	ADJ	[None]	3,209							
14	200T	540350	[None]	BST	ADJ	[None]	3,209							
15	200T	901610	[None]	[None]	ADJ	CORP	202							
16	200T	Y540300ST	DUE0TO1	[None]	ADJ	[None]	49,093							
17	200T	Y540350ST	DUE0TO1	[None]	ADJ	[None]	3,209							
18	200T	Y540300LT	DUE2TO3	[None]	ADJ	[None]	(3,786)							
19	200T	Y540300LT	DUEOVER5	[None]	ADJ	[None]	(48,314)							
20	200T	Y540300LT	USDCUR	[None]	ADJ	[None]	(52,101)							
21	200T	Y540300ST	GBPCUR	[None]	ADJ	[None]	49,093							
22	200T	Y540350ST	USDCUR	[None]	ADJ	[None]	3,209							
23	200T	540300ST	[None]	[None]	ADJ	[None]	49,093							
24	200T	540350ST	[None]	[None]	ADJ	[None]	3,209							
25	200T	540300LT	[None]	[None]	ADJ	[None]	(52,101)							
26	200T	NETBORROW	USDCUR	[None]	ADJ	[None]	202							
27	200T	NETINTEREST	USDCUR	[None]	ADJ	[None]	202							
28	200T	CHECKSUM	[None]	[None]	ADJ	[None]	88,236							
29	200T	DATESTAMP	[None]	[None]	ADJ	[None]	30,976							
30	200T	SUBMISSION_NUMBER	[None]	[None]	ADJ	[None]	30,974							
31	Total							150,792						

Hyperion Focus 16

WOLSELEY

Handelsbanken



Willis



Teck



De Beers



KINGFISHER



Seaway Heavy Lifting



Hyperion Focus 16

Thank you



FDMEetoolbox

