

February 2025

SAF-T analytics application & check ANAF Consistency Tests

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Global Player with Start-up-Spirit

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MSG + msg Plaut

INTERNATIONAL + Flexible

FINANCIAL STRENGTH + Empathy

>10.000 EXPERTS + 1 Team

We combine the advantages of a group with those of a local player - thanks to our ownership structure.

Short Info about msgPlaut Romania

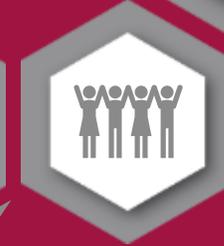
Founded in 2005



**4 mil EUR revenue
(2019)**



SAP Partner in Romania



50 employees

**Master Reseller of Qlik for Romania and
Bulgaria**



**First SAP Ariba Project in
Romania**

Our services

**SAP
End-to-End-
Consulting**



**Master Reseller
Qlik Romania &
Bulgaria**



SAP PaPM



**Software
Development,
EDI,
PI/integration,
ABAP**

**Architecture &
Methodology**



SAP Ariba



**Development
Center**



SAP S/4 HANA

**Agile and cost-
efficient
implementation**

**Industry
specific SAP
solutions**



**B2B Platform
integrated in
SAP**



**International
project
management**



Top references in Romania



SAF-T analytics

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- Analytics application developed using data from SAFT XML report.
- Designed to use data already collected and corrected for SAFT declaration, to be used for business decisions
- In depth analysis of customers from the perspective of, and the use of following KPIs:
 - Sales net amount, current period vs last
 - Quantities sold, current vs last period
 - Customer avg number of orders
 - No of customers
 - Customer 360
 - Invoices status
 - In depth product insights
 - Factorial analysis based on sales amount, avg price and quantity
 - Geographical analysis
 - Customer credit score
- Application can be adapted to answer business inquires related to Suppliers.
- Additional application that will check the consistency tests that ANAF will do.
- Both applications are out of the box and can be implemented in a few days.

SAFT Analytics- Sales Overview Dashboard

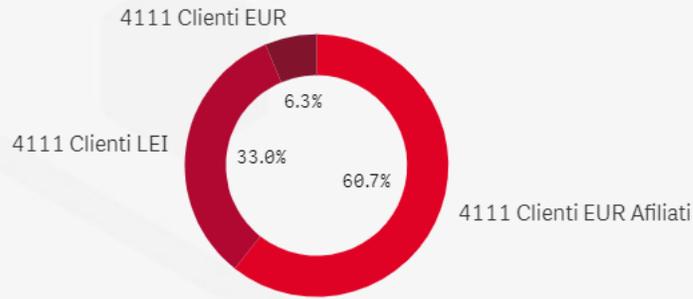


Sales Overview Dashboard

Sales Net Amount 2024 331,900,439 2,426,087,754 <small>Sales Net Amount 2023</small>	Sales Quantity 2024 183,264 1,460,229 <small>Sales Quantity 2023</small>	Customer Avg. # of Orders 2024 322.94 1,283.28 <small>Customer Avg. # of Orders 2023</small>	Sales Avg. Net Price 2024 3,520.94 3,541.61 <small>Sales Avg. Net Price 2023</small>	# of Customers 2024 82 124 <small># of Customers 2023</small>
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Top 10 Share% for 2024

Analysis by Customer Account

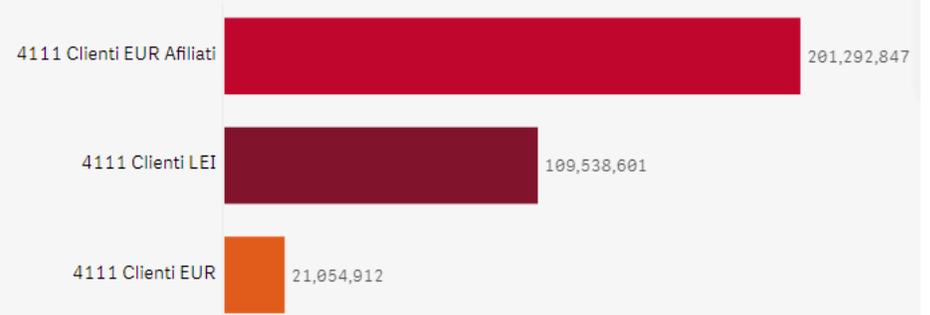


Customer Account

Sales Account

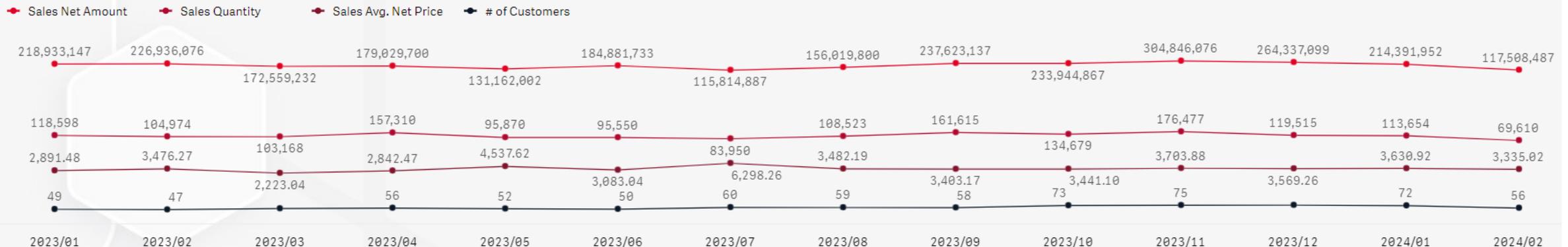
Top 10 for 2024

Analysis by Customer Account



Analysis over Time

Year-Quarter-Month Drill-Down



SAFT Analytics- Weight in Total Analysis



Weight in Total Analysis

Sales Net Amount 2024: 331,900,439 (2023: 2,426,087,754)
 Sales Quantity 2024: 183,264 (2023: 1,460,229)
 Customer Avg. # of Orders 2024: 322.94 (2023: 1,283.28)
 Sales Avg. Net Price 2024: 3,520.94 (2023: 3,541.61)
 # of Customers 2024: 82 (2023: 124)

- Customer Name
- Customer City
- Customer Country
- Customer Account
- Product Name
- Sales Amount
- Sales Avg. Price
- Sales Quantity
- # of Invoices

Sales Net Amount Analysis Weight in Total 2024 vs. 2023 by Customer Name



Sales Net Amount Analysis		Sales Net Amount Uptrending		Sales Net Amount Downtre...	
2024 vs. 2023 by Customer Name					
Sales Net Amount 2023	Sales Net Amount 2024	Difference	Differen... %	Difference (bp)	
397,697,213	331,886,361	-65,810,852	-16.55%	(658,108,520,700)	
142,478,857	94,179,404	-48,299,453	-33.90%	(482,994,532,400)	
136,606,297	123,711,394	-12,894,903	-9.44%	(128,949,025,100)	
75,049,725	77,581,453	2,531,728	3.37%	+25,317,284,400	
32,943,087	21,054,912	-11,888,174	-36.09%	(118,881,744,400)	
5,156,674	1,603,751	-3,552,923	-68.90%	(35,529,231,600)	
1,017,458	6,958,454	5,940,996	583.91%	+59,409,959,500	
631,177	0	-631,177	-100.00%	(6,311,772,200)	
582,520	955,140	372,620	63.97%	+3,726,202,700	
473,631	1,161,056	687,426	145.14%	+6,874,255,000	
322,837	151,776	-171,061	-52.99%	(1,710,607,200)	
282,436	549,748	267,311	94.64%	+2,673,112,600	
199,675	116,126	-83,549	-41.84%	(835,490,000)	
193,558	544,739	351,181	181.43%	+3,511,808,800	
185,733	58,240	-127,493	-68.64%	(1,274,933,900)	
133,123	90,066	-43,057	-32.34%	(430,570,000)	

SAFT Analytics- Customer 360

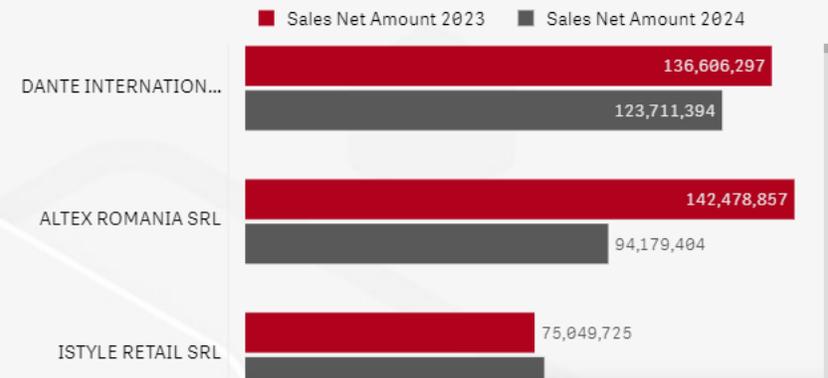


Customers 360 Analysis

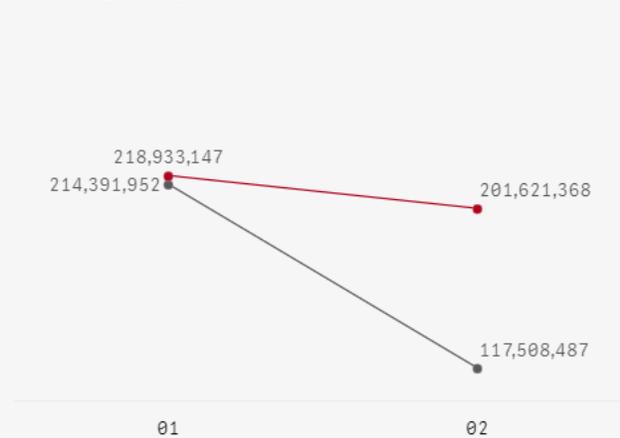


Sales Net Amount Analysis

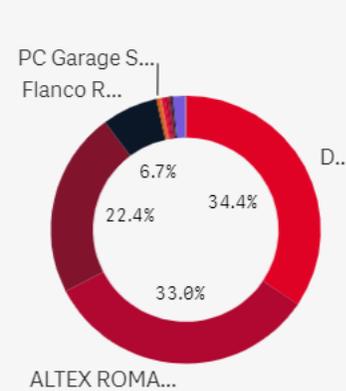
2024 vs. 2023 by Customer Name



Monthly analysis YTD vs LYTD

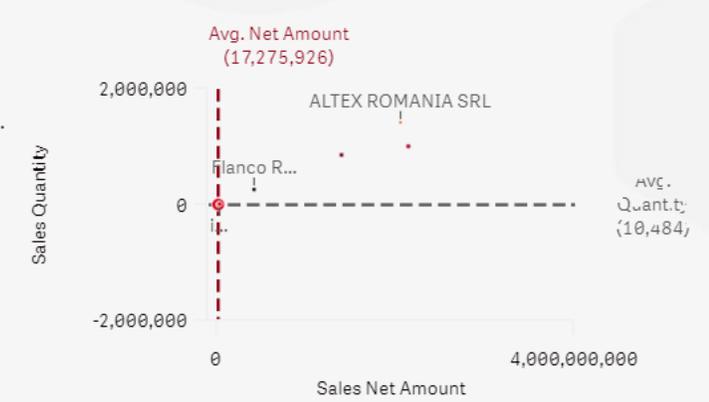


Customer Name Share %



Top 10 Customer Name

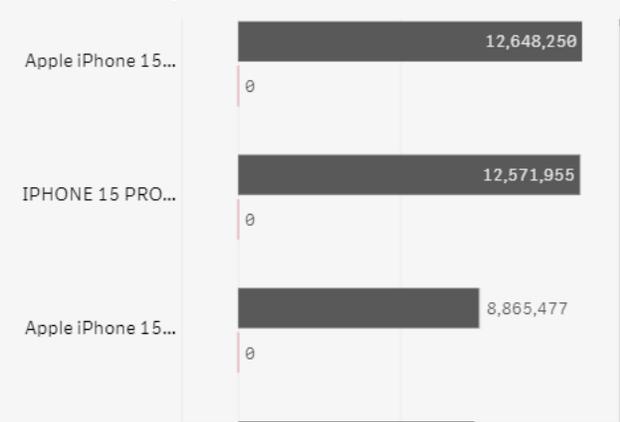
by Amount, Quantity and Avg. Price



Sales Net Amount Analysis by Country



Product analysis YTD vs LYTD



Factorial analysis by Sales Net Amount, Quantity and Avg. Price

2024 vs. 2023 by Customer Name

Customer Name	Sales Net Amount 2023	Sales Net Amount 2024	Difference	Differen... %
Totals	397,697,213	331,886,361	-65,810,852	-16.55%
2 NET COMPUTER SRL	5,480	3,008	-2,473	-45.12%
ADISAN Systems SRL	0	68,839	68,839	-
ALTEX ROMANIA SRL	142,478,857	94,179,404	-48,299,453	-33.90%
APCOM CE Kft.	93,007	0	-93,007	-100.00%
ARCO EXPERT SRL	133,123	90,066	-43,057	-32.34%
AS Computer Craiova SRL	28,605	0	-28,605	-100.00%
Astaro Business	0	42,850	42,850	-



SAF-T check ANAF Consistency Tests

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Verificari ANAF			
Total Randuri Verificate 6,086	Erori Test 1 ↗ 0 	Erori Test 2 ↗ 22 	Erori Test 3 ↗ 0 
Erori Test 4 ↗ 22 	Erori Test 5 ↗ 0 	Erori Test 6 ↗ 0 	Erori Test 7 ↗ 0 
Erori Test 8 ↗ 0 	Erori Test 9 ↗ 0 	Erori Test 10 ↗ 0 	Erori Test 11 ↗ 0 

ANAF consistency tests



Test 2 ANAF



Testul 2 ANAF

Recor...	Accou...	Trans... Line Custo...	Transaction Line SupplierID	Transaction Line Description	Credit Amount	Debit Amount	Tax Type	Tax Code	Tax Amount	Tax Perce...	Tax Perce... XML	Tax Perce... Diff	Test 2 ANAF
000002	44260000	009921068	009921068	REST. ECHIP. CUPA VINCI		-83.03	300	309101	-83.03	19	100	81	ERROR
000002	44260000	009921068	009921068	TVA NEDED19% - 7 CARD -SEPT. 2024	47.24		300	309101	47.24	19	100	81	ERROR
000002	44260000	009921068	009921068	TVA NEDED19% - FC.164947/20.09.2024 BENEFIT	352.54		300	309101	352.54	19	100	81	ERROR
000005	44260000	009921068	009921068	TVA NEDED19%	1522.91		300	309101	1522.91	19	100	81	ERROR
000002	44260000	009921068	009921068	TVA NEDED19%	319.32		300	309101	319.32	19	100	81	ERROR
000002	44260000	009921068	009921068	TVA NEDED19%	1216.22		300	309101	1216.22	19	100	81	ERROR
000001	44260000	009921068	009921068	NC 30 - INCHIDERE TVA - DIN CT.4428, IMATEC		7877.31	300	309101	7877.31	19	100	81	ERROR
000001	44260000	009921068	009921068	TVA LA INC. AVANS TON TELECOM		-7144.33	300	309101	-7144.33	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		58.96	300	301302	58.96	9	100	91	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		16.49	300	301302	16.49	9	100	91	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă	131.70		300	301301	131.70	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		269.72	300	301301	269.72	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		907.76	300	301301	907.76	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		20717.60	300	301301	20717.60	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		18.46	300	301301	18.46	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		11.34	300	301301	11.34	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		3382.95	300	301301	3382.95	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		72.60	300	301301	72.60	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		1330.00	300	301301	1330.00	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		708.70	300	301301	708.70	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		302.31	300	301301	302.31	19	100	81	ERROR
000001	44260000	009921068	009921068	Transf.inregistr.pt.cont taxă țintă		14280.05	300	301301	14280.05	19	100	81	ERROR

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