



## COGS Forecast

### *Improve Reporting with Real-time Analysis*

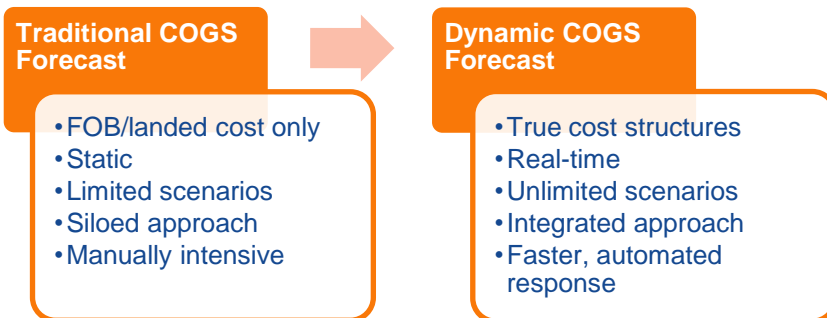
Today's volatile market requires more precise and up-to-date forecasts on food and paper costs in order to protect margins. With our real-time COGS Forecast, restaurant chains can move beyond current capabilities to analyze more dynamic scenarios with more accurate data.

#### A More Reliable Approach

Based on years of food industry experience, our COGS Forecast solution helps finance managers understand the drivers for food and paper cost changes and analyze what-if scenarios.

Our COGS Forecast leverages real-time updates to provide:

- Automated COGS variance reporting on the impact of product mix, volume, commodities and other factors
- Integrated data from contracts, supplier costs, commodities, margin initiatives and inventory
- Analysis of the drivers of food and paper cost changes, and % of COGS at risk
- COGS reporting by region or franchisee.



#### Benefits include:

- *Proactive food and paper cost visibility*
- *Improved external reporting to franchisees & investors*
- *Quicker decision making to reduce market basket risk*
- *Increased productivity*
- *Faster response time*

# COGS Forecast

## See the Impact on Margins in Real-time



Quick service, fast casual and other food service providers need real-time updates to understand true cost drivers and protect margins from food and paper cost changes.

**Pricing Process: Jan 2014**

One or more suppliers have not yet uploaded their information for the current pricing cycle. Details

Review Information | Create Pricing Scenario | Submit Price | Save and Continue Later | Submit Price

Information Access: Supplier/Business Units | Information By: Supplier/Business Unit | Supplier/Business Unit Comments | Download Outliers | Export | Print

**Cost Projections Year over Year**

Overview | YTD | 2013 | 2014 | 2015 | Rolling 12

|                        | UCM      | Q1       | Q2         | Q3         | Q4         | Full Year  |
|------------------------|----------|----------|------------|------------|------------|------------|
| Food                   |          | Actual   | Projection | Projection | Projection | Projection |
| Slim Bkls              | \$/Store | (7.00)   | (48.00)    | (2.00)     | 18.00      | (31.00)    |
| Proteins -Sausage      | \$/Store | (205.00) | (280.00)   | (206.00)   | (137.00)   | (968.00)   |
| Proteins -Chicken      | \$/Store | 517.00   | 679.00     | 947.00     | 466.00     | 2,609.00   |
| Proteins -Beef         | \$/Store | (332.00) | 787.00     | (356.00)   | 503.00     | 602.00     |
| Condiments&Sauces      | \$/Store | (607.00) | (417.00)   | (704.00)   | (121.00)   | (1,849.00) |
| Cheese                 | \$/Store | 258.00   | 271.77     | 263.88     | (114.84)   | 680.80     |
| Bread Products         | \$/Store | (61.00)  | (90.00)    | 59.00      | 46.00      | (54.00)    |
| Beverages              | \$/Store | (249.00) | (257.00)   | 5          |            |            |
| Total Food             | \$/Store | (843.11) | 646.77     | 6          |            |            |
| Packaging              | \$/Store | (162.99) | (86.90)    | (24        |            |            |
| Total Food & Packaging | \$/Store | (996.11) | 559.77     | 2          |            |            |

Charts: Cheese, Proteins -Chicken

Get real-time and more reliable updates to COGS forecast

Measure actual vs. forecast and understand cause of change

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Information Access: Suppliers | Information By: Supplier

**System Summary**

Overview | YTD | 2012 | 2013 | 2014 | Rolling 18 | View Details

UCM [Max]

This report reflects only the sales volume to Company ABC. It does not include any inter-Supplier or other Supplier sales.

| Data Type               | UCM    | 2012     | Jan-13   | Feb-13   | Mar-13   | Apr-13   | May-13   | Jun-13   | Jul-13   | Aug-13   | Sep-13   | Oct-13   | Nov-13   | Dec-13 |
|-------------------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------|
| Volume                  | MM lbs | 473.15   | 39.12    | 39.76    | 35.54    | 39.67    | 40.23    | 42.35    | 41.31    | 35.21    | 39.21    | 42.34    | 43.06    |        |
| Commodity               |        |          |          |          |          |          |          |          |          |          |          |          |          |        |
| Corn                    | Shr    | 6.9236   | 6.6430   | 6.6228   | 6.6350   | 6.5910   | 6.4870   | 6.5106   | 7.5010   | 7.6281   | 7.6790   | 7.3877   | 6.7900   | 6      |
| Soymeal                 | Sltms  | 414.8340 | 420.5495 | 379.3552 | 385.0460 | 400.7703 | 422.2697 | 423.8013 | 429.5455 | 428.3239 | 425.7346 | 400.1006 | 378.8750 | 386    |
| Cost Of Goods Sold      | \$/b   | 1.2414   | 1.2537   | 1.2457   | 1.2334   | 1.2613   | 1.2500   | 1.2563   | 1.2756   | 1.2771   | 1.2744   | 1.2630   | 1.2641   | 1      |
| FOB Price from Supplier | \$/b   | 1.2440   | 1.2537   | 1.2457   | 1.2334   | 1.2613   | 1.2500   |          |          |          |          |          |          |        |
| FOB Price To DC         | \$/b   | 1.2555   | 1.2786   | 1.2724   | 1.2805   | 1.2834   | 1.3209   |          |          |          |          |          |          |        |
| DC Delivered Price      | \$/b   | 1.2555   | 1.2786   | 1.2724   | 1.2805   | 1.2834   | 1.3209   |          |          |          |          |          |          |        |
| Opening Margin          | MM \$  | 22.84    | 17.00    | 15.40    | 14.20    | 15.30    | 14.63    |          |          |          |          |          |          |        |
| Margin Impact           | MM \$  | (11.77)  | (0.49)   | (0.37)   | 0.19     | (0.67)   | 1.44     |          |          |          |          |          |          |        |
| Price                   | MM \$  | 2.86     | 0.73     | 0.77     | 1.60     | 0.93     | 3.16     |          |          |          |          |          |          |        |
| Variance Adjustment     | MM \$  | 6.14     | (1.12)   | (0.83)   | 0.91     | 0.00     | 0.00     |          |          |          |          |          |          |        |

Understand what's driving food and paper cost changes

Run "what-if" scenarios to predict impact on menu pricing and margins

**Pricing Process: Jan 2014**

On Dec 11, 2013 9:06 AM CST, newly updated data for the current cycle may have impacted current Pricing scenarios. Please review existing scenarios.

Review Information | Create Pricing Scenario | Submit Price | Save and Continue Later | Submit Price

**What-If Tool**

Price Scenario Summary

Jan 2014 Ending Variance Account Balance (in MM): \$1.73

| Scenario Description                            | Price    | Impact (MM) | END FYB (MM) | Impact (MM) | END FYB (MM) | Restaurant Impact | Full Details | Remove |
|---|----------|-------------|--------------|-------------|--------------|-------------------|--------------|--------|
| Flat Pricing (No Price Change)                  | \$1.7570 | \$0.67      | \$2.67       | \$12.15     | \$14.15      | \$6.881           |              |        |
| Supplier/Business Unit Average Pricing          | \$1.7495 | \$0.60      | \$2.60       | \$5.85      | \$7.85       | \$3.888           |              |        |
| December 2013 pricing v1 (Nov 2013) (Dec 2013)  | \$1.7570 | \$0.67      | \$2.67       | \$5.97      | \$7.97       | \$3.909           |              |        |
| Jan 2014 Pricing                                | \$1.6839 | \$(0.00)    | \$2.60       | \$1.06      | \$3.06       | \$1.922           |              |        |
| Jan 2014 Pricing Final                          | \$1.6546 | \$(0.27)    | \$1.73       | \$0.91      | \$2.91       | \$1.864           |              |        |
| Jan 2014 Pricing Final_5 cents decrease in July | \$1.6546 | \$(0.27)    | \$1.73       | \$(1.89)    | \$0.11       | \$681             |              |        |

Submitted Pricing Scenario Submitted on: Dec 09, 2013 11:58 PM CST

## Enable World-Class Supply Chain Excellence

Leading restaurant chains rely on our supply planning and margin management solutions to reduce risk, boost profits and build market share. Designed by food people, for food people, SCA Planner™ provides a collaborative, integrated approach that gets procurement, supply chain, finance, risk management, marketing, menu management and others all on the same page.

Our SOC 2 audited cloud offering and certified integration with leading enterprise solutions speed implementations while lowering costs. To learn more visit us at [www.scatech.com](http://www.scatech.com)

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