

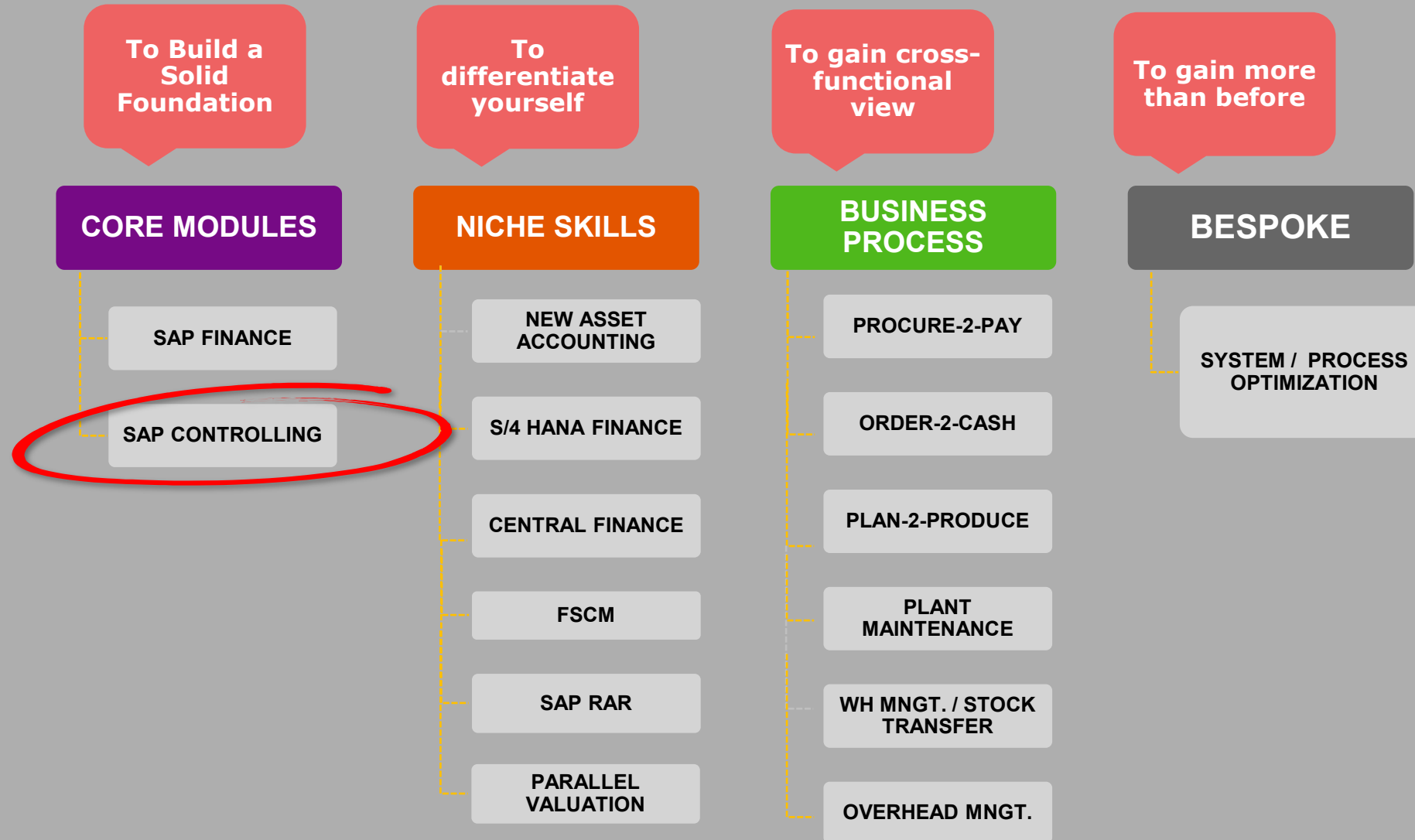


AJITA SAP
CONSULTING PVT.LTD.

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Our SAP Education Offerings





Profitability (Margin) Analysis in S/4 HANA



- **Good understanding of SAP Finance**
- **Basic understanding of accounting processes**





- **Overview: Profitability Analysis**
- **Master Data & Setting up Profitability Analysis**
- **Actual Value Flows in Profitability Analysis**
- **Information System**
- **Expert Tools**



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- Expert Tools

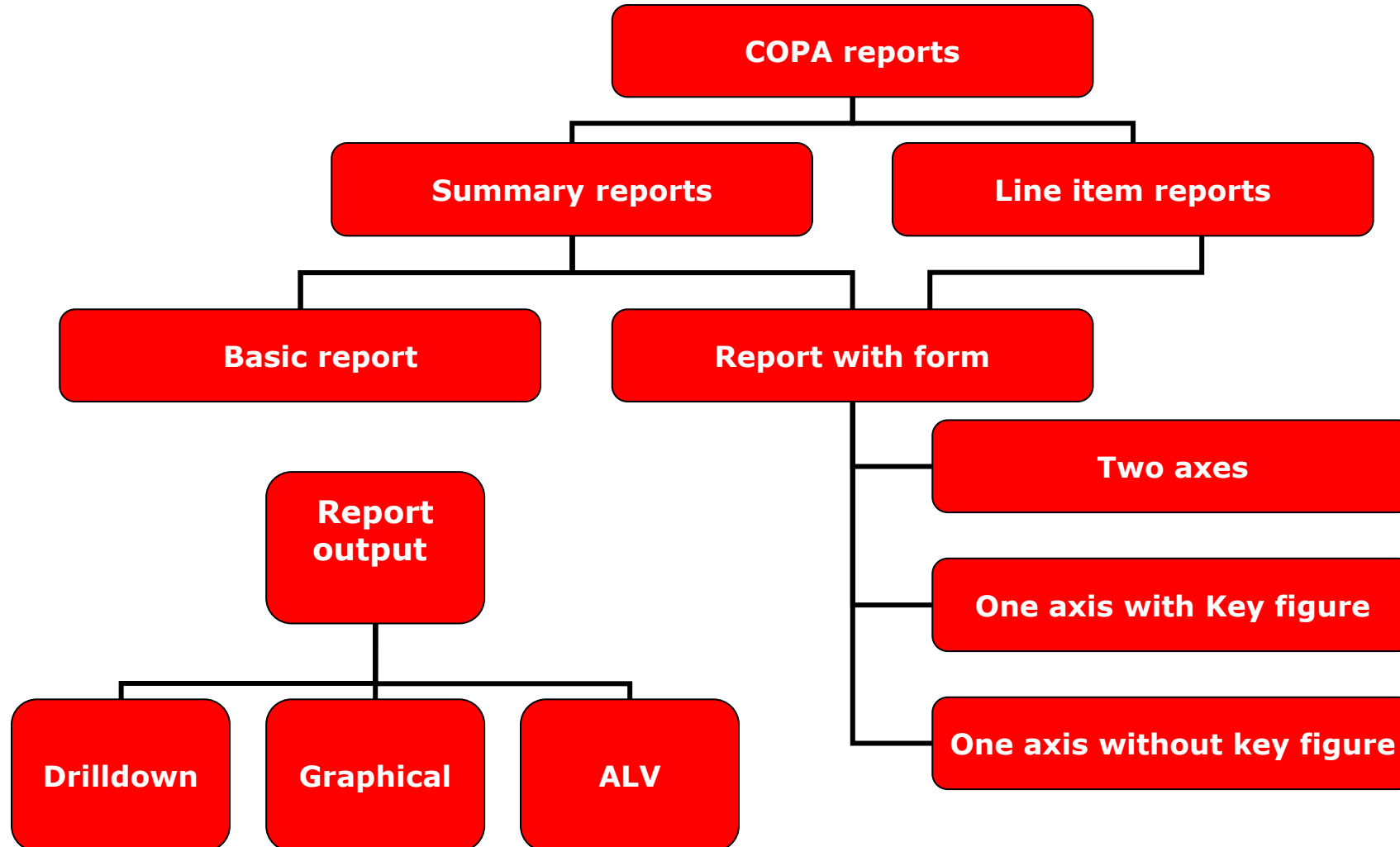


What to expect from this chapter?

- Understand different types of COPA reporting options: summary reports and line item reports
- Understand report Utilities: Characteristic Hierarchy, Local Variables, Global Variables, etc.
- Understand various functions in drilldown reporting



Different types of COPA reports





- **Summary reports:**

- ❖ show the cumulative values for the selected characteristics / reporting period
- ❖ Run time is lesser

- **Line item reports**

- ❖ Show individual line items for the selected characteristics / reporting time frame
- ❖ Should be used exceptionally, as run time can be very huge

- Each of these reports can be created as a basic report or a report with form

- The output can be viewed in the form of drilldown report, graphical report, ALV. Drilldown option is the most widely used



Report with Form



Report
Painter

	<u>Plan</u>	<u>Actual</u>	<u>Var.</u>
Revenue			
Sales deductions			
Net revenue			
Var. Material costs			
Var. manufacturing costs			
Prod. variances			
Contribution margin 1			
Material overhead			
Production overhead			
Contribution margin 2			
Research & development			
Marketing			
Sales and administration			
Contribution margin 3			



- A form determines the content and formal structure of a report list. A form can be thought of as a semi finished report structure, which you complete by specifying (additional) characteristics and key figures when you define the final report.
- There are 2 views to a report created from forms – Detail list and Drilldown list. Note that when you define a form, you are defining the layout of the detail list. That means that the position of the elements in the form determine their position in the detail list.
- The content of a form should generally be treated as fixed, and should only be changed under exceptional circumstances. This is because when you change a form, it changes all of the reports that use that form.
- A distinction is made between forms with one axis and forms with two axes. Forms with one axis only consist of one dimension - either rows or columns. Forms with two axes, on the other hand, contain both rows and columns.



Different Types of Forms

- One axis without key figure
 - ❖ In a form with one axis and without key figure - either the rows or the columns are defined using characteristics.
 - ❖ Key figures are chosen at the time of defining the report from the form. This means that the user can very often change/choose the key figures he/she wants to analyze without modifying the form
- One axis with key figure
 - ❖ In a form with one axis and with key figure - either the rows or the columns are defined using characteristics and key figures.
 - ❖ Here, the key figures are specified in the form itself.
- Two axes with key figure
 - ❖ In a form with two axes and with key figure, - both the rows and the columns are defined using characteristics and key figures.
 - ❖ This is the most commonly used option



The screenshot shows the SAP Easy Access interface. A table is overlaid on the screen, detailing the demo activities. The table has three columns: Area, Demo, and T Code. The 'Area' column lists 'Transaction'. The 'Demo' column lists three tasks: 'Creating a Two axes form', 'Creating a report', and 'Executing the report'. The 'T Code' column lists 'KE34', 'KE31', and 'KE30' corresponding to the tasks. The background shows the SAP menu bar, a toolbar with buttons like 'Create role', 'Assign users', and 'Documentation', and a left-hand navigation pane with folders like 'Office', 'Cross-Application Components', 'Logistics', 'Accounting', 'Human Resources', 'Insurance', 'Information Systems', and 'Tools'. The status bar at the bottom shows 'D10 (1) 100', 'gsdcb088', and 'INS'.

Area	Demo	T Code
Transaction	▪ Creating a Two axes form	KE34
	▪ Creating a report	KE31
	▪ Executing the report	KE30

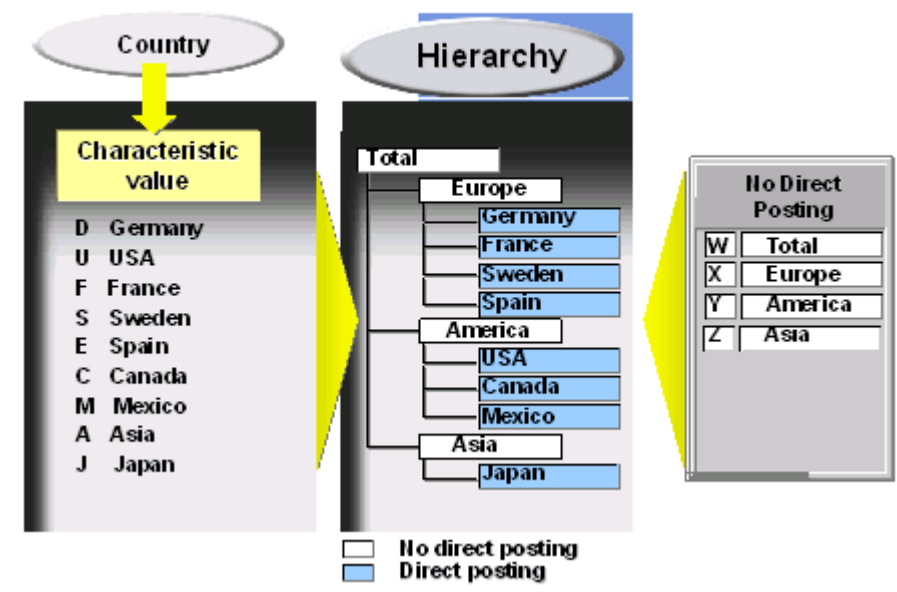


Report Utilities



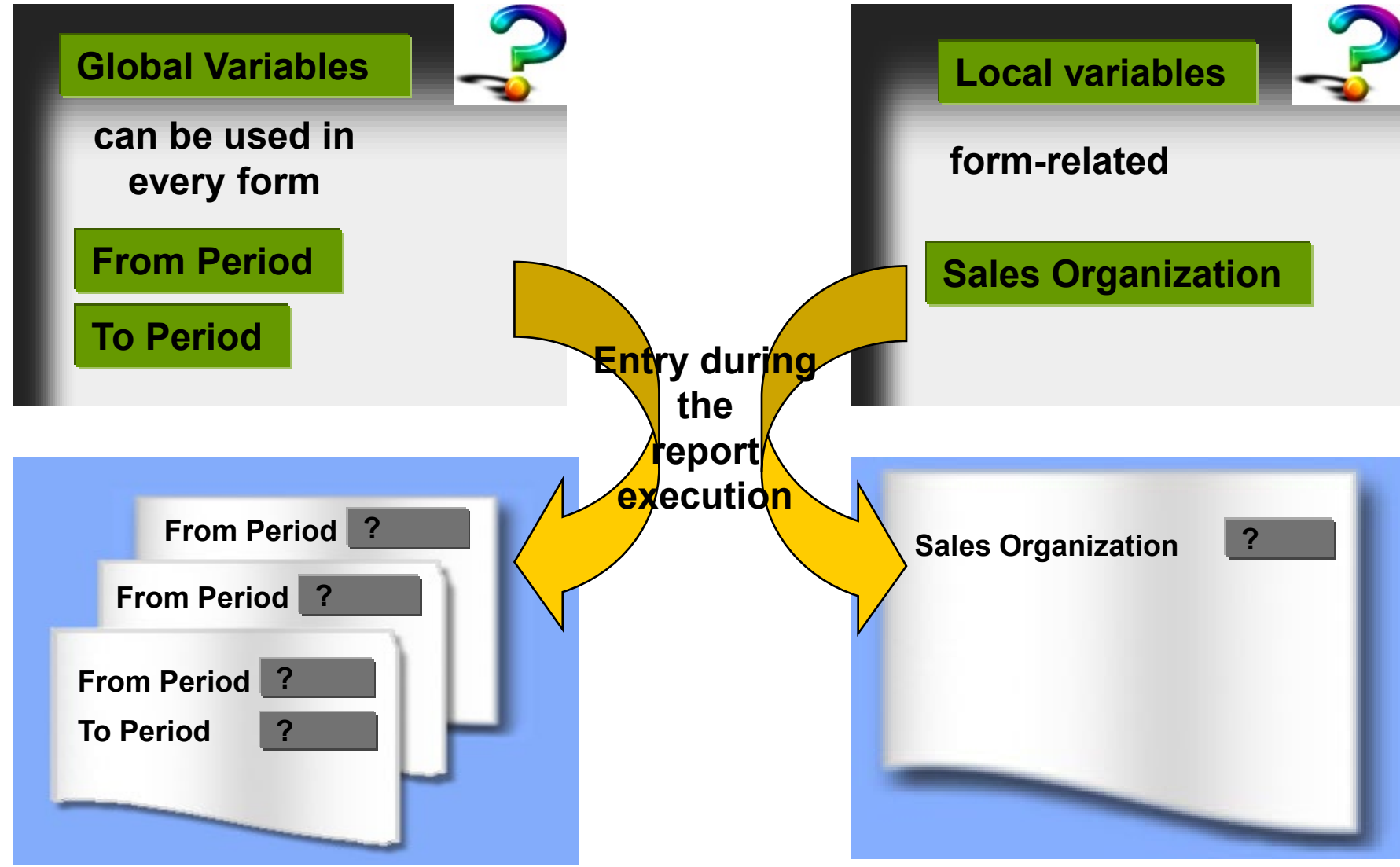
Characteristic Hierarchy

- In a characteristics hierarchy, you place the characteristic values for a **single** characteristic into a hierarchical relationship.
- In the below example - Germany, France, etc. are the characteristic values arranged under the node "Europe"
- Posting in COPA will contain one of the characteristic values like Germany, France. While reporting, the postings will be grouped and showed as "Europe"
- Nodes like Europe, Asia, America are called "non chargeable nodes"



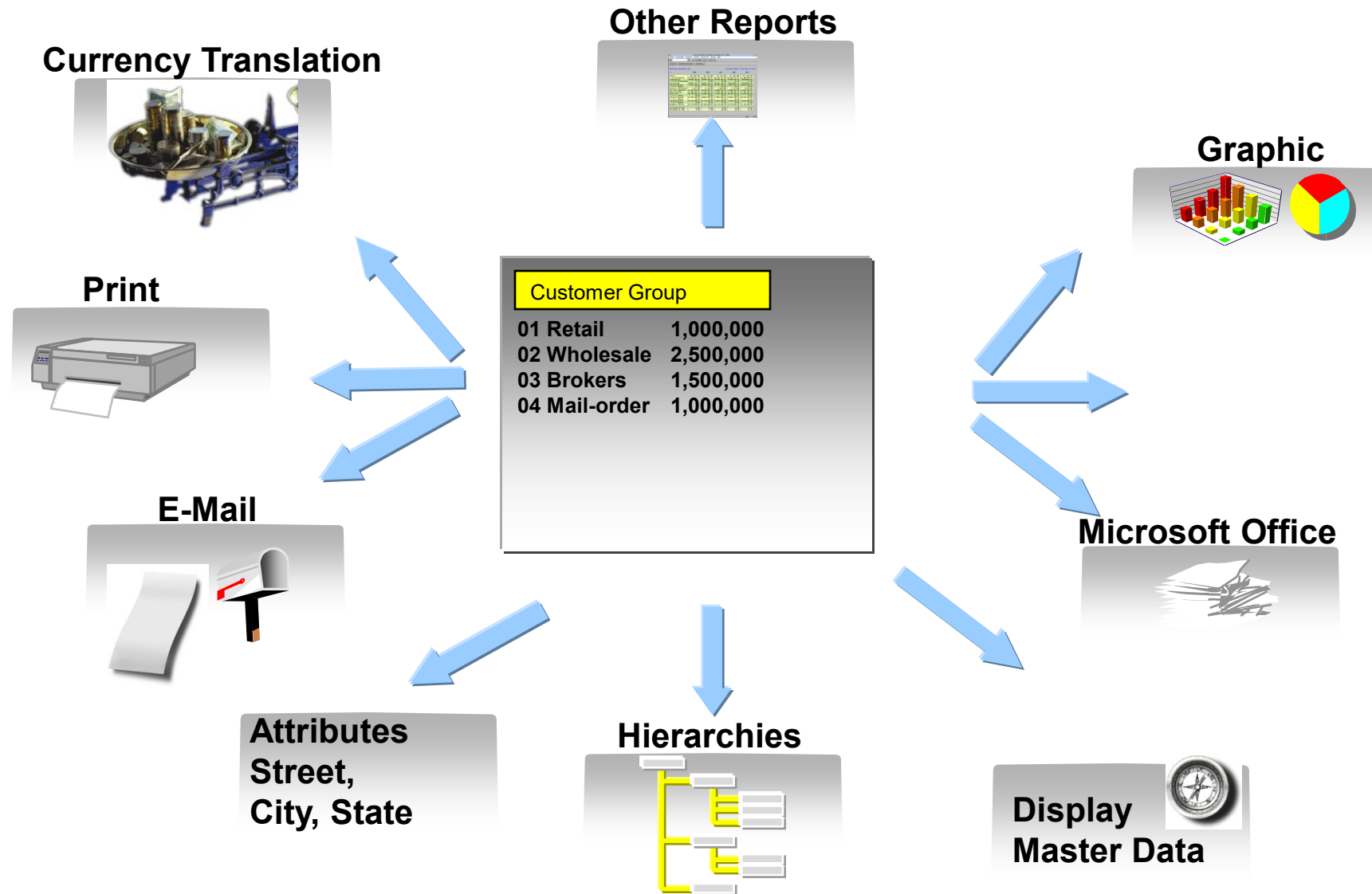


Global and Local Variables





Functions in Drilldown reporting





ABC Analysis

Analysis Strategy: Percentage - Invoiced Quantity

ABC	Customer	Key Figure	Percent	
A	1000	400	20	} Segment A 50%
A	1171	350	17.5	
A	2021	250	12.5	
A		1000	50	
B	1001	220	11	} Segment B 30%
B	1172	210	10.5	
B	2025	170	8.5	
B		600	30	
A + B		1600	80%	
C	1219	150	7.5	} Segment C 20%
C	2333	140	7	
C	2400	110	5.5	
C		400	20	
C + B		1000	50%	



Ranking Report Data

Country	Revenue	% Var
Belgium	1,300,000	10
France	1,600,000	12
Germany	2,450,000	23
USA	2,700,000	25
U.K.	1,200,000	14
Italy	1,600,000	13
Japan	1,800,000	17
Spain	1,350,000	11
Mexico	1,100,000	21
Sweden	1,550,000	16
Austria	1,250,000	12
Africa	1,100,000	14

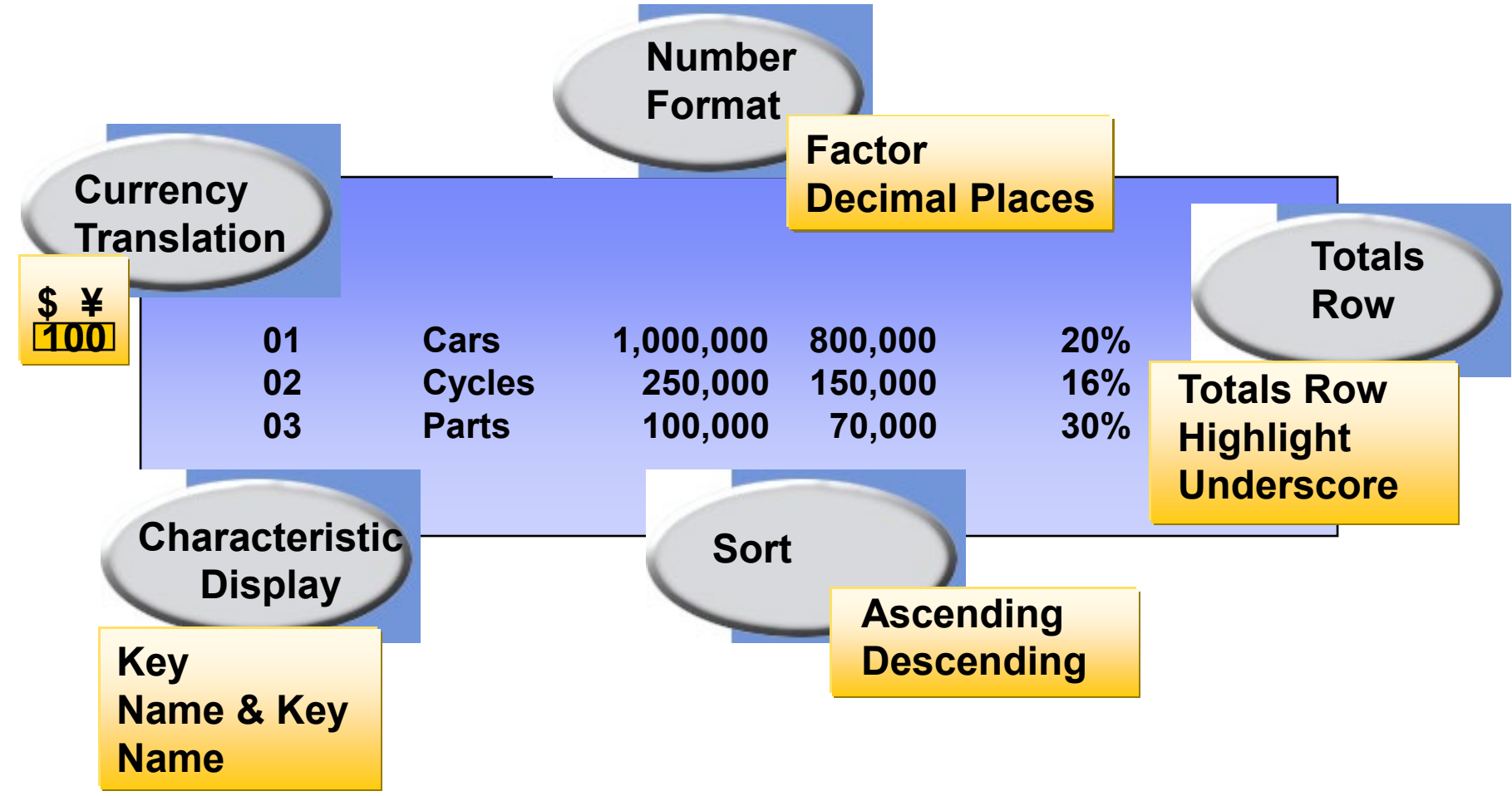
Top Five Regions

Region	Revenue
Alaska	170,000
Arizona	150,000
Florida	120,450
Georgia	115,000
Texas	109,250
Remaining	120,000

- Variance < 12 %
■ Variance > 20 %



Formatting Options





Summary

- There are two types of COPA reports – Summary & Line item reports
- Summary reports can be basic reports or form based reports. Line item reports can only be form based
- Two axes reports have both rows and columns where as one axes report have either rows or columns
- Variables can be used in the reports when the values for the characteristics are not known till the time of report execution. (Local, Global variables)



Thank you Thank you Grazie Tack Merci
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