

Cash planning

<i>inputs</i>		8.6
betaaltermijn (dagen)	60	9

Cash-out

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers					
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers			5.1.1c		
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corono					
Handling fees					
Additionele kosten					
Total	11,538,888	21,421,569	25,129,011	31,071,872	41,682,140

Cash-in

product	13	14	15	16	17
product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	-	-	-	-	-
2 Protectiejassen	-	-	-	-	-
3 Spatbrillen	-	-	-	-	-
4 Schorten	-	-	-	-	-
5 Chirurgische maskers	-	-	-	-	-
6 Lange handschoenen	-	-	-	-	-
7 Sterilium	-	-	-	-	-
8 Testkits Corono	-	-	-	-	-
Total	-	-	-	-	-
delta	-11,538,888	-21,421,569	-25,129,011	-31,071,872	-41,682,140

Uitstaande orders / garanties

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers					
2 Protectiejassen					
3 Spatbrillen	5.1.1c				
4 Schorten					
5 Chirurgische maskers					

6 Lange handschoenen	5.1.1c					
7 Sterilium						
8 Testkits Corono						
Handling fees						
Additionele kosten						
Total		-	98,740,135	-	-	-

week 18	week 19	week 20	week 21	week 22	week 23	week 24
5.1.1c						
41,682,140	41,682,140	43,401,362	43,401,362	43,401,362	43,423,862	43,401,362

18	19	20	21	22	23	24
week 18	week 19	week 20	week 21	week 22	week 23	week 24
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	-
-	-	-	-	-	-	13,767,182
-41,682,140	-41,682,140	-43,401,362	-43,401,362	-43,401,362	-43,423,862	-29,634,180

week 25	week 26
5.1.1c	
43,401,362	43,401,362

25	26
week 25	week 26
5.1.1c	
14,824,849	25,808,529
-28,576,513	-17,592,833

Impact model P&L

inputs

salesprice opslag %	
inkoopprijs increase %	3
volume increase %	0
contingency	5
markup Mediq/OneMed %	
additionele kosten %	

mark-up inkopers

Revenues

product	13	14	15
product	week 13	week 14	week 15
1 FFP2 maskers	-		5.1.1c
2 Protectiejassen	-		
3 Spatbrillen	-		
4 Schorten	-		
5 Chirurgische maskers	-		
6 Lange handschoenen	-		
7 Sterilium	-		
8 Testkits Corono	-		
Total	-	-	13,767,182

Costs all-in (CoGS, mark-up, additionele kosten)

product	week 13	week 14	week 15
1 FFP2 maskers			5.1.1c
2 Protectiejassen			
3 Spatbrillen			
4 Schorten			
5 Chirurgische maskers			
6 Lange handschoenen			
7 Sterilium			
8 Testkits Corono			
Mark-ups			
Additionele kosten			
Contingency (stock, credit, delivery, quality)			
Total	981,854	1,381,854	18,073,883
profit/loss	-981,854	-1,381,854	-4,306,701

CoGS

product	week 13	week 14	week 15
1 FFP2 maskers	-	-	5.1.1c
2 Protectiejassen	-	-	-

3	Spatbrillen	-	-	5.1.1c
4	Schorten	-	-	
5	Chirurgische maskers	-	-	
6	Lange handschoenen	-	-	
7	Sterilium	-	-	
8	Testkits Corono	-	-	
	Total	-	-	15,618,610

Mark-up

product	week 13	week 14	week 15
1 Handling OneMed	5.1.1c		
2 Handling CB			
3 Handling Mediq			
4			
5			
6			
7			
8			
Total	85,000	85,000	297,758

2.2%

Additionele kosten

product	13 week 13	14 week 14	15 week 15
1 Facilitaire kosten	5.1.1c		
2 Overig			
3 Cargo			
4 PostNL			
5 Schiphol handling			
6 Contingency			
7			
8			
Total	896,854	1,296,854	1,296,854

9.4%

25,500

	16	17	18	19	20	21	22
	week 16	week 17	week 18	week 19	week 20	week 21	week 22
5.1.1c							
	14,824,849	25,808,529	25,808,529	25,808,529	25,808,529	25,808,529	25,808,529

	week 16	week 17	week 18	week 19	week 20	week 21	week 22
5.1.1c							
	21,789,792	50,067,821	50,067,821	50,067,821	51,873,003	51,873,003	51,873,003
	-6,964,943	-24,259,291	-24,259,291	-24,259,291	-26,064,474	-26,064,474	-26,064,474

	week 16	week 17	week 18	week 19	week 20	week 21	week 22
5.1.1c							

		23	24
		week 23	week 24
5.1.1c			66,624,854.80
			24,617,013.67
			7,476,480.00
			-
			10,810,652.16
			4,642,748.16
			1,756,800.00
	15,897,600.00		
	25,823,529	25,808,529	

		week 23	week 24
5.1.1c			83,378,460.00
			93,221,001.88
			1,359,600.00
			-
			18,146,451.84
			9,285,496.32
			1,471,320.00
	13,272,000.00		
	51,904,503	51,873,003	
	-26,080,974	-26,064,474	

25

6

		week 23	week 24
5.1.1c			

5.1.1c	
47,694,813	47,664,813

week 23	week 24
5.1.1c	
441,193	441,193
1.7%	1.7%

week 23	week 24
5.1.1c	
1,296,854	1,296,854
5.0%	5.0%

3 vluchten per week tegen hoogste tarief

Input volumes & prijzen

Volumes

product	Actuals	Forecast	Forecast	Forecast
	week 13	week 14	week 15	week 16
1 Mondmaskers			5.1.1c	
2 Isolatiejassen				
3 Beschermingsbrillen				
4 Halterschorten				
5 Chirurgische mondmaskers				
6 Onderzoekshandschoenen				
7 Sterilium				
8 Testkits Corona				
Total	-	-	7,147,000	11,434,500

Prijzen

product	Actuals	Forecast	Forecast	Forecast
	week 13	week 14	week 15	week 16
1 Mondmaskers			5.1.1c	
2 Isolatiejassen				
3 Beschermingsbrillen				
4 Halterschorten				
5 Chirurgische mondmaskers				
6 Onderzoekshandschoenen				
7 Sterilium				
8 Testkits Corona				
Total				

127%

Gerealiseerde inkooprijzen

denk om 3% opslag

product	Actuals	Forecast	Forecast	Forecast
	week 13	week 14	week 15	week 16
1 FFP2 maskers	5.1.1c			
2 Protectiejassen				
3 Spatbrillen				
4 Schorten				
5 Chirurgische maskers				
6 Lange handschoenen				
7 Sterilium				
8 Testkits Corona				
Total				

Gerealiseerde volumes

product	Actuals	Forecast	Forecast	Forecast
	week 13	week 14	week 15	week 16
1 FFP2 maskers	5.1.1c			
2 Protectiejassen				
3 Spatbrillen				

4Schorten				
5Chirurgische maskers	5.1.1c			
6Lange handschoenen				
7Sterilium				
8Testkits Corona				
Total				

Gerealiseerde orderwaarde (excl. BTW)

product	<i>Actuals</i>	<i>Forecast</i>	<i>Forecast</i>	<i>Forecast</i>
	week 13	week 14	week 15	week 16
1FFP2 maskers	5.1.1c			
2Protectiejassen				
3Spatbrillen				
4Schorten				
5Chirurgische maskers				
6Lange handschoenen				
7Sterilium				
8Testkits Corona				
Total				

Voorstel vaste prijzen

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product	marktprijs nieuw	marktprijs regulier	opslag- percentage	huidige inkoop
1 FFP2 maskers				
2 Protectiejassen				
3 Spatbrillen				
4 Schorten			5.1.1c	
5 Chirurgische maskers				
6 Lange handschoenen				
7 Sterilium				
8 Testkits Corono				

voorbeeld-artikel	
1.40	ADEMHALINGSMASKER FFP2 3M
1.40	KP ISOL SCHORT NW/CPE GEEL M
1.20	3M VEILIGHEIDSBRIL OVERZET
1.40	KLINION PROTECT SCHORT WIT PE 125X80CM
1.40	KP MONDMASKER NW GROEN ELAS
1.20	SEMPERMED OK HSCHN SUPREME LTX 7,5 WI
1.20	STERILLIUM MED HDINFECT 0,5L
1.20	inschatting trade team (2 inschattingen: 16,56 en 15,0). Huidige prijzen.

materiaalnummer
000000000003029524
000000000003025547
000000000003008474
000000000003025537
000000000003025556
000000000003032209
000000000003034994

5 euro per 100

Week 14

Rijlabels

1. FFP2 maskers (incl. FFP1)
2. Chirurgische maskers 2R
3. Projectiejassen
4. Spatbrillen
5. Schorten (verpakking 100)
6. Lange handschoenen
- 7a. Amies medium met nasopharynx swab
- 7b. Nasopharynx swab
- 7c. Keel swab
- 7d. UTM of GLY-medium
80. Transportkosten
81. Distributiekosten
portokosten

Eindtotaal

Som van Factuurbedrag incl. btw



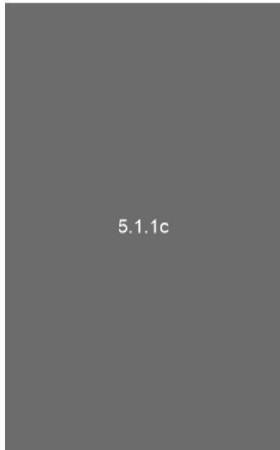
5.1.1c

98,968,220

	cash	
Som van Nog te betalen incl. btw	cash	Rijlabels
		1. FFP2 maskers (incl. FFP1)
		2. Chirurgische maskers 2R
		3. Projectiejassen
		4. Spatbrillen
		5. Schorten (verpakking 100)
		6. Lange handschoenen
		7a. Amies medium met nasopharynx swab
		7b. Nasopharynx swab
		7c. Keel swab
		7d. UTM of GLY-medium
		80. Transportkosten
		81. Distributiekosten
		portokosten
		Eindtotaal
	5.1.1c	
	65,957,970	

garantees

Som van Factuurbedrag incl. btw



5.1.1c

98,968,220

Outcome table

€ x1.000.000, cumulative	P&L				Cash		
	Week 1	Week 2	Week 4	Week 8	Week 1	Week 2	Week 4
Reguliere prijs + 30%							
Reguliere prijs							
Kostenneutraal							

5.1.1c

€ x1.000.000, cumulative	P&L				Cash		
	Week 1	Week 2	Week 4	Week 8	Week 1	Week 2	Week 4
Reguliere prijs + 40%*							

5.1.1c

* voor FFP2 maskers, protectiejassen, schorten, chirurgische maskers

sh
Week 8
5.1.1c

sh
Week 8
5.1.1c

Volumes*first model*

product	week 13	week 14	week 15	week 16
1 Mondmaskers				
2 Isolatiejassen				
3 Beschermingsbrillen				
4 Halterschorten				
5 Chirurgische mondmaskers				
6 Onderzoekshandschoenen				
7 Sterilium				
8 Testkits Corona				
Total	12,497,140	20,092,552	20,092,552	20,092,552

Volumes*Last week*

product	week 13	week 14	week 15	week 16
1 Mondmaskers				
2 Isolatiejassen				
3 Beschermingsbrillen				
4 Halterschorten				
5 Chirurgische mondmaskers				
6 Onderzoekshandschoenen				
7 Sterilium				
8 Testkits Corona				
Total	-	25,204,040	19,375,000	9,735,000

Volumes*Current*

product	week 13	week 14	week 15	week 16
1 Mondmaskers				
2 Isolatiejassen				
3 Beschermingsbrillen				
4 Halterschorten				
5 Chirurgische mondmaskers				
6 Onderzoekshandschoenen				
7 Sterilium				
8 Testkits Corona				
Total	-	25,204,040	19,375,000	9,735,000

Volumes*delta vs Last week*

product	week 13	week 14	week 15	week 16
1 Mondmaskers	-			
2 Isolatiejassen	-			
3 Beschermingsbrillen	-			
4 Halterschorten	-			

5	Chirurgische mondmaskers	-	-	5.1.1c	
6	Onderzoekshandschoenen	-	-		
7	Sterilium	-	-		
8	Testkits Corona	-	-		
	Total	-	-	17,969,261	25,709,261

week 17	week 18	week 19	week 20	week 21	week 22	week 23	week 24
5.1.1c							
25,103,190	25,103,190	25,103,190	25,103,190	25,103,190	25,103,190	25,103,190	25,103,190

week 17	week 18	week 19	week 20	week 21	week 22	week 23	week 24
5.1.1c							
25,532,000	25,532,000	25,532,000	25,532,000	25,532,000	25,532,000	25,532,000	25,532,000

week 17	week 18	week 19	week 20	week 21	week 22	week 23	week 24
5.1.1c							
25,532,000	25,532,000	25,532,000	25,532,000	25,532,000	25,532,000	25,532,000	25,532,000

week 17	week 18	week 19	week 20	week 21	week 22	week 23	week 24
5.1.1c							

5.1.1c

9,912,261	9,912,261	9,912,261	9,912,261	9,912,261	9,912,261	10,162,261	9,912,261
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Price*first model*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total					

Price*current*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total					

Price*delta*

product	week 13	week 14	week 15	week 16	week 17
1 FFP2 maskers	5.1.1c				
2 Protectiejassen					
3 Spatbrillen					
4 Schorten					
5 Chirurgische maskers					
6 Lange handschoenen					
7 Sterilium					
8 Testkits Corona					
Total	-2.27	-2.27	-2.27	-2.27	-2.27

Updates

Week 13

item	input	persoon
Geupdate volumes	Supply & Demand	5.1.2e
UoM toegevoegd	Supply & Demand	
Geupdate inkooprijzen	Inkoop	5.1.2e
Geupdate handling fees	Finance	5.1.2e
Geupdate actuals	Finance	5.1.2e
Geupdate additional costs	Finance	5.1.2e

Week 14

item	input	persoon
Geupdate volumes	Supply & Demand	5.1.2e
UoM toegevoegd	Supply & Demand	
Geupdate inkooprijzen	Inkoop	5.1.2e
Geupdate handling fees	Finance	5.1.2e
Geupdate actuals	Finance	5.1.2e
Geupdate additional costs	Finance	5.1.2e
Guarantees updaten	Finance	5.1.2e

belangrijkste wijziging	
Verschuiving van FFP maskers naar chirurgische maskers	
geen wijzigingen, alles in stuks behalve sterilium (liters)	
Geen grote prijswijzigingen, alleen op spatbrillen	5.1.1c
Handling fees lager dan 5% assumptie in 1e versie model	
Eerste week nog beperkte uitlevering (P&L), wel cash out	
Additional costs lager dan 5% assumptie in 1e versie model	

belangrijkste wijziging	
	to do
	done
	to do
	to do
	to do
	to do
	to do