

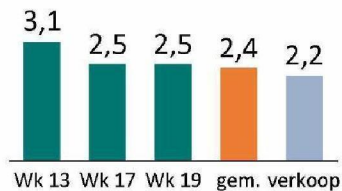
# LCH Financial model

(exclusief VWS bestellingen, donaties & productie, scope = 9 producten)

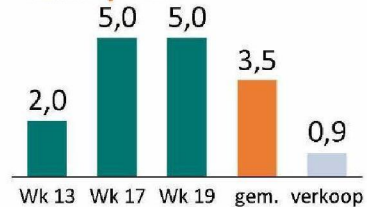
| Financials | Updated model              |         |         |         |         |         | Versie week 17 |         |
|------------|----------------------------|---------|---------|---------|---------|---------|----------------|---------|
|            | 4                          | 4       | 5       | 4       | 8       | 12      | 8              |         |
|            | <i>in EURm, cumulatief</i> | Week 16 | Week 17 | Week 18 | Week 19 | Week 20 | Week 24        | Week 20 |
|            | P&L                        | -3      | -5      | -8      | -36     | -61     | -163           | -81     |
|            | Cash*                      | -112    | -192    | -233    | -330    | -365    | -526           | -280    |
|            | Orderwaarde**              | 270     | 563     | 628     | 820     | 900     | 940            | -680    |

## Inkoop Prijsontwikkeling

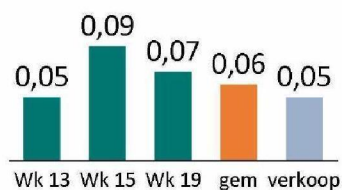
### Mondmaskers (FFP/N95)



### Isolatiejassen



### Onderzoekshandschoenen



### Beschermingsbrillen



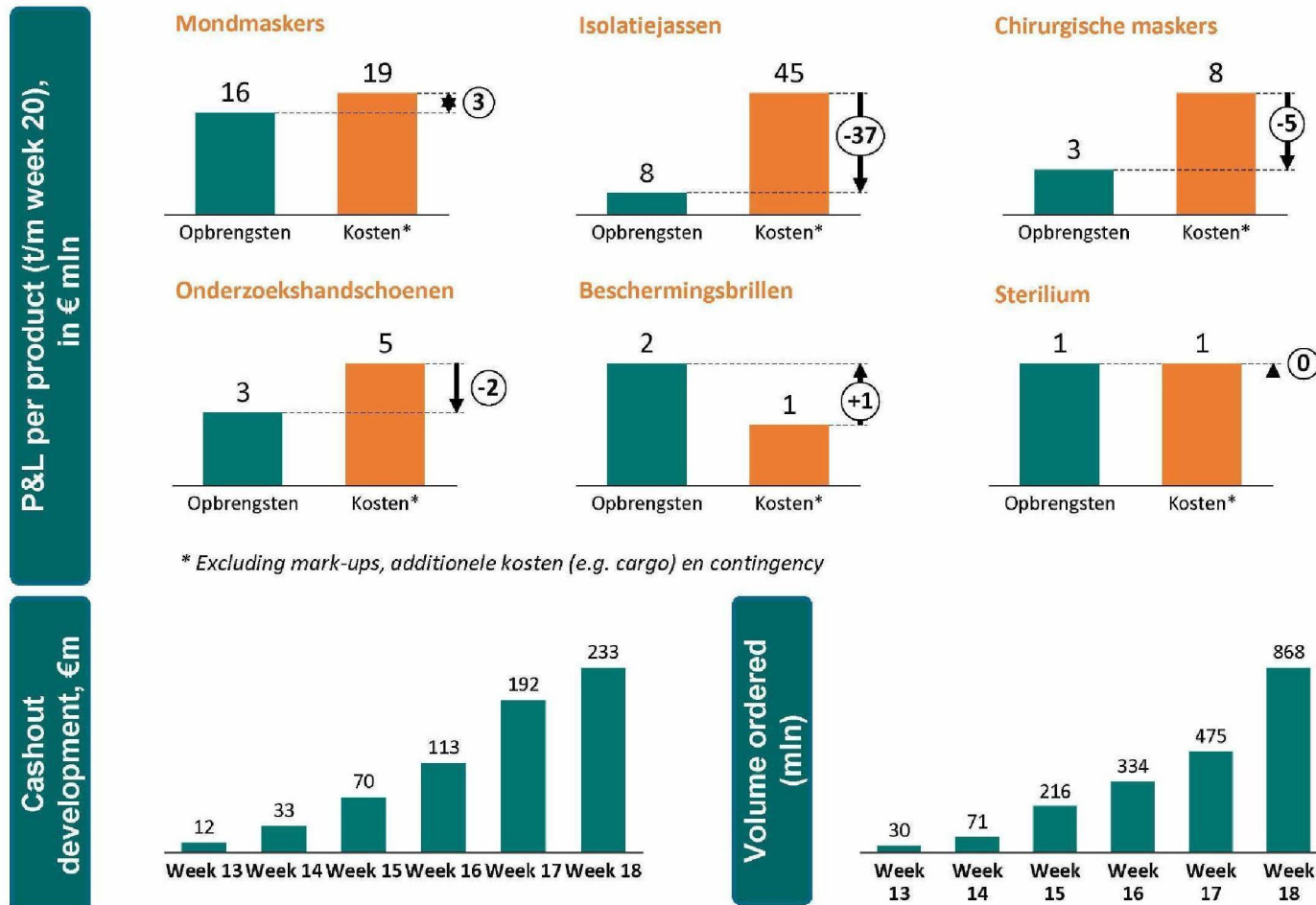
- P&L impact in update deze week is **€ 20mln lager** dan vorige week. Net als vorige week is er vrijwel geen prijsimpact, wel is er +€ 2m volume impact. Grootste impact (+€ 18m) komt door latere opstart uitlevering / facturering
- Eerste facturering is op gang gekomen (€ 0.8m)
- Het model bevat een contingency van ~€ 2.2m p/w voor toekomstige weken

\* Onder assumptie van doorgaande bestellingen na 13 weken

\*\* Gebaseerd op orderwaarde

# LCH Financial model

(exclusief VWS bestellingen, donaties & productie, scope = 9 producten)

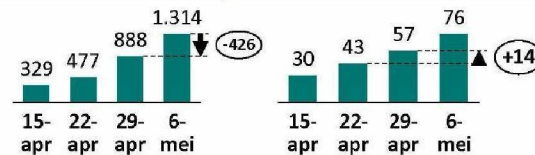


# Volumes overzicht

Per 06-05



|                                     | Ordered<br>*         | Warehouse<br>**   | Uitgeleverd<br>*** | Gefactureerd<br>**** |
|-------------------------------------|----------------------|-------------------|--------------------|----------------------|
| Mondmaskers                         | 103.790.020          | 12.509.415        | 6.640.112          | 5.1.1c               |
| Chirurgische maskers                | 551.628.550          | 19.508.850        | 7.766.149          |                      |
| Isolatiejassen                      | 71.504.166           | 3.201.935         | 7.671.661          |                      |
| Beschermingsbrillen                 | 4.478.480            | 1.132.508         | 732.634            |                      |
| Schorten                            | 3.846.600            | 100.000           | 408.893            |                      |
| Onderzoekshandschoenen              | 498.415.400          | 8.537.900         | 9.368.108          |                      |
| Testkit artikelen                   | 14.733.600           | 2.448.203         | 7.247.978          |                      |
| Sterilium                           |                      | 66.980            | 1.931.830          |                      |
| Spatschermen                        |                      |                   | 502.897            |                      |
| <b>Total LCH</b>                    | <b>1.248.396.816</b> | <b>47.566.711</b> |                    |                      |
| <b>Total VWS (incl. donaties)**</b> | <b>66.243.204</b>    | <b>26.828.617</b> |                    |                      |
| <b>Total overall</b>                | <b>1.314.640.020</b> | <b>76.380.065</b> | <b>42.270.262</b>  | <b>5.252.079</b>     |



\* Per 06/05, taken from daily financial report

\*\* Per 07/05, taken from supply chain report.

\*\*\* Vanuit 5.1.2h Bron: QRS, per28-04

\*\*\*\* Both LCH and VWS, as per 06/05

# Volume verwachting LCH

Op basis van 'toegezegde week levering'

|                        | Ontvangen 06-5    | Week 20           | Week 21           | Week 22            | Week 23           | Vraag p/w  |
|------------------------|-------------------|-------------------|-------------------|--------------------|-------------------|------------|
| Mondmaskers            | 12.509.415        | 15.600.000        | 17.600.000        | 9.900.000          | 16.200.000        | 3.734.500  |
| Chirurgische maskers   | 19.508.850        | 16.700.400        | 39.401.200        | 85.401.200         | 45.101.200        | 7.638.286  |
| Isolatiejassen         | 3.201.935         | 9.059.900         | 6.745.000         | 9.480.000          | 7.630.000         | 4.768.066  |
| Beschermingsbrillen    | 1.132.508         | 644.000           | 690.200           | 915.900            |                   | 100.000    |
| Schorten               | 100.000           | 25.000            | 25.000            | 1.731.000          | 25.000            |            |
| Onderzoekshandschoenen | 8.537.900         | 32.700.000        | 10.200.000        | 10.200.000         | 5.200.000         | 26.271.243 |
| Testkit artikelen*     | 2.448.203         | 1.566.418         | 925.175           | 955.553            | 900.267           | 168.000    |
| Sterilium              | 66.980            |                   |                   |                    |                   |            |
| <b>Total LCH</b>       | <b>47.566.711</b> | <b>81.095.718</b> | <b>75.486.575</b> | <b>118.383.653</b> | <b>64.856.467</b> |            |

\* Inclusief artikel die niet toebedeeld zijn aan een specifieke categorie

# Ability to reach demand

Week 20

|                        | To be delivered   | To be delivered<br>-25% | Demand model<br>S&D | Portal request   | % demand    | % portal    |
|------------------------|-------------------|-------------------------|---------------------|------------------|-------------|-------------|
| Mondmaskers            | 15.600.000        | 11.700.000              | 3.734.500           | 204.000          | 313%        | 5735%       |
| Chirurgische maskers   | 16.700.400        | 12.525.300              | 7.638.386           | 1.100.000        | 164%        | 1139%       |
| Isolatiejassen         | 9.059.900         | 6.794.925               | 4.237.549           | 1.800.000        | 160%        | 377%        |
| Beschermingsbrillen    | 644.000           | 483.000                 | 247.000             | 16.000           | 196%        | 3019%       |
| Schorten               | 25.000            | 18.750                  | -                   | -                |             |             |
| Onderzoekshandschoenen | 32.700.000        | 24.525.000              | 26.271.243          | 3.900.000        | 93%         | 629%        |
| Testkit artikelen      | 1.566.418         | 1.174.814               | 168.000             |                  | 699%        |             |
| Sterilium              |                   | -                       | 7.000               | 14.000           | 0%          | 0%          |
| <b>Total LCH</b>       | <b>81.095.718</b> | <b>56.614.931</b>       | <b>42.303.678</b>   | <b>7.034.000</b> | <b>134%</b> | <b>805%</b> |

Week 21

|                        | To be delivered   | To be delivered<br>-25% | Demand model<br>S&D | Portal request   | % demand    | % portal    |
|------------------------|-------------------|-------------------------|---------------------|------------------|-------------|-------------|
| Mondmaskers            | 17.600.000        | 13.200.000              | 3.734.500           | 204.000          | 353%        | 6471%       |
| Chirurgische maskers   | 39.401.200        | 29.550.900              | 7.638.386           | 1.100.000        | 387%        | 2686%       |
| Isolatiejassen         | 6.745.000         | 5.058.750               | 4.237.549           | 1.800.000        | 119%        | 281%        |
| Beschermingsbrillen    | 690.200           | 517.650                 | 247.000             | 16.000           | 210%        | 3235%       |
| Schorten               | 25.000            | 18.750                  | -                   | -                |             |             |
| Onderzoekshandschoenen | 10.200.000        | 7.650.000               | 26.271.243          | 3.900.000        | 29%         | 196%        |
| Testkit artikelen      | 925.175           | 693.881                 | 315.000             |                  | 220%        |             |
| Sterilium              |                   | -                       | 7.000               | 14.000           | 0%          | 0%          |
| <b>Total LCH</b>       | <b>75.486.575</b> | <b>56.614.931</b>       | <b>42.450.678</b>   | <b>7.034.000</b> | <b>133%</b> | <b>805%</b> |

# Quality

(exclusief VWS bestellingen, donaties & productie, scope = 9 producten)

|                        | 0       | 1       | 4       | 5         | 6       | 7         | na      | Total     | Received   | %   |
|------------------------|---------|---------|---------|-----------|---------|-----------|---------|-----------|------------|-----|
| Mondmaskers            | 97.800  |         | 928.560 | 2.002.120 | 661.000 | 1.722.700 |         | 5.412.180 | 12.509.415 | 43% |
| Chirurgische maskers   | 121.500 |         |         |           |         |           |         | 121.500   | 19.508.850 | 1%  |
| Isolatiejassen         | 99.468  | 31.104  |         |           |         |           |         | 130.572   | 3.201.935  | 4%  |
| Beschermingsbrillen    | 174.000 | 57.600  |         |           |         |           | 35.200  | 266.800   | 1.132.508  | 24% |
| Schorten               |         | 25.000  |         |           |         |           |         | 25.000    | 100.000    | 25% |
| Onderzoekshandschoenen | 160.000 |         |         |           |         |           | 395.000 | 555.000   | 8.537.900  | 7%  |
| Not allocated          | 50.000  |         |         |           |         |           |         | 50.000    |            |     |
| Total                  | 702.768 | 113.704 | 928.560 | 2.002.120 | 661.000 | 1.722.700 | 430.200 | 6.561.052 |            |     |

6.561.052 LCH producten (13.8% van in warehouse gearriveerde orders) is afgekeurd door RIVM (vs 8.9% vorige week).

2: Fitting niet volledig goed

3-4: Filter niet goed

5: Fitting niet goed, niet uitgeven tenzij schaarste

6-7: Afkeuren

## Appendix: Geldstromen LCH

