THE SYSTEMATIC WAY TO THE SUCCESS OF YOUR FILLING STATION NETWORK

In order to be able to assert your retail solution securely and successfully in the face of the competition, maintain the value of your outlets and safeguard your rental yield, you need to keep an eye on the vital parameters of your partners at all times. If need be, you must also be able to look at the key performance indicators fast, in depth and purposefully.

With **edtas**, **eurodata** provides you with an integrated analysis and controlling system to help you do just that. It enables you to locate quickly outlets that are critical from the point of view of profitability quickly and offers you tried and tested analyses that are tailor-made to suit your line of business exactly.

In other words, **edtas** does not leave your filling station partners standing out in the rain: we work together with tax advisors who have experience in the industry and are licensed by us. They also give you business management advice. They help you to rectify weaknesses and benefit from strengths. At the end of the day, this also has positive effects on the development of your network.

HIGHLIGHTS FOR YOUR PARTNERS:

> **QuickCheck:** a compact overview of your most important corporate key figures

> **Cash flow analysis:** clear depiction of funds and how they are used

> **Analyses of planned and actual figures:** forecasts and target achievement risks

> **Dealership comparison:** strengths and weaknesses as compared with similarly structured competitors

> **Analysis of operators of more than one filling station:** direct KPI comparisons between the individual stations

HIGHLIGHTS FOR YOU AS A NETWORK OPERATOR:

> **Cockpit:** ability to find dealerships which are critical in terms of profitability fast

> **Sector monitor:** month-by-month monitoring of your performance as compared with that of the competition

> **Business planning:** define your targets and track them directly in **edtas**

> **Data export:** connect internal systems to **edtas**

Business comparisons call for **data quality**. So all data submissions go through a 5-stage QA process before they are cleared by the **edtas** advisor.

Secure and in full conformity with the law! Your data are not just out there somewhere in a ‚cloud‘, but in our certified data centres in Germany.

In **edtas** you leave the bookkeeping to the professionals. That gives you, as the operator, **time** for your work as an entrepreneur.
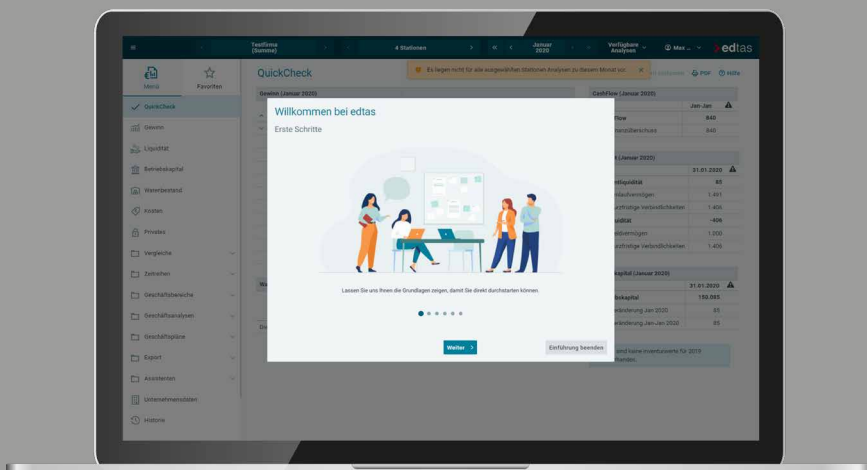
Access from anywhere and at any time! As an on-line application, **edtas** is accessible via all standard browsers and on all end devices.

No matter where your station is, the nationwide **network of edtas advisors** enables you to become an **edtas** customer.

Our experience counts: **eurodata** has been looking after filling station operators of all kinds since as long ago as 1965.
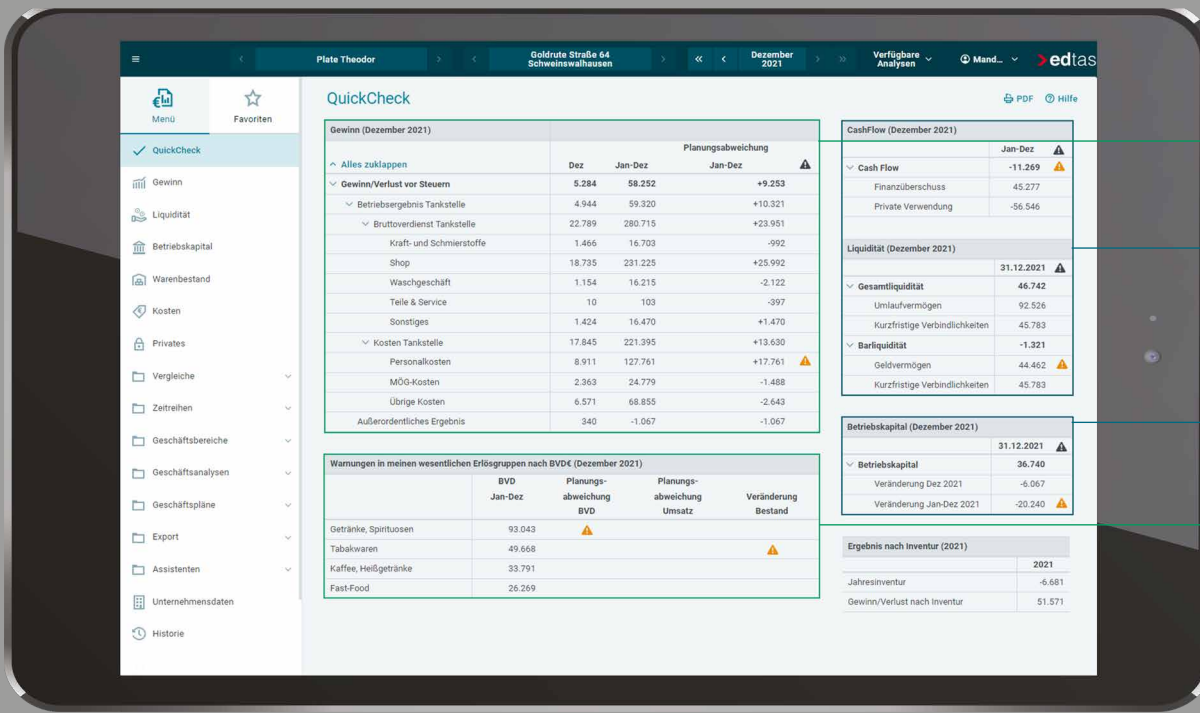

You can access **edtas** at www.edtas.de. You don't have to install any software. All you need is your log-in data.

Beginning with a little introduction for new users, these will find their way throughout the application fast and intuitively.

QUICKCHECK

First things first! So that you can assess your business situation quickly, QuickCheck provides you with a clear overview of the most important performance indicators on a single page. In no time at all you can find decisive answers on profit, liquidity, working capital and risks in your main areas of yield. Figures that point to irregularities are marked in **edtas** with a red warning triangle. That way, your attention is drawn immediately to the difficult issues.
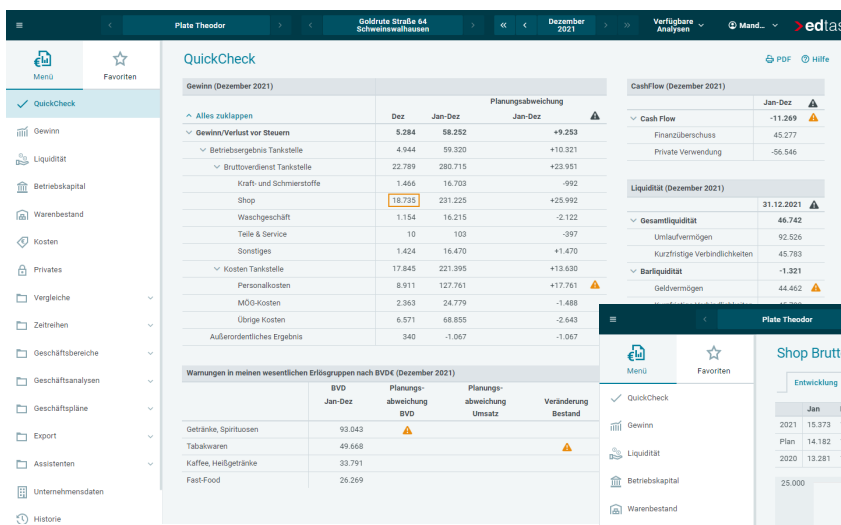

- Profit
- Liquidity
- Working capital
- Main areas of yield

Starting from QuickCheck, you can acquaint your-self more intensively with the figures that interest you. A click on one of the figures, for example, takes you to a graphical depiction of the trend with a comparison to the previous year and target figu-res. Mouse-over functions make the graphics even easier to read.

SERVICES

Learn and train – become a full edtas professional: navigating in **edtas** is simple, and the presentation logic is consistent and intuitive. Having said that, you do also need some knowledge of business management to derive the greatest possible benefit from the system.

So that you can gain confidence quickly, we have developed a training concept for you here. It combines special face-to-face training sessions with practical on-line amenities. In the application there is a comprehensive collection of eLearning facilities – brief explanatory films which give you an understanding of individual functions and topics prepared in a professional way. And you will find the dates of forthcoming live webinars here too.

In the ‚help' zone, we answer frequently asked questions (FAQs). Information about innovations is provided there by the release notes. On some individual pages in **edtas**, a question mark leads you to help texts designed to assist specifically with the items you are currently looking at.

Technical problems? Are you no longer able to access the **edtas** application? Are your analyses overdue? Whenever there is a technical issue, we're out there for you as **eurodata**, by telephone from Monday to Friday on 0681/8808-554 or by e-mail via edtas-support@eurodata.de.

Are you astonished by the figures in your business analyses? Perhaps you're having trouble understanding them, or perhaps you even think some of them are wrong. Maybe it's not clear to you what impacts excessively high gross earnings have on the stocks. Your **edtas** advisor will help you with any questions about the figures themselves.

Archiving: as an **edtas** customer, you get a guarantee from us that all the bookkeeping data we process are archived in conformity with the principles of proper accounting, in an audit-compliant way and electronically, for the whole of the statutory period of obligation to preserve. That way, you fulfil all your legal obligations and are optimally prepared if there is an audit.

Data protection and data security: All the data from **edtas** are stored in **eurodata**'s certified in-house data centre in Saarbrücken – cloud technology ‚made in Germany'. The performance of the data centre is monitored continuously as part of ISO 9001:2015 certification in the area of quality management and the ISO 27001 and ISO 22301 certifications in the area of security management. At all times, the focus is on secure infrastructures and the best possible protection against attacks from outside.

> **eurodata** meets all the statutory specifications regarding German data protection and the requirements of the EU General Data Protection Regulation (GDPR).

> **eurodata** guarantees that its own in-house specialists, who are appropriately authorised and qualified, are available 24/7 to intervene directly if there are any malfunctions in the data centre. In other words, continuous technical and staff monitoring of the systems is guaranteed.

> All customer and service networks are segregated from one another by firewalls. The only people with access to the firewalls are **eurodata** administrators with the appropriate authorisation.

THE NEW PLANNING IN **edtas**

Even if petroleum companies do usually deploy a general corporate planning scheme, they can still benefit from the new planning functions in **edtas**. A special feature of that planning is that it incorporates all the figures from the previous years as a basis. That doesn't just make it more realistic; it also makes it much more accurate!

For the first time, this enables petroleum companies not only to give their field service agents very precise and realistic targets, but also to provide them with a lot more details about how business is going at the individual filling stations.

Apart from that, the integrated dashboards provide a far better overview of what the various different filling stations and field service agents have planned.

The new **edtas** planning: more transparency – less effort – up-to-the-minute number base ...

ADVANTAGES OF **edtas**

Real-time data: Enough of those confusing Excel tables! Instead: on-line access to up-to-date system information!

Fewer errors: Overwriting Excel formulae or deleting data by mistake was yesterday. Now, it's the automatically generated system data that form the basis.

More overview: The graphically optimised user interface directs attention to what's really important.

Comparison of planned and actual figures: The planning estimate can be compared at any time with current analytical values and the **edtas** projections or pre-plan status.

Better decisions: Preconfigurated or individually adapted, the ‚sonnenschlüssel' – a percentage allocation formula for budget figures on the basis of the figures from the previous year – helps to ensure more valid decisions.

Preliminary planning by drag & drop: Via the uncomplicated import of individual values or with standard growth rates, a preliminary plan can be set up without a great deal of work and effort.

Individual planning options: Planning in individual accounts or overall – both options are available at all times.

Keeping an eye on payroll costs: With a simple model, payroll costs are easy to plan.

Internal quality inspection: With the easy-to-configurate, multi-stage approval workflow of the business plan, an internal quality inspection can be set up.

Target figures under control: Simply placing the business plan opposite the plans of your **edtas** advisor makes deviations quick and easy to detect.

For more information go to **tankstellen-mittelstand@eurodata.de**.