



Pernod Ricard

Créateurs de convivialité

Essbase implementation and reporting using HFM

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Irish Distillers Summary

▪ Formed in 1966

- Merger between Irish whiskey distillers [John Power & Son](#), [John Jameson & Son](#) and the [Cork Distillery Company](#)
- In 1972, [Bushmills](#), the only other whiskey distillery in [Ireland](#) at the time, joined the group
- 1988 Irish distillers acquired by Pernod Ricard

▪ In Ireland

- Manufacturing of a number of brands including Jameson, Powers, Paddy, Huzzar & Cork Dry Gin
- Sales and Distribution of Pernod Ricard brands

▪ Managed by a highly specialised team of industry professionals

- Office locations in Dublin, Middleton, Belfast



Pernod Ricard Current Global Presence



Americas

No.4 in the United States
No.2 in Canada ■ No.2 in Brazil
No.1 in Mexico ■ No.1 in Argentina
No.2 in Venezuela ■ No.2 in Chile



Asia and Rest of the World

No.1 in India ■ No.1 in China
No.2 in Thailand
No.2 in South Korea ■ No.1 in Japan



Europe (excluding France)

No.1 in Spain ■ No.2 in Poland
No.1 in the Nordic countries
No.3 in Italy ■ No.1 in Germany
No.2 in the United Kingdom
No.2 in Greece ■ No.1 in Central Europe
No.2 in South Africa ■ No.2 in Russia
No.1 in Czech Republic ■ No.2 in Ireland



France

No.1 in France



Management Reporting

→ Essbase used for the production of the monthly management accounts

- Income statement by Brand Market Combination available on day of close
- Overheads analyse
- Budget\Plan\Forecast information in the same tool
- See Through P&L provided as well as Standard P&L
- Multi Currency requirements
- Adhoc reports are available to analyse movements Overheads, Cost Centre & Spend Type Brands by Market, Profit Centre & Channel, etc.
- More time available for variance analysis

→ Reporting to Group

- Once Management Reports finished these are submitted to Group
- Group use HFM for management and statutory consolidation
- Can load data easily into HFM and run consolidations (SAP ERP)
- Reduce month-end timeline
- IDL run consolidations and reports out of HFM also



Budget and Forecasts

→ Previously

- Issues with data integrity
- System too cumbersome
- Lack of version control
- Slow to recalculate
- Budget process took too long
- Users did not like using system
- Could not handle currency



Budget and Forecasts

→ Now

- Reliable multi-user system
- Interface with SAP systems
- Recalculate changes quickly
- Easy to use interface – spreadsheet support
- Handle multiple currencies and rates
- Budget\Forecast timeframe require immediate what if scenarios outputs
- No issues with data integrity