

Move Beyond Spreadsheets for Lease Accounting (ASUG 84509)

Thomas Anderson, SAP May 9, 2019

PUBLIC





Agenda

1. The new lease accounting standards

- 2. Compliance A great milestone
- 3. Optimize Leveraging technology to continue compliance
- 4. Transform Supporting on-going success
- 5. Transition options to SAP Contract and Lease Management
- 6. SAP Contract and Lease Management Road map



7. Summary

New Common Regulations for Contract and Lease Management

The Leasing Event of a Generation – Driving Significant Change

US-GAAP IFRS

OPERATING LEASE

Extensive Impact

- New standard on leasing released by FASB and IASB
- Every IFRS/ US-GAAP reporting company renting real estate or leasing equipment will be impacted
- Large companies with big property portfolio are affected most and need to react quickly to prepare

Capitalization of Leases

- Need to capitalize most operating leases and record these lease obligations on the balance sheet as assets and liabilities
- US GAAP requires classification of leases of operating or finance lease with different accounting treatments
- Short term and low value leases are excluded from capitalization but must be disclosed

PAST FUTURE

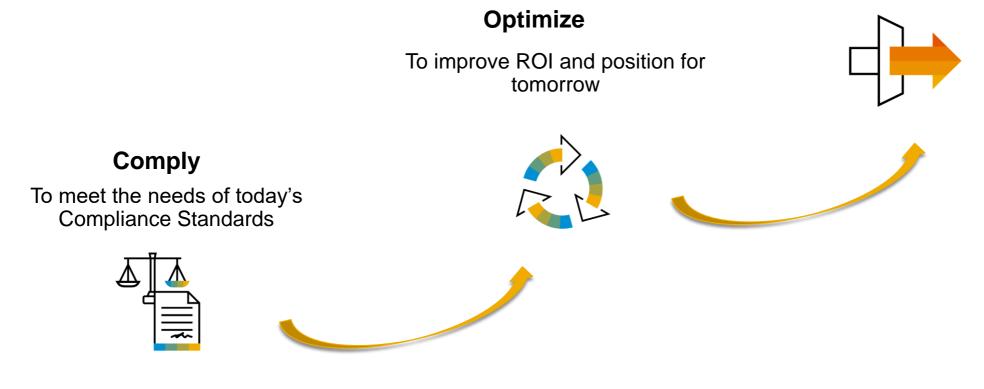
Transformation of Processes

- Besides affected accounting, new standards will transform corporate business processes in many areas
- Lease Administrators and Accountants must coordinate efforts and operate without business silos

The Lease Accounting Adoption Journey

Transform

To drive innovation and agility to survive the future





Agenda

- 1. The new lease accounting standards
- **2.** Compliance A great milestone
- 3. Optimize Leveraging technology to continue compliance
- 4. Transform Supporting on-going success
- 5. Transition options to SAP Contract and Lease Management
- 6. SAP Contract and Lease Management Road map



7. Summary

Comply

Completing the tasks required for compliance

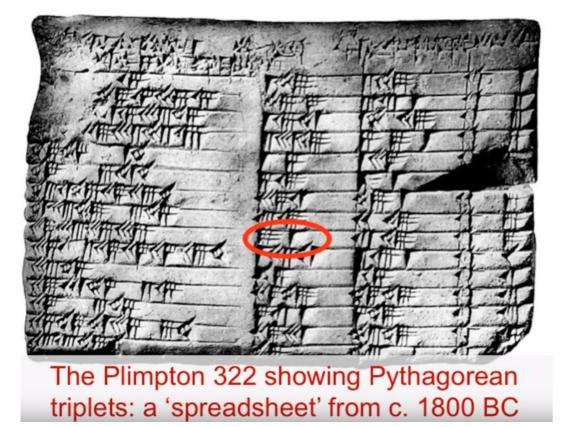
Comply

- Standardization
- **Do what is needed** to achieve/meet/demonstrate the guidance of the regulations/GAAP
- Limited change to existing business processes and/or core technology systems
 minor adaptation where required
- Automation where convenient, not a focus (priority)
- Some to significant manual intervention anticipated to achieve/meet/demonstrate
- Limited integration due to time constraint and desire to minimize complexity

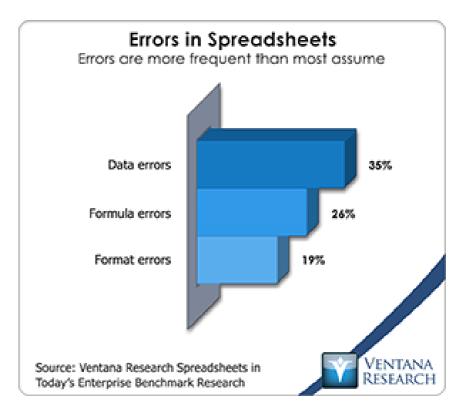
Spreadsheets are the most common compliance tool

Simplicity lends itself to errors

Plimpton 322 Tablet - even the Babylonian's made copy/paste errors



But will that protect your organization today?

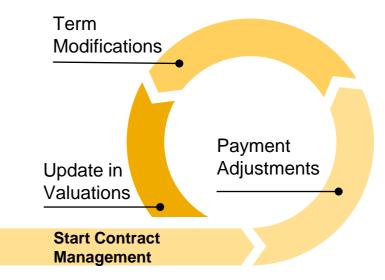


Lease accounting is more than just one time compliance



Compliance (Day 1)

- Calculate valuations for lease
- Create Right of Use Assets and Liabilities
- Post depreciation, interest and repayment of liability
- Generate disclosure reports



Record to Report (Post Adoption)

- Manage lease modifications ensuring reassessments are accurately reflected
- Manage lease renewals and early terminations, eliminating potential for "evergreen" leases
- Manage CPI adjustments
- Support SOX compliance
- Multi-currency valuations
- Reclassification of short-term and long-term liabilities



Agenda

- 1. The new lease accounting standards
- 2. Compliance A great milestone
- **3.** Optimize Leveraging technology to continue compliance
- 4. Transform Supporting on-going success
- 5. Transition options to SAP Contract and Lease Management
- 6. SAP Contract and Lease Management Road map



7. Summary

Optimize

Reducing manual intervention using technology



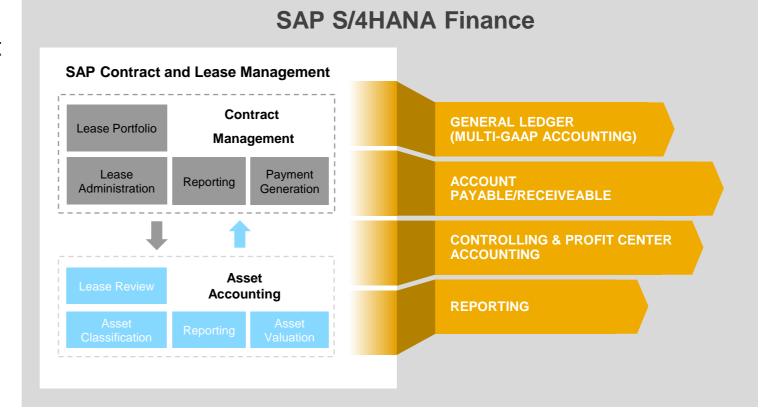
- Optimize
- Review existing processes/technologies and seek to improve using lessons learned from implementation
- Little to some manual intervention a focus on reducing manual workarounds and interventions
- Increased automation with key external systems
- Use of data to **look retrospectively** and improve and optimize processes going forward to include execution, visibility, transparency, controls, and role responsibilities

SAP Contract and Lease Management

Natively Integrated Leasing Solution with SAP S/4HANA Finance

SAP Contract and Lease Management Solution is part of SAP Finance – enabling the transformation of your leasing processes:

- Unified platform for lease administrators and asset accountants
- Standardized leasing processes
- Real-time valuation of finance leases
- Elimination of financial interfaces



Coordination between the Lease Administrator and Asset Account is critical for proper classification and valuation. Sharing a common platform eliminates operational silos between these critical players.

SAP Contract and Lease Management

Leveraging a Proven Solution Used by Customers Globally

Contract Management

- Different lease types for lease in and lease out
- Leasing partners
- Subject of agreement like cost center, property, WBS Elements, equipment, internal Orders, etc...
- Terms and conditions for notice and renewal options (validity)
- Lease payment cash flow with full integration
- Critical dates and reminders
- Document management



- Multi-GAAP enabling (IFRS, US GAAP, HGB)
- Manage right-of-use assets and liabilities
- Customer / Vender accounting
- Post depreciation and repayments
- Lease payments
- Controlling / Profit center accounting

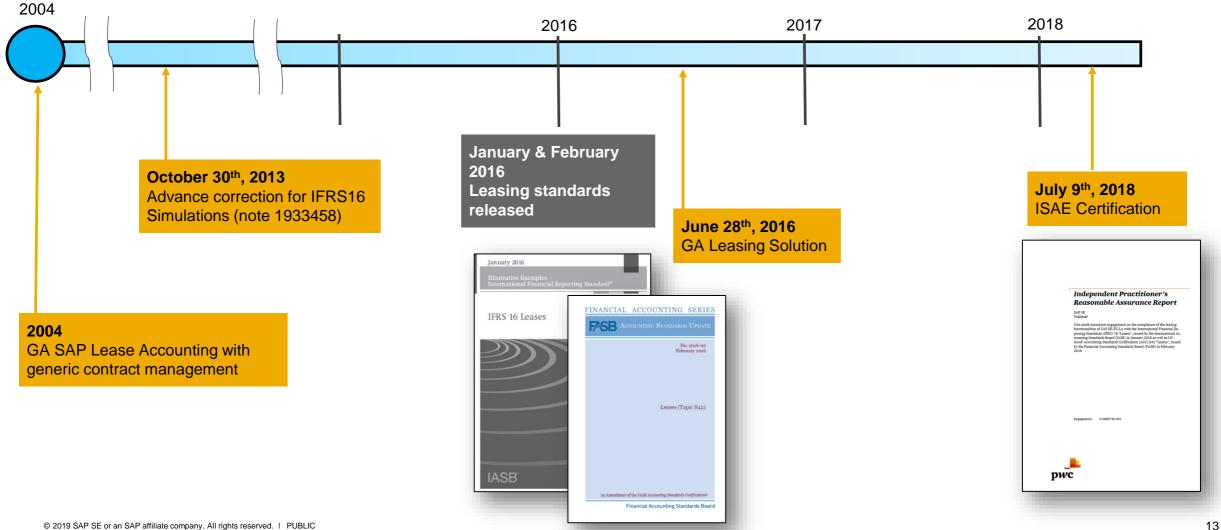
Valuation and Classification

- Classification and valuation rules
- Calculate and report on net present value, depreciation, repayment and interest rate
- Lease Modification, Re-Assessments
- Statistical Valuation for non SAP Company Codes
- Support transition scenarios
- Create / Link to fixed assets

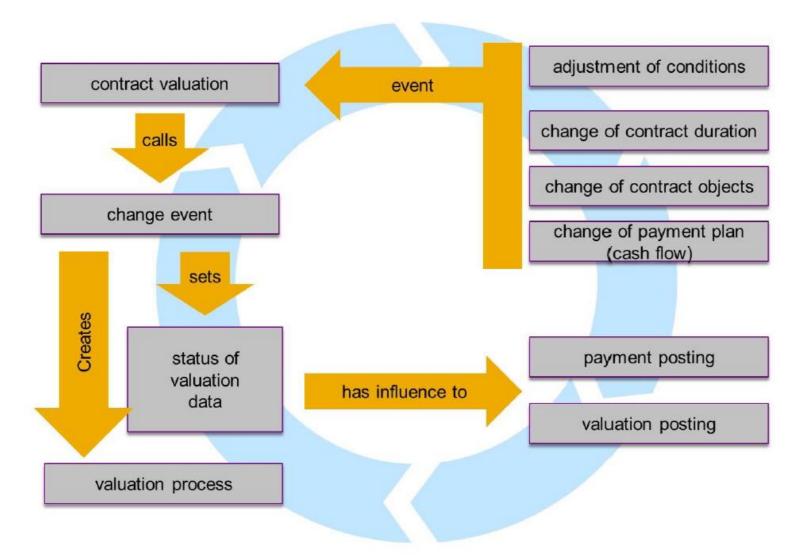
SAP Lease Accounting Timeline

Solution built on a proven platform

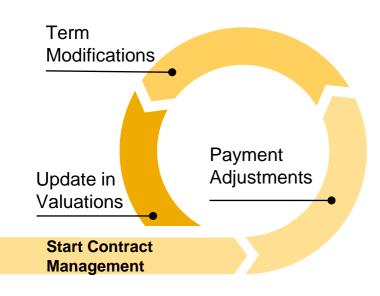
Developed with four Innovation Customers in different regions and with cooperation with global SAP Partners



Change Events Impact Valuation Process



Payment change impact on valuation



Prior to modification

Valuation Rule:* International Financial Reporting Standards (IFRS16) (IFRS16) \sim 31.167,32 Present Value: / EUR 33.000,00 / EUR Contract Value: Depreciation 🖳 Interest \$ Clearing of Assets ValAccountAssignment ¹ Due Date 1 E Assets Crcy Status FTyp Flow Type Name \sim FXA LRE1/300032/0 01.01.2019 31.167,32 EUR 1110 RoU/Present Value (AA) ×. FXA LRE1/300032/0 31.167,32 EUR . 31.167,32 EUR . .

After modification

Valuation Result

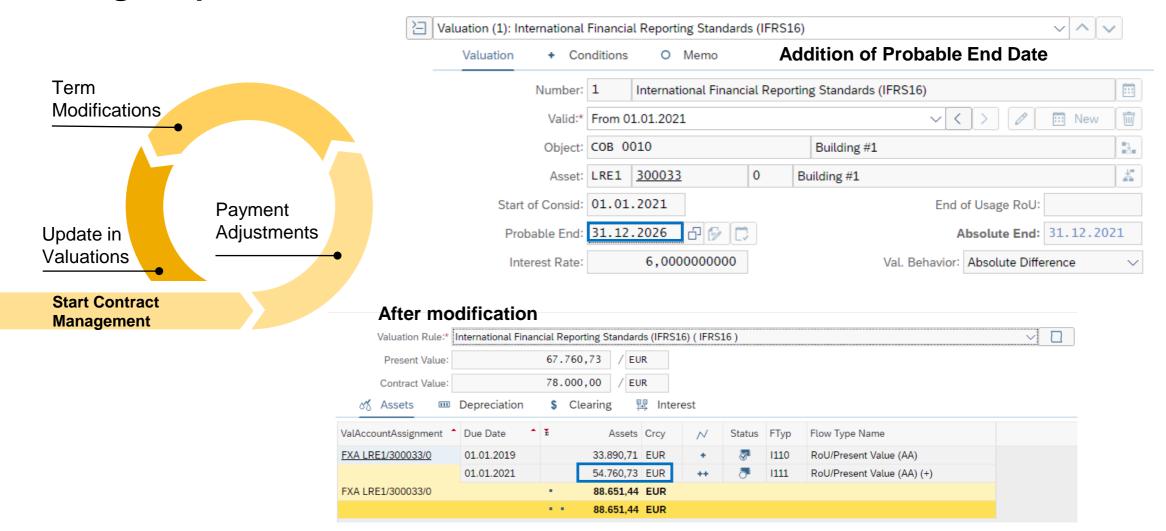
Valuation Result

Valuation Rule:* International Financial Reporting Standards (IFRS16) (IFRS16) 🗸									
Present Value:		21.571	,70 / EU	R					
Contract Value: 22.200,00 / EUR									
or⊗ Assets 🚥	Depreciation	\$ Cle	earing 📱	🖞 Inte	erest				
ValAccountAssignment	Due Date	Ē	Assets	Crcy	\sim	Status	FTyp	Flow Type Name	
FXA LRE1/300032/0	01.01.2019		31.167,32	EUR	+	8	1110	RoU/Present Value (AA)	
	01.01.2020		194,34	EUR	++	7	1111	RoU/Present Value (AA) (+)	
FXA LRE1/300032/0		1.1	31.361,66	EUR					
		$(\cdot, \cdot)_{i \in \mathbb{N}}$	31.361,66	EUR					

Automatic update of all financial calculations and postings

8 <	: 6 SAP						REC Lea	ase In Accounting I	_RE1/10000008	Display: Overviews				Q	* © ?	E
Display Previo	ous Object Create	e Create	e with Tem	plate Edit Oth	er Object	Check	Activate	Update of Object D	isplay Help Serv	ices for Object ∽ Mo	ire 🗸				Ed	dit Exit
	Contract: LRE	F1 /10000/	008													
Conord D				erm Objects			-	lodification Exa Posting Parameters	Conditions	Valuation Parameters	Maluatian	A aliverture and	Desubraissien	Oversiev		
General D	ata with Fast Entry	Partn	iers i	erm Objects	s Dillerir	ng measure		-	Conditions	valuation Parameters	Valuation	Adjustment	Resubmission	Overview		
O	verview:* Valuation C	Cash Flow					 Image: Construction 	0								
a C (4+	* 7 ~ 🖶 🖪	{~) <u>↓</u> ~														
No. 🕈 Val.Rul	ile • Calenc	dar Year 🔺	Period (Contr.Val. • P	Pres.Val.	Σ	Assets	Opening Balance	Depreciation	Closing Balance	Opening Bala	nce = (Clearing =	Interest	Closing Balance	Σ
1 IFRS16	6	2018	1	33.000,00	31.167,32	2	31.167,32				31.167	7,32 11	.000,00		20.167,32	
			12					31.167,32	10.389,11	20.778,21	20.167	· ·		1.210,04	21.377,36	
		2019	1								21.377		000,00		10.377,36	
		2020	12					20.778,21	10.389,10	10.389,11	10.377	_	000.00	622,64	11.000,00	
		2020	1 12					10.389,11	10.389,11	✓	11.000),00 11	000,00		√	
			12				31.167,32	10.000,11	• 31.167,32			• 33	3.000,00 •	1.832,68		
							31.167,32		• • 31.167,32			• • 33	8.000,00 • •	1.832,68		
														,		
				Contract:	LRE1/10000											
			General D		LRE1/10000	0008		රිථ Sapphir	e Change in Price M	odification Exa	Conditions V				stment Resubr	nission C
				ata with Fast En	itry Part	0008 tners Te		රිථ Sapphir	e Change in Price M easurements F	odification Exa Posting Parameters	Conditions V	/aluation Parame			stment Resubm	nission C
			0	vata with Fast En	itry Part	0008 tners Te		රිථ Sapphir	e Change in Price M	odification Exa Posting Parameters	Conditions V				stment Resubm	nission C
			O play (New	ata with Fast En	ntry Part	0008 tners Te	erm Obj	රිථ Sapphir	e Change in Price M easurements F	odification Exa Posting Parameters	Conditions V				stment Resubm	nission C
			O play (New	vata with Fast En verview:* Valuatio vest Level)	ntry Part	0008 tners Te	erm Obj	රිථ Sapphir	e Change in Price M easurements F	odification Exa Posting Parameters	Conditions V				stment Resubm	nission <u>C</u>
		Disp	O play (New	ata with Fast En verview:* Valuatio est Level)	ntry Part	0008 tners Te	erm Obj	රිථ Sapphir	e Change in Price M easurements F	odification Exa Posting Parameters	Conditions V Depreciation		eters Valuatio		stment Resubm Clearing =	
		Disp	O play (New	verview:* Valuatio est Level) Q Q Q C	ntry Part	0008 tners Te	erm Obj	රට Sapphir ects Differing Me	e Change in Price M easurements F	odification Exa Posting Parameters		/aluation Parame	eters Valuatio	on Adjus		
		Disp III No.	O olay (New 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0	verview:* Valuatio est Level) Q Q Q C	n Cash Flow	0008 tners Te	erm Obj 	6∂ Sapphir ects Differing Me • Pres.Val. ≠ 0 31.167,32 ■	e Change in Price M easurements F V III (Assets 31.167,32	odification Exa Posting Parameters		/aluation Parame	eters Valuation ance Openin 	on Adjus g Balance = 31.167,32 20.167,32	Clearing 11.000,00	
		Disp III No.	O olay (New 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0	verview:* Valuatio est Level) Q Q Q C	n Cash Flow	0008 tners Te Period C 1 12 1	erm Obj	6∂ Sapphir ects Differing Me • Pres.Val. ≠ 0 31.167,32 ■	e Change in Price M easurements F V III (Assets	Opening Balance 1 31.167,32	Depreciation 10.389,11	/aluation Paramo Closing Bala 20.77	ance Openin	g Balance 31.167,32 20.167,32 21.571,70	Clearing	• Int
		Disp III No.	O olay (New 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0	verview:* Valuatio est Level) Q Q Q C	try Part on Cash Flow V ∨ ⊕ lendar Year 2019 2020	0008 tners Te Period C 1 12 1 12 1 12	erm Obj 	6∂ Sapphir ects Differing Me • Pres.Val. ≠ 0 31.167,32 ■	e Change in Price M easurements F V III (Assets 31.167,32	Opening Balance	Depreciation	/aluation Paramo Closing Bala	ance Openin 18,21	g Balance 31.167,32 20.167,32 21.571,70 10.471,70	Clearing 11.000,00 11.100,00	■ Inte
		Disp III No.	O olay (New 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0	verview:* Valuatio est Level) Q Q Q C	try Part on Cash Flow	0008 tners Te Period C 1 12 1 12 1 12 1 12	erm Obj 	6∂ Sapphir ects Differing Me • Pres.Val. ≠ 0 31.167,32 ■	e Change in Price M easurements F V III (Assets 31.167,32	Opening Balance 31.167,32	Depreciation 10.389,11 10.486,28	/aluation Paramo Closing Bala 20.77 10.48	ance Openin 18,21	g Balance 31.167,32 20.167,32 21.571,70	Clearing 11.000,00	• Int
		Disp III No.	O olay (New 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0 2 0	verview:* Valuatio est Level) Q Q Q C	try Part on Cash Flow V ∨ ⊕ lendar Year 2019 2020	0008 tners Te Period C 1 12 1 12 1 12	erm Obj 	6∂ Sapphir ects Differing Me • Pres.Val. ≠ 0 31.167,32 ■	e Change in Price M easurements F V III (Assets 31.167,32	Opening Balance 1 31.167,32	Depreciation 10.389,11	/aluation Paramo Closing Bala 20.77	ance Openin 18,21	g Balance 31.167,32 20.167,32 21.571,70 10.471,70	Clearing 11.000,00 11.100,00 11.100,00 1	• Intr <u>1.21</u> 62

Term change impact on valuation



Automatic update of all financial calculations and postings

8 <	â <mark>5</mark>	AP		61. 		REC Lea	ase In Accounting L	RE1/10000009	Display: Overviews			Q	# © ? =	=
Display Previous	Object	Create Creat	e with Template	Edit Other Objec	ct Check	Update of Ob	ject Display Help	Services for Obje	ct∨ More∨				Edit	Exit
	Quest		000		() Completing	Ohan da ia Tama N	- differentierer Fran							
		act: LRE1/10000		L		Change in Term N							"	
General Data	a with Fa	st Entry Part	ners Term (Objects D	iffering Mea	surements	Posting Parameters	Conditions	Valuation Parameters	Valuation Ad	ustment Resubn	nission Overviews	5	
Over	view:* Va	luation Cash Flow				\sim	0							
a a a+	$\nabla \lor$		·											
o. [•] Val.Rule	• •	Calendar Year	Period Contr.Val.	 Pres.Val. 	• E	Assets	Opening Balance 🕏	Depreciation	Closing Balance	Opening Balance	Clearing	nterest	Closing Balance 2	
IFRS16		2019	1 36.00	00,00 33.8	90,71	<u>33.890,71</u>				33.890,71	<u>11.000,00</u>		22.890,71	
			12				33.890,71	11.296,90	22.593,81	22.890,71		<u>1.373,44</u>	24.264,15	
		2020	1							24.264,15	12.000,00		12.264,15	
			12				22.593,81	11.296,91	11.296,90	12.264,15		735,85	13.000,00	
		2021	1							13.000,00	13.000,00		\checkmark	
			12				11.296,90	11.296,90	✓					
					1.1	33.890,71		33.890,71			• 36.000,00			
						33.890,71		33.890,71			• • 36.000,00	• • 2.109,29		•
		Overview:*	Valuation Cash Flow	1			~ 🖪 📿	2						
	Dian													
		lay (Newest Leve	·		_									
		ଝ ା ସ												
	No.	Val.Rule	Calendar Year	 Period Con 	tr.Val.	Pres.Val.	Assets	Opening Balance	Depreciation	Closing Balance	Opening Balance	E Clearing	≖ Interest	Closing
	1	IFRS16	2019	1	36.000,00	33.890,71	<u>33.890,71</u>				33.890,71	<u>11.000,00</u>		2
				12				33.890,71	11.296,90	22.593,81	22.890,71		<u>1.373,44</u>	1
			2020	1							24.264,15	12.000,00		ن
				12				22.593,81	11.296,91	11.296,90	12.264,15		735,85	1
			2021	1	78.000,00	67.760,73	54.760,73		_		67.760,73	13.000,00		1
				12				66.057,63	11.009,61	55.048,02	54.760,73		3.285,64	:
											58.046,37	13.000,00		
			2022	1										
				1 12				55.048,02	? 11.009,60	44.038,42	45.046,37		2.702,78	
			2022 2023	12 1						44.038,42	47.749,15	13.000,00		
			2023	12 1 12				55.048,02 44.038,42		44.038,42 33.028,82	47.749,15 34.749,15		2.702,78 2.084,95	
				12 1 12 1					2 11.009,60		47.749,15 34.749,15 36.834,10	13.000,00 13.000,00	2.084,95	•
			2023	12 1 12					2 11.009,60		47.749,15 34.749,15			4 3 2 2 1

Disclosure Slide

IFRS16

6

	8	<	俞	SAP
--	---	---	---	-----

2.650,00

.

5.250,00 • •

.

18.036.569,20 .

••• 5.250,00 ••• 20.221.544,24 ••• 812.140,91 •••

20.221.544,24 • 812.140,91 • *

775.266,62 .

Overview of Liabilities Grading

D12 (-105uie														
			More ~												
				∎ ⊑ Q Q ⁺ (<u>↓</u> ~ [曝] ~									
			Valuation	R Name of Val	luation Rule		СТур	Contr.type text	G/L acct	Name	в 01.01.2019 - 31.12.201	9 Crcy	E 01.01.2020 - 31.12.20	23 🗉 01.01.2024 -	
			FASB842	FL FASB842 - F	inance Lease		YLV2	Lease In	167000	Lease Liability	1.716.858,0	0 EUR	6.867.432,	55.498.740,00	
			FASB842	OL FASB842 - 0	Operating Lease		LRE2	Lease In Accounting	167000	Lease Liability	228.519,0	0 EUR	557.544,	00 255.600,00	
							YLV2	Lease In	167000	Lease Liability	60.000,0	0 EUR	240.000,	00 120.000,00	
			IFRS16	Internationa	l Financial Reporting Sta	ndards (IFRS16)	LRE1	Lease In Accounting (Simple)	167000	Lease Liability	6.600,0	0 EUR	7.200,	00	
							LRE2	Lease In Accounting	167000	Lease Liability	267.519,0		725.544,		
							YLV2	Lease In	167000	Lease Liability	9.764.104,4		12.103.931,		
											• 12.043.600,4	4 EUR	• 20.501.651,	64 56.800.251,12	
8	< 🗟 SAP					Cash Flow Data	for Valua	ition				Q 8	* C 0 E		
More \checkmark	22												Exit		
Q Q	☆ 7~ 🗗 2~ 🛓	~													
Calendar	Year • Period Valuation R	Valuated Contract	↑ No.	Einearization	Dpening Balance	Depreciation	1	Closing Balance ² Ope	ening Balance	e E Set	tlement ² Inter	est ¤	Closing Balance		
2	2019 6 FASB842 OL	REC LRE1/10000006	1		58.448,86	2.991,99		55.456,87	58.448,86	5 3	.162,00 170	,01	55.456,87		
		REC LRE1/10000008	1	1.000,00	420.067,96	12.804,66		407.263,30	316.734,61		.000,00 1.528	<u> </u>	307.263,28		
		REC LRE1/1007	3		358.930,17	4.115,17		354.815,00	358.930,17		.000,00 884		354.815,00		
	FASB842 OL			• 1.600,00			•		1.199.242,30	100		,18	1.178.871,48		
	IFRS16	REC LRE1/10000003	7	100,00	63.795,25	619,38		63.175,87	65.511,09		750,00 215		64.976,96		
			9	100,00	63.795,25 76.554,24	619,38 743,24		63.175,87 75.811,00	65.511,09 78.613,26		750,00 215 900,00 259		64.976,96 77.972,30		
			10	100,00	76.554,24	743,24		75.811,00	78.613,26		900,00 259	<u> </u>	77.972,30		
			11	100,00	80.807,30	784,54		80.022,76	82.980,71		950,00 273		82.304,15		
			12	100,00	91.439,86	887,77		90.552,09	93.899,25		.075,00 309		93.133,66		
		REC LRE1/10000004	1	50,00	10.770,93	566,90		10.204,03	10.903,63	3	600,00 51	,52	10.355,15		
		REC LRE1/10000006	2		56.856,31	2.992,44		53.863,87	58.448,86	5 3	.162,00 170	,01	55.456,87		
		REC LRE1/10000008	2	1.000,00	416.251,72	13.427,47		402.824,25	316.734,61	11	.000,00 1.528	,67	307.263,28		
		REC LRE1/10000010	1		99.880,12	1.816,01		98.064,11	100.687,83	3 2	.000,00 328	,96	99.016,79		
		REC LRE1/10000011	1		74.910,11	1.362,00		73.548,11	75.515,90	1	.500,00 246	,72	74.262,62		
		REC LRE1/1007	1		346.655,17	4.388,04		342.267,13	358.930,17		.000,00 884	,83	354.815,00		
		REC LRE1/12	1		13.168.859,99	693.097,90		12.475.762,09 1	13.807.495,27		.680,17 43.529		13.102.344,48		
		REC LRE1/168	1	1.000,00	882.399,39	13.170,14		869.229,25	942.100,14		.500,00 4.628		930.228,14		
		REC LRE1/169	1		2.527.039,32	40.048,17		2.486.991,15	2.542.429,51	43	.495,20 6.247	,34	2.505.181,65		

17.261.302,58 •

19.409.403,33 • •

19.409.403,33

18.678.374,58

20.819.717,02

20.819.717,02

837.262,37

878.249,37 •

878.249,37 • • •

59.148,10 •

67.892,28 •

67.892,28 • • •

17.900.260,31

20.009.359,93

20.009.359,93



Agenda

- 1. The new lease accounting standards
- 2. Compliance A great milestone
- 3. Optimize Leveraging technology to continue compliance

4. Transform – Supporting on-going success

- 5. Transition options to SAP Contract and Lease Management
- 6. SAP Contract and Lease Management Road map



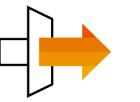
7. Summary

Transform

Strategic focus on optimizing leasing processes

Transform

- Prioritize organizational needs capabilities matrix/maturity profile/strategic focus
- Greater use of standardized processes aligned to desired performance
- Understand and actively utilize "Compliance Lens" through repeatable use of dashboards and analytics to improve insights and drive actions
- Maximum/Optimal integration among systems and processes
- **Continuous management** and improvement of data quality and management as an enterprise asset
- Continuous close and constant insight into compliance

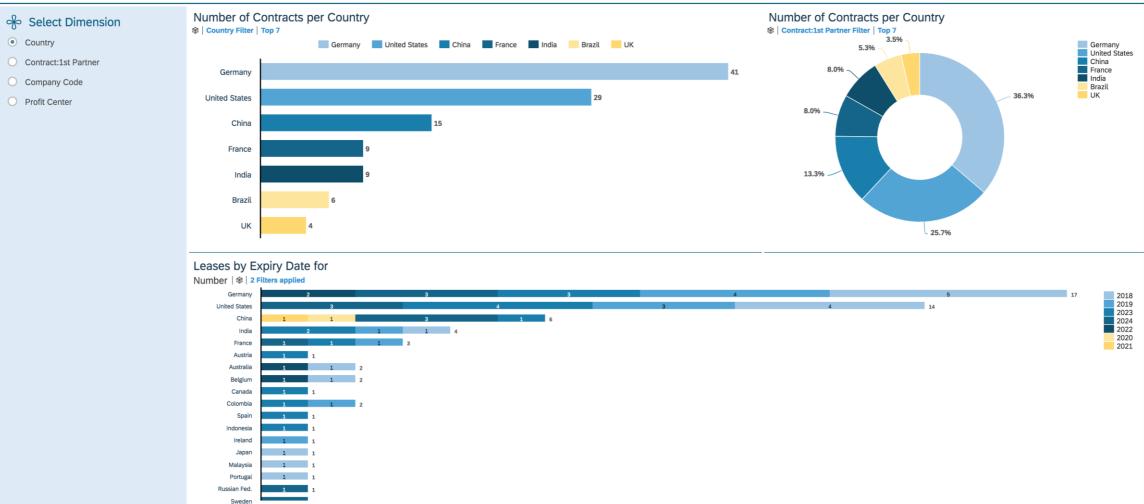


Portfolio Overview

Overview Country View Critical Dates

iew Critical Dates Valuation

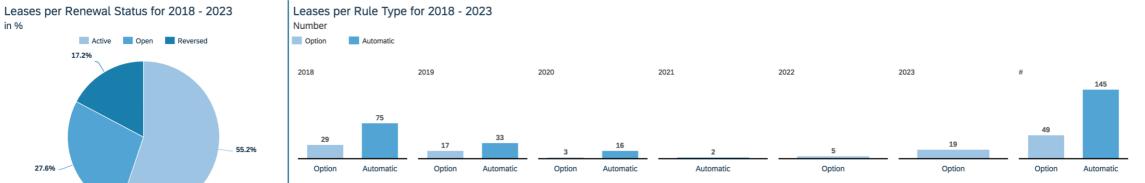


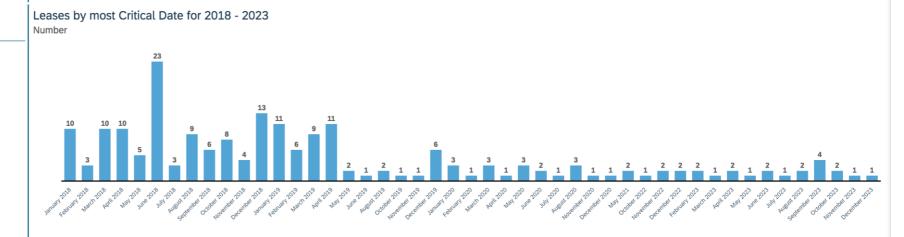


Critical Dates Management

in %

Overview Country View Critical Dates Valuation Contract & Lease Management - Critical Dates Timefilter for Notification Date 2018 2019 2020 2021 2022 2023 2024 2025 ✓ 2018 ∨ to 2023 ∨



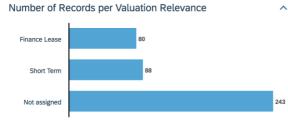


2026

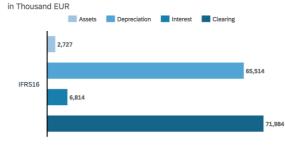
Analysis of Lease Valuations

Overview Country View Critical Dates Valuation

Contract & Lease Management - Valuation



Contract Portfolio by Cash Flow Type





Brazil

Hummer

2,522.72

Germany

China

^	Valuation - Cash I	Flow Overview										
	in EUR @ Hidden	5 sorts applied										
												e 1
								MEASURES	Assets	Depreciation	Interest	Clearing
	FISCAL YEAR / PERIOD	COMPANY CODE	CONTRACT	COUNTRY (DI	COUNTRY (SH	CONTRAC	CONTRA	END OF TERM				
	October 2018	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.31	53,095.84	274,763.27
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	51,089.68	435,304.38
			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.84	24,204.91	267,400.74
			REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	63,585.15	329,043.93
243	November 2018	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.30	52,541.67	274,763.27
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.44	50,129.15	435,304.38
			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.85	23,596.93	267,400.74
			REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	62,921.50	329,043.93
	December 2018	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.31	51,986.12	274,763.27
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	49,166.21	435,304.38
			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.84	22,987.42	267,400.74
			REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	62,256.20	329,043.93
	January 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.31	51,429.18	274,763.27
			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999	2,727,280.00	40,048.17	6,709.46	43,495.20
				CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	48,200.86	435,304.38
65,514			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.85	22,376.38	267,400.74
			REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	61,589.23	329,043.93
	February 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.30	50,870.84	274,763.27
			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999		40,048.16	6,617.50	43,495.20
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.44	47,233.10	435,304.38
71.984			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.84	21,763.82	267,400.74
12,004	March 2010		REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	60,920.59	329,043.93
	March 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.31	50,311.11	274,763.27
			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999		40,048.17	6,525.30	43,495.20
				CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	46,262.93	435,304.38
			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.85	21,149.73	267,400.74
	4	10541054	REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	60,250.28	329,043.93
	April 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.30	49,749.98	274,763.27
			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999		40,048.17	6,432.88	43,495.20
20,000.00				CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	45,290.32	435,304.38
			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.84	20,534.10	267,400.74
	11	-	REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	59,578.30	329,043.93
	May 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.31	49,187.45	274,763.27
15,000.00			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999		40,048.16	6,340.22	43,495.20
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.44	44,315.29	
				DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.85	19,916.93	267,400.74
10.000.00	1	-	REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	58,904.64	329,043.93
10,000.00	June 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.31	48,623.51	274,763.27
			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999		40,048.17	6,247.34	43,495.20
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	43,337.82	435,304.38
5,000.00			REC_LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.84	19,298.23	267,400.74
			REC LRE1/25	BR	Brazil	Henderson	26.12.2010	31.12.9999		293,295.59	58,229.29	329,043.93
	July 2019	LRE1 LRE1	REC LRE1/138	DE	Germany	ABC Real E	01.01.1995	31.12.9999		242,288.30	48,058.16	274,763.27
			REC LRE1/169	DE	Germany	Hummer	26.12.2010	31.12.9999		40,048.17	6,154.22	43,495.20
			REC LRE1/17	CN	China	Miller Real	30.12.2007	31.12.9999		405,264.45	42,357.90	435,304.38
			REC LRE1/23	DE	Germany	Grundstück	26.12.2010	31.12.9999		252,621.85	57 552 25	267,400.74
	1		DEPTIDEN/95	20	WESTI	Handerson	0610-0010	21 10 0000		202 206 20	E7 EE7 9E	200 012 03



Agenda

- 1. The new lease accounting standards
- 2. Compliance A great milestone
- 3. Optimize Leveraging technology to continue compliance
- 4. Transform Supporting on-going success

5. Transition options to SAP Contract and Lease Management

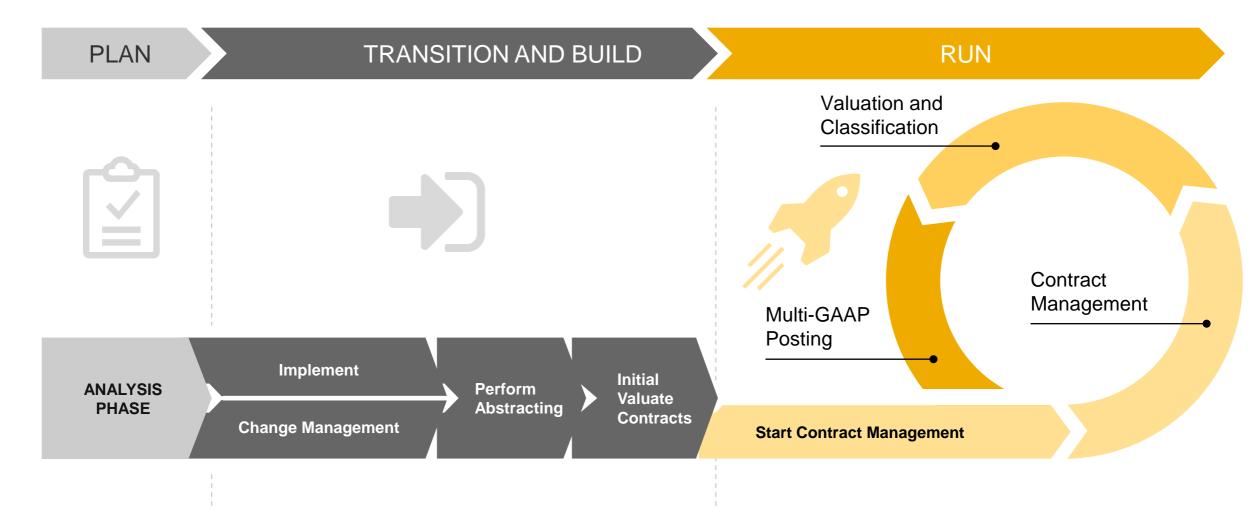
6. SAP Contract and Lease Management Road map



7. Summary

SAP Contract and Lease Management

Get ready for the new Standards



Special Transition Cases

For special transition cases – Please refer to OSS Note 2544232. Within this note, the following scenarios are defined:

- Transferring Financial Leases that Existed Prior to Date of Application
- Retrospective Approach with Transfer of External Values
- Retrospective Approach Fully within SAP Real Estate Management
- Start of Date of Actual Application with Actual RoU Specification
- Implementation of RE-FX following first application of IFRS 16/US-GAAP 842
- Proforma Restatement

Implementation of RE-FX following first application of IFRS 16/US-GAAP 842

Background

Use the asset transfer transaction to move the previous assets to a new Right of Use asset. Make sure that the new assets have the correct depreciation key (**SAP Note 2297363**).

System Set Up

On the contract, do <u>not</u> use the "First Posting" function. Set the relevant date of application as the start of valuation.

Number	1	International Financial Reporting Standards										
Object	CTR	0001/LE	ASING-	CA	L	Leasing						
Asset	LEAS	100460		đ	Lea	sing				1		
Start of Consid	01/0	1/2019	1st Pos	stg			End of U	sage RoU				
Probable End			_				Absolute	End	12/31/2	019		
Interest Rate		8.00000	00000]		Val. Beh	avior	3 New St	art	~		
Frequency Term		3) <s< td=""><td>tandar</td><td>d></td><td></td><td></td><td></td><td></td><td></td></s<>	tandar	d>							
Acct Assignment												
Memo												

Implementation of RE-FX following first application of IFRS 16/US-GAAP 842

System Set Up

For the contract, maintain a new "Net Worth Val. Spec. Leg. Data" condition (see SAP Note 2536673) with the net book value of the old right of use asset.

		\$ 🛃 [] 💺 🛃	🖌 🊱 🗟	Display	🐺 Simulate	e 🚹	14 Ι Σ	4 ^Σ /Σ 4	📲 🖬 👔]											
	B De	ot TRol [®] P	es Purp.		Name Cor	ndition Type	Calculatio	n Object	Calc	ulation Obj.	Name C	ClcFrmName	ι	Jnit Price	Valid From	Valid to	Σ	Per Day	Σ Tax p	er Day	Σ Per Mor	ith Σ Tax
		► < (🔵 Statistica	l, One-Time	Asset Def	fault Value	CTR 000	1/LEASING	G-CA Lea	sing	Fi	ixed Amount	500,000.	.000000	01/01/2017		500,	000.00	95,0	00.00	500,000.0	0 95,
																	• 500,0	00.00	• 95,00	00.00	= 500,000.0	0 = 95,0
		$\langle \rangle$																				<
3	1 Asse	et Default	Value - 000	1/LEASING-C	A - 01/01	/2017			× /													
	Cor	ndition	Terms	+ Calcula	ition +	+ Distribut	ion +	Valuation	ı O	Memo												
	B 1	Name of T	erm		N	o. Valid From	n Valid To	Consider	Cond. Va	al. Property		Cond. Consi	ideration I	B. Status	Cond. Rule	Per	c.Share	Abs.Shar	re Note	Note O	bject ID	F
	I	internatior	nal Financial I	Reporting Sta	andards 1			~	Net Wor	th Value Sp	ecified	🚽 Full Conside	ration 👝 I	Maintenar	nce Incomple	te 👝 100	.0000	0.00)	C	TR 0001/LEA	5ING-CA

Manually assign the new Right of Use asset from step 1 to the valuation rule. Manually write off the old leasing liability (for example, against asset clearing).

SAP Contract and Lease Management

How to get started

Information Materials

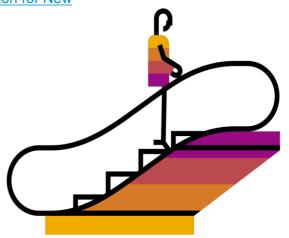
- <u>SAP.com</u>
- Overview note 2255555
- SAP help
- Partner JAM page

Training Materials

- SAP Training RE050
 - Classroom
 - Virtual Training
- SAP Press: Leasing with SAP RE-FX
- SAP Demo Cloud
 - Demo 15341 SAP S/4HANA Cloud REFX Equipment Leasing IFRS16
 - Demo 13721 S/4HANA: Lease Valuation for New Accounting Standards

Implementation Support

- Delivered example customizing:
 - 2403881 BC set delivery customizing
- Consulting notes:
 - 2580277 Account determination
 - 2544232 Handling transition scenarios
 - 2568784 Integration with FI-AA
 - 2555105 Explanation of calculations
 - 2662137 Frequently Asked Questions





Agenda

- 1. The new lease accounting standards
- 2. Compliance A great milestone
- 3. Optimize Leveraging technology to continue compliance
- 4. Transform Supporting on-going success
- 5. Transition options to SAP Contract and Lease Management

6. SAP Contract and Lease Management Road map

7. Summary

SAP Contract and Lease Management

Road map overview – in Detail

This is the current state of planning and may be changed by SAP at any time without notice.

2H 2018 - Planned innovations	1H 2019 - Planned innovations	2H 2019 - Planned innovations	2020 – Product vision
Valuation	Valuation	Valuation	Valuation
 Improvements in handling multiple foreign currencies within a single contract Note 2704567 Improvements in handling lease impairments Note 2685799 Reclassification for foreign currencies and short/long term liabilities as automated postings 	 Lease Questionnaire Mass cancelation for valuation process (status flag) Evaluation of new Standard Comment Letters and customer feedback 	 Support of valuation scenarios that exclude depreciation Evaluation of new Standard Comment Letters and customer feedback 	 Improvements in handling subleases (Handling of Head Lease adjustments) Functional improvements when including non-deductible taxes Evaluation of new Standard Comment Letters and customer feedback
Note 2660070 & 2727558 Reporting	Reporting	Reporting	Reporting
 Balance report with periods Note 2617307 	 Weighted average interest rate and term report 	 Reconciliation report for clearing accounts 	 Summary Reporting Cockpit
	 Predefined leasing content for SAP BW4 and SAC 	 Additional functionalities for foreign currency valuation 	
User Experience	User Experience	User Experience	User Experience
 Visual harmonization for classical transactions 	 Create and maintain functionality within the Contract Management 	 Support of custom fields in the Contract Management App 	 Additional apps/enhancements for contract management and lease
	Арр	 Further improvements on the Lease Valuation App 	valuation
© 2019 SAP SE or an SAP affiliate company. All rights reserved. PUBLIC			



Agenda

- 1. The new lease accounting standards
- 2. Compliance A great milestone
- 3. Optimize Leveraging technology to continue compliance
- 4. Transform Supporting on-going success
- 5. Transition options to SAP Contract and Lease Management
- 6. SAP Contract and Lease Management Road map



7. Summary

SAP Contract and Lease Management

Enabling the transformation of lease accounting

Comply



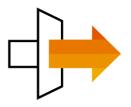
- ASC842/IFRS16 Compliance
- Built-In Basic Disclosures Sync'd with FASB
- Basic Support of PTP
- Integrated with ECC and S/4
- Integrated to ECC to provide strong audit trail to support ICFR
- SOX Compliance

opu	N
$\overline{\mathbf{A}}$	7

Ontimiza

- Automated Lease Processing
- Simplified Lease Modifications
- Ability to update and do Lease Buy Decisions
- Multi-jurisdictional capability to improve filings
- Ability to Balance Views Across Real Estate and Movables
- Integration to Sourcing Networks

Transform



- Integrated to SAP S/4
- Advanced Analytics via SAP Analytics Cloud
- Dashboards to Provide Real-time Insights for proactive management
- Allows for real-time What If analysis for Lease/Buy Decisions
- Integration With Treasury to Manage Capital Structure

Finance topics on YouTube and on the Virtual Finance Summit platform

Virtual Finance Summit (external)

<u>Superior Steering with Intelligent Accounting and Financial Close</u> (Virtual Summit Christoph Ernst 13 min)

Automating Closing and Consolidation (Virtual Summit Elizabeth Milne 14 min)

Start your Finance Transformation with Central Finance (Virtual Summit David Ormerod 15 min)

Machine Learning in Finance (Virtual Summit Sebastian Schroetel 17 min)

Predictive Accounting (Virtual Summit Michel Haesendonckx 10 min)

Margin Analysis (Virtual Summit Michel Haesendonckx 19 min)

... and far more (customer testimonials, panels, whitepapers,...)

Videos SAP Finance playlist on YouTube: https://www.youtube.com/playlist?list=PL3ZRUb1AKkpTQscw2i-DjiEv0C-PTQINd

SAP Offering for Record-to-Report and FP&A in SAP S/4HANA Why move to SAP S/4HANA for Accounting and FP&A: An extensive process view

Finance 1809 Overview: https://youtu.be/CzPhDejuft8

Margin Analysis: https://youtu.be/TfbthMsYcrc

Predictive Accounting: https://youtu.be/yH-HJWeDyXA

Embedded Analytics: https://youtu.be/wpakxWVEQv8

Accruals Management: https://youtu.be/wEru-hqfj1w

Goods and Invoice Receipt Reconciliation: https://youtu.be/jJXqWF1wJkw

Group Reporting: https://youtu.be/mwn3O1rxd0l

Tax Service: https://youtu.be/EEhIAJfQjXM

Treasury: https://www.youtube.com/watch?v=cGQuSpdaBS8

Thank you.

Contact information:

Thomas Anderson Director Real Estate Management 3410 Hillview Avenue, Palo Alto CA 94304

Tom.Anderson@SAP.com T: +1.650.461.1683 M: +1.801.425.6570

