salling group



Agenda

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SAP Operations

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Process

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On-Prem monitoring

Procedures

SAP Projects

S/4 Journey

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CALM

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Operations

Co-innovation



Salling Group - Intro



Herman Salling founded Salling Group in 1960, building on the legacy of his father Ferdinand Salling



Netto operates internationally with more than 1200 discount stores in three markets

sa<u>ll</u>ing group



Salling Group - Financials

5-YEAR SUMMARY

Financial highlights for the Group

2017-2021

DKK million	2017	2018	2019	2020	2021
Total revenue	58,689	55,851	56,689	60,855	66,202
Operating profit before depreciation, amortisation and impairment losses before special items (EBITDA before special items)	3,006	3,158	4,105	4,702	4,992
Operating profit (EBIT)	2,472	2,072	2,272	2,818	2,952
Net financial items	-248	-248	-557	-479	-466
Profit for the year from continuing operations		1,413	1,322	1,852	1,942
Profit/loss for the year from discontinued operations net of tax		-46	969		
Total profit for the year	1,698	1,367	2,291	1,852	1,942
Net cash flows from operating activities	4,691	3,786	2,759	4,285	3,719
Total assets	30,476	30,871	35,550	37,533	40,719
Total equity	2,952	3,981	6,190	7,610	9,401
Net debt/EBITDA	2.6	1.8	2.2	1.5	1.8
Operating margin	4.2%	3.7%	4.0%	4.6%	4.5%
Return on equity	35.1%	39.4%	45.0%	28.6%	22.8%

Notes Solling Group introduces reporting according in IRS 16 (regarding learnal from 2019 conward. Previous year figures have not been restried. Not Debt/ERITE to excluded including learn learn beliefs been rough of mere

62,000

Total revenue & operating

Total revenue & operating margin, 2017 - 2021

margin, 2017 - 2021

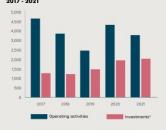
profit in 2021.



Cash flows from operations and investments, 2017 - 2021

Salling Group has achieved highest ever sales and underlying operating Cash flows from operations remained strong in 2021 with investment levels also reaching a higher level.

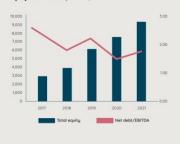
Cash flows from operations and investments,



Equity and net debt/EBITDA, 2017 - 2021

Since 2017 the equity level has increased, reaching DKK 9.4 billion in 2021. Net Debt/EBITDA remained close to 2020 level despite record

Equity and net debt/EBITDA, 2017 - 2021





SAP operations ambition

Salling Group Strategy

salling group 2025 strategy

Grow to Win



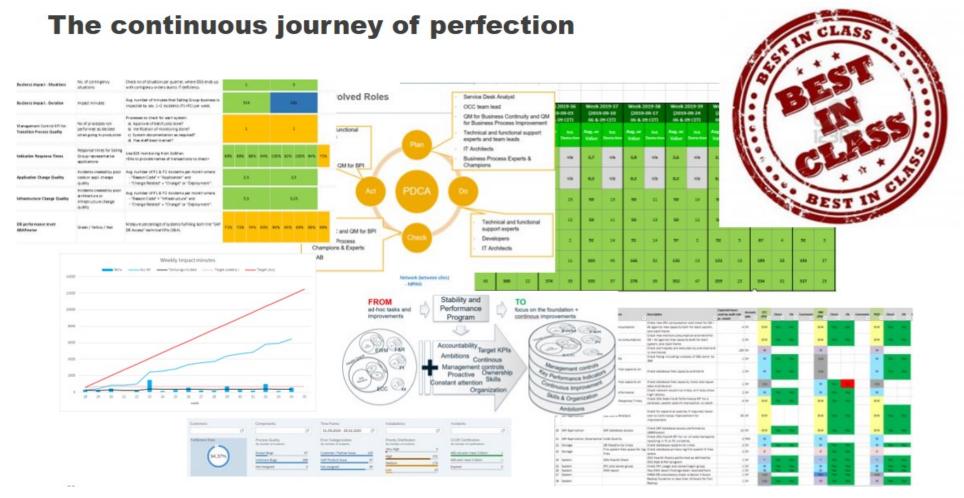
for our customers, our colleagues, and in the societies we are part of

IT Rollout

- Scaleable IT Foundation
- Site readiness 4 month's
- Retail process cost savings from start
- o 1 System 1 Truth

SAP operations ambition

Best in class

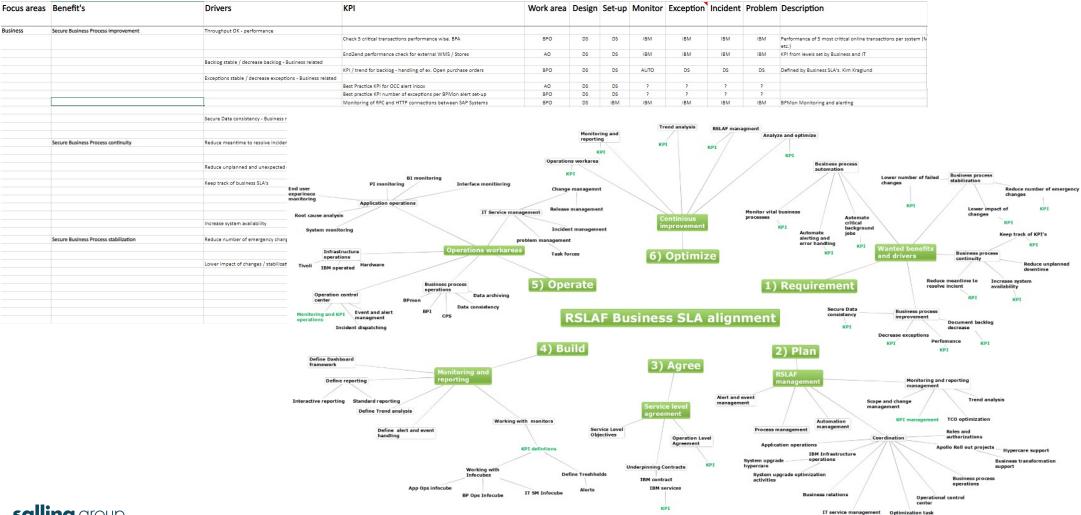




SAP Operations – Setting the scene

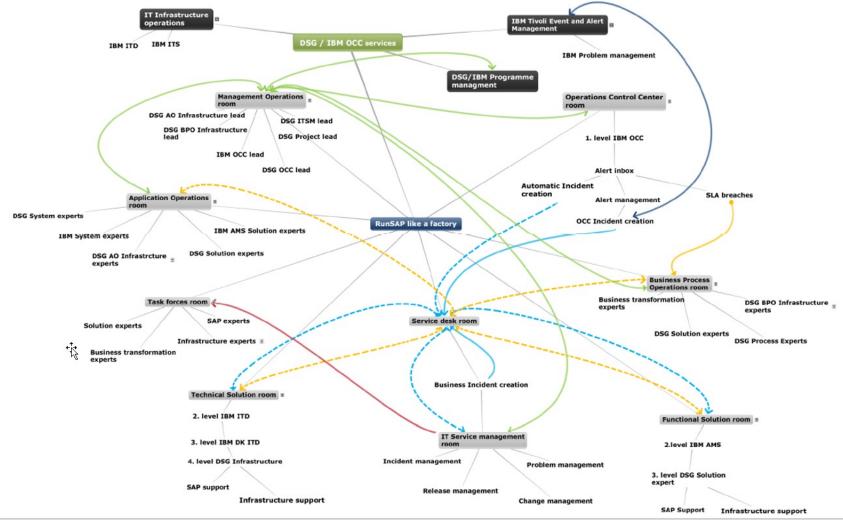
Project focus – Solution delivery		Operations focus – Stability and performance		
Project Initiation	Steering group	Business process operations	Service provider agreement	
Scrum	Test management	System landscape mgnt.	KPI management	
POC	Change management	Release management	Application operations	
Solution development	Scenario testing	IT Infrastructure operations	SLA's SLO's	
Sprint planning	Release management	User access management	ScrumBan	
Jira	Stage boundary	IT Infrastructure operations	OCC Monitoring	
Product delivery	P2P	P20	Management controls	
Business SLA's	Project portfolio	Solution docs	Data volumen management	
Project management	End-user Training	Incident management	CI Impact minutes	
Business support	Solution docs	Security	Stability and performance	
Agile development	Demand management	Maintenance management	Upgrade management	
User stories / Epics	Hypercare	Authorizations	RPA Automation	
Business support	Innovations	Service desk	Project management	
salling group			7	

SAP operations – Setting the scene





SAP Operations - process



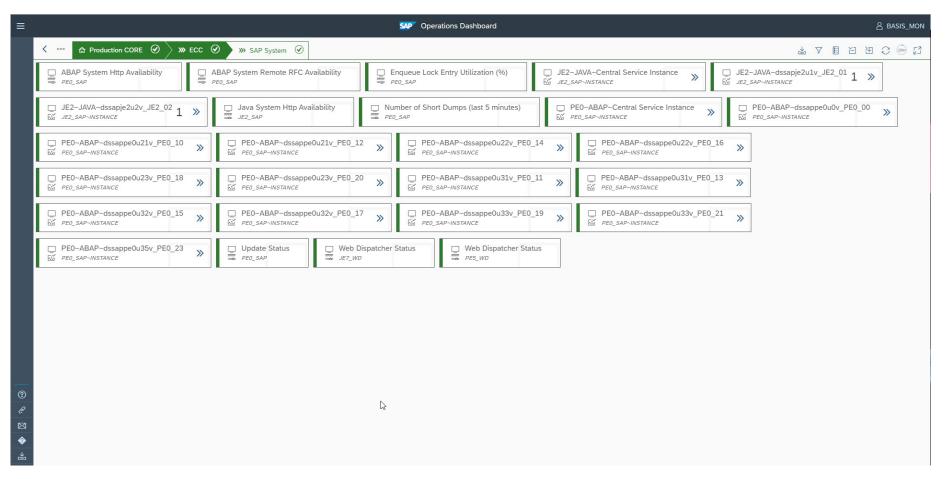


Salling group – DNA



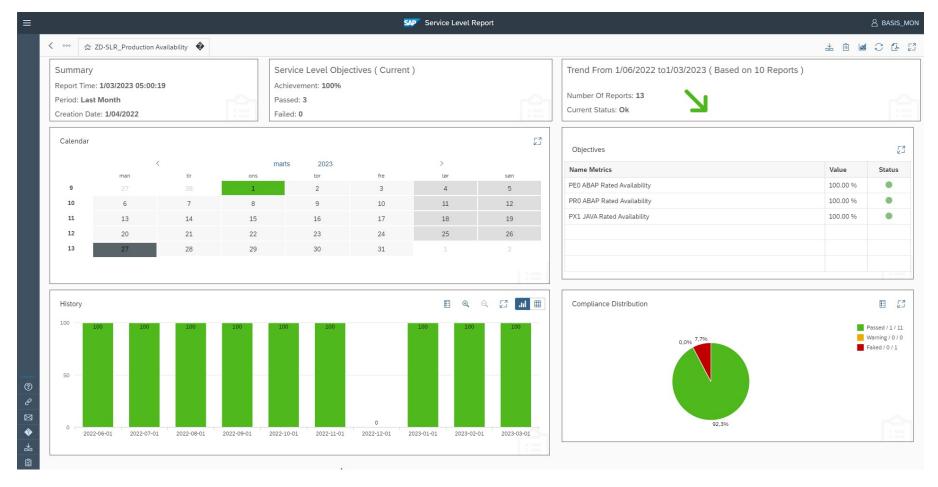
Salling Group mindset must be incorporated into the Service providers mindset

SAP Infrastructure On prem monitoring OCC monitoring



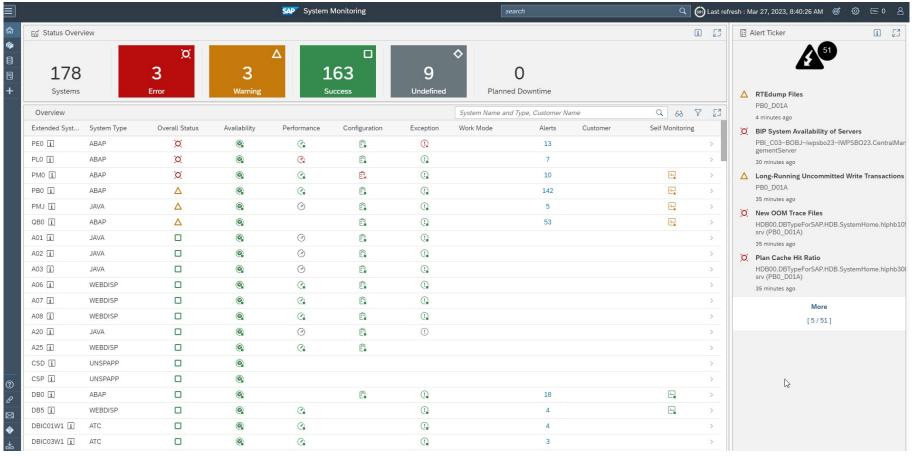


SAP Infrastructure On prem monitoring SLA monitoring





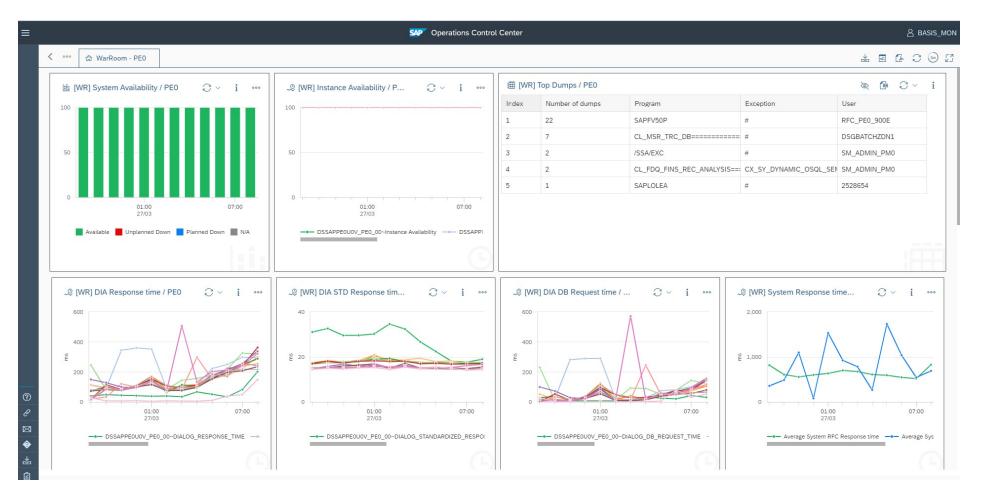
SAP Infrastructure On prem monitoring System monitoring



We also monitor BO / BODS and SAP Service window related Windows servers



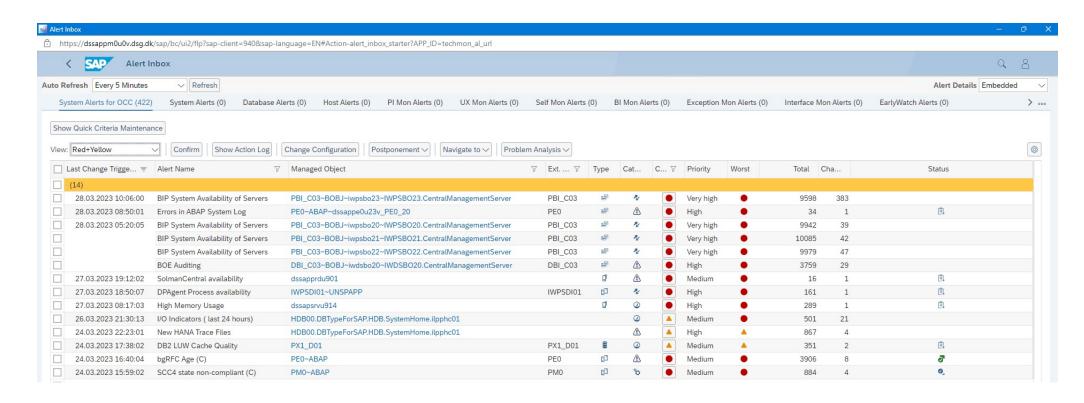
SAP Infrastructure On prem monitoring War room monitoring





SAP Infrastructure On prem monitoring

Alert inbox – the foundation

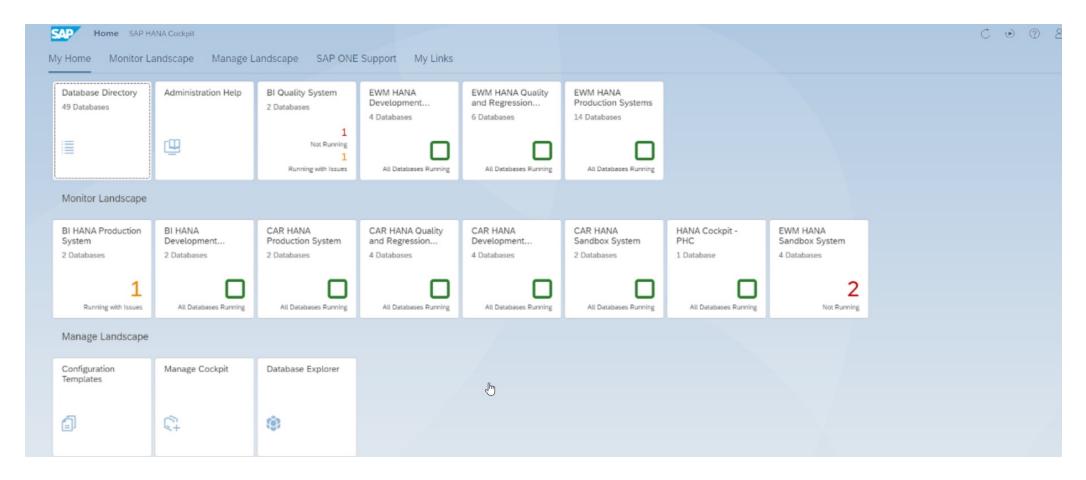


Keep it clean – foundation for SAP system monitoring



SAP Infrastructure On prem monitoring

SAP HANA Cockpit





SAP Infrastructure On prem monitoring

LPAR2RRD





SAP operations procedures

SAP Impact minutes

Year	Total impact	SAP	SAP infrastructure
2020	528	248 hours = 46%	110 hours = 20%
2021	543	112 hours = 20%	35 hours = 6,4%

KPI management / management controls

- •KPI management for all mission critical systems Service provider
- •KPI management follow up meetings Salling Group / Service provider
- Management controls Salling Group
- •Management controls follow up meetings Salling Group / Service provider

SAP health check

- •EWA / TAMS reporting follow-up meeting Salling Group / Service provider
- •SAP / Salling / Service provider SAP health check every 2 years
- •TPO sessions together with SAP both on DB2 side and HANA side
- •SAP Development CI improvement activities on-going on DB2 and HANA side

OCC management

- •OCC management OCC team using Solution manager alert inbox, system monitoring, Plmon, Focused insight and War room monitoring
- •OCC management weekly meetings status, development and threshold calibration
- •Core Salling Group SAP basis using Focused insight, Solution manager system monitoring

Service management

- •Enhanced RCA reporting and follow up
- •Reducing MTTR and eMTTR (extended mean time to recovery from issue start to solution)
- •Power units Economical penalty if Service provider performance is not satisfactory
- •FI War room monitoring to support SIMA situation decision making

Keywords

Awareness, transparency and proactiveness

Governance

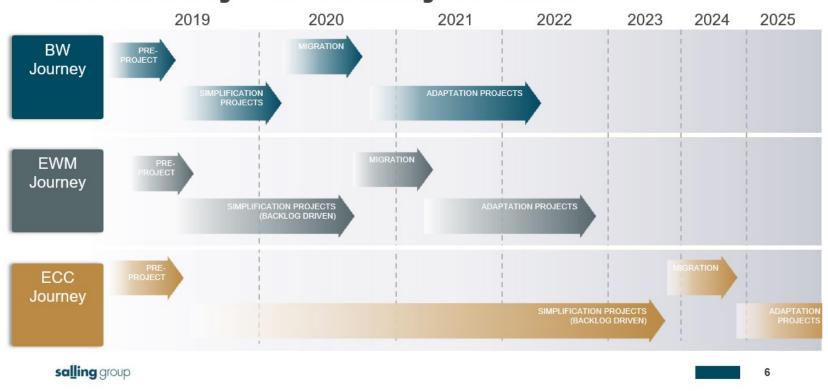
It is all about People, process, procedures and the ability to execute



SAP Projects

S/4 projects

S/4 Journey - most likely scenario





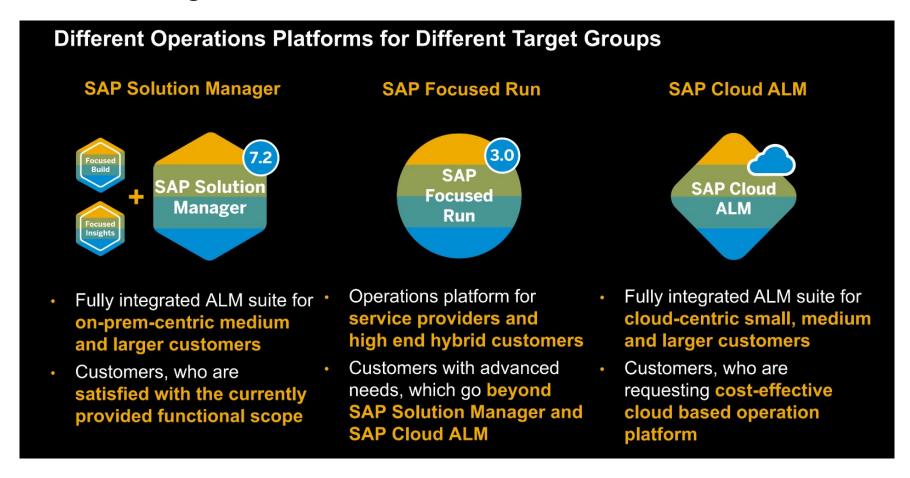
SAP Projects

SAP Cloud development



CALM Implementation

CALM Decision making

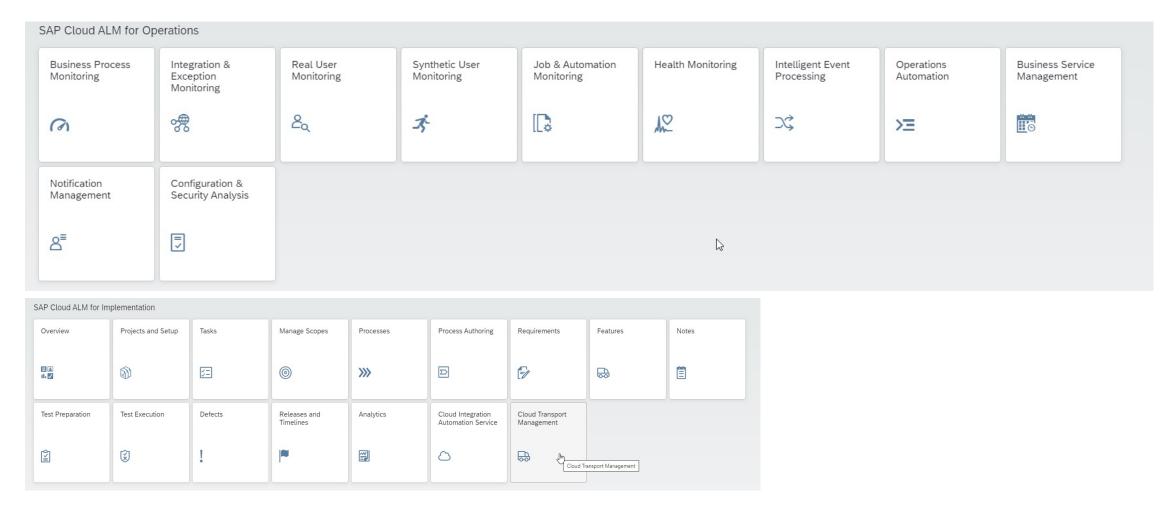


Salling Group has de-selected SAP Focused Run due to license costs

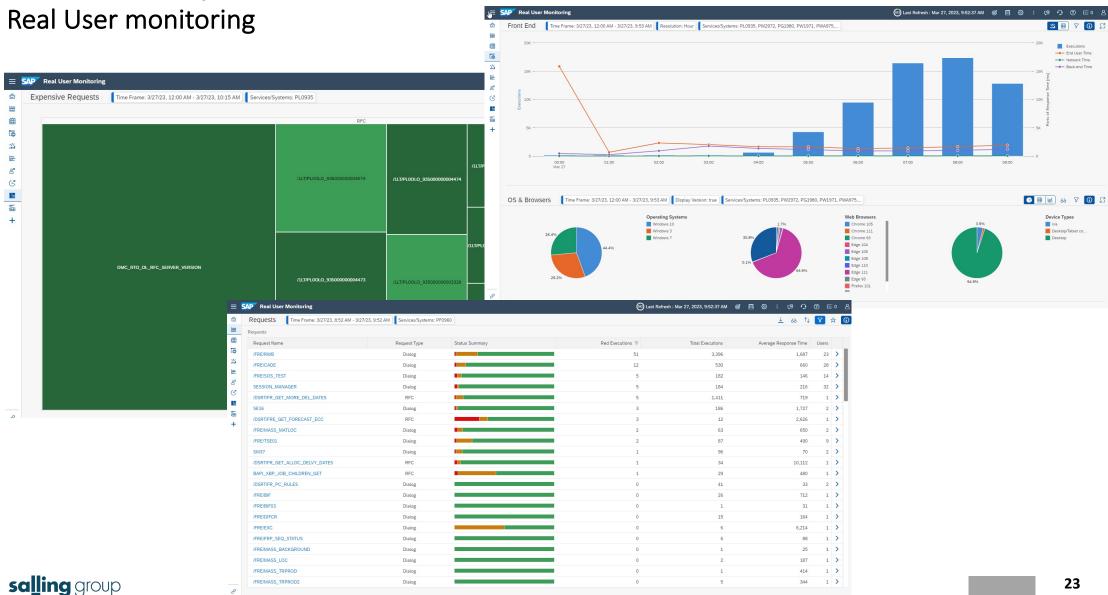


CALM Implementation

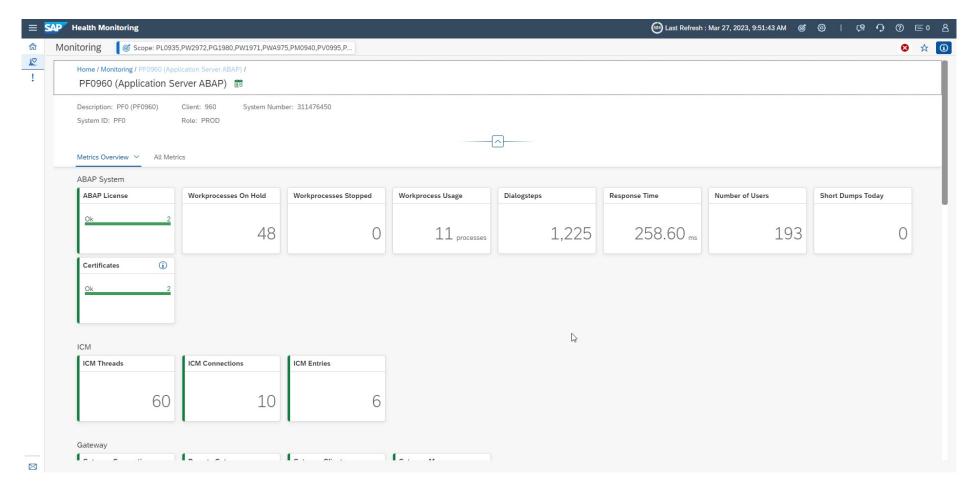
CALM scope





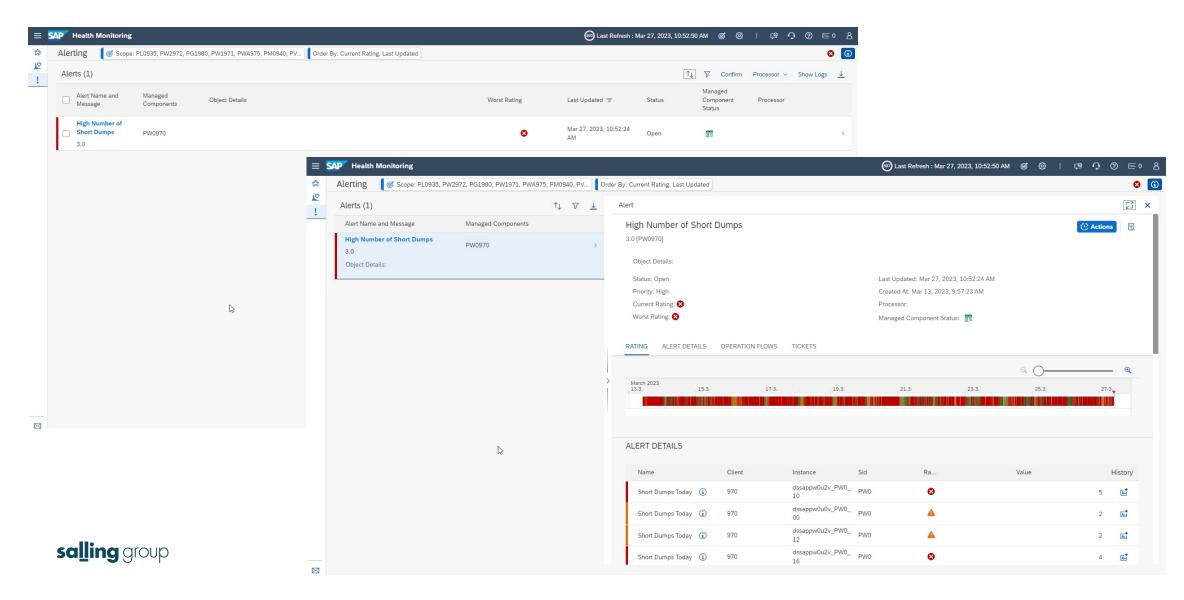


System Health monitoring

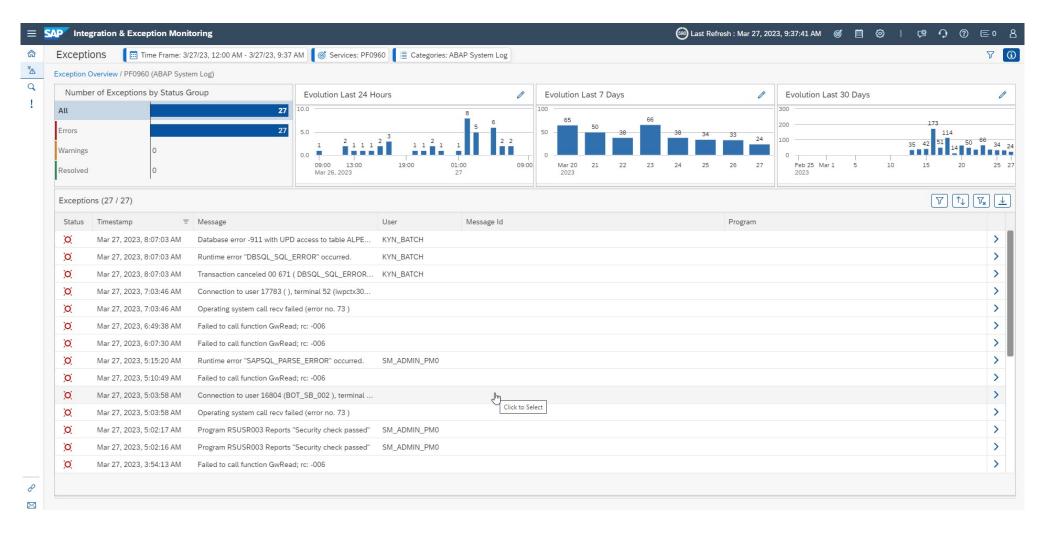




System Health monitoring / ServiceNow integration

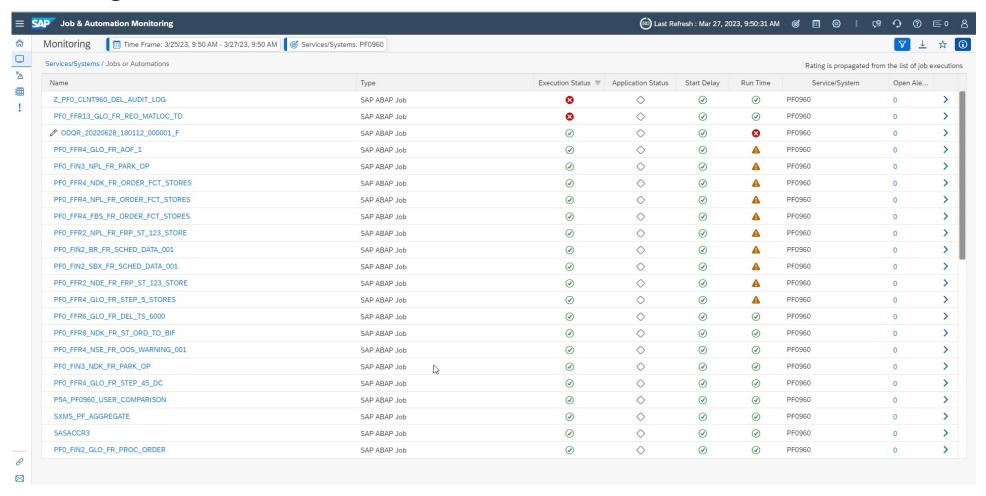


Exception monitoring / abnormally monitoring





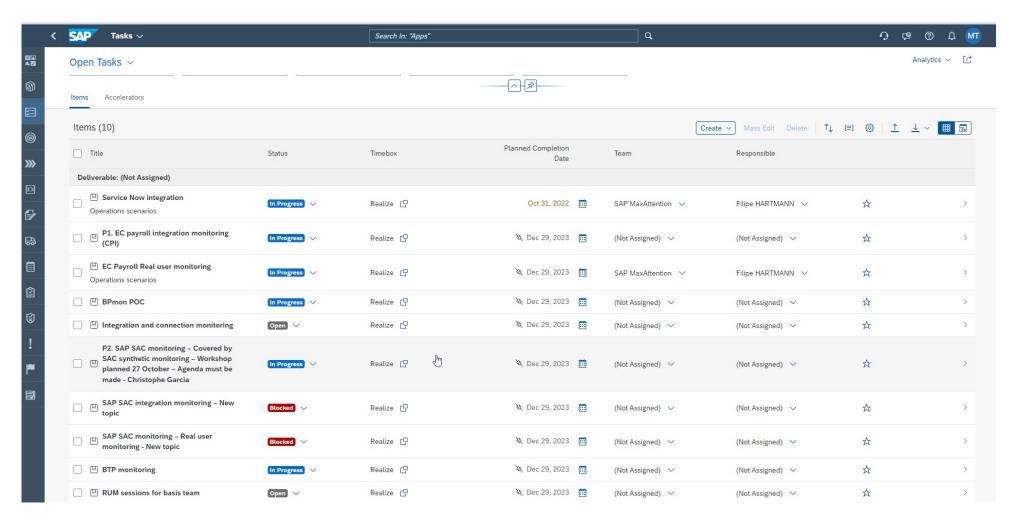
Job monitoring





CALM co-innovation

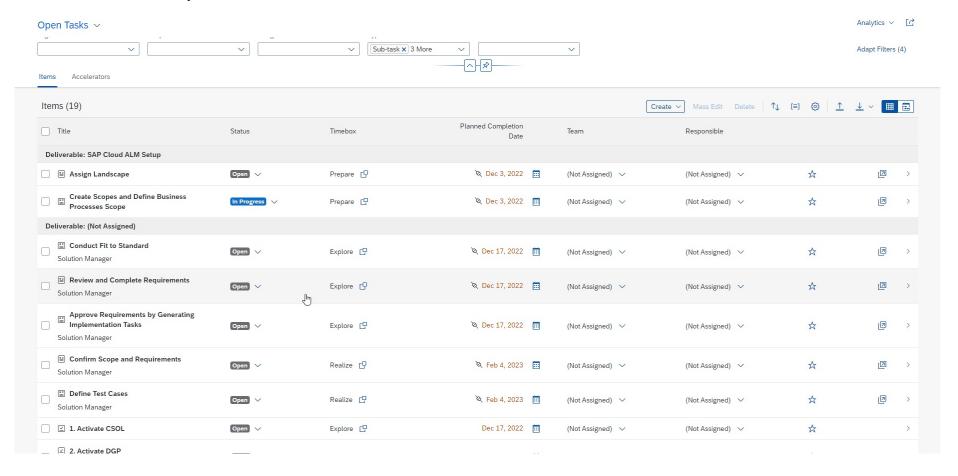
Operations





CALM co-innovation

ChaRM Cloud / on-prem





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