

Global Statutory Reporting

Positioning our partners for success

Workiva Partner Workshops

Friday, October 30 at 10 a.m. CST

Workiva Platform Demonstration & Overview

Friday, November 13 at 10 a.m.

Introduction of Source System Connections & Wdata Chains

Friday November 20 at 10 a.m.

Workiva Platform Implementation & Services Best Practices

Friday, January 22 at 10 a.m.

Global Statutory Reporting in the Workiva Platform

Friday, February 12 at 10 a.m.

Value Management at Workiva



Other Training Opportunities

1

Value Management at Workiva

February 12 at 11 a.m. ET

2

Learning Paths on Training tab

- Workiva Essentials
- Integrated Risk
- Wdata
- Product Updates–Presentations and Spreadsheets

Global Statutory Reporting (GSR) - Today's Speaker



Nathan Newell - Principal Solution Engineer

- CPA - State of Texas
- Career in professional services prior to Workiva
- Digital finance transformation specialist

Agenda

- Global Statutory Reporting (GSR) defined
- GSR platform tour
- Opportunities for our partners in GSR

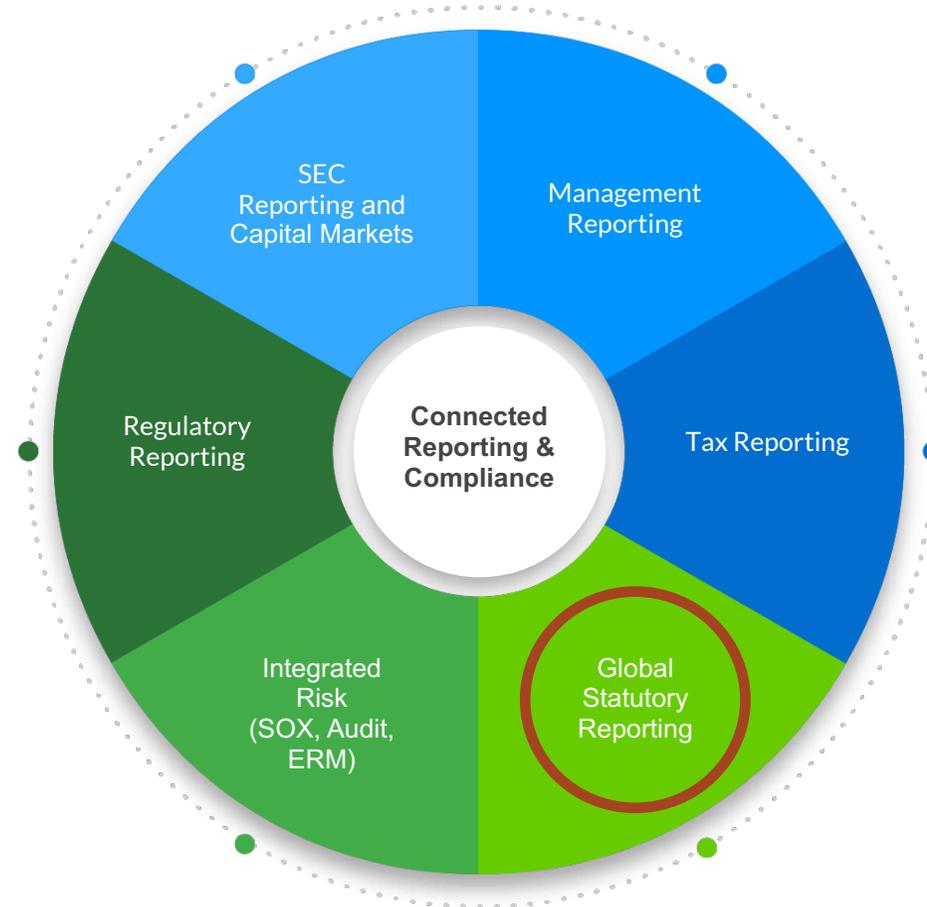
Workiva Solutions

Connected Reporting & Compliance

The Workiva platform comes with every solution. Its core elements include documents, presentations, spreadsheets, linking, permissioning, revision history, workspaces, projects, blacklines, comments, tasks, import, export, and more.

Connected Data

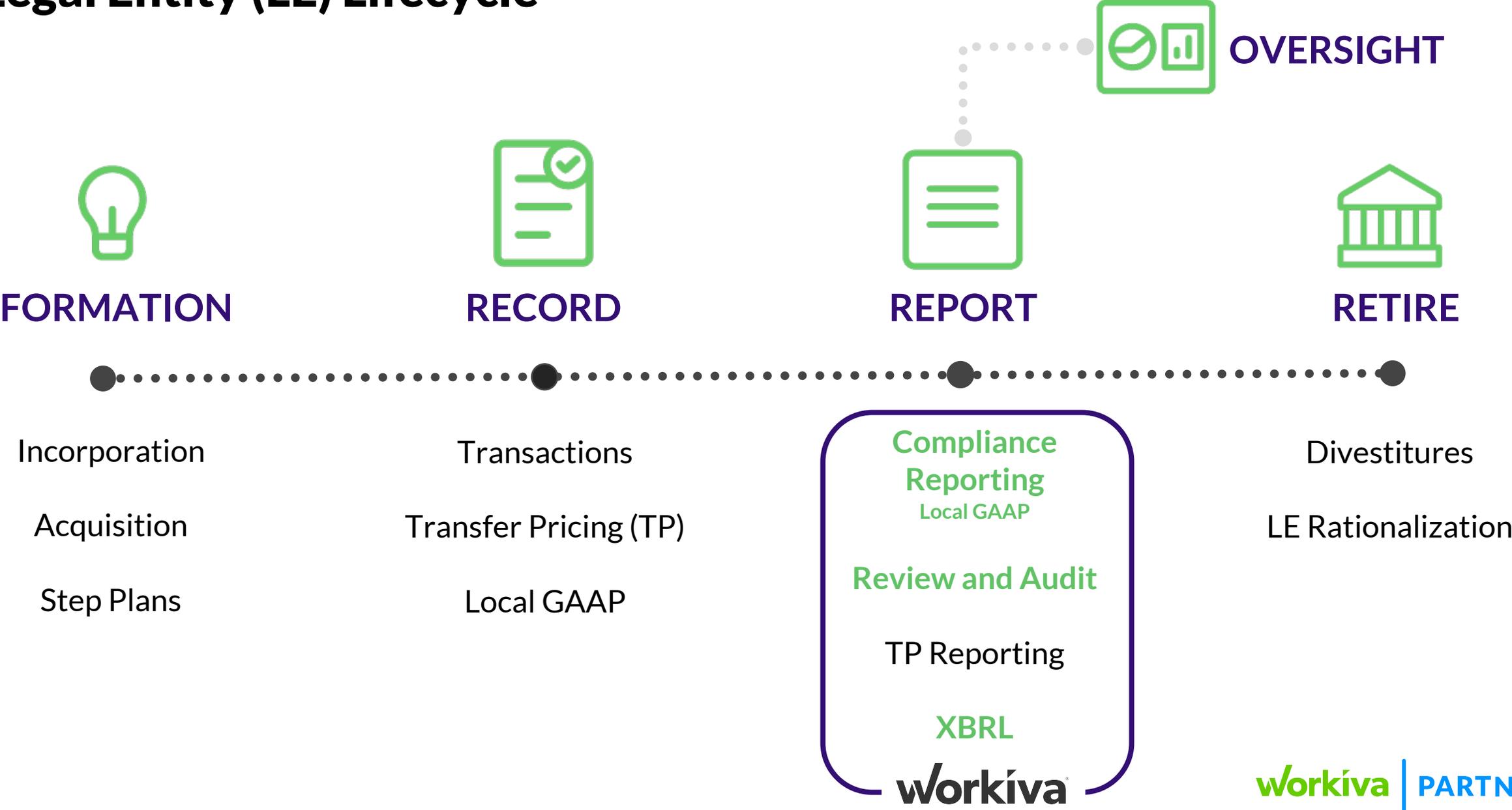
The Wdata platform is the core location for all large scale datasets—consolidated trial balance, unconsolidated GL, etc. It is the starting point of most core reporting cycles. Wdata is also the home of our core integrations with systems of record like SAP®, Oracle®, Workday®, and many others.



Global Statutory Reporting

Defining GSR and where we fit

Legal Entity (LE) Lifecycle



Trends in Global Statutory Reporting 2021



Global governance and visibility



Talent and workforce management (optimizing operating models)



Standardization vs. local expertise



Broad finance transformation initiatives (ie, future state)



Balancing in-sourcing vs. co-sourcing



Director responsibility

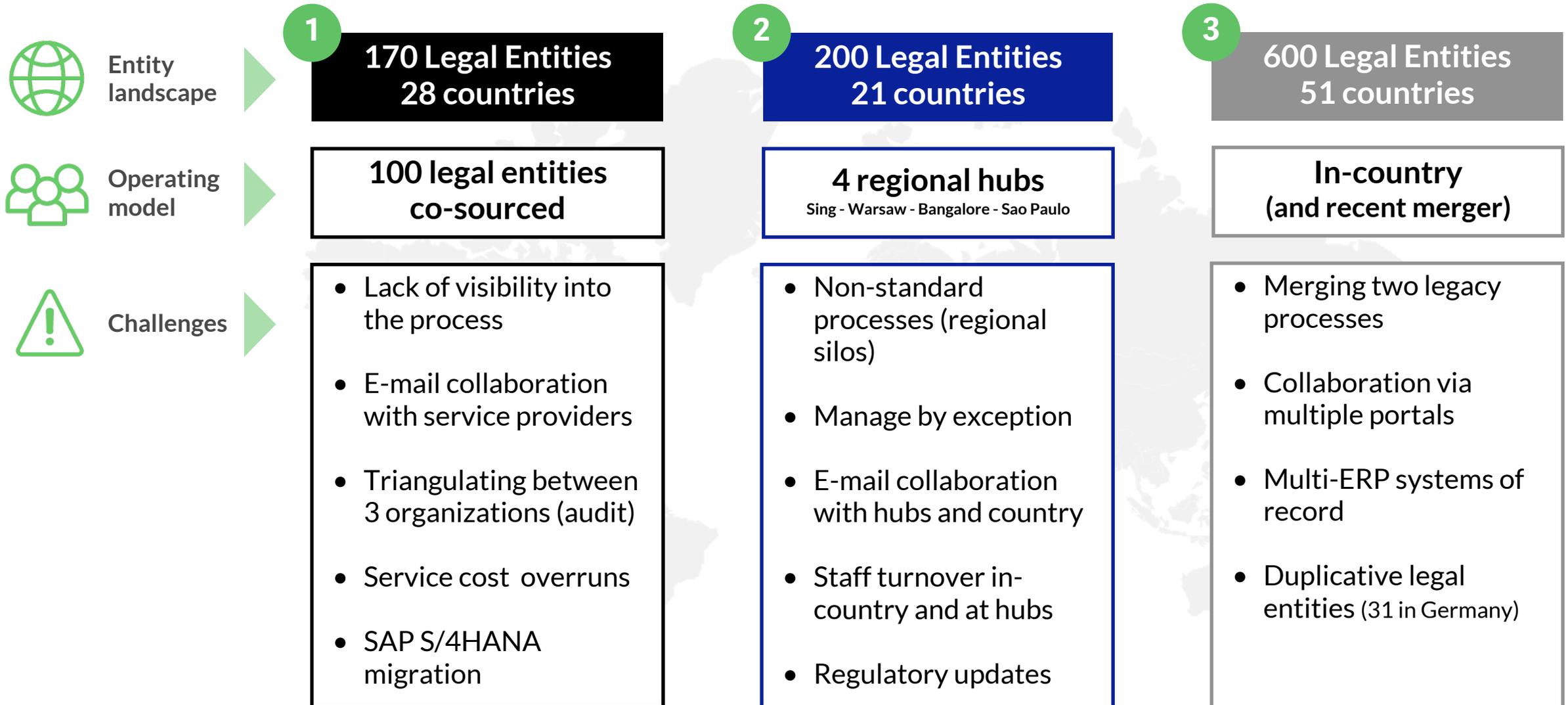


Changing regulatory environments



Increased transparency and auditor oversight

GSR Transformation | Illustrative client scenarios (fictitious)



Record

Aggregate

Assemble

Review

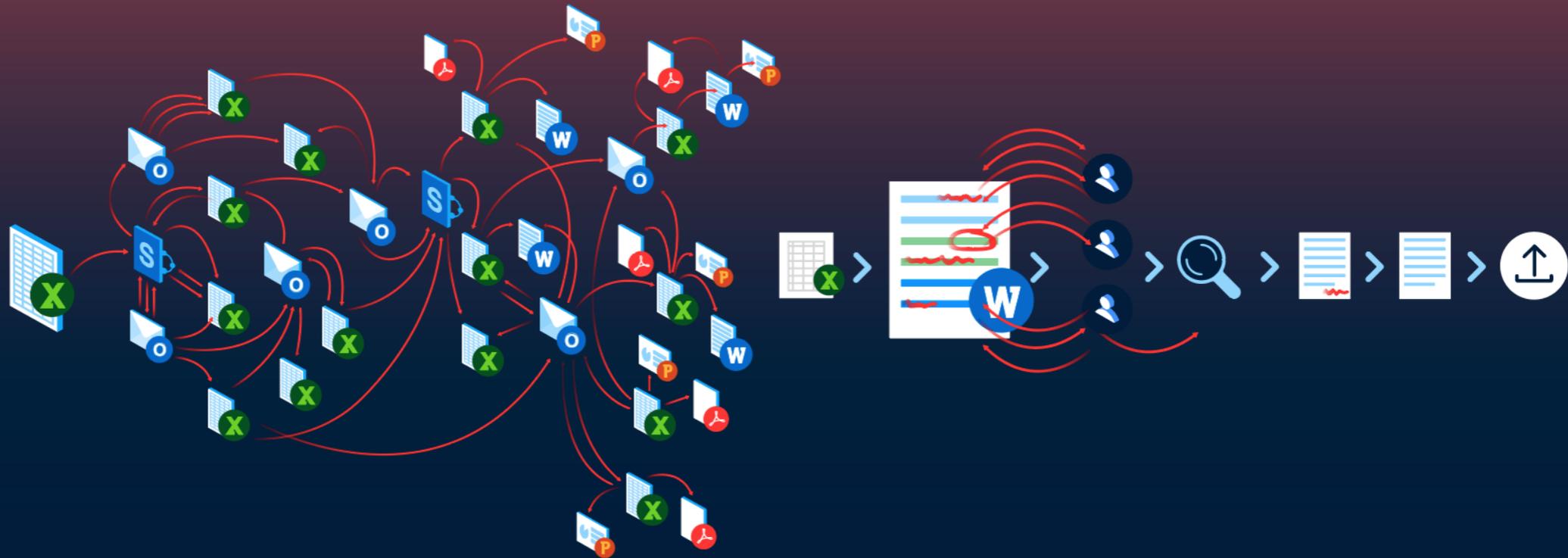
Audit

Report

ERP

CRM

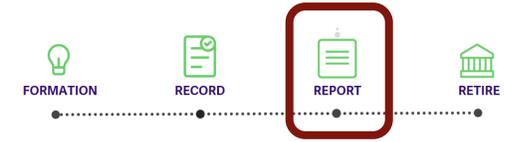
HCM



Global Statutory Reporting Platform

Our role in transformation (with demonstration)

Workiva's GSR Platform | Our Differentiators

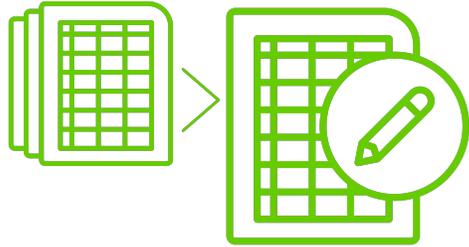


STAGE

HOW WE HELP

1

GAAP to STAT Bridge



- **Connection to ERP and Consolidation tools** automates repetitive data pulls for ledger data
- **Granular permissioning** prevents unintended changes when multiple people are involved
- **Single versions of STAT adjustment files** eliminates stale documents and merging multiple copies
- **Full audit trail** provides trust within a single document and reduces time of chasing changes through multiple old files

2

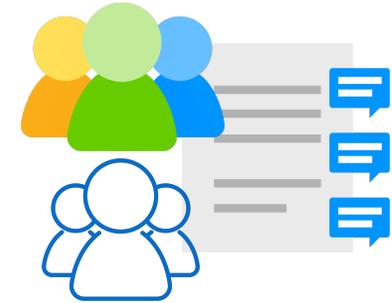
Prepare & Assemble Financial Statements



- **Roll-forward** with ease - automate date shifts and rounding from prior period financials
- **Link data** across tables and footnote narrative to ensure data integrity and accuracy
- Eliminate time spent on tick and tie of figures
- **Collaborate** on single versions of reports through granular permissioning
- Significantly **reduce review cycles** with inline comments attached directly to where the change needs to be made
- **Consistent messaging** through all disclosures

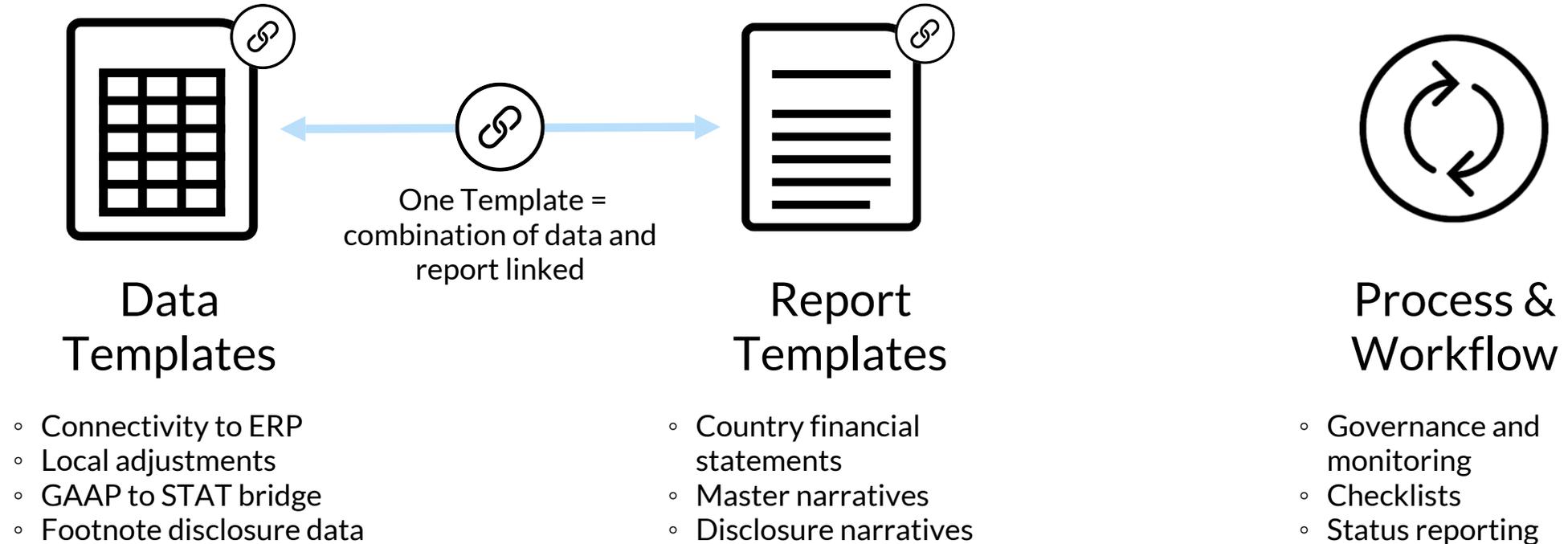
3

Audit Review & Final Submission

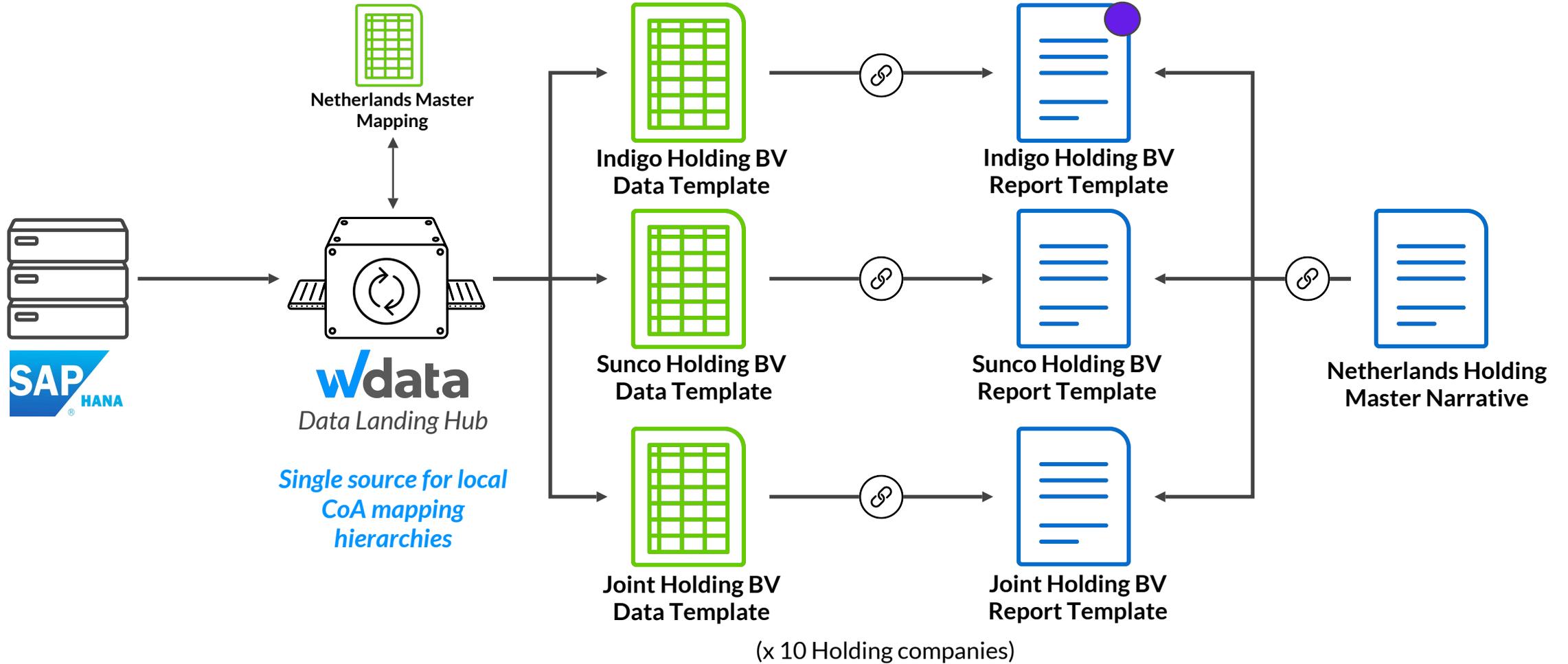


- **Collaborate** with external auditors in the platform to reduce back-and-forth
- Permissions allow auditors to have current files, alleviating versioning issues and reducing email exchanges
- **Centralize all data, documents, and supporting schedules** in the platform
- Eliminate need for extensive final reviews with permissioning, audit trail, and automated data updates through linking

Global Statutory Reporting | Areas of Standardization



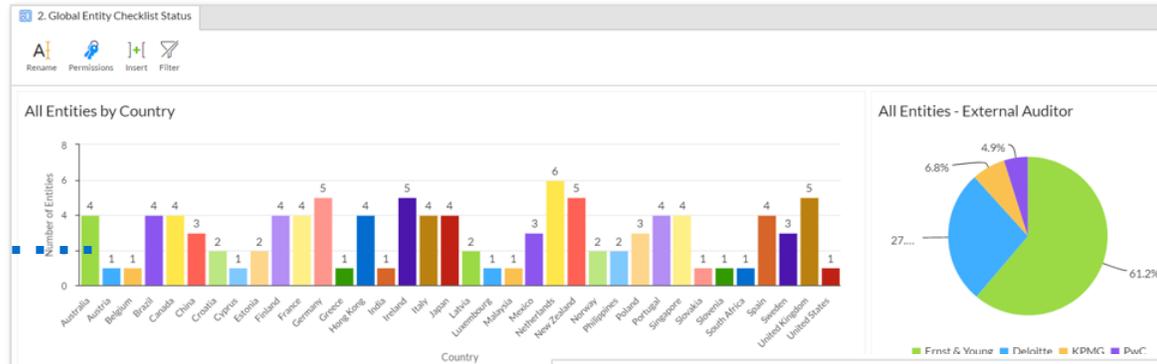
GSR Platform | Data Flow Diagram



 Import existing NL Doc  Automatic data links

The Workiva Platform | GSR Tour

Governance and oversight



Local GAAP compliance

Avikro Sales UK Ltd

- Preface & Introduction
- Cover page
- Contents
- Strategic report
- Directors' report
- Independent auditor's report
- Income statement**
- Statement of other comprehensh...
- Statement of financial position
- Statement of changes in equity
- Notes to the financial statements
 - Accounting policies
 - Critical accounting judgemen...
 - Financial Instruments
 - Revenue
 - Administrative expenses

Income statement Avikro Sales UK Ltd

INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2018

	Notes	2018 £m	2017 £m
Revenue	4	2,474	2,411
Cost of Sales		(1,995)	(1,943)
Gross Profit		479	468
Distribution costs		(354)	(352)
Administrative expenses	10	(71)	(76)
Other expense		(5)	(6)
Operating profit	5	49	34
Income from associated undertakings		—	1
Profit before interest and tax	12	49	35
Finance income	7	98	95
Finance expense	7	(110)	(108)
Finance costs		(12)	(13)
Profit before income tax	12	37	22
Income tax expense	8	(16)	(12)
Profit for the financial year	9	21	10

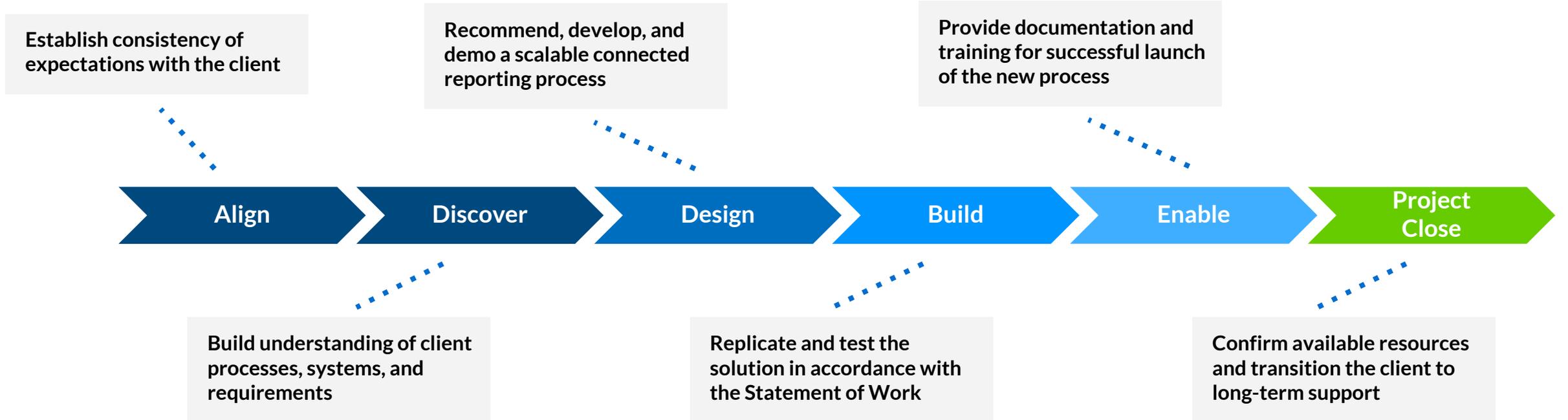
All activities derive from continuing operations.
There is no other comprehensive income in either 2018 or 2017.

Open, intuitive user experience

Global Statutory Reporting

Opportunities for our partners

Global Statutory Reporting | Workiva Deployment Approach



Holistic GSR Transformation | Illustrative delivery roles

Advisory Partner

- Global Stat current state diagnostics
- Maturity model assessments
- Benchmarking
- Quality reviews – gap assessments

- Optimizing operating model
- Legal entity rationalization
- CoE formation and service offering
- Global vendor spend and rationalization

- CoA redesign and data cleansing
- Connectors and .api installs and UAT
- Template design and build

- Implementation strategy and PMO
- Training curriculum and delivery
- Messaging to stakeholders

- Design of internal control environment
- Establishment of KPI's and analytics
- Dashboarding and governance plan
- Statutory audit tracking

Project Lifecycle

Align and Discover

Design

Build

Enable

Project Close and Sustainability

workiva

- Discovery sessions
- Platform demonstrations
- Vendor landscape intelligence

- Local language strategy and conversion
- License and access provisioning
- Support to go-live setup and deployment document

- Accelerators for data integration
- Oversight and quality control
- Customizations as needed

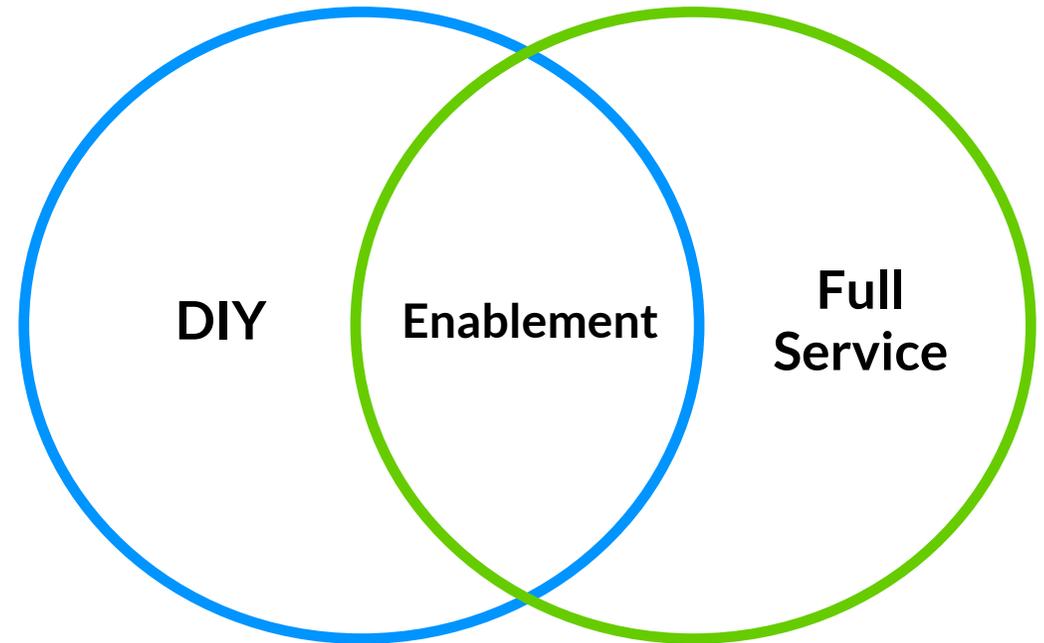
- Training of partner personnel
- Ongoing customer 24/7 support
- Support client training efforts

- Permissions design and consultation
- Make available .api's
- Post-implementation support

Global Statutory Reporting | Delivery Options

Workiva Delivery Options:

- ▶ DIY - Do It Yourself Once Experienced
- ▶ Enablement - Partner Team and Client
- ▶ Full Service - Implementation Partner Team



In closing

1

Initiate holistic legal entity management conversations with your clients

2

Stay mindful of client profiles that create GSR advisory opportunities:

- Lack of standards and/or visibility as to filing status
- Large digital transformations (S/4HANA, Oracle, etc)
- Active M&A activity
- Fundamental shifts in operating model (bringing in-house or centralizing)
- Legal entity rationalization