



Business to Business As Implemented at Playmobil Malta



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About Playmobil

- The world famous

Playmobil Toy System

- The Blue Series and
- The Pink Series, both for 4 years and older
- The 1-2-3 Series for 1 to 3 year old children



Playmobil World Wide

Manufacturing Plants

Germany, Malta,
Czech Rep., Spain

Distribution Companies

USA, Canada, UK,
Mexico, France,
Benelux, Austria,
Switzerland, Greece,
Italy

Group Employment (2009)

3060

Group Turnover (2009)

€518 Million

Playmobil Malta (2009)

Production Volumes

Finished Sets	19 Million
Pre Bags	50 Million
Figures	85 Million

Employment	800
Turnover	€69 Million

Purchase Value

Playmobil Germany	70%
Other Foreign Suppliers	10%
Local Suppliers	20%

Sales Value

Playmobil Germany	85%
Spain, USA, Canada, Others	15%

Local Suppliers (including services)

Purchased Value	€12 Million
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Subcontractors

Purchased Value	€9 Million
Overall Prod. Volume	23%

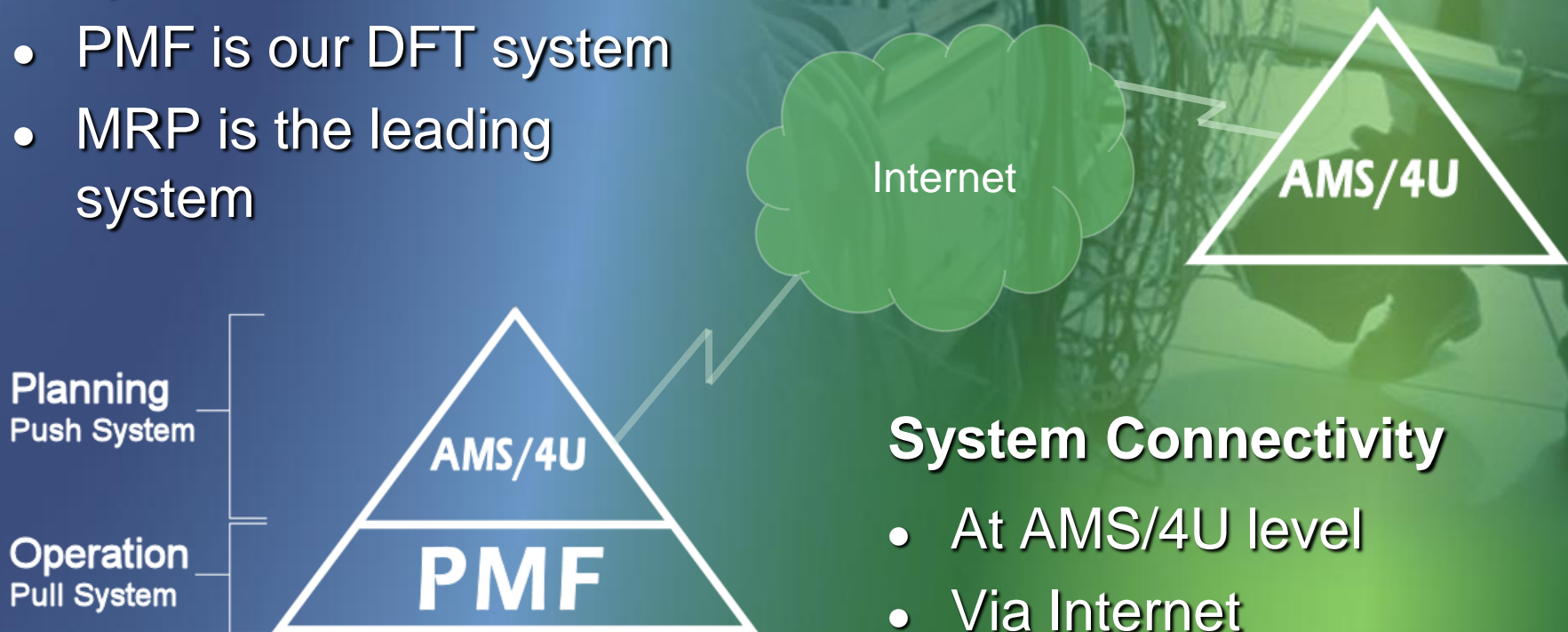
System Infrastructure Overview

Playmobil Malta

- AMS/4U is the MRP system
- PMF is our DFT system
- MRP is the leading system

Playmobil Germany

- AMS/4U is the MRP system



System Connectivity

- At AMS/4U level
- Via Internet

Business to Business Solutions

- B2B – As implemented at Playmobil Malta
 - ICB [Intra Company Business]
 - Synchronises purchase and sales requirements between Playmobil Malta and Germany
 - SWO [Subcontractor Work Order]
 - Controls all outsourced production from ordering to delivery and payment
 - VMI [Vendor Managed Inventory]
 - Manages the ordering of supply material from the main local suppliers

ICB - Intra Company Business

- Connection of two remote MRP systems
 - Communicates at the purchase order level
 - Purchase orders are translated into corresponding sales orders
 - Invoices are created based on the actual consignment details
 - Upon receipt, a consignment is checked and inventory updated
 - Once matched, the purchase orders and invoices are processed

ICB - Information Flow

Playmobil Malta

Playmobil Germany



ICB - Information Flow

Playmobil Malta

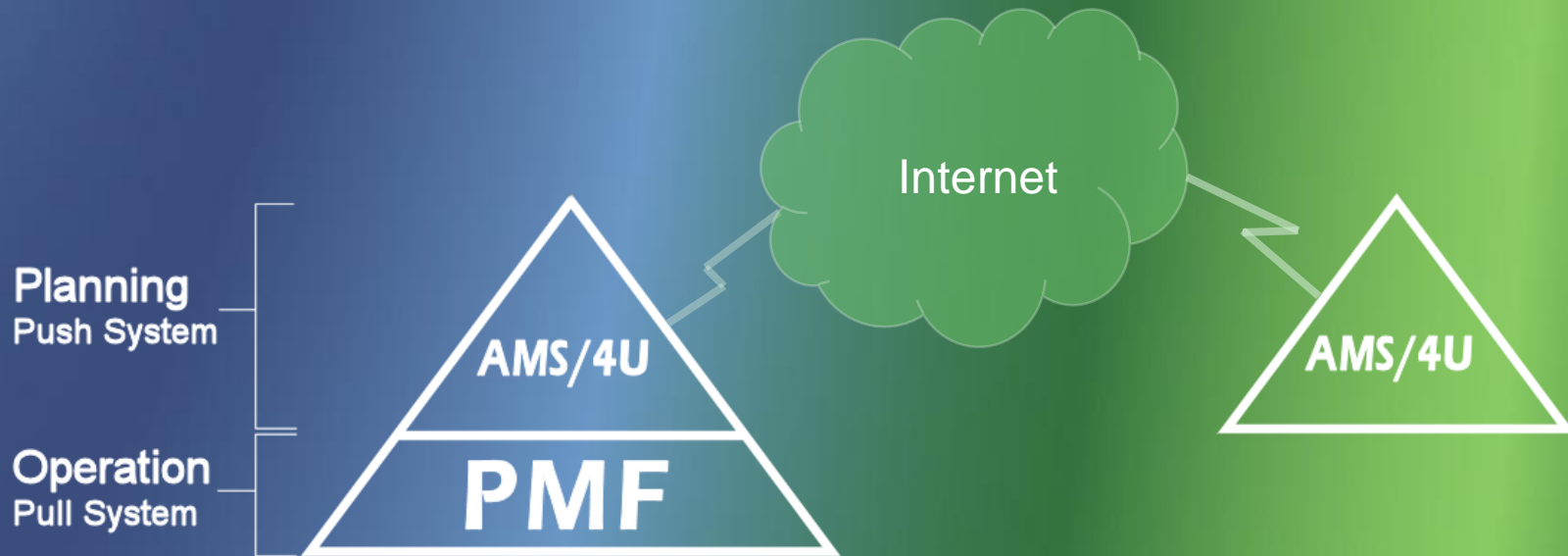
Playmobil Germany



ICB - Information Flow

Playmobil Malta

Playmobil Germany



ICB – Summary

Processing Statistics during 2009

Playmobil Malta

- Purchase Order Lines
7'100
- Purchased Units
126 Million
- Distinct Units
1'200

Playmobil Germany

- Purchase Order Lines
12'500
- Purchased Units
118 Million
- Distinct Units
2'600

- Main advantages of ICB

- Automated processing of PO, SO and invoices
- Systems are updated frequently and accurately
- Human errors in these processes drastically reduced

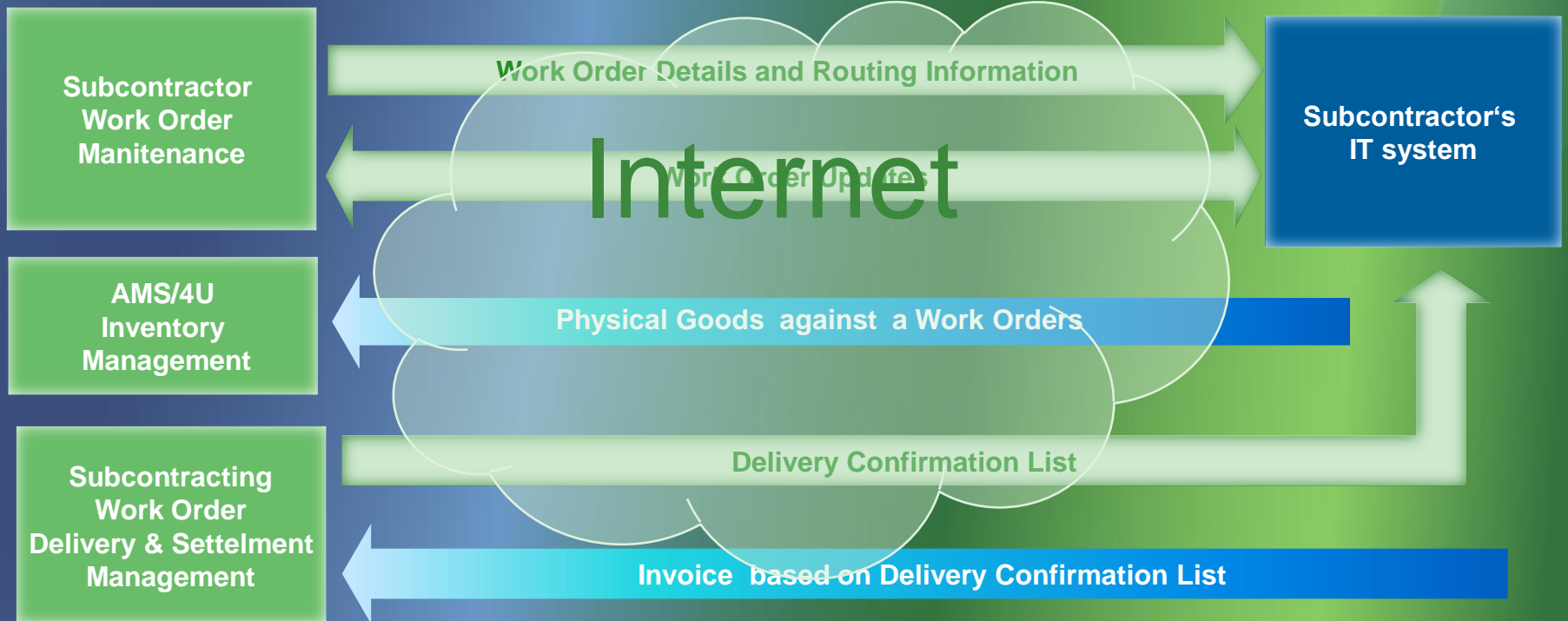
SWO - Subcontractor Work Order

- Work Orders are generated according to the KANBAN Pull system
- Work Orders are routed electronically to the corresponding subcontractor
- Subcontractors deliver goods against a Work Order
- A monthly Delivery Confirmation List is provided to each subcontractor
- Subcontractors issue invoices based on Delivery Confirmation List

SWO - Information Flow

Playmobil Malta

Subcontractor



SWO - Summary

- Processing Statistics during 2009

- Work Orders 59'300
- Delivered Units 670 Million
- Avg. Work Orders 3'950 per Sub.
- Avg. Delivered Units 44.5 Million per Sub.
- Distinct Units 4'150

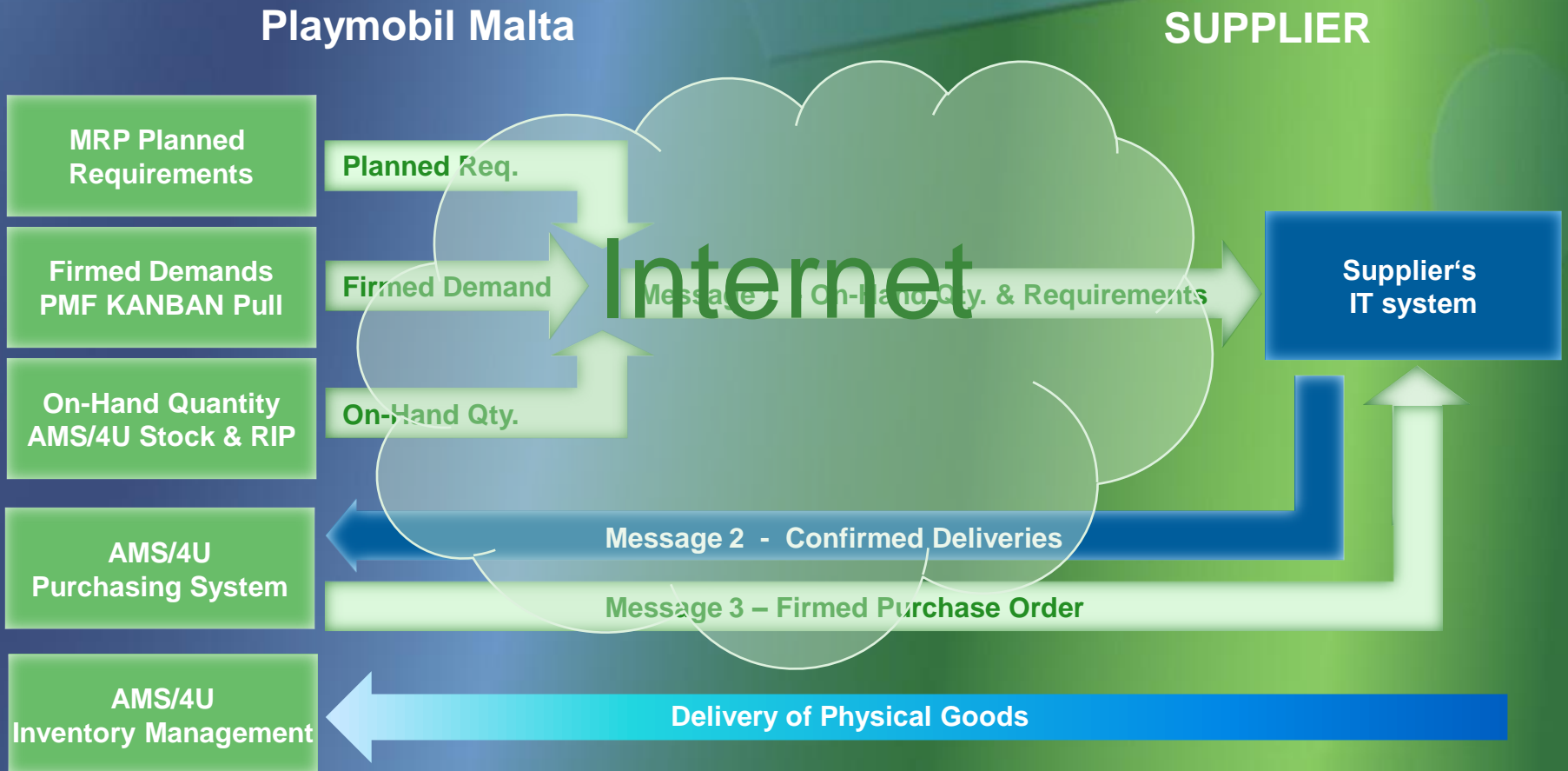
- Advantages

- Work orders synchronised with KANBAN Pull System
- Efficient invoice processing

VMI - Vendor Managed Inventory

- Establish annual demand
- Agree with supplier on a fixed annual price
- Supplier is updated daily with
 - planned and fixed requirements
 - available inventory
- Supplier provides updates of confirmed deliveries
- Purchase orders are generated against confirmed deliveries
- Firmed purchase orders are sent to supplier
- Goods are delivered according to the KANBAN Pull System

VMI - Information Flow



VMI - Summary

- Processing Statistics during 2009

- Purchase Order Lines 2'200
- Purchased Units 41.5 Million
- Distinct Units 390

- Advantages of VMI

- Established annual unit price
- Synchronisation of vendor capacity with updated requirements
- Vendor deliveries according to the KANBAN Pull system

Conclusion

- Benefit
 - Automation of established and repeated Business to Business processes
- Issues
 - Acceptance and readiness
- Improvement
 - To integrate VMI and SWO with PMF

Thank You