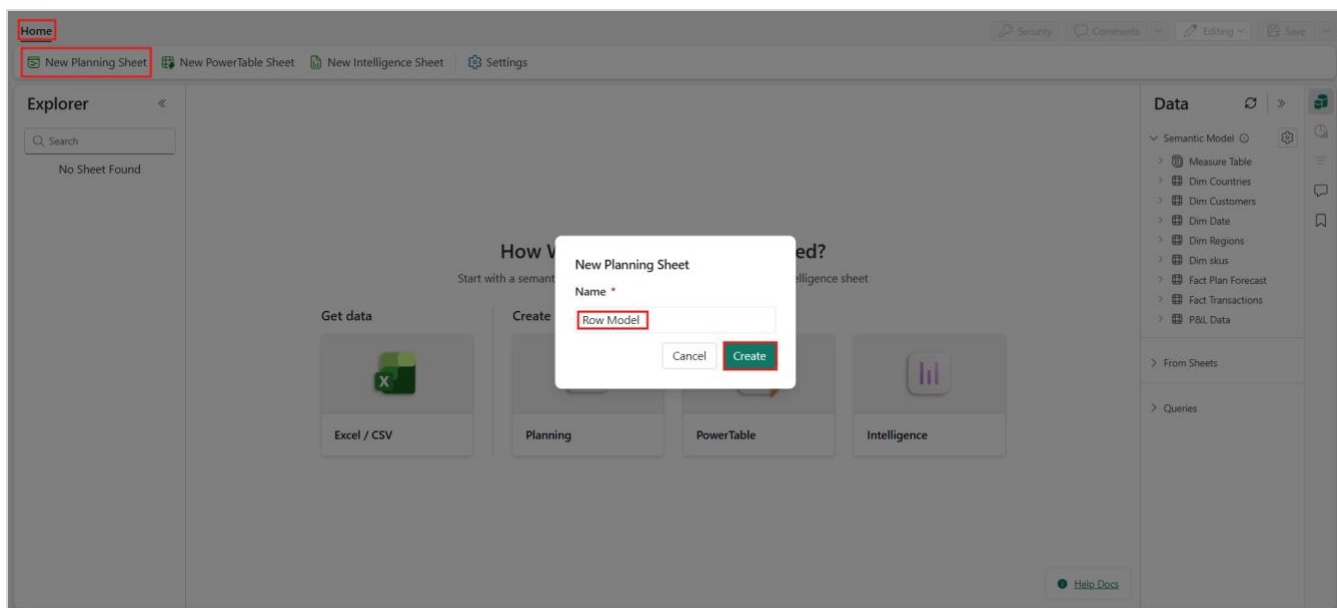


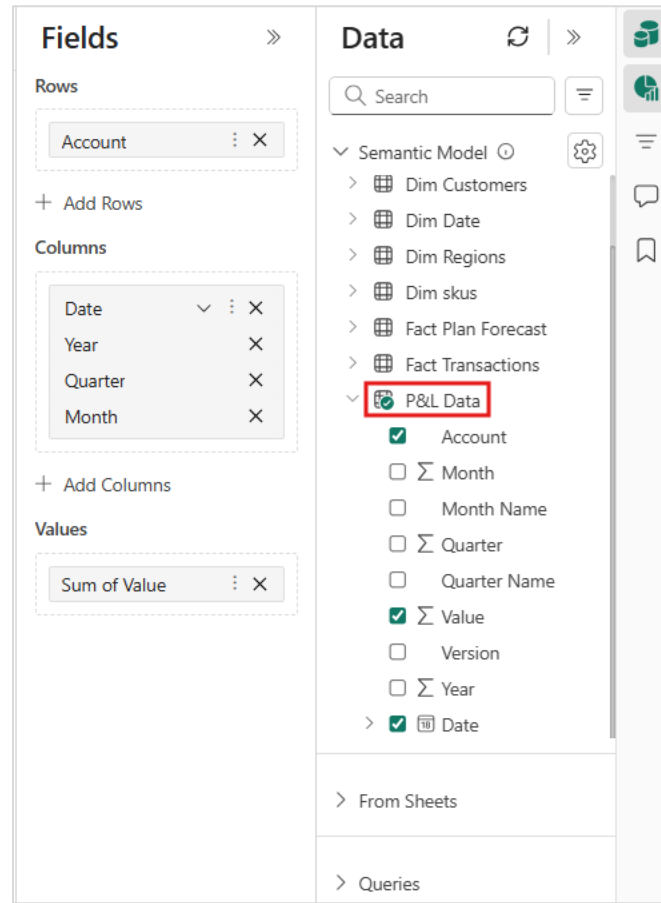
Build a row-based P&L model using the Row Model builder — defining Net Profit as the root, layering in Gross Revenue, Net Revenue, COGS, and Operating Expenses as connected nodes, and configuring formula and aggregate relationships to see how driver-level inputs roll up to Net Profit.

## 1. Setting up a New Planning sheet

- i. Navigate to the Home Tab in the Acme\_Beverages\_Plan app, click New Planning sheet, name it Row Model, and click Create.



- ii. Configure the field assignments from the P&L Data table as follows:
  - Rows – Account
  - Column – Date Hierarchy
  - Values – Value



**Fields**

**Rows**

Account

+ Add Rows

**Columns**

Date  
Year  
Quarter  
Month

+ Add Columns

**Values**

Sum of Value

**Data**

Search

Semantic Model

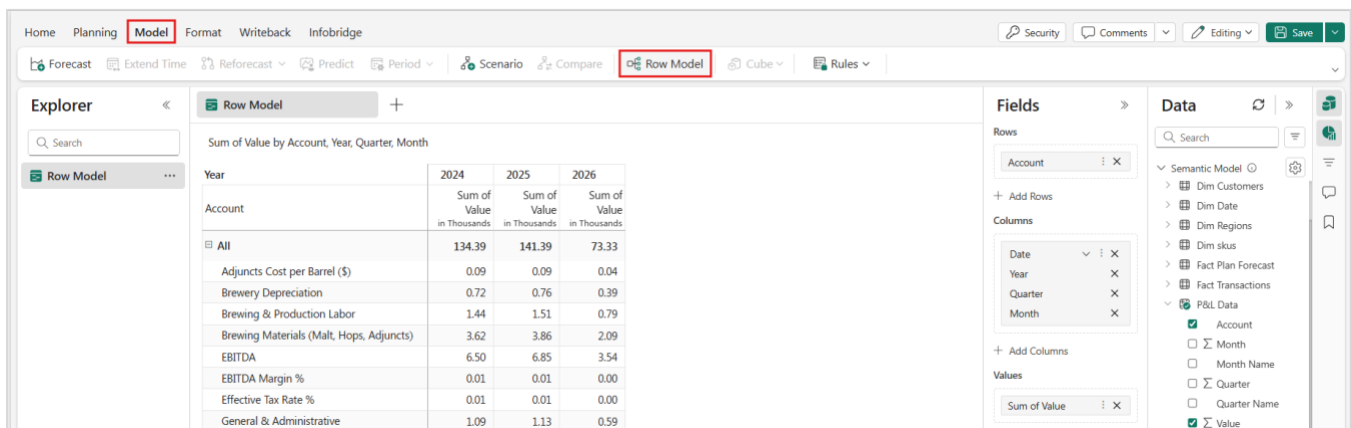
- Dim Customers
- Dim Date
- Dim Regions
- Dim skus
- Fact Plan Forecast
- Fact Transactions
- P&L Data**
  - ☒ Account
  - ☐ Month
  - ☐ Month Name
  - ☐ Quarter
  - ☐ Quarter Name
  - ☒ Value
  - ☐ Version
  - ☐ Year
  - ☒ Date

From Sheets

Queries

## 2. Configuring the Row Model

- In the Model ribbon, click Row Model.



Home Planning **Model** Format Writeback Infobridge

Forecast Extend Time Reforecast Predict Period Scenario Compare **Row Model** Cube Rules

Explorer

Row Model

Sum of Value by Account, Year, Quarter, Month

| Year                                     | 2024                      | 2025                      | 2026                      |
|------------------------------------------|---------------------------|---------------------------|---------------------------|
| Account                                  | Sum of Value in Thousands | Sum of Value in Thousands | Sum of Value in Thousands |
| All                                      | 134.39                    | 141.39                    | 73.33                     |
| Adjuncts Cost per Barrel (\$)            | 0.09                      | 0.09                      | 0.04                      |
| Brewery Depreciation                     | 0.72                      | 0.76                      | 0.39                      |
| Brewing & Production Labor               | 1.44                      | 1.51                      | 0.79                      |
| Brewing Materials (Malt, Hops, Adjuncts) | 3.62                      | 3.86                      | 2.09                      |
| EBITDA                                   | 6.50                      | 6.85                      | 3.54                      |
| EBITDA Margin %                          | 0.01                      | 0.01                      | 0.00                      |
| Effective Tax Rate %                     | 0.01                      | 0.01                      | 0.00                      |
| General & Administrative                 | 1.09                      | 1.13                      | 0.59                      |

**Fields**

**Rows**

Account

+ Add Rows

**Columns**

Date  
Year  
Quarter  
Month

+ Add Columns

**Values**

Sum of Value

**Data**

Search

Semantic Model

- Dim Customers
- Dim Date
- Dim Regions
- Dim skus
- Fact Plan Forecast
- Fact Transactions
- P&L Data**
  - ☒ Account
  - ☐ Month
  - ☐ Month Name
  - ☐ Quarter
  - ☐ Quarter Name
  - ☒ Value

- The Model Builder dialog appears. Click Enable.

## Model Builder

Build advanced models using a flexible and modular modeling interface that lets you merge your data and business logic in a hierarchy that suits your needs.

- WYSIWYG Editor for your model
- Advanced support for templating row groups
- Seamlessly map your native and external datasources

Cancel

Enable

iii. The Row Model tab opens. Select the row name.

← Back to Home **Row Model**

43 Selected Add Child Add Sibling Bulk Insert Insert Template Manage Template Show Preview Bulk Edit Delete

Closed Period Open Period

Q Search

| <input checked="" type="checkbox"/> | Row Name                                 | Type (Closed Period) | Configuration (Closed Period)                  | Aggregation |
|-------------------------------------|------------------------------------------|----------------------|------------------------------------------------|-------------|
| <input checked="" type="checkbox"/> | ▼ All                                    | Σ Aggregate          | Sum                                            | Sum         |
| <input checked="" type="checkbox"/> | Adjuncts Cost per Barrel (\$)            | Data Source          | All > Adjuncts Cost per Barrel (\$)            | Sum         |
| <input checked="" type="checkbox"/> | Brewery Depreciation                     | Data Source          | All > Brewery Depreciation                     | Sum         |
| <input checked="" type="checkbox"/> | Brewing & Production Labor               | Data Source          | All > Brewing & Production Labor               | Sum         |
| <input checked="" type="checkbox"/> | Brewing Materials (Malt, Hops, Adjuncts) | Data Source          | All > Brewing Materials (Malt, Hops, Adjuncts) | Sum         |
| <input checked="" type="checkbox"/> | EBITDA                                   | Data Source          | All > EBITDA                                   | Sum         |
| <input checked="" type="checkbox"/> | EBITDA Margin %                          | Data Source          | All > EBITDA Margin %                          | Sum         |
| <input checked="" type="checkbox"/> | Effective Tax Rate %                     | Data Source          | All > Effective Tax Rate %                     | Sum         |
| <input checked="" type="checkbox"/> | General & Administrative                 | Data Source          | All > General & Administrative                 | Sum         |
| <input checked="" type="checkbox"/> | Gross Margin %                           | Data Source          | All > Gross Margin %                           | Sum         |
| <input checked="" type="checkbox"/> | Gross Profit                             | Data Source          | All > Gross Profit                             | Sum         |
| <input checked="" type="checkbox"/> | Gross Revenue                            | Data Source          | All > Gross Revenue                            | Sum         |
| <input checked="" type="checkbox"/> | Hops Cost per Barrel (\$)                | Data Source          | All > Hops Cost per Barrel (\$)                | Sum         |
| <input checked="" type="checkbox"/> | Inbound Freight & Warehousing            | Data Source          | All > Inbound Freight & Warehousing            | Sum         |
| <input checked="" type="checkbox"/> | Income Before Tax (EBT)                  | Data Source          | All > Income Before Tax (EBT)                  | Sum         |
| <input checked="" type="checkbox"/> | Income Tax Expense                       | Data Source          | All > Income Tax Expense                       | Sum         |

iv. Deselect the All — Root Node row. Click Delete.

← Back to Home **Row Model**

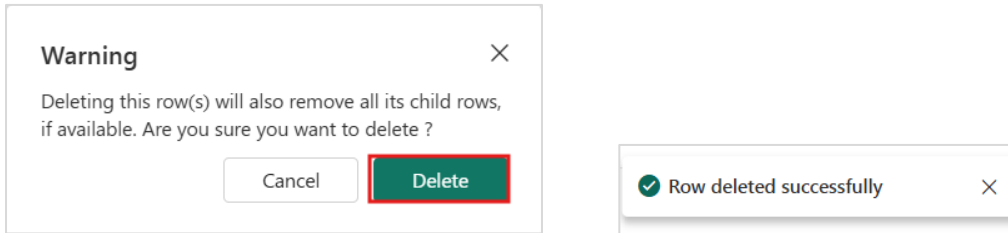
42 Selected Add Child Add Sibling Bulk Insert Insert Template Manage Template Show Preview Bulk Edit Delete

Closed Period Open Period

Q Search

| <input type="checkbox"/>            | Row Name                                 | Type (Closed Period) | Configuration (Closed Period)                  | Aggregation |
|-------------------------------------|------------------------------------------|----------------------|------------------------------------------------|-------------|
| <input type="checkbox"/>            | ▼ All                                    | Σ Aggregate          | Sum                                            | Sum         |
| <input checked="" type="checkbox"/> | Adjuncts Cost per Barrel (\$)            | Data Source          | All > Adjuncts Cost per Barrel (\$)            | Sum         |
| <input checked="" type="checkbox"/> | Brewery Depreciation                     | Data Source          | All > Brewery Depreciation                     | Sum         |
| <input checked="" type="checkbox"/> | Brewing & Production Labor               | Data Source          | All > Brewing & Production Labor               | Sum         |
| <input checked="" type="checkbox"/> | Brewing Materials (Malt, Hops, Adjuncts) | Data Source          | All > Brewing Materials (Malt, Hops, Adjuncts) | Sum         |
| <input checked="" type="checkbox"/> | EBITDA                                   | Data Source          | All > EBITDA                                   | Sum         |
| <input checked="" type="checkbox"/> | EBITDA Margin %                          | Data Source          | All > EBITDA Margin %                          | Sum         |
| <input checked="" type="checkbox"/> | Effective Tax Rate %                     | Data Source          | All > Effective Tax Rate %                     | Sum         |
| <input checked="" type="checkbox"/> | General & Administrative                 | Data Source          | All > General & Administrative                 | Sum         |

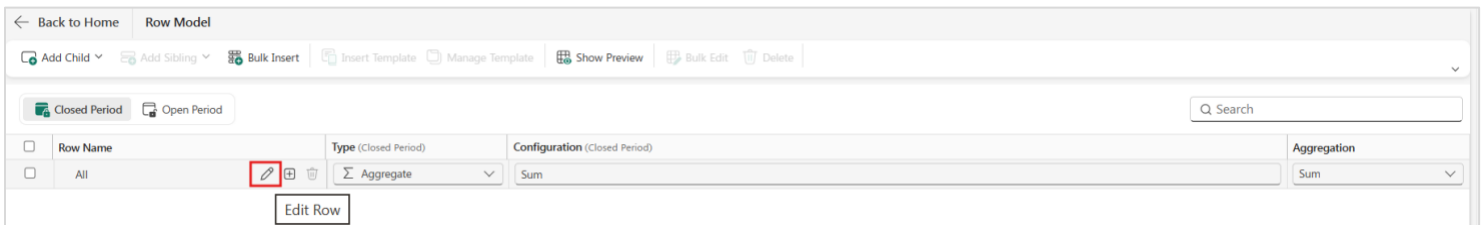
- v. A warning message appears asking for confirmation. Click Delete. A confirmation message confirms the rows have been deleted.



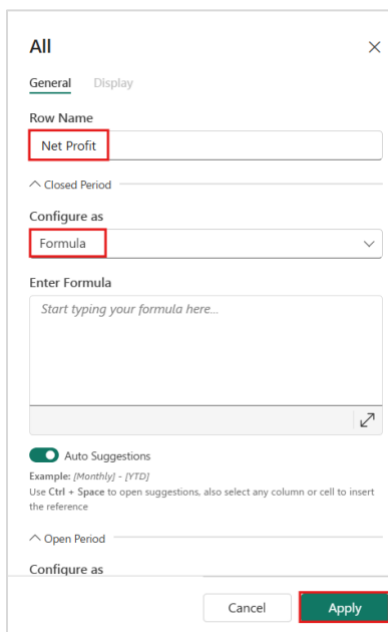
- vi. Add the rows as follows to construct the P&L model:

## Net Profit — Root Node

- a) Click the edit icon of the All row.

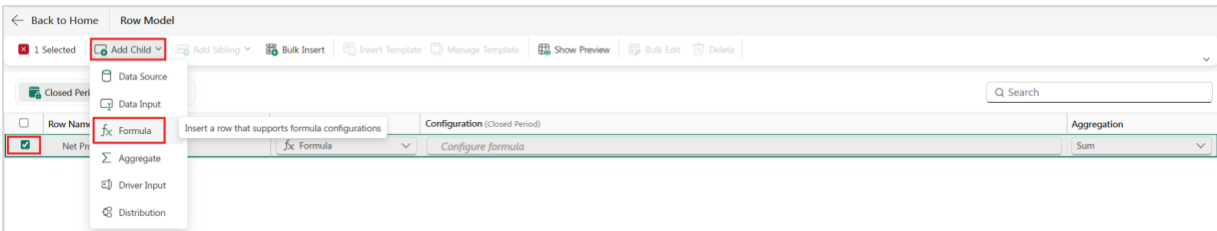


- b) The Root Node configuration dialog opens. Name it Net Profit. In the Configure as dropdown, select Formula. Click Apply.



## Gross Profit

a) Select Net Profit. Click Add Child → Formula.



b) A new child is added to Net Profit. Click its edit icon, name it Gross Profit, and click Apply.

New Row

General

Display

Row Name

Gross Profit

Closed Period

Configure as

Formula

Enter Formula

Start typing your formula here...

Auto Suggestions

Example: [Monthly] - [YTD]

Use Ctrl + Space to open suggestions, also select any column or cell to insert the reference

Open Period

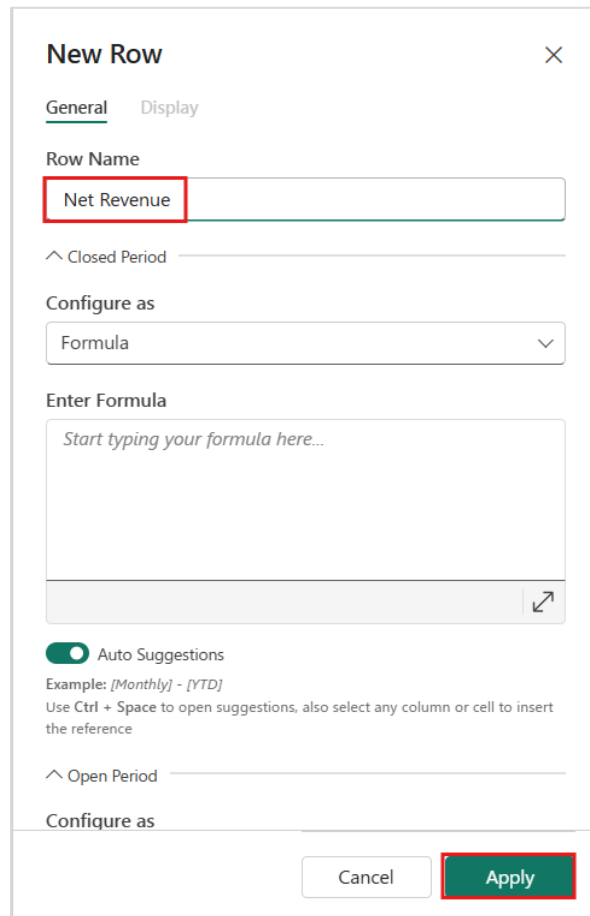
Configure as

Cancel

Apply

## Net Revenue

- a) Select Gross Profit. Click Add Child → Formula. A new child is added to Gross Profit. Click its edit icon, name it Net Revenue, and click Apply.



**New Row** [Close]

General Display

Row Name  
Net Revenue

^ Closed Period

Configure as  
Formula

Enter Formula  
Start typing your formula here...

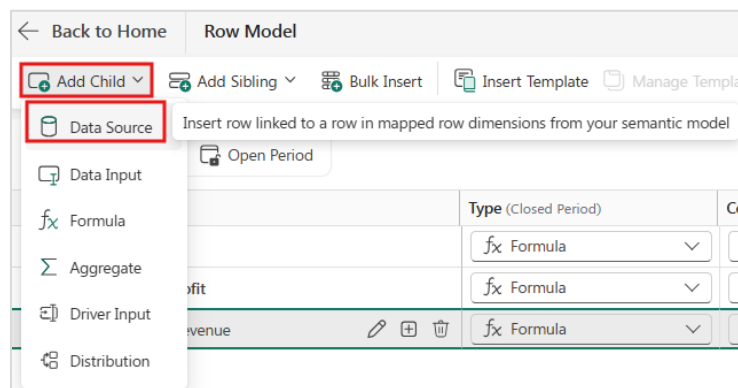
☒ Auto Suggestions  
Example: [Monthly] - [YTD]  
Use Ctrl + Space to open suggestions, also select any column or cell to insert the reference

^ Open Period

Configure as

Cancel Apply

- b) Select Net Revenue. Click Add Child → Data Source.



← Back to Home Row Model

Add Child Add Sibling Bulk Insert Insert Template Manage Template

Data Source Insert row linked to a row in mapped row dimensions from your semantic model

Data Input

Formula

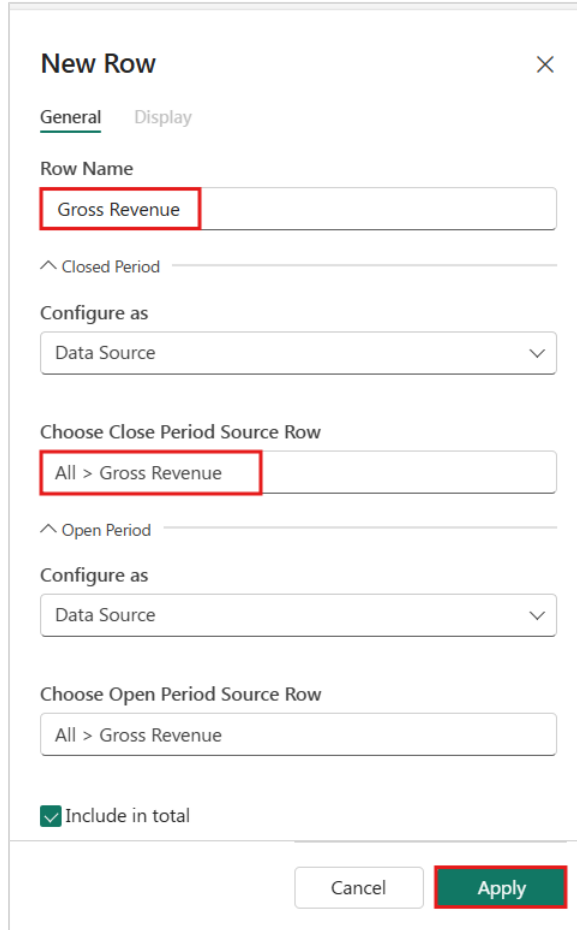
Aggregate

Driver Input

Distribution

|         | Type (Closed Period) | Co |
|---------|----------------------|----|
| Profit  | fx Formula           |    |
| Revenue | fx Formula           |    |

- c) Click its edit icon, name it Gross Revenue, click Choose Close Period Source Row, search and select Gross Revenue. Click Apply.



**New Row** ×

General Display

Row Name  
Gross Revenue

^ Closed Period

Configure as  
Data Source

Choose Close Period Source Row  
All > Gross Revenue

^ Open Period

Configure as  
Data Source

Choose Open Period Source Row  
All > Gross Revenue

☒ Include in total

Cancel Apply

- d) Select Gross Revenue. Click Add Sibling → Data Source. Click its edit icon, name it Returns and Breakage, click Choose Close Period Source Row, search and select Returns and Breakage. Click Apply.

New Row

General

Display

Row Name

Returns and Breakage

^ Closed Period

Configure as

Data Source

Choose Close Period Source Row

All > Less: Returns & Breakage

^ Open Period

Configure as

Data Source

Choose Open Period Source Row

All > Less: Returns & Breakage

☒ Include in total

Cancel

Apply

- e) In the same way, add Distribution Allowance & Rebates and Federal & State Excise Taxes as siblings to Gross Revenue under Net Revenue.

| <div> <div>Back to Home</div> <div>Row Model</div> </div> <div> <div>Add Child</div> <div>Add Sibling</div> <div>Bulk Insert</div> <div>Insert Template</div> <div>Manage Template</div> <div>Show Preview</div> <div>Bulk Edit</div> <div>Delete</div> </div> <div> <div>Closed Period</div> <div>Open Period</div> <div>Q Search</div> </div> |                                  |                      |                                              |             |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|----------------------|----------------------------------------------|-------------|
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Row Name                         | Type (Closed Period) | Configuration (Closed Period)                | Aggregation |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Net Profit                       | fx Formula           | Configure formula                            | Sum         |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Gross Profit                     | fx Formula           | Configure formula                            | Sum         |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Net Revenue                      | fx Formula           | Configure formula                            | Sum         |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Gross Revenue                    | Data Source          | All > Gross Revenue                          | Sum         |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Returns and Breakage             | Data Source          | All > Less: Returns & Breakage               | Sum         |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Distribution Allowance & Rebates | Data Source          | All > Less: Distributor Allowances & Rebates | Sum         |
| <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                        | Federal & State Excise Taxes     | Data Source          | All > Less: Federal & State Excise Taxes     | Sum         |

## Net Revenue — Formula Configuration

- a) Click Configure Formula on the Net Revenue row.

| <input type="checkbox"/> | Row Name                         | Type (Closed Period) | Configuration (Closed Period)                | Aggregation |
|--------------------------|----------------------------------|----------------------|----------------------------------------------|-------------|
| <input type="checkbox"/> | Net Profit                       | fx Formula           | Configure formula                            | Sum         |
| <input type="checkbox"/> | Gross Profit                     | fx Formula           | Configure formula                            | Sum         |
| <input type="checkbox"/> | Net Revenue                      | fx Formula           | Configure formula                            | Sum         |
| <input type="checkbox"/> | Gross Revenue                    | Data Source          | All                                          | Sum         |
| <input type="checkbox"/> | Returns and Breakage             | Data Source          | All > Less: Returns & Breakage               | Sum         |
| <input type="checkbox"/> | Distribution Allowance & Rebates | Data Source          | All > Less: Distributor Allowances & Rebates | Sum         |
| <input type="checkbox"/> | Federal & State Excise Taxes     | Data Source          | All > Less: Federal & State Excise Taxes     | Sum         |

- b) In the formula dialog, deduct Returns and Breakage, Distribution Allowance & Rebates, and Federal & State Excise Taxes from Gross Revenue. Click Apply.

< Net Revenue

1

[Gross Profit].[Net Revenue].[Gross Revenue]-  
[Gross Profit].[Net Revenue].[Returns and  
Breakage]-[Gross Profit].[Net Revenue].  
[Distribution Allowance & Rebates]-[Gross  
Profit].[Net Revenue].[Federal & State Excise  
Taxes]

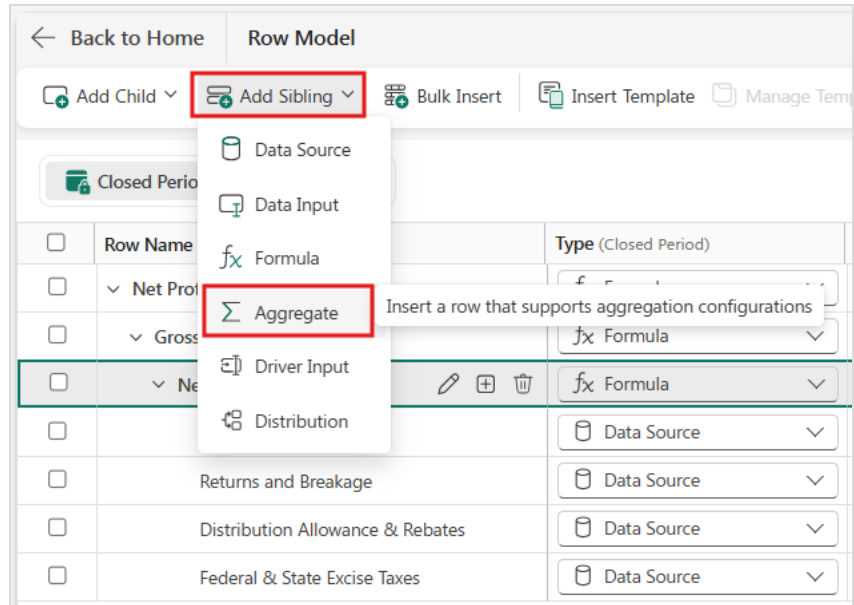
Cancel Apply

- c) Net Revenue is now configured.

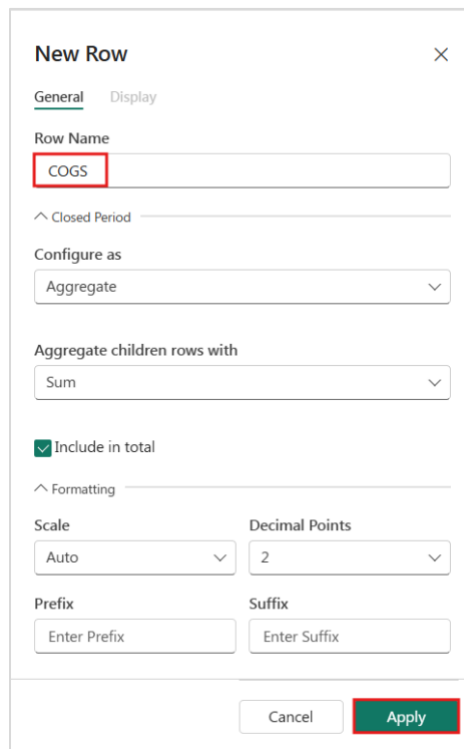
| <input type="checkbox"/> | Row Name      | Type (Closed Period) | Configuration (Closed Period)                                                                            | Aggregation |
|--------------------------|---------------|----------------------|----------------------------------------------------------------------------------------------------------|-------------|
| <input type="checkbox"/> | Net Profit    | fx Formula           | Configure formula                                                                                        | Sum         |
| <input type="checkbox"/> | Gross Profit  | fx Formula           | Configure formula                                                                                        | Sum         |
| <input type="checkbox"/> | Net Revenue   | fx Formula           | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] | Sum         |
| <input type="checkbox"/> | Gross Revenue | Data Source          | All > Gross Revenue                                                                                      | Sum         |

## COGS

a) Select Net Revenue. Click Add Sibling → Aggregate.

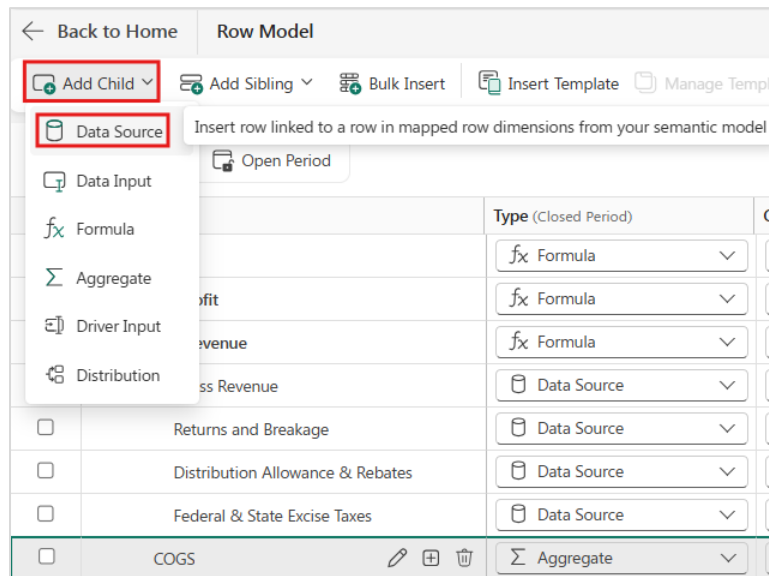


b) Click its edit icon, name it COGS, and click Apply.



The screenshot shows the 'New Row' dialog box. It has two tabs: 'General' and 'Display'. The 'General' tab is active. The 'Row Name' field is highlighted with a red box and contains the text 'COGS'. Below it, there is a 'Closed Period' section with a dropdown menu set to 'Aggregate'. Further down, there is a section 'Aggregate children rows with' with a dropdown menu set to 'Sum'. There is a checkbox 'Include in total' which is checked. At the bottom, there are fields for 'Scale' (set to 'Auto') and 'Decimal Points' (set to '2'). There are also fields for 'Prefix' and 'Suffix'. At the very bottom, there are 'Cancel' and 'Apply' buttons. The 'Apply' button is highlighted with a red box.

c) Select COGS. Click Add Child → Data Source.



d) Click its edit icon, name it Brewing Materials, click Choose Close Period Source Row, search and select Brewing Materials. Click Apply.

New Row

General

Display

Row Name

Brewing Materials

^ Closed Period

Configure as

Data Source

Choose Close Period Source Row

All > Brewing Materials (Malt, Hops, Adjuncts)

^ Open Period

Configure as

Data Source

Choose Open Period Source Row

All > Brewing Materials (Malt, Hops, Adjuncts)

☒ Include in total

Cancel

Apply

- e) In the same way, add Packaging, Plant Overhead and Maintenance, and Water & Utilities as children of COGS. COGS is now configured.

| Closed Period                    |                      | Open Period                                                                                              |  | Q Search    |  |
|----------------------------------|----------------------|----------------------------------------------------------------------------------------------------------|--|-------------|--|
| Row Name                         | Type (Closed Period) | Configuration (Closed Period)                                                                            |  | Aggregation |  |
| Net Profit                       | fx Formula           | Configure formula                                                                                        |  | Sum         |  |
| Gross Profit                     | fx Formula           | Configure formula                                                                                        |  | Sum         |  |
| Net Revenue                      | fx Formula           | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] |  | Sum         |  |
| Gross Revenue                    | Data Source          | All > Gross Revenue                                                                                      |  | Sum         |  |
| Returns and Breakage             | Data Source          | All > Less: Returns & Breakage                                                                           |  | Sum         |  |
| Distribution Allowance & Rebates | Data Source          | All > Less: Distributor Allowances & Rebates                                                             |  | Sum         |  |
| Federal & State Excise Taxes     | Data Source          | All > Less: Federal & State Excise Taxes                                                                 |  | Sum         |  |
| COGS                             | Aggregate            | Sum                                                                                                      |  | Sum         |  |
| Brewing Materials                | Data Source          | All > Brewing Materials (Malt, Hops, Adjuncts)                                                           |  | Sum         |  |
| Packaging                        | Data Source          | All > Packaging (Cans, Bottles, Kegs, Labels)                                                            |  | Sum         |  |
| Plant Overhead & Maintenance     | Data Source          | All > Plant Overhead & Maintenance                                                                       |  | Sum         |  |
| Water & Utilities                | Data Source          | All > Water & Utilities                                                                                  |  | Sum         |  |

## Gross Profit — Formula Configuration

- a) Click Configure Formula on the Gross Profit row.

| Row Name      | Type (Closed Period) | Configuration (Closed Period)                                                                            |  | Aggregation |  |
|---------------|----------------------|----------------------------------------------------------------------------------------------------------|--|-------------|--|
| Net Profit    | fx Formula           | Configure formula                                                                                        |  | Sum         |  |
| Gross Profit  | fx Formula           | Configure formula                                                                                        |  | Sum         |  |
| Net Revenue   | fx Formula           | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] |  | Sum         |  |
| Gross Revenue | Data Source          | All > Gross Revenue                                                                                      |  | Sum         |  |

- b) In the formula dialog, deduct COGS from Net Revenue — [Net Revenue] - [COGS]. Click Apply.

< Gross Profit

×

1

[Gross Profit].[Net Revenue]-[Gross Profit].

[COGS]

Cancel

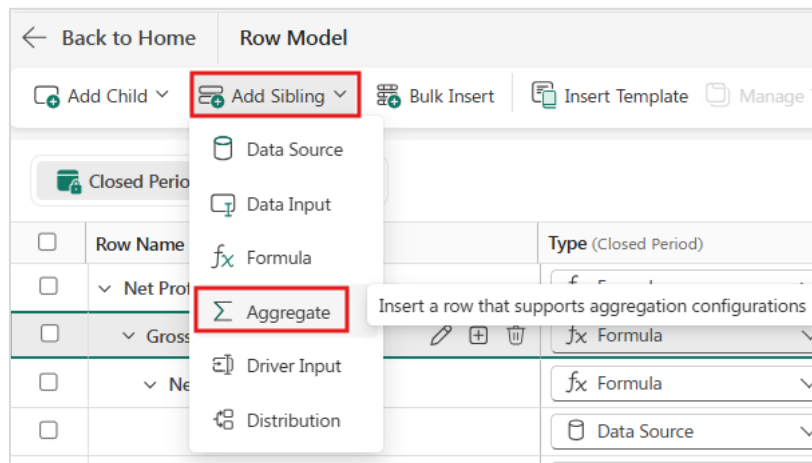
Apply

c) Gross Profit is now configured.

|                          | Row Name                         | Type (Closed Period) | Configuration (Closed Period)                                                                            | Aggregation |
|--------------------------|----------------------------------|----------------------|----------------------------------------------------------------------------------------------------------|-------------|
| <input type="checkbox"/> | ▼ Gross Profit                   | fx Formula           | [Net Revenue]-[COGS]                                                                                     | Sum         |
| <input type="checkbox"/> | ▼ Net Revenue                    | fx Formula           | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] | Sum         |
| <input type="checkbox"/> | Gross Revenue                    | Data Source          | All > Gross Revenue                                                                                      | Sum         |
| <input type="checkbox"/> | Returns and Breakage             | Data Source          | All > Less: Returns & Breakage                                                                           | Sum         |
| <input type="checkbox"/> | Distribution Allowance & Rebates | Data Source          | All > Less: Distributor Allowances & Rebates                                                             | Sum         |
| <input type="checkbox"/> | Federal & State Excise Taxes     | Data Source          | All > Less: Federal & State Excise Taxes                                                                 | Sum         |
| <input type="checkbox"/> | ▼ COGS                           | Σ Aggregate          | Sum                                                                                                      | Sum         |
| <input type="checkbox"/> | Brewing Materials                | Data Source          | All > Brewing Materials (Malt, Hops, Adjuncts)                                                           | Sum         |
| <input type="checkbox"/> | Packaging                        | Data Source          | All > Packaging (Cans, Bottles, Kegs, Labels)                                                            | Sum         |
| <input type="checkbox"/> | Plant Overhead and Maintenance   | Data Source          | All > Plant Overhead & Maintenance                                                                       | Sum         |
| <input type="checkbox"/> | Water & Utilities                | Data Source          | All > Water & Utilities                                                                                  | Sum         |

## Operating Expenses

a) Select Gross Profit. Click Add Sibling → Aggregate.



The screenshot shows the 'Row Model' interface. At the top, there is a 'Back to Home' button and a 'Row Model' title. Below the title, there are several action buttons: 'Add Child', 'Add Sibling' (highlighted with a red box), 'Bulk Insert', 'Insert Template', and 'Manage Template'. A dropdown menu is open from the 'Add Sibling' button, showing options: 'Data Source', 'Data Input', 'Formula', 'Aggregate' (highlighted with a red box), 'Driver Input', and 'Distribution'. A tooltip message says 'Insert a row that supports aggregation configurations'. In the background, a table is visible with columns 'Row Name', 'Type (Closed Period)', and 'Configuration (Closed Period)'. The 'Gross Profit' row is highlighted in green.

b) Click its edit icon, name it Operating Expenses, and click Apply.

New Row

General

Display

Row Name

Operating Expenses

^ Closed Period

Configure as

Aggregate

Aggregate children rows with

Sum

☒ Include in total

^ Formatting

Scale

Auto

Decimal Points

2

Prefix

Enter Prefix

Suffix

Enter Suffix

Cancel

Apply

c) Select Operating Expenses. Click Add Child → Data Source.

Back to Home

Row Model

Add Child

Add Sibling

Bulk Insert

Insert Template

Manage Template

Data Source

Data Input

Formula

Aggregate

Driver Input

Distribution

Insert row linked to a row in mapped row dimensions from your semantic model

Open Period

|         | Type (Closed Period) |  |
|---------|----------------------|--|
|         | fx Formula           |  |
| Profit  | fx Formula           |  |
| Revenue | fx Formula           |  |
| Revenue | Data Source          |  |

d) Click its edit icon, name it Selling & Marketing, click Close Period Source Row, search and select Selling & Marketing. Click Apply.

### New Row ✕

General

Display

Row Name

Selling & Marketing

^ Closed Period

Configure as

Data Source

Choose Close Period Source Row

All > Selling & Marketing

^ Open Period

Configure as

Data Source

Choose Open Period Source Row

All > Selling & Marketing

☒ Include in total

Cancel

Apply

- e) In the same way, add Outbound Distribution & Logistics, General & Administrative, and Research & Product Development as children of Operating Expenses. Operating Expense is now configured.

| <input type="checkbox"/> | Row Name                                                                                                                                                                                                                                                           | Type (Closed Period)                                 | Configuration (Closed Period)                                                                            | Aggregation |
|--------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|----------------------------------------------------------------------------------------------------------|-------------|
| <input type="checkbox"/> | ▼ Gross Profit                                                                                                                                                                                                                                                     | <input type="text" value="fx"/> Formula              | [Net Revenue]-[COGS]                                                                                     | Sum         |
| <input type="checkbox"/> | ▼ Net Revenue                                                                                                                                                                                                                                                      | <input type="text" value="fx"/> Formula              | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] | Sum         |
| <input type="checkbox"/> | Gross Revenue                                                                                                                                                                                                                                                      | <input type="text" value="Data Source"/> Data Source | All > Gross Revenue                                                                                      | Sum         |
| <input type="checkbox"/> | Returns and Breakage                                                                                                                                                                                                                                               | <input type="text" value="Data Source"/> Data Source | All > Less: Returns & Breakage                                                                           | Sum         |
| <input type="checkbox"/> | Distribution Allowance & Rebates                                                                                                                                                                                                                                   | <input type="text" value="Data Source"/> Data Source | All > Less: Distributor Allowances & Rebates                                                             | Sum         |
| <input type="checkbox"/> | Federal & State Excise Taxes                                                                                                                                                                                                                                       | <input type="text" value="Data Source"/> Data Source | All > Less: Federal & State Excise Taxes                                                                 | Sum         |
| <input type="checkbox"/> | ▼ COGS    | <input type="text" value="Σ Aggregate"/> Aggregate   | Sum                                                                                                      | Sum         |
| <input type="checkbox"/> | Brewing Materials                                                                                                                                                                                                                                                  | <input type="text" value="Data Source"/> Data Source | All > Brewing Materials (Malt, Hops, Adjuncts)                                                           | Sum         |
| <input type="checkbox"/> | Packaging                                                                                                                                                                                                                                                          | <input type="text" value="Data Source"/> Data Source | All > Packaging (Cans, Bottles, Kegs, Labels)                                                            | Sum         |
| <input type="checkbox"/> | Plant Overhead and Maintenance                                                                                                                                                                                                                                     | <input type="text" value="Data Source"/> Data Source | All > Plant Overhead & Maintenance                                                                       | Sum         |
| <input type="checkbox"/> | Water & Utilities                                                                                                                                                                                                                                                  | <input type="text" value="Data Source"/> Data Source | All > Water & Utilities                                                                                  | Sum         |
| <input type="checkbox"/> | ▼ Operating Expenses                                                                                                                                                                                                                                               | <input type="text" value="Σ Aggregate"/> Aggregate   | Sum                                                                                                      | Sum         |
| <input type="checkbox"/> | Selling & Marketing                                                                                                                                                                                                                                                | <input type="text" value="Data Source"/> Data Source | All > Selling & Marketing                                                                                | Sum         |
| <input type="checkbox"/> | Outbound Distribution & Logistics                                                                                                                                                                                                                                  | <input type="text" value="Data Source"/> Data Source | All > Outbound Distribution & Logistics                                                                  | Sum         |
| <input type="checkbox"/> | General & Administrative                                                                                                                                                                                                                                           | <input type="text" value="Data Source"/> Data Source | All > General & Administrative                                                                           | Sum         |
| <input type="checkbox"/> | Research & Product Development                                                                                                                                                                                                                                     | <input type="text" value="Data Source"/> Data Source | All > Research & Product Development                                                                     | Sum         |

## Net Profit — Formula Configuration

a) Click Configure Formula on the Net Profit row.

| <input type="checkbox"/> | Row Name      | Type (Closed Period) | Configuration (Closed Period)                                                                            | Aggregation |
|--------------------------|---------------|----------------------|----------------------------------------------------------------------------------------------------------|-------------|
| <input type="checkbox"/> | Net Profit    | fx Formula           | <span style="border: 1px solid red;">Configure formula</span>                                            | Sum         |
| <input type="checkbox"/> | Gross Profit  | fx Formula           | [N] Configure formula                                                                                    | Sum         |
| <input type="checkbox"/> | Net Revenue   | fx Formula           | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] | Sum         |
| <input type="checkbox"/> | Gross Revenue | Data Source          | All > Gross Revenue                                                                                      | Sum         |

b) In the formula dialog, deduct Operating Expenses from Gross Profit: [Gross Profit] – [Operating Expenses]. Click Apply.

<

Net Profit

×

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[Gross Profit]-[Operating Expenses]

Cancel

Apply

c) Net Profit is now configured.

| ← Back to Home Row Model                                                                                     |                      |                                                                                                          |             |
|--------------------------------------------------------------------------------------------------------------|----------------------|----------------------------------------------------------------------------------------------------------|-------------|
| <div> Add Child Add Sibling Bulk Insert Insert Template Manage Template Show Preview Bulk Edit Delete </div> |                      |                                                                                                          |             |
| <div> Closed Period Open Period </div>                                                                       |                      | Q Search                                                                                                 |             |
| Row Name                                                                                                     | Type (Closed Period) | Configuration (Closed Period)                                                                            | Aggregation |
| Net Profit                                                                                                   | fx Formula           | [Gross Profit]-[Operating Expenses]                                                                      | Sum         |
| Gross Profit                                                                                                 | fx Formula           | [Net Revenue]-[COGS]                                                                                     | Sum         |
| Net Revenue                                                                                                  | fx Formula           | [Gross Revenue]-[Returns and Breakage]-[Distribution Allowance & Rebates]-[Federal & State Excise Taxes] | Sum         |
| Gross Revenue                                                                                                | Data Source          | All > Gross Revenue                                                                                      | Sum         |
| Returns and Breakage                                                                                         | Data Source          | All > Less: Returns & Breakage                                                                           | Sum         |
| Distribution Allowance & Rebates                                                                             | Data Source          | All > Less: Distributor Allowances & Rebates                                                             | Sum         |
| Federal & State Excise Taxes                                                                                 | Data Source          | All > Less: Federal & State Excise Taxes                                                                 | Sum         |
| COGS                                                                                                         | Σ Aggregate          | Sum                                                                                                      | Sum         |
| Brewing Materials                                                                                            | Data Source          | All > Brewing Materials (Malt, Hops, Adjuncts)                                                           | Sum         |
| Packaging                                                                                                    | Data Source          | All > Packaging (Cans, Bottles, Kegs, Labels)                                                            | Sum         |
| Plant Overhead and Maintenance                                                                               | Data Source          | All > Plant Overhead & Maintenance                                                                       | Sum         |
| Water & Utilities                                                                                            | Data Source          | All > Water & Utilities                                                                                  | Sum         |
| Operating Expenses                                                                                           | Σ Aggregate          | Sum                                                                                                      | Sum         |
| Selling & Marketing                                                                                          | Data Source          | All > Selling & Marketing                                                                                | Sum         |
| Outbound Distribution & Logistics                                                                            | Data Source          | All > Outbound Distribution & Logistics                                                                  | Sum         |
| General & Administrative                                                                                     | Data Source          | All > General & Administrative                                                                           | Sum         |

### 3. View the Row Model

a) Click Back to Home.

| ← Back to Home Row Model                                                       |                      |  |
|--------------------------------------------------------------------------------|----------------------|--|
| <div> Add Child Add Sibling Bulk Insert Insert Template Manage Template </div> |                      |  |
| <div> Closed Period Open Period </div>                                         |                      |  |
| Row Name                                                                       | Type (Closed Period) |  |
| Net Profit                                                                     | fx Formula           |  |
| Gross Profit                                                                   | fx Formula           |  |

b) Observe that the planning sheet now displays the full P&L hierarchy — Net Profit at the root, with Gross Profit, Net Revenue, COGS, and Operating Expenses as connected nodes. Expanding any node shows its contributing data source rows.

Home Planning Model Format Writeback Infobridge

Forecast Extend Time Reforecast Predict Period Scenario Compare Row Model Cube Rules

Row Model +

Sum of Value by Account, Level 2, Level 3, Year, Quarter, Month

| Year                              | > 2024                       | > 2025                       | > 2026                       |
|-----------------------------------|------------------------------|------------------------------|------------------------------|
| Account                           | Sum of Value<br>in Thousands | Sum of Value<br>in Thousands | Sum of Value<br>in Thousands |
| Net Profit                        | 9.10                         | 9.44                         | 4.72                         |
| Gross Profit                      | 15.61                        | 16.29                        | 8.26                         |
| Net Revenue                       | 24.04                        | 25.29                        | 13.10                        |
| Gross Revenue                     | 28.26                        | 29.75                        | 15.42                        |
| Returns and Breakage              | 0.27                         | 0.30                         | 0.15                         |
| Distribution Allowance & Rebates  | 1.55                         | 1.64                         | 0.85                         |
| Federal & State Excise Taxes      | 2.40                         | 2.52                         | 1.31                         |
| COGS                              | 8.44                         | 9.00                         | 4.84                         |
| Brewing Materials                 | 3.62                         | 3.86                         | 2.09                         |
| Packaging                         | 2.91                         | 3.10                         | 1.69                         |
| Plant Overhead and Maintenance    | 1.19                         | 1.27                         | 0.66                         |
| Water & Utilities                 | 0.72                         | 0.77                         | 0.41                         |
| Operating Expenses                | 6.51                         | 6.85                         | 3.54                         |
| Selling & Marketing               | 3.73                         | 3.94                         | 2.03                         |
| Outbound Distribution & Logistics | 1.31                         | 1.40                         | 0.72                         |

Fields

Rows

Account

+ Add Rows

Columns

Date

Year

Quarter

Month

+ Add Columns

Values

Sum of Value

Data

Search

Semantic Model

Fact Transactions

P&L Data

Account

Date

Year

Quarter

Month

Day

Month

Month Name

Quarter

Quarter Name

Value

Version

Year

From Sheets

Queries

## Outcomes

- ✓ Row Model planning sheet created with Account rows and Value from the P&L Data table
- ✓ Net Profit configured as the root node using Formula type
- ✓ Net Revenue configured with Gross Revenue, Returns and Breakage, Distribution Allowance & Rebates, and Federal & State Excise Taxes as data source children, with formula deducting the latter three from Gross Revenue
- ✓ COGS configured as an aggregate of Brewing Materials, Packaging, Plant Overhead and Maintenance, and Water & Utilities
- ✓ Gross Profit formula configured — Net Revenue – COGS
- ✓ Operating Expenses configured as an aggregate of Selling & Marketing, Outbound Distribution & Logistics, General & Administrative, and Research & Product Development
- ✓ Net Profit formula configured — Gross Profit – Operating Expenses
- ✓ Full P&L hierarchy visible in the planning sheet with all nodes connected