



## Sales Reporting

## Sales Forecast To Actual

### About the report –

This is a sales forecast to actual in calendar format. It includes monthly information as well as quarterly breakdowns. Actual values are used to date, and budget values are used for future periods, to keep the end of quarter and year information as relevant as possible at any time during the year.

Dates used in filtering must be formatted to the same format used in NAV.

### Modifying this report –

This report can be modified by entering design mode from the Jet tab.

#### Sales Forecast to Actual

(Based on Actuals to Date and Budgeted Values for Future Dates)

Confidential

Run Date

15-Oct-18

Jan				Feb				Mar				Q1							
Budget	Actual	Variance	%	Budget	Actual	Variance	%	Budget	Actual	Variance	%	Variance	%						
Sales, Retail - North America	1,006,976	897,773	(109,203)	-10.84%	Sales, Retail - North America	974,078	911,259	(62,819)	-6.45%	Sales, Retail - North America	1,135,217	983,022	(152,195)	-13.41%	(324,217)	-10.40%			
Sales, Retail - EU	524,892	467,428	(57,463)	-10.95%	Sales, Retail - EU	556,237	460,989	(95,248)	-17.12%	Sales, Retail - EU	480,668	419,663	(61,004)	-12.69%	(213,715)	-13.68%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,531,868	1,365,201	(166,666)	-10.88%		1,530,315	1,372,248	(158,067)	-10.33%		1,615,884	1,402,686	(213,199)	-13.19%	(537,932)	-11.50%			
Apr				May				Jun				Q2							
Budget	Actual	Variance	%	Budget	Actual	Variance	%	Budget	Actual	Variance	%	Variance	%						
Sales, Retail - North America	1,004,651	944,177	(60,474)	-6.02%	Sales, Retail - North America	1,094,901	997,404	(97,497)	-8.90%	Sales, Retail - North America	1,269,726	1,105,342	(164,385)	-12.95%	(322,356)	-9.57%			
Sales, Retail - EU	540,846	497,219	(43,628)	-8.07%	Sales, Retail - EU	530,741	471,073	(59,669)	-11.24%	Sales, Retail - EU	517,405	458,168	(59,236)	-11.45%	(162,533)	-10.23%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,545,498	1,441,396	(104,102)	-6.74%		1,625,643	1,468,477	(157,166)	-9.67%		1,787,131	1,563,510	(223,621)	-12.51%	(484,889)	-9.78%			
Jul				Aug				Sep				Q3							
Budget	Actual	Variance	%	Budget	Actual	Variance	%	Budget	Actual	Variance	%	Variance	%						
Sales, Retail - North America	1,158,499	1,016,449	(142,050)	-12.26%	Sales, Retail - North America	1,194,385	997,315	(197,069)	-16.50%	Sales, Retail - North America	1,195,365	1,037,838	(157,527)	-13.18%	(496,646)	-14.00%			
Sales, Retail - EU	575,491	503,462	(72,029)	-12.52%	Sales, Retail - EU	551,255	475,474	(75,781)	-13.75%	Sales, Retail - EU	546,416	499,383	(47,033)	-8.61%	(194,843)	-11.65%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,733,990	1,519,911	(214,078)	-12.35%		1,745,640	1,472,789	(272,851)	-15.63%		1,741,780	1,537,221	(204,559)	-11.74%	(691,488)	-13.24%			
Oct				Nov (Budget)				Dec (Budget)				Q4							
Budget	Actual	Variance	%	Budget	Actual	Variance	%	Budget	Actual	Variance	%	Variance	%						
Sales, Retail - North America	1,237,515	1,090,544	(146,971)	-11.88%	Sales, Retail - North America	1,307,906	1,307,906	-	-	Sales, Retail - North America	1,450,212	1,450,212	-	-	(146,971)	-3.68%			
Sales, Retail - EU	578,914	506,488	(72,426)	-12.51%	Sales, Retail - EU	607,226	607,226	-	-	Sales, Retail - EU	603,222	603,222	-	-	(72,426)	-4.05%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,816,429	1,597,032	(219,397)	-12.08%		1,915,132	1,915,132	-	-		2,053,434	2,053,434	-	-	(219,397)	-3.79%			
Running Bal. Q1				Running Bal. Q2				Running Bal. Q3				Running Bal. Q4							
Budget	Actual	Variance	%	Budget	Actual	Variance	%	Budget	Actual	Variance	%	Budget	Actual	Variance	%				
Sales, Retail - North America	3,116,271	2,792,054	(324,217)	-10.40%	Sales, Retail - North America	6,485,550	5,838,977	(646,573)	-9.97%	Sales, Retail - North America	14,029,431	12,739,242	(1,290,190)	-9.20%	Sales, Retail - North America	14,029,431	12,739,242	(1,290,190)	-9.20%
Sales, Retail - EU	1,561,796	1,348,080	(213,715)	-13.68%	Sales, Retail - EU	3,150,788	2,774,540	(376,248)	-11.94%	Sales, Retail - EU	6,613,312	5,969,795	(643,517)	-9.73%	Sales, Retail - EU	6,613,312	5,969,795	(643,517)	-9.73%
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-
	4,678,067	4,140,135	(537,932)	-11.50%		9,636,338	8,613,517	(1,022,821)	-10.61%		20,642,743	18,709,037	(1,933,706)	-9.37%		20,642,743	18,709,037	(1,933,706)	-9.37%
	14,857,748	13,143,438	(1,714,310)	-11.54%		20,642,743	18,709,037	(1,933,706)	-9.37%		20,642,743	18,709,037	(1,933,706)	-9.37%		20,642,743	18,709,037	(1,933,706)	-9.37%