



Business Reporting

Forecast to Actual Calendar Format

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 all times 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.

NOTE: Cell C8 on the Report worksheet will need to be modified to the function TODAY().

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	874,078	911,259	(62,819)	-8.45%	Sales, Retail - North America	1,135,217	983,022	(152,195)	-13.41%	(324,217)	-10.40%			
Sales, Retail - EU	524,852	467,426	(57,426)	-10.95%	Sales, Retail - EU	556,237	469,989	(86,248)	-15.52%	Sales, Retail - EU	490,669	419,663	(61,004)	-12.69%	(213,715)	-13.68%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,531,828	1,365,201	(166,628)	-10.88%		1,530,315	1,372,248	(158,067)	-10.33%		1,625,884	1,402,686	(223,199)	-13.78%	(537,932)	-11.50%			
abr				mai				jun				Q2							
Sales, Retail - North America	1,004,551	944,177	(60,374)	-6.02%	Sales, Retail - North America	1,034,301	937,404	(97,437)	-9.42%	Sales, Retail - North America	1,253,725	1,135,342	(118,383)	-9.44%	(322,358)	-9.57%			
Sales, Retail - EU	540,646	497,215	(43,431)	-8.04%	Sales, Retail - EU	530,741	471,073	(59,668)	-11.24%	Sales, Retail - EU	517,405	459,169	(58,236)	-11.45%	(162,533)	-10.23%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,545,197	1,441,392	(103,805)	-6.74%		1,625,643	1,469,477	(156,166)	-9.62%		1,797,131	1,593,510	(203,621)	-11.32%	(494,999)	-9.78%			
jul				ago				set				Q3							
Sales, Retail - North America	1,156,459	1,016,449	(140,010)	-12.11%	Sales, Retail - North America	1,154,365	997,315	(157,050)	-13.61%	Sales, Retail - North America	1,195,365	1,007,938	(187,427)	-15.68%	(436,645)	-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	439,383	(107,033)	-19.42%	(194,943)	-16.65%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-	-			
	1,731,950	1,519,911	(212,039)	-12.24%		1,745,640	1,472,789	(272,851)	-15.63%		1,741,780	1,537,221	(204,559)	-11.74%	(631,438)	-13.24%			
out				nov (Budget)				dec (Budget)				Q4							
Sales, Retail - North America	1,237,975	1,090,544	(147,431)	-11.88%	Sales, Retail - North America	1,307,906	1,307,906	-	-	Sales, Retail - North America	1,400,212	1,450,212	50,000	3.57%	(146,971)	-10.49%			
Sales, Retail - EU	579,914	506,488	(73,426)	-12.51%	Sales, Retail - EU	607,225	607,225	-	-	Sales, Retail - EU	603,222	603,222	-	-	(72,425)	-11.99%			
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	(219,387)	-13.78%			
	1,817,439	1,597,032	(220,407)	-12.18%		1,915,132	1,915,132	-	-		2,003,434	2,053,434	50,000	2.50%	-	-			
Running Bal.				Running Bal.				Running Bal.				Running Bal.							
	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	6,465,050	5,839,977	(625,073)	-9.67%	Sales, Retail - North America	14,029,431	12,739,242	(1,290,189)	-9.20%					
Sales, Retail - EU	1,551,756	1,346,000	(205,756)	-13.26%	Sales, Retail - EU	3,167,766	2,774,540	(393,226)	-12.41%	Sales, Retail - EU	6,613,312	5,969,795	(643,517)	-9.74%					
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-				
	4,678,027	4,140,155	(537,872)	-11.50%		9,632,816	8,614,517	(1,018,299)	-10.57%		20,642,743	18,709,037	(1,933,706)	-9.37%					
Running Bal.				Running Bal.				Running Bal.				Running Bal.							
Sales, Retail - North America	10,033,759	8,690,580	(1,343,179)	-13.39%	Sales, Retail - North America	14,029,431	12,739,242	(1,290,189)	-9.20%	Sales, Retail - North America	14,029,431	12,739,242	(1,290,189)	-9.20%					
Sales, Retail - EU	4,823,848	4,282,868	(540,980)	-11.24%	Sales, Retail - EU	6,613,312	5,969,795	(643,517)	-9.74%	Sales, Retail - EU	6,613,312	5,969,795	(643,517)	-9.74%					
Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	Sales, Retail - Other	-	-	-	-	-				
	14,857,607	13,433,448	(1,424,159)	-9.54%		20,642,743	18,709,037	(1,933,706)	-9.37%		20,642,743	18,709,037	(1,933,706)	-9.37%					