



Business Reporting

Profit and Loss Variance

About the report – This report provides info about sales, costs, and operating expenses resulting in a P&L. 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. The account numbers and names on the "P&L Variance" worksheet needs to be customized to match the database chart of accounts before this report will operate correctly.

Details on this are shown on the worksheet when viewed in the "Design" mode.

Profit & Loss Variance		Start	End		
First Period		1/1/2018	1/1/2018		
Second Period		1/1/2017	1/1/2017		
Exclude Closing Entries:		*****			
Account No	Description	First Period	Second Period	VARIANCE	
				Amount	%
REVENUE					
44100	Sales, Retail - North America	473 415	380 598	(92 816)	(20%)
44200	Sales, Retail - EU	163 231	223 280	60 049	37%
44300	Sales, Retail - Other	-	-	-	-
45100	Discounts, Retail - North America	(15 962)	(15 408)	554	(3%)
45200	Discounts, Retail - EU	(3 696)	(9 353)	(5 657)	153%
45300	Discounts, Retail - Other	-	-	-	-
TOTAL REVENUE		616 987	579 117	(37 870)	(6%)
COST OF GOODS SOLD					
52100	COGS, Retail - North America	(262 417)	(230 020)	32 397	(12%)
52300	COGS, Retail - EU	(72 784)	(96 043)	(23 259)	32%
52400	COGS, Retail - Other	-	-	-	-
54399	Cost Adjustments	71 670	8 020	(63 651)	(89%)
TOTAL COST OF GOODS SOLD		(263 531)	(318 043)	(54 513)	21%
GROSS PROFIT		353 456	261 074	(92 383)	(26%)
OPERATING EXPENSES					
65400	Bldg. Maint. Expenses	(4 071)	(3 099)	972	(24%)
65900	Administrative Expenses	-	(491)	(491)	=
64400	Computer Expenses	-	(4 310)	(4 310)	=
61400	Selling Expenses	(40 713)	(46 477)	(5 764)	14%
62950	Personnel Expenses	(480 509)	(481 442)	(933)	0%
66400	Fixed Asset Depreciation	-	-	-	-
67600	Other Operating Expenses	-	-	-	-
TOTAL OPERATING EXPENSES		(525 293)	(535 818)	(10 526)	2%
OPERATING INCOME		(171 836)	(274 744)	(102 908)	60%

