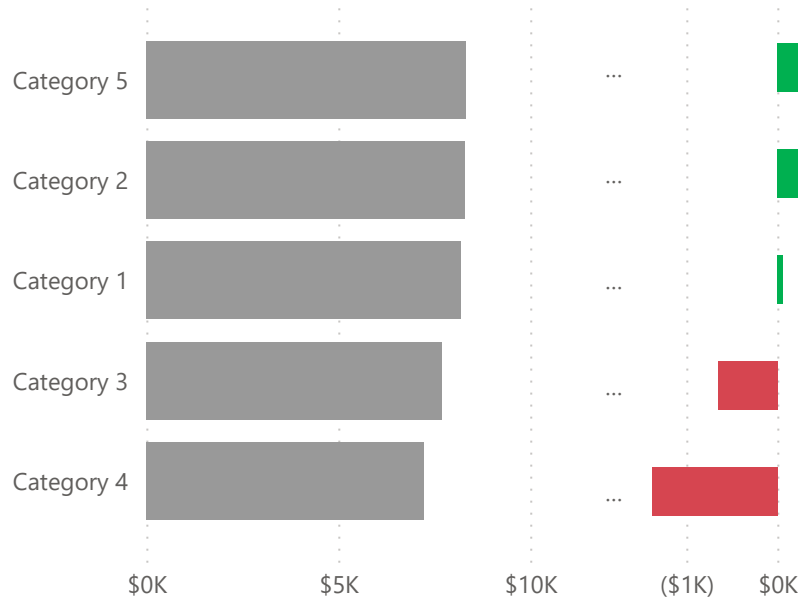


Sales Variance Analysis

Sales & Variance by Category



Sales & Variance by Product

Sub-category	Product	Actual Sales	Target Sales	Variance	Variance %
Sub Category 3	Product C	\$2,522	\$2,076	\$446	
Sub Category 3	Product A	\$2,358	\$2,006	\$352	
Sub Category 1	Product B	\$2,570	\$2,253	\$317	
Sub Category 3	Product E	\$2,303	\$2,039	\$264	
Sub Category 3	Product B	\$2,629	\$2,455	\$174	
Sub Category 3	Product F	\$2,364	\$2,222	\$142	
Sub Category 2	Product E	\$2,402	\$2,335	\$67	
Sub Category 2	Product C	\$2,016	\$1,997	\$19	
Sub Category 3	Product D	\$2,336	\$2,392	(\$56)	
Sub Category 2	Product D	\$2,268	\$2,449	(\$181)	
Sub Category 1	Product E	\$2,129	\$2,372	(\$243)	
Sub Category 1	Product C	\$1,936	\$2,207	(\$271)	
Sub Category 1	Product F	\$2,029	\$2,317	(\$288)	
Sub Category 2	Product B	\$2,043	\$2,398	(\$355)	
Sub Category 2	Product F	\$1,960	\$2,322	(\$362)	
Sub Category 1	Product A	\$2,026	\$2,440	(\$414)	
Sub Category 2	Product A	\$1,955	\$2,412	(\$457)	
Sub Category 1	Product D	\$1,893	\$2,368	(\$475)	

Sales & Variance by Sub-category

