

Financial Budget vs. Actual Analysis

KPIs Summary

Department	Budgeted Revenue	Actual Revenue	Budgeted Expenses	Actual Expenses	Actual Expense Ratio	Budgeted Expense Ratio
HR	1860000.0	1750000.0	81000	783000	96.67%	43.55%
IT	2460000.0	2465000.0	930000	924000	99.35%	37.80%
Marketing	3060000.0	3095000.0	1290000	1310000	101.55%	42.16%
Operations	3960000.0	3845000.0	2100000	2083000	99.19%	53.03%
Sales	6770000.0	6890000.0	2135000	2250000	105.39%	31.54%
Total	18110000.0	18045000.0	7265000	7350000	101.17%	40.12%

-0.36%
Revenue Variance %

-65K
Revenue Variance

1.17%
Expense Variance %

85K
Expense Variance

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Actual Vs. Budgeted

Actual Revenue and Budgeted Revenue over time.

Legend: Actual Revenue (Grey), Budgeted Revenue (Blue)

Month	Budgeted Revenue	Actual Revenue
December	1785000.0	1785000.0
January	1180000.0	1180000.0
February	1270000.0	1270000.0
March	1335000.0	1335000.0
April	1380000.0	1390000.0
May	1435000.0	1435000.0
June	1485000.0	1535000.0
July	1540000.0	1590000.0
August	1590000.0	1590000.0
September	1635000.0	1635000.0
October	1685000.0	1685000.0
November	1740000.0	1740000.0
December	1785000.0	1785000.0

Variance Analysis

Department

Legend: Revenue Variance % (Dark Teal), Expense Variance % (Light Blue)

Department	Revenue Variance %	Expense Variance %
Sales	1.8%	5.4%
Marketing	1.1%	1.6%
IT	0.2%	-0.6%
Operations	-2.9%	-0.8%
HR	-5.9%	-3.3%