

# Customer Actual Sales & Budget

Debtor From : [ ] Agent From : [ ] Category From : [ ] Area From : [ ]  
 Debtor To : [ ] Agent To : [ ] Category To : [ ] Area To : [ ]

SAMPLE TRADING (S) PTE LTD()

DEBTOR CODE & NAME	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>CINDY</b>	<b>CINDY</b>												
700-A001	143,975.95	18,900.00	35,679.00	33,589.50	39,973.50	0.00	0.00	0.00	0.00	0.00	0.00	1,365.00	273,482.95
ADVANCE TRADING PTE LTD	20,000.00	12,000.00	0.00	10,000.00	0.00	5,000.00	0.00	0.00	15,000.00	13,000.00	0.00	21,000.00	96,000.00
	<u>123,975.95</u>	<u>6,900.00</u>	<u>35,679.00</u>	<u>23,589.50</u>	<u>39,973.50</u>	<u>-5,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-15,000.00</u>	<u>-13,000.00</u>	<u>0.00</u>	<u>-19,635.00</u>	<u>177,482.95</u>
700-C001	102,650.63	0.00	0.00	0.00	0.00	0.00	31,807.65	0.00	33,390.00	0.00	0.00	0.00	167,848.28
CARE SOFTWARE SOLUTIONS	2,100.00	5,600.00	0.00	4,500.00	1,230.00	0.00	4,650.00	0.00	8,100.00	0.00	900.00	0.00	27,080.00
	<u>100,550.63</u>	<u>-5,600.00</u>	<u>0.00</u>	<u>-4,500.00</u>	<u>-1,230.00</u>	<u>0.00</u>	<u>27,157.65</u>	<u>0.00</u>	<u>25,290.00</u>	<u>0.00</u>	<u>-900.00</u>	<u>0.00</u>	<u>140,768.28</u>
700-T001	1,227.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	44,605.05	0.00	45,832.71
TRIWAY PTE LTD	0.00	0.00	1,200.00	0.00	1,300.00	0.00	1,400.00	0.00	1,600.00	0.00	2,130.00	0.00	7,630.00
	<u>1,227.66</u>	<u>0.00</u>	<u>-1,200.00</u>	<u>0.00</u>	<u>-1,300.00</u>	<u>0.00</u>	<u>-1,400.00</u>	<u>0.00</u>	<u>-1,600.00</u>	<u>0.00</u>	<u>42,475.05</u>	<u>0.00</u>	<u>38,202.71</u>
700-U001	23,986.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41,160.00	65,146.45
UOK (S) PTE LTD	1,000.00	1,000.00	0.00	2,000.00	1,000.00	0.00	1,000.00	1,000.00	0.00	5,000.00	0.00	3,000.00	15,000.00
	<u>22,986.45</u>	<u>-1,000.00</u>	<u>0.00</u>	<u>-2,000.00</u>	<u>-1,000.00</u>	<u>0.00</u>	<u>-1,000.00</u>	<u>-1,000.00</u>	<u>0.00</u>	<u>-5,000.00</u>	<u>0.00</u>	<u>38,160.00</u>	<u>50,146.45</u>
700-W002	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
WEST DIGITAL SDN BHD	1,680.00	0.00	1,697.00	2,846.00	8,734.00	0.00	6,497.00	0.00	4,975.00	0.00	0.00	2,645.00	29,074.00
	<u>-1,680.00</u>	<u>0.00</u>	<u>-1,697.00</u>	<u>-2,846.00</u>	<u>-8,734.00</u>	<u>0.00</u>	<u>-6,497.00</u>	<u>0.00</u>	<u>-4,975.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-2,645.00</u>	<u>-29,074.00</u>
T. SALES OF CINDY	271,840.69	18,900.00	35,679.00	33,589.50	39,973.50	0.00	31,807.65	0.00	33,390.00	0.00	44,605.05	42,525.00	552,310.39
T. BUDG. OF CINDY	24,780.00	18,600.00	2,897.00	19,346.00	12,264.00	5,000.00	13,547.00	1,000.00	29,675.00	18,000.00	3,030.00	26,645.00	174,784.00
VARIANCE OF CINDY	<u>247,060.69</u>	<u>300.00</u>	<u>32,782.00</u>	<u>14,243.50</u>	<u>27,709.50</u>	<u>-5,000.00</u>	<u>18,260.65</u>	<u>-1,000.00</u>	<u>3,715.00</u>	<u>-18,000.00</u>	<u>41,575.05</u>	<u>15,880.00</u>	<u>377,526.39</u>
% SALES OF CINDY	49.22%	3.42%	6.46%	6.08%	7.24%	0.00%	5.76%	0.00%	6.05%	0.00%	8.08%	7.70%	
% BUDG. OF CINDY	14.18%	10.64%	1.66%	11.07%	7.02%	2.86%	7.75%	0.57%	16.98%	10.30%	1.73%	15.24%	
<b>PETER</b>	<b>PETER</b>												
700-B001	78,418.71	22,669.50	0.00	0.00	0.00	33,854.10	0.00	36,429.75	0.00	0.00	0.00	0.00	171,372.06
BEST TECH ENGINEERING PTE LTD	1,000.00	2,000.00	0.00	5,000.00	3,000.00	4,000.00	0.00	10,000.00	1,200.00	0.00	3,500.00	10,000.00	39,700.00
	<u>77,418.71</u>	<u>20,669.50</u>	<u>0.00</u>	<u>-5,000.00</u>	<u>-3,000.00</u>	<u>29,854.10</u>	<u>0.00</u>	<u>26,429.75</u>	<u>-1,200.00</u>	<u>0.00</u>	<u>-3,500.00</u>	<u>-10,000.00</u>	<u>131,672.06</u>
700-C002	15,884.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,884.39
COSMIC CONSTRUCTION PTE LTD	1,000.00	1,000.00	0.00	2,000.00	1,000.00	0.00	3,000.00	1,000.00	2,000.00	0.00	0.00	0.00	11,000.00
	<u>14,884.39</u>	<u>-1,000.00</u>	<u>0.00</u>	<u>-2,000.00</u>	<u>-1,000.00</u>	<u>0.00</u>	<u>-3,000.00</u>	<u>-1,000.00</u>	<u>-2,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>4,884.39</u>
T. SALES OF PETER	94,303.10	22,669.50	0.00	0.00	0.00	33,854.10	0.00	36,429.75	0.00	0.00	0.00	0.00	187,256.45
T. BUDG. OF PETER	2,000.00	3,000.00	0.00	7,000.00	4,000.00	4,000.00	3,000.00	11,000.00	3,200.00	0.00	3,500.00	10,000.00	50,700.00
VARIANCE OF PETER	<u>92,303.10</u>	<u>19,669.50</u>	<u>0.00</u>	<u>-7,000.00</u>	<u>-4,000.00</u>	<u>29,854.10</u>	<u>-3,000.00</u>	<u>25,429.75</u>	<u>-3,200.00</u>	<u>0.00</u>	<u>-3,500.00</u>	<u>-10,000.00</u>	<u>136,556.45</u>
% SALES OF PETER	50.36%	12.11%	0.00%	0.00%	0.00%	18.08%	0.00%	19.45%	0.00%	0.00%	0.00%	0.00%	
% BUDG. OF PETER	3.94%	5.92%	0.00%	13.81%	7.89%	7.89%	5.92%	21.70%	6.31%	0.00%	6.90%	19.72%	

# Customer Actual Sales & Budget

Debtor From : [ ] Agent From : [ ] Category From : [ ] Area From : [ ]  
 Debtor To : [ ] Agent To : [ ] Category To : [ ] Area To : [ ]

SAMPLE TRADING (S) PTE LTD()

DEBTOR CODE & NAME	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>SAM</b>	<b>SAM LEE CHIN HONG</b>												
700-D001	1,129.25	4,693.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,220.00	0.00	0.00	44,042.75
DELL COMPUTER PTE LTD	2,100.00	5,100.00	1,100.00	0.00	1,300.00	1,200.00	0.00	1,300.00	1,500.00	0.00	1,500.00	0.00	15,100.00
	<u>-970.75</u>	<u>-406.50</u>	<u>-1,100.00</u>	<u>0.00</u>	<u>-1,300.00</u>	<u>-1,200.00</u>	<u>0.00</u>	<u>-1,300.00</u>	<u>-1,500.00</u>	<u>38,220.00</u>	<u>-1,500.00</u>	<u>0.00</u>	<u>28,942.75</u>
700-U002	430.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	430.46
US TECHNOLOGY LIMITED	0.00	0.00	0.00	9,100.00	0.00	11,000.00	6,580.00	0.00	3,250.00	0.00	0.00	1,258.00	31,188.00
	<u>430.46</u>	<u>0.00</u>	<u>0.00</u>	<u>-9,100.00</u>	<u>0.00</u>	<u>-11,000.00</u>	<u>-6,580.00</u>	<u>0.00</u>	<u>-3,250.00</u>	<u>0.00</u>	<u>0.00</u>	<u>-1,258.00</u>	<u>-30,757.54</u>
700-W001	134,733.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	134,733.94
WAI HONG INTERNATIONAL TRADING	1,100.00	0.00	3,200.00	0.00	1,500.00	1,600.00	1,780.00	1,950.00	0.00	1,640.00	0.00	1,370.00	14,140.00
	<u>133,633.94</u>	<u>0.00</u>	<u>-3,200.00</u>	<u>0.00</u>	<u>-1,500.00</u>	<u>-1,600.00</u>	<u>-1,780.00</u>	<u>-1,950.00</u>	<u>0.00</u>	<u>-1,640.00</u>	<u>0.00</u>	<u>-1,370.00</u>	<u>120,593.94</u>
T. SALES OF SAM	136,293.65	4,693.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,220.00	0.00	0.00	179,207.15
T. BUDG. OF SAM	3,200.00	5,100.00	4,300.00	9,100.00	2,800.00	13,800.00	8,360.00	3,250.00	4,750.00	1,640.00	1,500.00	2,628.00	60,428.00
VARIANCE OF SAM	<u>133,093.65</u>	<u>-406.50</u>	<u>-4,300.00</u>	<u>-9,100.00</u>	<u>-2,800.00</u>	<u>-13,800.00</u>	<u>-8,360.00</u>	<u>-3,250.00</u>	<u>-4,750.00</u>	<u>36,580.00</u>	<u>-1,500.00</u>	<u>-2,628.00</u>	<u>118,779.15</u>
% SALES OF SAM	76.05%	2.62%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	21.33%	0.00%	0.00%	
% BUDG. OF SAM	5.30%	8.44%	7.12%	15.06%	4.63%	22.84%	13.83%	5.38%	7.86%	2.71%	2.48%	4.35%	
<b>TOTAL SALES</b>	502,437.44	46,263.00	35,679.00	33,589.50	39,973.50	33,854.10	31,807.65	36,429.75	33,390.00	38,220.00	44,605.05	42,525.00	918,773.99
<b>TOTAL BUDGET</b>	29,980.00	26,700.00	7,197.00	35,446.00	19,064.00	22,800.00	24,907.00	15,250.00	37,625.00	19,640.00	8,030.00	39,273.00	285,912.00
<b>VARIANCE</b>	<u>472,457.44</u>	<u>19,563.00</u>	<u>28,482.00</u>	<u>-1,856.50</u>	<u>20,909.50</u>	<u>11,054.10</u>	<u>6,900.65</u>	<u>21,179.75</u>	<u>-4,235.00</u>	<u>18,580.00</u>	<u>36,575.05</u>	<u>3,252.00</u>	<u>632,861.99</u>
<b>% SALES</b>	54.69%	5.04%	3.88%	3.66%	4.35%	3.68%	3.46%	3.96%	3.63%	4.16%	4.85%	4.63%	
<b>% BUDGET</b>	10.49%	9.34%	2.52%	12.40%	6.67%	7.97%	8.71%	5.33%	13.16%	6.87%	2.81%	13.74%	

10 DEBTORS PRINTED