

# 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>CORPORATE Corporate Customers</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-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>
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-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>
T. SALES OF CORPORATE	184,277.25	18,900.00	35,679.00	33,589.50	39,973.50	0.00	0.00	0.00	0.00	0.00	0.00	42,525.00	354,944.25
T. BUDG. OF CORPORATE	22,000.00	14,000.00	0.00	23,100.00	2,000.00	16,000.00	10,580.00	2,000.00	20,250.00	18,000.00	0.00	25,258.00	153,188.00
VARIANCE OF CORPORATE	<u>162,277.25</u>	<u>4,900.00</u>	<u>35,679.00</u>	<u>10,489.50</u>	<u>37,973.50</u>	<u>-16,000.00</u>	<u>-10,580.00</u>	<u>-2,000.00</u>	<u>-20,250.00</u>	<u>-18,000.00</u>	<u>0.00</u>	<u>17,267.00</u>	<u>201,756.25</u>
% SALES OF CORPORATE	51.92%	5.32%	10.05%	9.46%	11.26%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.98%	
% BUDG. OF CORPORATE	14.36%	9.14%	0.00%	15.08%	1.31%	10.44%	6.91%	1.31%	13.22%	11.75%	0.00%	16.49%	
<b>DEALER Authorised Dealer</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-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>
T. SALES OF DEALER	181,069.34	22,669.50	0.00	0.00	0.00	33,854.10	31,807.65	36,429.75	33,390.00	0.00	0.00	0.00	339,220.34
T. BUDG. OF DEALER	3,100.00	7,600.00	0.00	9,500.00	4,230.00	4,000.00	4,650.00	10,000.00	9,300.00	0.00	4,400.00	10,000.00	66,780.00
VARIANCE OF DEALER	<u>177,969.34</u>	<u>15,069.50</u>	<u>0.00</u>	<u>-9,500.00</u>	<u>-4,230.00</u>	<u>29,854.10</u>	<u>27,157.65</u>	<u>26,429.75</u>	<u>24,090.00</u>	<u>0.00</u>	<u>-4,400.00</u>	<u>-10,000.00</u>	<u>272,440.34</u>
% SALES OF DEALER	53.38%	6.68%	0.00%	0.00%	0.00%	9.98%	9.38%	10.74%	9.84%	0.00%	0.00%	0.00%	
% BUDG. OF DEALER	4.64%	11.38%	0.00%	14.23%	6.33%	5.99%	6.96%	14.97%	13.93%	0.00%	6.59%	14.97%	
<b>FOREIGN FOREIGN COUNTRY'S CUSTOMER</b>													

# 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>FOREIGN FOREIGN COUNTRY'S CUSTOMER</b>													
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 FOREIGN	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
T. BUDG. OF FOREIGN	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
VARIANCE OF FOREIGN	<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>
% SALES OF FOREIGN	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
% BUDG. OF FOREIGN	7.78%	0.00%	22.63%	0.00%	10.61%	11.32%	12.59%	13.79%	0.00%	11.60%	0.00%	9.69%	
<b>USER END USER</b>													
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 USER	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
T. BUDG. OF USER	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
VARIANCE OF USER	<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>
% SALES OF USER	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
% BUDG. OF USER	5.78%	0.00%	5.84%	9.79%	30.04%	0.00%	22.35%	0.00%	17.11%	0.00%	0.00%	9.10%	
<b>700-D001 DELL COMPUTER PTE LTD</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>
<b>700-T001 TRIWAY PTE LTD</b>													
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>
T. SALES OF	2,356.91	4,693.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38,220.00	44,605.05	0.00	89,875.46
T. BUDG. OF	2,100.00	5,100.00	2,300.00	0.00	2,600.00	1,200.00	1,400.00	1,300.00	3,100.00	0.00	3,630.00	0.00	22,730.00
VARIANCE OF	<u>256.91</u>	<u>-406.50</u>	<u>-2,300.00</u>	<u>0.00</u>	<u>-2,600.00</u>	<u>-1,200.00</u>	<u>-1,400.00</u>	<u>-1,300.00</u>	<u>-3,100.00</u>	<u>38,220.00</u>	<u>40,975.05</u>	<u>0.00</u>	<u>67,145.46</u>
% SALES OF	2.62%	5.22%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	42.53%	49.63%	0.00%	
% BUDG. OF	9.24%	22.44%	10.12%	0.00%	11.44%	5.28%	6.16%	5.72%	13.64%	0.00%	15.97%	0.00%	

Order By Debtor Name  
 Period : [ 31/12/2001 ]

## Customer Actual Sales & Budget

24/03/2011 12:04:25 PM  
 ADMIN

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

SAMPLE TRADING (S) PTE LTD()

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DEBTOR CODE & NAME	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
<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>	472,457.44	19,563.00	28,482.00	-1,856.50	20,909.50	11,054.10	6,900.65	21,179.75	-4,235.00	18,580.00	36,575.05	3,252.00	632,861.99
<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