



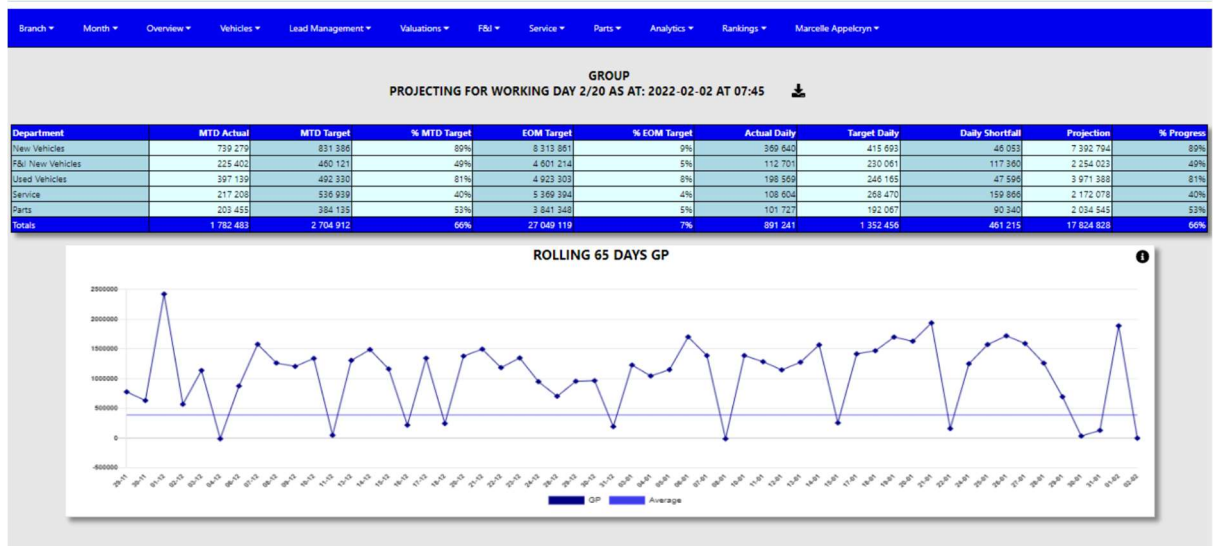
OVERVIEW – PROJECTING

Update Context

- 1.View.
- 2.Projecting Table.
- 3.Rolling 65 days GP.

1. View.

This displays the Actual, Budgets And required to achieve the budget and projecting the GP as at current working day.



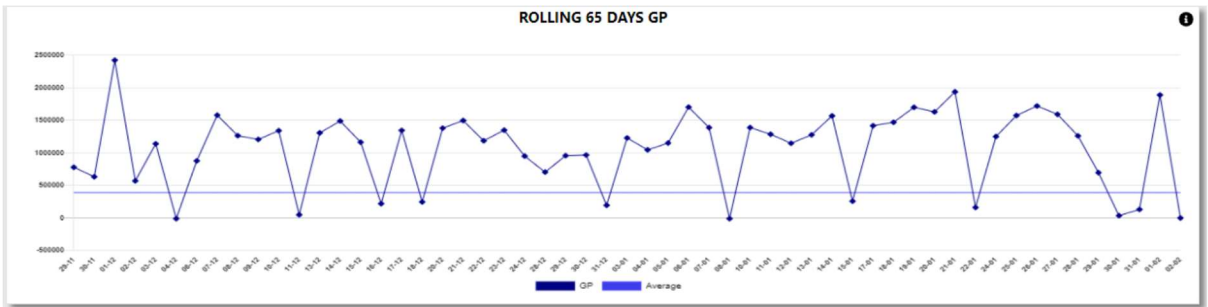
2. Projecting Table.

Department	MTD Actual	MTD Target	% MTD Target	EOM Target	% EOM Target	Actual Daily	Target Daily	Daily Shortfall	Projection	% Progress
New Vehicles	739 270	831 386	89%	8 313 881	9%	369 640	415 693	-46 053	7 392 794	89%
F&I New Vehicles	225 402	460 121	49%	4 601 214	5%	112 701	230 061	-117 360	2 254 023	49%
Used Vehicles	397 139	492 330	81%	4 923 303	8%	198 569	246 165	-47 596	3 971 388	81%
Service	217 208	536 939	40%	5 369 394	4%	108 604	268 470	-159 866	2 172 078	40%
Parts	203 453	384 136	53%	3 841 348	5%	101 727	192 067	-90 340	2 034 545	53%
Totals	1 782 483	2 704 912	66%	27 049 119	7%	891 241	1 352 456	-461 215	17 824 828	66%

Colom's.

- Department → Displays Department Name.
- MTD Actual → MTD Actuals Achieved.
- MTD Target → MTD Target for Current Working Day.
- % MTD Target → Percentage achieved for target to Current Working Day.
- EOM Target → Full Month Target.
- % EOM Target → % Achieved towards full month target.
- Actual Daily → Calculates the actual GP per day that has been achieved.
- Target Daily → Calculates the Target that is required daily.
- Daily Shortfall → Calculates the short/over daily target.
- Projection → Calculates to End Of Month Gross Profit (Average Actual Daily times working days in month)
- % Progress

3. Rolling 65 Days GP.



Display the Actual Gross Profit daily compares to the Average Gross Profit daily.

This can be exported to excel that will include all details as seen on screen.

AutoSave Off DailyAverage.xlsx Search (Alt+Q) Marcelle Appel

File Home Insert Page Layout Formulas Data Review View Developer Help

Undo Clipboard Font Alignment Number Styles Cells

Q11

GROUP PROJECTING FOR WORKING DAY 2/20 AS AT: 2022-02-02 08:45										
RUN BY: MARCELLE APPELCRYN										
GROUP PROJECTING FOR WORKING DAY 2/2 AS AT: 2022-02-02 08:45										
Department	MTD Actual	MTD Target	% MTD Target	EDM Target	% EDM Target	Actual Daily	Target Daily	Daily Shortfall	Projection	% Progress
New Vehicles	734 986	831 386	88.4%	8 313 861	8.8%	367 493	415 633	48 200	7 349 863	88.4%
F&I New Vehicles	225 402	460 121	49.0%	4 601 214	4.9%	112 701	230 061	117 360	2 254 023	49.0%
Used Vehicles	403 139	492 330	81.9%	4 923 303	8.2%	201 569	246 165	44 596	4 031 388	81.9%
Service	217 208	536 939	40.5%	5 369 394	4.0%	108 604	268 470	159 866	2 172 078	40.5%
Parts	215 615	384 135	56.1%	3 841 348	5.6%	107 807	192 067	84 260	2 156 143	56.1%
Total	1796 350	2 704 912	66.4%	27 043 119	6.6%	898 175	1 352 456	454 281	17 963 501	66.4%

GROSS PROFIT