

Sales report from SAP SD module

This report is used to understand and control sales results.
Data is from Sales and Distribution (SD) module based on tables VBRK and VBRP.

VBRK - Billing Document Header Data

01 Sales per Company Code
02 Billing per Document Currency
03 Sold-To Party and Ship-To Party
04 Destination Country
05 SD document and Billing category
06 Billing Type
07 Shipping Conditions and Incoterms

VBRP - Billing Document Item

08 Sales and Margin per Plant
09 Product Hierarchy and Materials
10 Billed Quantity and Selling Prices
11 Gross weight and Volume
12 Business Area

Other reports can be prepared based on customer requirements for several SAP Systems, Company Codes, Plants or objects as Profit Center, Order reason, Sales organisation, Sales Office, Sales Group.

Control activity can be defined for :

Invoices with old Pricing Date, Exchange Rate used, Manual Price change carried out.
User activity based on field Created By, Batch management, Substitute material

SAP System P01
Current Reporting period 1-Jan-2022 to 31-Jan-2022

01 Sales per Company Code

Company code is an organizational unit within financial accounting and is the smallest organizational unit for which a complete set of accounts can be drawn up for purposes of external reporting. In this report we present sales per company code in reporting currency (EUR) and number of postings. Net Value from document currency was reevaluated in EUR at constant budget rate.

January 2022						
Code	Company Name	Local Currency	Net Value '000 EUR	Cost '000 EUR	Margin % SVM	Postings
CO01	Company Name A	USD				
CO02	Company Name B	GBP				
CO03	Company Name C	JPY				
CO04	Company Name D	RON				
CO05	Company Name E	HUF				
TOTAL						

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Reevaluation of documents in reporting currency (EUR) at constant budget exchange rate is the basis to prepare sales analysis. In this table we present an overview of total sales, postings and breakdown per currency. Net Sales is without exchange rate impact from local reporting currency. Data is presented monthly and YTD (Year To Date), also previous year results can be added.

January 2022					
Code	Document Currency	Net Value '000 ccy	Exchange Rate	Net Value '000 EUR	Postings
EUR	European Euro				
CNY	Chinese Renminbi				
USD	US States Dollar				
JPY	Japanese Yen				
RON	Romanian Leu				
TOTAL					

03 Sold-To Party and Ship-To Party

The analysis is used to understand sales variances and logistics key indicators. Sold-to-party is the customer who is going to place the order to the business. Ship-to-party is the party to whom the business is going to delivery the goods.

		January 2022		
Code	Sold-To Party	Net Value '000 EUR	Margin % SVM	Weight
10000001	Customer Name A			
10000002	Customer Name B			
10000003	Customer Name C			
10000004	Customer Name D			
10000005	Customer Name E			
	TOTAL			

04 Destination Country

Country of Destination identifies the country of destination in which the goods are delivered to the customer. Number of countries is an important logistics indicator and can be used at reporting.

		January 2022		
Code	Destination Country	Net Value '000 EUR	Margin % SVM	Weight
CN	China			
DE	Germany			
US	USA			
HU	Hungary			
MX	Mexico			
	TOTAL			

05 SD document and Billing category

Document category is a classification for the different types of documents that can be processed. This report is used to monitor credit and debit memo that have a negative or positive sales impact. Billing category indicates whether the billing document refers to a sales order or a delivery.

January 2022				
Code	SD document category	Net Value '000 EUR	Weight	Postings
M	Invoice			
N	Invoice canceled			
O	Credit memo			
P	Debit memo			
U	Pro forma invoice			
TOTAL				

January 2022				
Code	Billing category	Net Value '000 EUR	Weight	Postings
A	Order-related			
D	Periodic billing			
F	Accrual			
L	Delivery-related			
P	Down payment request			
TOTAL				

06 Billing Type

Billing Type classifies types of billing documents that require different processing by the system. This report is used to control unusual postings as Price difference, Samples, Correction . . . Other analysis can be implemented to investigate in detail the postings.

January 2022				
Code	Billing Type	Net Value '000 EUR	Weight	Postings
YF01	Invoice			
YF02	Samples			
YF03	Proforma			
YF04	Subcontractor charge			
YF05	Cost			
YF06	Special cases			
YF07	Price difference			
YF08	Correction			
YF09	Warranty			
YF10	Returns			
TOTAL				

07 Shipping Conditions and Incoterms

Shipping condition is defined in the customer master data and can be used for reporting purposes or tenders. Incoterms specify internationally recognised procedures that the seller and the buyer must follow for shipping transaction to be successfully completed, is used for revenue recognition

January 2022				
Code	Shipping Conditions	Net Value '000 EUR	Weight	Postings
10	Standard			
20	Air			
30	Truck			
40	Rail			
50	Sea			
	TOTAL			

January 2022				
Code	Incoterms	Net Value '000 EUR	Weight	Postings
CIF	Costs, Insurance & Freight			
CIP	Carriage and Insurance Paid			
CPT	Carriage Paid To			
DAF	Delivered at Frontier			
DAP	Delivered at place			
DAT	Delivered at terminal			
DDP	Delivered Duty Paid			
DDU	Delivered Duty Unpaid			
EXW	Ex Works			
FAS	Free Alongside Ship			
FCA	Free Carrier			
FOB	Free on Board			
	TOTAL			

08 Sales and Margin per Plant

In Logistics a plant is an organizational unit for dividing an enterprise according to production, procurement, maintenance, and materials planning.

We added in the report departure country from which the goods are sent.

				January 2022		
No	Code	Plant Name	Country	Net Value '000 EUR	Cost '000 EUR	Margin %
01	1001	Plant Name 01	Germany			
02	1002	Plant Name 02	Mexico			
03	1003	Plant Name 03	Japan			
04	1004	Plant Name 04	USA			
05	1005	Plant Name 05	Italy			
TOTAL						

09 Product Hierarchy and Materials

Product Hierarchy is alphanumeric character string for grouping together materials by combining different characteristics. This report is used for analyses and price determination.

					January 2022					
Level No	Level 1	Level 2	Level 3	Level 4	Net Value '000 EUR	Cost '000 EUR	Margin %	Materials Count	Billed Quantity	Selling Price
01	Automotive products									
02		Electronics								
03			Sensors							
04				Pressure sensors						

10 Billed Quantity and Selling Prices

Sales Unit is the unit of measure in which the material is sold.
Billed Quantity is the item quantity that is actually billed.

		January 2022		
Code	Sales Unit	Billed Quantity	Net Value '000 EUR	Selling Price
PC	Piece			
EA	Each			
KG	Kilogram			
M	Meter			
AU	Activity unit			
SET	Set			
SV	Service			
TOTAL				

11 Gross weight and Volume

The gross weight represents the net weight plus the weight of packaging.
This report can be used for ESG requirements, to control price variances and to check master data.

		January 2022		
Code	Weight Unit	Billed Quantity	Net Value '000 EUR	Selling Price
G	Gram			
KG	Kilogram			
LB	US pound			
MG	Milligram			
TO	Tonnes			
TOTAL				

		January 2022		
Code	Weight Unit	Billed Quantity	Net Value '000 EUR	Selling Price
M3	Cubic meter			
MM3	Cubic millimeter			
VST	items			
HL	Hectoliter			
L	Liter			
TOTAL				

Volume is one type of data required to manage a material.
Data can be used in transport management and to check missing values.