REVENUE VARIANCE REPORT

Report Information

Period	*[Month / Quarter]*	**Prepared By**	*[Name]*
Business Unit	*[Unit / Region]*	**Date**	*[Date]*

Revenue Variance by Product Line

Enter budgeted and actual revenue figures per product line. Price and volume variances must sum to the total variance. Classify each line as Favourable (F) or Unfavourable (U).

Product Line	Budgeted Revenue ($)	Actual Revenue ($)	Total Variance ($)	Price Variance ($)	Volume Variance ($)	F / U	Notes & Action Items
Product A (Basic)	$	$	$	$	$	F / U	[Notes]
Product B (Standard)	$	$	$	$	$	F / U	[Notes]
Product C (Premium)	$	$	$	$	$	F / U	[Notes]
Product D (Enterprise)	$	$	$	$	$	F / U	[Notes]
Service Revenue	$	$	$	$	$	F / U	[Notes]
Subscription Revenue	$	$	$	$	$	F / U	[Notes]
Other Revenue	$	$	$	$	$	F / U	[Notes]
TOTAL	$	$	$	$	$		

Variance Formula Reference

Price Variance Formula	Volume Variance Formula
(Actual Price – Budgeted Price) × Actual Units Sold *Shows the impact of selling at a different price than planned.*	(Actual Units – Budgeted Units) × Budgeted Price *Shows the impact of selling a different volume than planned.*

Approvals

Role	Name	Date / Signature
Finance Manager	*[Name]*	*[Date]*
Sales Director	*[Name]*	*[Date]*