



Sales Reporting Leveraging SAP Margin Analysis

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Introduction

01

DEEPER PROFITABILITY INSIGHT

Organizations can leverage SAP Margin Analysis to gain deeper insight into customer and product profitability. This session showcases real-world examples of sales reporting that trace profitability to net income using the SAP Product Profitability application.

02

FLEXIBLE COST ALLOCATION

See how the Manage Allocations app can be used to allocate freight, warehouse, sales and marketing costs to customers and products using flexible, user-defined allocation drivers.

03

METRICS THAT MATTER

Key business metrics, such as Return on Sales, can be calculated and reported using embedded analytics.

Topics:

01

SAP MARGIN ANALYSIS OVERVIEW

Architecture, Key Features and GL Reconciliation

02

PRODUCT PROFITABILITY APP

COGS Split, Financial Statement Versions, Drill-Down

03

MANAGE ALLOCATIONS

User-Defined Bases, Senders, Receivers, Top-Down Distribution

04

SALES REPORTING AND ANALYTICS

Embedded Analytics, Custom Queries and Return on Sales

Topic #1 SAP Margin Analysis

KEY FEATURES



Automatically reconciled with General Ledger



Revenue Recognition



Real-Time Margin Visibility

01

Display Line Items – Margin Analysis

SAP Display Line Items - Margin Analysis

Standard * ▾ Hide Filters

Ledger: * OL (Ledger OL) Company Code: 1700 G/L Account: 41800011 (C... Posting Date: Last Year (01/01/2025 ... Profit Center: Account Assignment Type: =EO Journal Entry Created By:

Fiscal Year Period: PPP/YYYY Customer: Product Sold: Reference Document: Source Reference Document: Go Adapt Filters (5)

Line Items (36,981) Standard ▾ Line Item Details

Ledger	Journal Entry	Posting Date	G/L Account	Amount in Company Code ...	Amount in Transaction Curre...	Amount in Global Currency	Reference Docum...
OL (Ledg...	100008401	03/24/2025	41800011 (CS-FS ...	0.30 USD	0.30 USD	0.30 USD	100008401
OL (Ledg...	100008402	03/24/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008402
OL (Ledg...	100008403	03/24/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008403
OL (Ledg...	100008407	03/24/2025	41800011 (CS-FS ...	508.00 USD	508.00 USD	508.00 USD	100008407
OL (Ledg...	100008408	03/29/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008408
OL (Ledg...	100008411	04/10/2025	41800011 (CS-FS ...	30.00 USD	30.00 USD	30.00 USD	100008411
OL (Ledg...	100008452	03/29/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008452
OL (Ledg...	100008453	03/29/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008453
OL (Ledg...	100008454	03/29/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008454
OL (Ledg...	100008455	03/29/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008455
OL (Ledg...	100008456	03/29/2025	41800011 (CS-FS ...	0.72 USD	0.72 USD	0.72 USD	100008456
OL (Ledg...	100008457	03/29/2025	41800011 (CS-FS ...	0.03 USD	0.03 USD	0.03 USD	100008457
OL (Ledg...	100008458	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008458
OL (Ledg...	100008459	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008459
OL (Ledg...	100008460	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008460
OL (Ledg...	100008461	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008461
OL (Ledg...	100008462	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008462
OL (Ledg...	100008463	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008463
OL (Ledg...	100008464	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008464
OL (Ledg...	100008465	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008465
OL (Ledg...	100008466	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008466
OL (Ledg...	100008467	03/29/2025	41800011 (CS-FS ...	1.16 USD	1.16 USD	1.16 USD	100008467
				3,775,591.46 USD	3,775,591.46 USD	3,775,591.46 USD	

Topic #2 Product Profitability App

KEY FEATURES



COGS Split for detailed insights



Transfer conditions from Sales and Distribution (SD) module

02

Product Profitability

SAP Product Profitability Query

FSV: * YP52 x Ledger: * 10E x Customer: 113950 x Customer Group: Fiscal Period: Product Sold Group: 150620 x Billing Date: MM/DD/YYYY or description: Fiscal Week: Posting Date: MM/DD/YYYY or description: Adapt Filters (4) Go

Dimensions: Search Dimensions

Rows: Sales Document, Sales Document Item, Columns: Measures, Available Fields: Base Unit of Measure, Bill-to Party, Billing Date, Billing Document, Company Code Currency, Customer, Customer Group, Distribution Channel, Fiscal Period, Fiscal Week, Fiscal Year, G/L Account, Ledger, Posting Date, Product Sold, Product Sold Group, Sales Unit, Ship-to Party, Unit of Weight

Data Analysis: Graphical Display Query Information

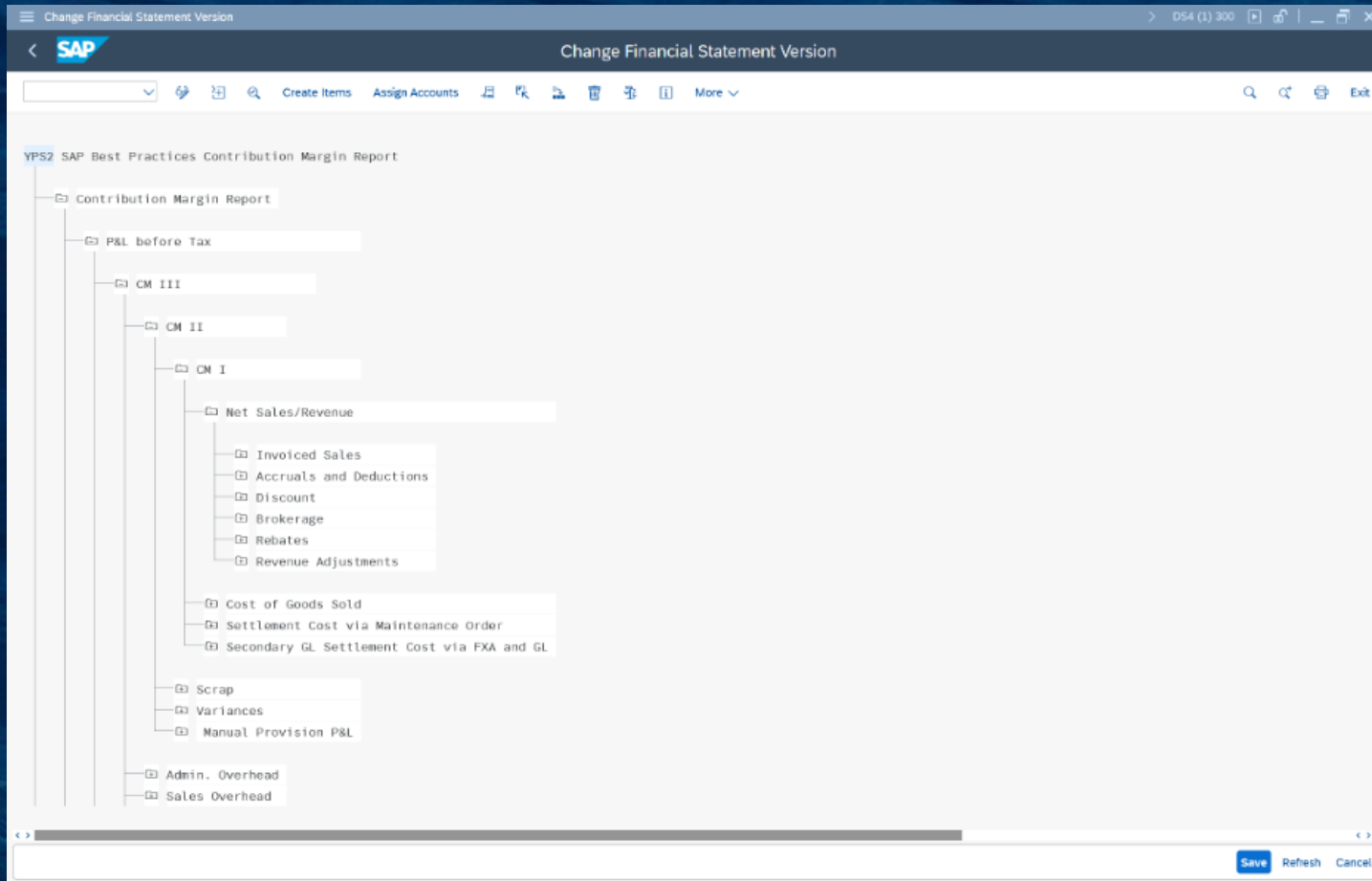
Sales Doc View Filter Sort Hierarchy Drilldown Display Measures Totals

Sales Doc...	Sales D...	Net Weight	Invoiced Sales Amt	Accruals Amt	Deductions Amt	Discounts Amt	Feed Sales Amt	Royalty Amt
6000425	20	1.440 LB	\$ 5,544.80	\$ 0.00	\$ 0.00	\$ -56.45	\$ 0.00	
	30	1.440 LB	\$ 5,544.80	\$ 0.00	\$ 0.00	\$ -56.45	\$ 0.00	
	10	11.520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	
6008246	20	10.080 LB	\$ 33,734.40	\$ 0.00	\$ 0.00	\$ -337.34	\$ 0.00	
	20	1.584 LB	\$ 5,301.12	\$ 0.00	\$ 0.00	\$ -53.01	\$ 0.00	
	30	2.304 LB	\$ 7,710.72	\$ 0.00	\$ 0.00	\$ -77.11	\$ 0.00	
6010340	30	5.760 LB	\$ 19,276.80	\$ 0.00	\$ 0.00	\$ -192.77	\$ 0.00	
6012353	40	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
	10	11.520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	
6013485	20	11.520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	
	10	8.640 LB	\$ 28,915.20	\$ 0.00	\$ 0.00	\$ -289.15	\$ 0.00	
	20	11.520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	
	10	8.640 LB	\$ 28,915.20	\$ 0.00	\$ 0.00	\$ -289.15	\$ 0.00	
6016625	20	10.080 LB	\$ 33,734.40	\$ 0.00	\$ 0.00	\$ -337.34	\$ 0.00	
	10	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
6028001	10	4.320 LB	\$ 14,457.60	\$ 0.00	\$ 0.00	\$ -144.58	\$ 0.00	
6028340	10	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
	10	1.440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	
6029318	20	1.440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	
	10	1.440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	
6030856	20	1.440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	
	30	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
6032341	40	1.440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	
	30	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
6034002	40	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
	20	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
6035605	20	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
6036573	30	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
	20	4.320 LB	\$ 14,457.60	\$ 0.00	\$ 0.00	\$ -144.58	\$ 0.00	
6037942	40	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	
	10	2.880 LB	\$ 9,536.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	

PRODUCT PROFITABILITY

- Uses Financial Statement Version
- Sort and Filter by Multiple Dimensions
- Drill down to Sales Document Item

Change Financial Statement Version



Topic #3 Manage Allocations

KEY FEATURES



User-defined allocation basis



Define Senders and Receivers for cost allocation



Use Top-Down distribution for revenue allocation

03

Manage Allocations

- Define Allocation Cycle

SAP Manage Allocations

Allocation Context: Allocation Cycle: Company Code: Editing Status: Allocation Type: Ledger:

Actual/Plan: Plan Category: Allocation Tags:

Go Adapt Filters (2)

Allocation Cycles (1) **Standard**

Allocation Cycle	Cycle Description	Company Code	Valid From	Allocation Context	Ledger	Created By Name
☒ IC_VAR2	IC Mfg. Variance Allocation		01/01/2025	Cost Centers	0L (Ledger 0L)	VSISON

- Define Segments

SAP Manage Allocations

IC_VAR2
IC Mfg. Variance Allocation

Ledger: 0L (Ledger 0L)
Allocation Type: Intercompany Allocation
Actual/Plan: Actual

Created By: VSISON
Valid From: 12/31/2024
Controlling Area: A000

Allocation Status: **Unlocked**

General Information **Field Groups** Processing Indicators Derivation Rules Segments

☒ Actual Quantities

Processing Indicators

☐ Iterative
☐ Cumulative

Derivation Rules

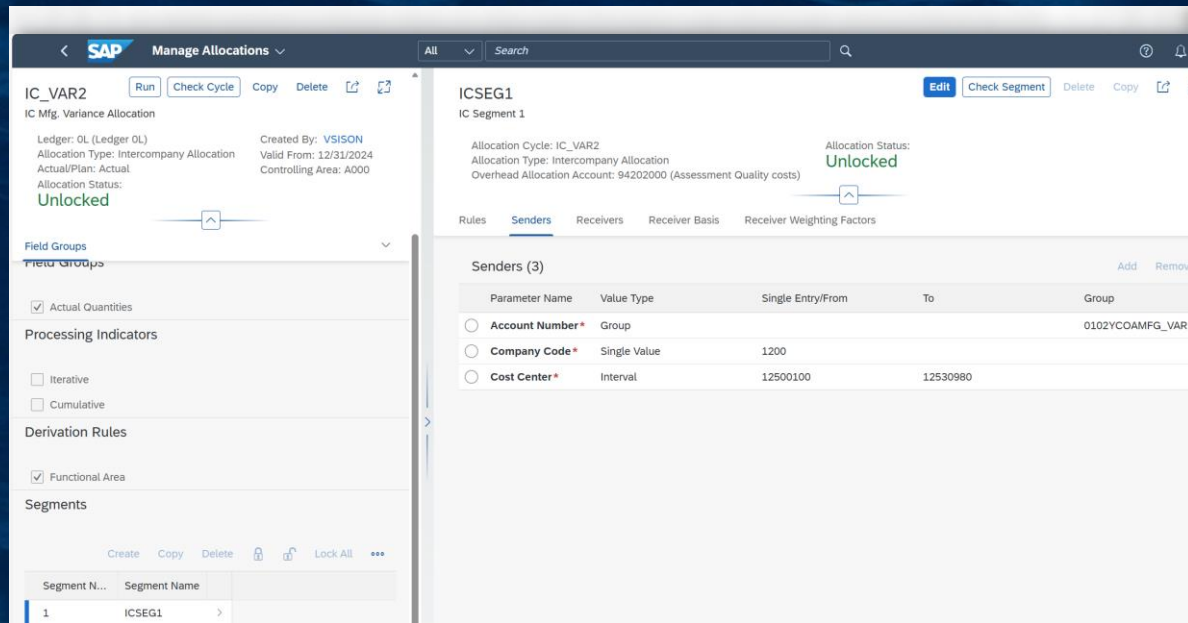
☒ Functional Area

Segments

Segment N...	Segment Name	Segment Description	Allocation Status
1	ICSEG1	IC Segment 1	Unlocked

Manage Allocations

- Define Senders



The screenshot shows the SAP Manage Allocations interface with the 'Senders' tab selected. The left sidebar contains metadata for 'IC_VAR2' (IC Mfg. Variance Allocation) and 'ICSEG1' (IC Segment 1). The main area displays a table of three senders: 'Account Number' (Group, 0102YCOAMFG_VAR), 'Company Code' (Single Value, 1200), and 'Cost Center' (Interval, 12500100 to 12530980). The 'Senders' tab is highlighted in the top navigation bar.

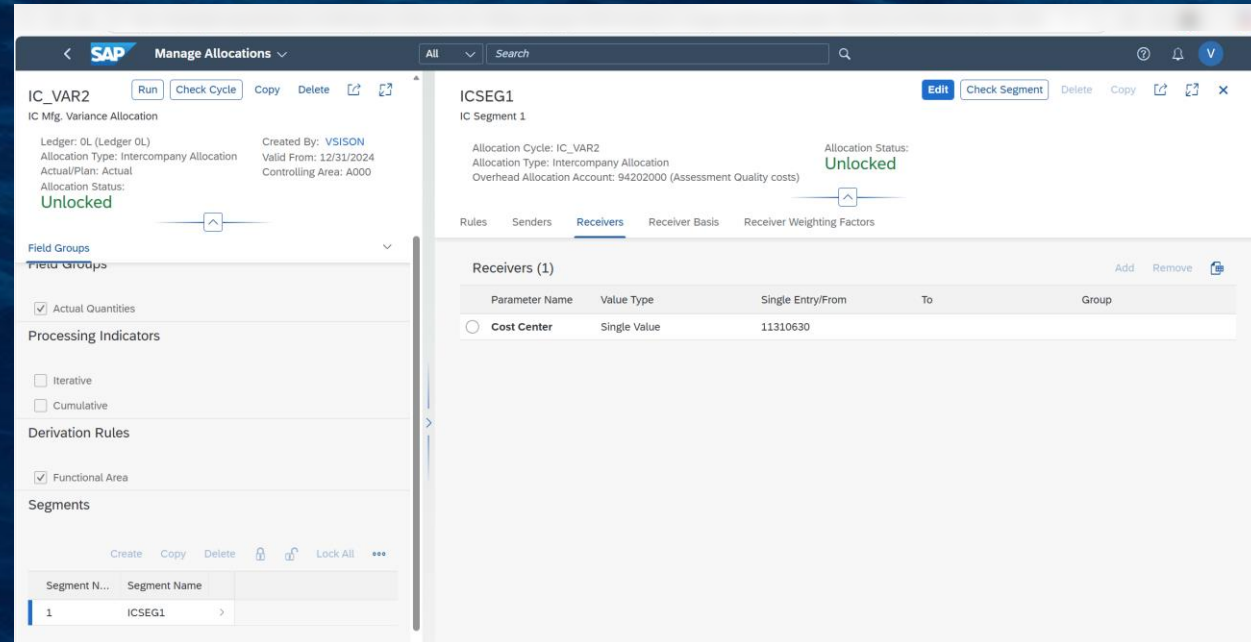
IC_VAR2
IC Mfg. Variance Allocation
Ledger: 0L (Ledger 0L)
Allocation Type: Intercompany Allocation
Actual/Plan: Actual
Allocation Status: Unlocked
Created By: VISION
Valid From: 12/31/2024
Controlling Area: A000

ICSEG1
IC Segment 1
Allocation Cycle: IC_VAR2
Allocation Type: Intercompany Allocation
Overhead Allocation Account: 94202000 (Assessment Quality costs)
Allocation Status: Unlocked

Senders (3)

Parameter Name	Value Type	Single Entry/From	To	Group
Account Number*	Group			0102YCOAMFG_VAR
Company Code*	Single Value	1200		
Cost Center*	Interval	12500100	12530980	

- Define Receivers



The screenshot shows the SAP Manage Allocations interface with the 'Receivers' tab selected. The left sidebar contains metadata for 'IC_VAR2' and 'ICSEG1'. The main area displays a table of one receiver: 'Cost Center' (Single Value, 11310630). The 'Receivers' tab is highlighted in the top navigation bar.

IC_VAR2
IC Mfg. Variance Allocation
Ledger: 0L (Ledger 0L)
Allocation Type: Intercompany Allocation
Actual/Plan: Actual
Allocation Status: Unlocked
Created By: VISION
Valid From: 12/31/2024
Controlling Area: A000

ICSEG1
IC Segment 1
Allocation Cycle: IC_VAR2
Allocation Type: Intercompany Allocation
Overhead Allocation Account: 94202000 (Assessment Quality costs)
Allocation Status: Unlocked

Receivers (1)

Parameter Name	Value Type	Single Entry/From	To	Group
Cost Center	Single Value	11310630		

Manage Allocations

- Run Allocations

<

SAP

Run Allocations

▼

All

▼

Search

Q

🔔

🔔

V

Create a new run

Allocation Results

Manage Allocations

🔗

Allocation Cycles

RunTest RunReversal RunAddDelete⬆️⬇️

✓	Cycle/Group	Cycle Description	Valid From	Valid To	Allocation Context	Ledger	Allocation Type	Actual/Plan	Executed On	Allocation Status
✓	IC_VAR2	IC Mfg. Variance AL...	12/31/2024	12/29/9999	Cost Centers	OL (Ledger OL)	Intercompany Allo...	Actual	11/18/2025	Unlocked

- Allocation Result

<

SAP

Allocation Result

▼

All

▼

Search

Q

🔔

🔔

V

ICVAR-02

Re-Run

Reverse Run

🔗

Fiscal Period: 002/2025

Ledger: OL (Ledger OL) Show All

Run Type: Live

Status: Completed

Run Date: 11/19/2025

Allocation Results (1)

Senders (20)

Receivers (6)

Journal Entries (96)

Messages (2)

Technical Statistics

Note

Standard

▼

⚙️📄📊🔍

Allocation Cycle	Cycle Description	Segment Number	Segment Name	Company Code	Actual/Plan	Allocation Context	Allocation Type	Number of Senders	Number of Receivers
IC_VAR2	IC Mfg. Variance Allocation	1	ICSEG1		Actual	Cost Centers	Intercompany Allocation	20	6

Allocation Journal Entry

<

SAP

Allocation Result

▼

All

▼

Search

Q

?

🔔

V

ICVAR-02

Re-RunReverse Run🔗

Fiscal Period: 002/2025Ledger: OL (Ledger OL) Show AllRun Type: LiveStatus: Completed

Run Date: 11/19/2025

Allocation Results (1)Senders (20)Receivers (6)Journal Entries (96)Messages (2)Technical StatisticsNote

Standard

Source Ledger	Journal Entry	Company Code	Fiscal Year ...	Posting P...	G/L Account	Cost Center	F
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC
OL (Ledger OL)	2400000008		2025	2	94202000 (Quality costs)	11310630	CC

Top-Down Distribution

- Define Allocation Cycle
- Define Segments

Manage Allocations

Standard

Where-Used

Search

Allocation Context: Margin Analysis

Allocation Cycle: Z_PROD3 (Z...)

Company Code:

Editing Status: All

Allocation Type: Top Down Dis...

Ledger: OL (Ledger OL)

Actual/Plan: Actual

Plan Category:

Allocation Tags:

Valid From: 12/01/2024 - 12/01/20...

Go Adapt Filters (6)

Allocation Cycles (1)

Standard

Run Check Cycle Create Copy Delete Upload/Download Template

Allocation Cycle	Cycle Description	Company Code	Valid From	Allocation Context	Created by Name	Changed by Name	Cycle ...
☒	Z_PROD3	ZPIMB_PROD - 42x	12/01/2024	Margin Analysis			

Manage Allocations

Standard

Where-Used

Search

Allocation Context: Margin Analysis

Allocation Cycle: Z_PROD3 (ZPIMB...)

Company Code:

Editing Status: All

Allocation Type: Top Down Distribu...

Ledger: OL (Ledger OL)

Actual/Plan: Actual

Plan Category:

Allocation Tags:

Valid From: 12/01/2024 - 12/01/2024

Go Adapt Filters (6)

Allocation Cycles (1)

Standard

Run

Allocation Cycle	Cycle Description
☒	Z_PROD3 ZPIMB_PROD - 42x

Z_PROD3

ZPIMB_PROD - 42x

Edit Run Calculate Records Check Cycle Copy Delete

Ledger: OL (Ledger OL)
Allocation Type: Top Down Distribution
Actual/Plan: Actual

Created By: Yeye Jose
Valid From: 12/01/2024
Controlling Area: PIMB ControllingArea A000 (A000)

Allocation Status: Unlocked

General Information

Processing Indicators

Derivation Rules

Segments

Processing Indicators

☐ Flexible Ledger
☐ Incremental

Derivation Rules

☒ Functional Area

Segments

Create Copy Delete Lock All Unlock All

Segment N...	Segment Name	Segment Description	Allocation Status
1	Z_Prod		Unlocked

Top-Down Distribution

- Define Senders

Z_Prod Edit Check Segment Delete Copy 🔗 🔗 ✕

Allocation Cycle: Z_PROD3
Allocation Type: Top Down Distribution

Allocation Status:
Unlocked

Rules **Senders** Sender Basis Receivers Receiver Basis

Senders (1) 🔗

Type	Field Name	Parameter Name	Value Type	Single Entry/From	To	Group
🔗	MATNR_COPA	Product Sold	Initial			

- Sender Basis

Z_Prod Edit Check Segment Delete Copy 🔗 🔗 ✕

Allocation Cycle: Z_PROD3
Allocation Type: Top Down Distribution

Allocation Status:
Unlocked

Rules Senders **Sender Basis** Receivers Receiver Basis

Senders (11) Add Remove 🔗

Type	Field Name	Parameter Name	Value Type	Single Entry/From	To	Group
☐ 📋	KUNNR	Customer	Group			0000CC1100_INDIV
☐ 📋	KUNRE	Bill-to Party	All values			
☐ 📋	KUNRG_PA	Payer	All values			
☐ 📋	KUNWE	Ship-to Party	All values			
☐ 📋	MATKL	Product Sold Gr...	Initial			
☐ 📋	RACCT	Account Number	Interval	42000000	42999999	
☐ 📋	RBUKRS	Company Code	Single Value	1100		
☐ 📋	RFAREA	Functional Area	All values			
☐ 📋	SEGMENT	Segment	All values			
☐ 📋	WWBRD_PA	Brand	All values			
☐ 📋	ZZPPG_PA	PPG	All values			

Top-Down Distribution

- Define Receivers

Z_Prod

EditCheck SegmentDeleteCopy

Allocation Cycle: Z_PROD3

Allocation Status: Unlocked

Allocation Type: Top Down Distribution

Rules

Senders

Sender Basis

Receivers

Receiver Basis

Receivers (1)

Type	Field Name	Parameter Name	Value Type	Single Entry/From	To	Group
	MATNR_COPA	Product Sold	Interval	00030	98802	

Define Reference Base Mapping



Reference Base Mapping

Account Number

Sender Data

Reference Data

Value Type	Single Entry/From	To	Group	Value Type	Single Entry/From	To	Group
Interval	0042000000	0042999999		Group			0102YCOASALES

- Receiver Basis

Z_Prod

EditCheck SegmentDeleteCopy

Allocation Cycle: Z_PROD3

Allocation Status: Unlocked

Allocation Type: Top Down Distribution

Rules

Senders

Sender Basis

Receivers

Receiver Basis

Var. Portion Type: Actual Local Currency

Plan Category:

Base Unit of Measure:

Selection Criteria (12)

AddRemove

Type	Field Name	Parameter Name	Value Type	Single Entry/From	To	Group	Reference Base
	KUNNR	Customer	Group			0000CC1100_IN DIV	
	KUNRE	Bill-to Party	All values				
	KUNRG_PA	Payer	All values				
	KUNWE	Ship-to Party	All values				
	MATKL	Product Sold Gr...	All values				
	PRCTR	Profit Center	All values				
	RACCT	Account Number	Group			0102YCOASALE S	
	RBUKRS	Company Code	Single Value	1100			
	RFAREA	Functional Area	All values				
	SEGMENT	Segment	All values				
	WWBRD_PA	Brand	All values				
	ZZPPG_PA	PPG	All values				

Top-Down Distribution

- Run Allocations

SAP Run Allocations

Create a new run

Allocation Results Manage Allocations

Allocation Cycles										Run	Test Run	Reversal Run	Add	Delete	↑	↓
Cycle/Group	Cycle Description	Valid From	Valid To	Allocation Context	Ledger	Allocation Type	Actual/Plan	Executed On	Allocation Status							
☒ Z_PROD3	ZPIMB_PROD - 42x	11/30/2024	12/29/9999	Margin Analysis	0L (Ledger 0L)	Top Down Distribut...	Actual	05/28/2026	Unlocked							

- Allocation Result

SAP Allocation Result

test prod range

Re-Run Reverse Run Abort Run

Fiscal Period: 006/2025 Ledger: 0L (Ledger 0L) Run Type: Test Status: Completed

Reference Period: 006/2025

Start Date On: 07/17/2026, 09:26:58

Allocation Results (1) Senders (959) Receivers (22767) Journal Entries (29029) Messages (3) Technical Statistics Note

Standard

Allocation Cycle	Cycle Description	Segment Number	Segment Name	Company Code	Actual/Plan	Allocation Context	Allocation Type	Number of Senders	Number of Receivers
Z_PROD3	ZPIMB_PROD - 42x	1	Z_Prod		Actual	Margin Analysis	Top Down Distribution	959	22,767

Sample Top-Down Distribution Journal Entries

[illegible]

Topic #4 Sales Reporting and Analytics

KEY FEATURES



KPI Reports part of Embedded Analytics



Can create Custom Analytical Queries



Can expose to SAP Analytics Cloud (SAC)

04

Embedded Analytics

DEMO

SAP Product Profitability Query

Kroger Test

FSV* YP52 x Ledger* 0E x Customer 113950 x Customer Group Fiscal Period Product Sold Group 150520 x Billing Date MM/DD/YYYY or description Fiscal Week

Posting Date MM/DD/YYYY or description Adapt Filters (4) Go

Dimensions

Search Dimensions

Rows

Columns

Measures

Available Fields

Base Unit of Measure

Bill-to Party

Billing Date

Billing Document

Company Code Currency

Customer

Customer Group

Distribution Channel

Fiscal Period

Fiscal Week

Fiscal Year

G/L Account

Ledger

Posting Date

Product Sold

Product Sold Group

Sales Unit

Ship-to Party

Unit of Weight

Data Analysis

Graphical Display

Query Information

Sales Doc View

Filter

Sort

Hierarchy

Drilldown

Display

Measures

Totals

Navigate To

Sales Doc...	Sales D...	Net Weight	Invoice Sales Amt	Accruals Amt	Deductions Amt	Discounts Amt	Feed Sales Amt	Royalty Amt
6000425	20	1,440 LB	\$ 5,644.80	\$ 0.00	\$ 0.00	\$ -56.45	\$ 0.00	\$ 0.00
6008246	20	11,520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	\$ 0.00
6010340	20	10,080 LB	\$ 33,734.40	\$ 0.00	\$ 0.00	\$ -337.34	\$ 0.00	\$ 0.00
6010340	20	1,584 LB	\$ 5,301.12	\$ 0.00	\$ 0.00	\$ -53.01	\$ 0.00	\$ 0.00
6010340	30	2,304 LB	\$ 7,710.72	\$ 0.00	\$ 0.00	\$ -77.11	\$ 0.00	\$ 0.00
6012353	30	5,760 LB	\$ 19,276.80	\$ 0.00	\$ 0.00	\$ -192.77	\$ 0.00	\$ 0.00
6013485	10	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6013485	20	11,520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	\$ 0.00
6015199	10	8,640 LB	\$ 28,915.20	\$ 0.00	\$ 0.00	\$ -289.15	\$ 0.00	\$ 0.00
6015199	20	11,520 LB	\$ 38,553.60	\$ 0.00	\$ 0.00	\$ -385.54	\$ 0.00	\$ 0.00
6016625	10	8,640 LB	\$ 28,915.20	\$ 0.00	\$ 0.00	\$ -289.15	\$ 0.00	\$ 0.00
6016625	20	10,080 LB	\$ 33,734.40	\$ 0.00	\$ 0.00	\$ -337.34	\$ 0.00	\$ 0.00
6019694	10	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6028001	10	4,320 LB	\$ 14,457.60	\$ 0.00	\$ 0.00	\$ -144.58	\$ 0.00	\$ 0.00
6028340	10	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6029318	10	1,440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	\$ 0.00
6029318	20	1,440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	\$ 0.00
6030856	10	1,440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	\$ 0.00
6030856	20	1,440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	\$ 0.00
6032341	30	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6032341	40	1,440 LB	\$ 4,819.20	\$ 0.00	\$ 0.00	\$ -48.19	\$ 0.00	\$ 0.00
6034002	30	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6034002	40	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6035605	20	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6035673	30	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6037942	20	4,320 LB	\$ 14,457.60	\$ 0.00	\$ 0.00	\$ -144.58	\$ 0.00	\$ 0.00
6037942	40	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00
6037942	10	2,880 LB	\$ 9,636.40	\$ 0.00	\$ 0.00	\$ -96.38	\$ 0.00	\$ 0.00

Custom Analytical Query

DEMO

Field Selection

Display Calculation

Product Profitability Query (ZZ1_PROD_PROF_DATA3)

General >>> **Field Selection** >>> Display >>> Filters

Available Fields (105)

Type	Label	Name	Selection
	Administration Overhead Amt in CC CrCY	AdminOverheadAmtInCoCodeCrCY	☐
	Admin Overhead	AdminOverheadAmtInGlobCrCY	☐
	Amount in Company Code Currency	AmountInCompanyCodeCurrency	☐
	Amount in Global Currency	AmountInGlobalCurrency	☐
	Base Unit of Measure	BaseUnit	☒
	Bill-to Party	BillToParty	☒
	Billed Revenue Amt in Company Code CrCY	BilledRevenueAmtInCoCodeCrCY	☐
	Billed Revenue	BilledRevenueAmtInGlobCrCY	☐
	BILLEDVALNQTYNICOSTSOURCEUNIT	BilledValnQtyInCostSourceUnit	☐
	Chart of Accounts	ChartOfAccounts	☐
	Company Code Currency	CompanyCodeCurrency	☒
	Contribution Margin I Amount in CC CrCY	ContribnMargin1AmtInCoCodeCrCY	☐
	Contrib Margin I	ContribnMargin1AmtInGlobCrCY	☐
	Contribution Margin II Amount in CC CrCY	ContribnMargin2AmtInCoCodeCrCY	☐
	Contrib Margin II	ContribnMargin2AmtInGlobCrCY	☐
	Contribution Margin III Amt in CC CrCY	ContribnMargin3AmtInCoCodeCrCY	☐
	Contrib Margin III	ContribnMargin3AmtInGlobCrCY	☐
	Controlling Area	ControllingArea	☐
	Customer	Customer	☒
	Customer Group	CustomerGroup	☒
	Customer or Supplier Country/Region	CustomerSupplierCountry	☐
	Customer Supplier Industry	CustomerSupplierIndustry	☐
	Distribution Channel	DistributionChannel	☒
	Fiscal Period	FiscalPeriod	☒
	Fiscal Year	FiscalYear	☒
	Functional Area	FunctionalArea	☐

Selected Fields (57)

Type	Label	Name	Display	Filter	Remove
	Row	No Data			
	Column				
	Measure Structure				
	NET_WEIGHT	net_weight	☒	☐	☐
	Gross Revenue Amt	ZZ_BilledRevenue_CC	☒	☐	☐
	Accruals Amt	ZZ_Acc_Dedin_CC	☒	☐	☐
	Deductions Amt	ZZ_DEDUCT_CC	☒	☐	☐
	Discounts Amt	ZZ_CustDiscount_CC	☒	☐	☐
	Net Sales Amt	NetSalesAmt	☒	☐	☐
	Recognized Revenue Amt	ZZ_RecognizeRev_CC	☒	☐	☐
	Product Cost Amt	ZZ_RecognizedCost_CC	☒	☐	☐
	Gross Margin	GrossMargin	☒	☐	☐
	Freight Amt	ZZ_FREIGHT_CC	☒	☐	☐
	Outside Whse Amt	ZZ_OWHSE_CC	☒	☐	☐
	Brokerage Exp	ZZ_Brokerage_CC	☒	☐	☐
	Sales Exp	ZZ_SALESEXP_CC	☒	☐	☐
	Marketing Exp	ZZ_MARKETEXP_CC	☒	☐	☐
	Admin Exp	ZZ_ADMINEXP_CC	☒	☐	☐
	Net Interest Exp	NetInterestExp	☒	☐	☐
	Net Income Amt	NetIncomeAmt	☒	☐	☐
	Customer Discounts	CustomerDiscounts	☒	☐	☐
	Gross Revenue	InvoiceSales	☒	☐	☐
	Deductions	Deductions	☒	☐	☐
	Accruals	Accruals	☒	☐	☐
	Net Sales	NetSales	☒	☐	☐

Edit Save Draft Publish Preview

Product Profitability Query (ZZ1_PROD_PROF_DATA3)

General >>> Field Selection >>> **Display** >>> Filters

Display Fields (57)

Type	Label	Name	Display	Filter	Remove
	NET_WEIGHT	net_weight	☒	☐	☐
	Gross Revenue Amt	ZZ_BilledRevenue_CC	☒	☐	☐
	Accruals Amt	ZZ_Acc_Dedin_CC	☒	☐	☐
	Deductions Amt	ZZ_DEDUCT_CC	☒	☐	☐
	Discounts Amt	ZZ_CustDiscount_CC	☒	☐	☐
	Net Sales Amt	NetSalesAmt	☒	☐	☐
	Recognized Revenue Amt	ZZ_RecognizeRev_CC	☒	☐	☐
	Product Cost Amt	ZZ_RecognizedCost_CC	☒	☐	☐
	Gross Margin	GrossMargin	☒	☐	☐
	Freight Amt	ZZ_FREIGHT_CC	☒	☐	☐
	Outside Whse Amt	ZZ_OWHSE_CC	☒	☐	☐
	Brokerage Exp	ZZ_Brokerage_CC	☒	☐	☐
	Sales Exp	ZZ_SALESEXP_CC	☒	☐	☐
	Marketing Exp	ZZ_MARKETEXP_CC	☒	☐	☐
	Admin Exp	ZZ_ADMINEXP_CC	☒	☐	☐
	Net Interest Exp	NetInterestExp	☒	☐	☐
	Net Income Amt	NetIncomeAmt	☒	☐	☐
	Customer Discounts	CustomerDiscounts	☒	☐	☐
	Gross Revenue	InvoiceSales	☒	☐	☐
	Deductions	Deductions	☒	☐	☐
	Accruals	Accruals	☒	☐	☐
	Net Sales	NetSales	☒	☐	☐
	Product Costs	ProductCosts	☒	☐	☐
	Freight	Freight	☒	☐	☐
	Warehouse	Warehouse	☒	☐	☐
	Brokerage	Brokerage	☒	☐	☐

Net Income Amt (Calculated Measure)

Properties

Label: ☒ Static Label ☐ Dynamic Label

Name:

Display: ☒

Decimals:

Scaling:

Reverse Sign: ☒

Hierarchy

Collapsed: ☐

Enable Hierarchy: ☐

Parent:

Expression

Formula:

Aggregation

Exception Aggregation: ☐

Function:

Dimensions:

Edit Save Draft Publish Preview

Custom Analytical Query

Filters



SAP

Custom Analytical Queries

AllSearch

VS

Product Profitability Query (ZZ1_PROD_PROF_DATA3)

Status: Published

General

Field Selection

Display

Filters

Filter Fields (57)

Search Filter Fields

Type	Label	Name	Display	Filter	Remove
	Amount in Company Code Currency	ZZ_NETINTEXP_CC			
	NET_INTEREST	net_interest			
Free					
	FSV	P_GLAcountHierarchy			
	Customer	Customer			
	Customer Group	CustomerGroup			
	Fiscal Week	fiscal_week			
	Fiscal Period	FiscalPeriod			
	Fiscal Year	FiscalYear			
	Bill-to Party	BillToParty			
	G/L Account	GLAccount			
	Sales Document	SalesDocument			
	Sales Document Item	SalesDocumentItem			
	Ship-to Party	ShipToParty			
	Product Sold	SoldProduct			
	Product Sold Group	SoldProductGroup			
	Billing Date	billing_dt			
	Unit of Weight	net_weight_uom			
	Posting Date	posting_dt			
	Sales Unit	sales_unit			
	Billing Document	billing_doc			
	Base Unit of Measure	BaseUnit			
	Company Code Currency	CompanyCodeCurrency			
	Distribution Channel	DistributionChannel			
	Ledger	Ledger			
	Material	material			

Customer (Dimension)

No Filters

Fixed Values

User Input Values

Derivation Functions

Include: +

Exclude: +

Selection Type: Single

Multiple Selection: ☒

Mandatory: ☐

Variable Sequence: 0

Default Value:

Lookup Entity:

Hide: ☐

Mandatory: ☐

Edi

Save Draft

Publish

Preview

Sales Reporting and Analytics

Return on Sales (Custom Analytical Query)

DEMO

The screenshot displays the SAP Return on Sales Query interface. The top section contains filters for FSV, Ledger, Customer, Customer Group, Fiscal Period, Fiscal Year, Product Sold, and Product Sold Group. Below these are fields for Sales Document and Sales Document Item. The main area shows a table with dimensions on the left and measures on the right. The dimensions include Sales Document, Sales Document Item, Customer, Customer Group, Fiscal Year, GL Account, Ledger, Material, Material Description, Posting Date, Product Sold, Product Sold Group, Sales Unit, Unit of Weight, and VALU_FRM. The measures include Sales Exp per LB, Marketing Exp per LB, Admin Exp per LB, Net Interest Exp per LB, Gross Margin per LB, Net Income per LB, and ZZ_RECOGNIZEREV_CC. The table is filtered by Sales Document 10674 and Fiscal Year 10.

Dimensions	Measures
Sales Document	Sales Exp per LB
Sales Document Item	Marketing Exp per LB
Customer	Admin Exp per LB
Customer Group	Net Interest Exp per LB
Fiscal Year	Gross Margin per LB
GL Account	Net Income per LB
Ledger	ZZ_RECOGNIZEREV_CC
Material	ROS
Material Description	
Posting Date	
Product Sold	
Product Sold Group	
Sales Unit	
Unit of Weight	
VALU_FRM	

Four Takeaways

01

Gain actionable insight into customer and product profitability with SAP Margin Analysis.

02

Learn how the Manage Allocations app can distribute revenue and costs using user-defined allocation bases.

03

Explore embedded analytics capabilities for reporting key sales performance metrics, including Return on Sales.

04

See practical examples of profitability reporting using standard SAP S/4HANA applications.

Resources

01

SAP Note 2956701 — Customer guide: S/4HANA Margin Analysis reporting

[SAP ONE Support Launchpad](#) → [Notes](#) → [2956701](#)

02

SAP Community — Top-Down Distribution in SAP S/4HANA

community.sap.com → [ERP blog posts by SAP](#) → [Top-Down Distribution in SAP S/4HANA](#)

03

SAP Help Portal — Sales Accounting Overview

help.sap.com → [SAP S/4HANA](#) → [Sales Accounting Overview](#)

Q&A

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