

| | Q1 | Q2 | Q3 | Total |
|-----------------------|----------|----------|----------|-----------|
| 2018 Gross Revenue | \$30,192 | \$26,609 | \$27,636 | \$84,438 |
| 2019 Gross Revenue | \$55,465 | \$20,031 | \$59,733 | \$135,229 |
| YOY Difference | \$25,273 | -\$6,578 | \$32,097 | \$50,792 |
| Percentage YOY Growth | 83.7% | -24.7% | 116.1% | 60.1% |

Tracks a statistic (e.g., revenue, number of hires) for a given time period (e.g., a month or quarter) over multiple years.

This line is optional.

Use conditional formatting to show positive and negative trends.

The Formula

% growth = 100 ((stat_{y2} - stat_{y1})/stat_{y1})
 Where
 stat = statistic or metric
 y = year
 Also written:
 100((future-past)/past)

Optional Customizations

- 1. Segment by Group:** Show YOY growth per product, branch, or subsidiary.
- 2. Compare Multiple Years:** Add more years (e.g. 2017-2020) to your report by comparing each year to the one before or to a baseline year (e.g. 2017).
- 3. Include Visualizations:** Bar and line charts pair well with this calculation

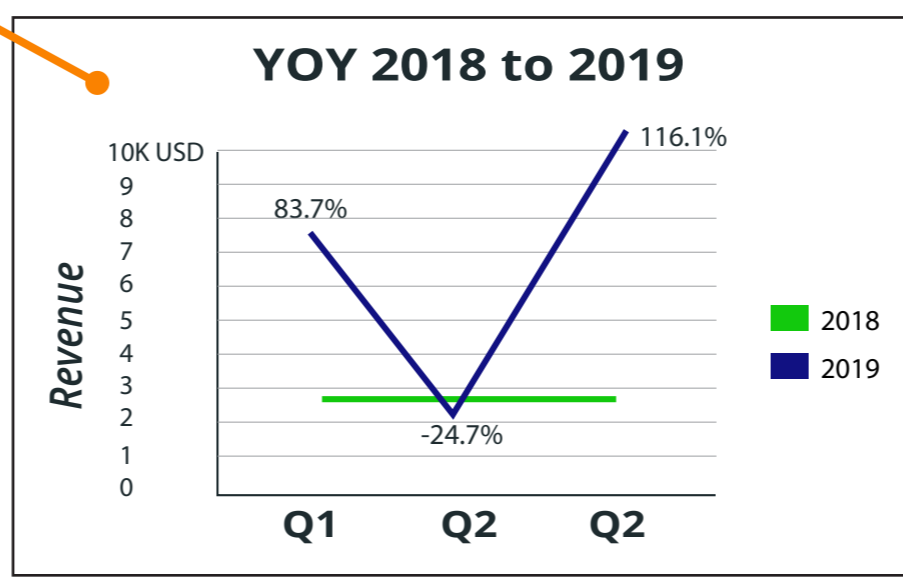
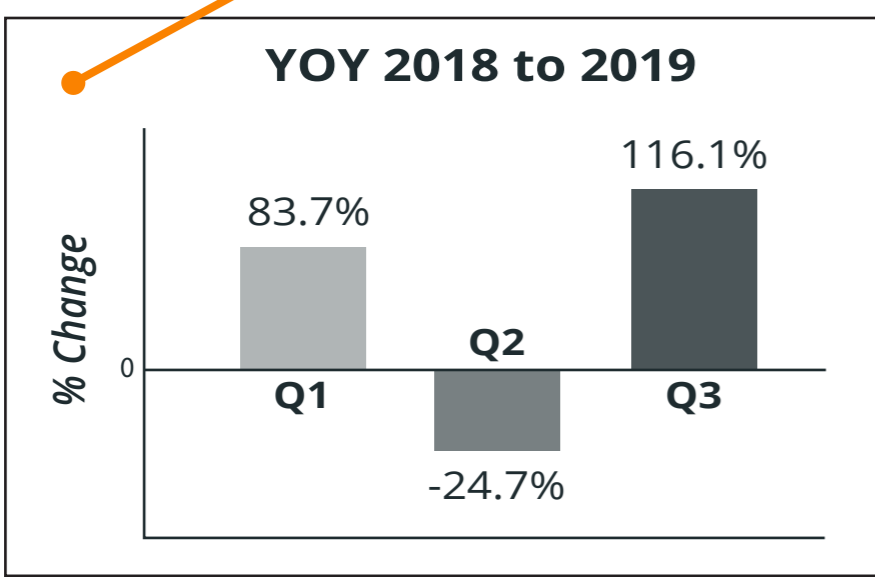
BRANCH COMPANY

ABC CORP

| | Q1 | Q2 | Q3 | Q4 |
|----------------|-----------|-----------|-----------|-----------|
| 2018 | \$506,773 | \$679,005 | \$437,884 | \$880,538 |
| 2019 | \$347,994 | \$696,355 | \$665,318 | \$900,322 |
| YOY Growth (%) | -31.3% | 2.6% | 51.9% | 2.2% |

ACME CORP

| % Growth Over 2017 (USD) | Q1 | Q2 | Q3 | Q4 |
|--------------------------|-----------|-----------|-----------|-----------|
| 2017 | \$322,801 | \$984,972 | \$437,884 | \$553,297 |
| 2018 | 0.2% | 1.3% | -3.0% | 3% |
| 2019 | 1.1% | 0.7% | -0.2% | 3.7% |
| 2020 | 2.1% | 0.2% | 0.1% | 4.0% |



DON'T DO THIS



| | 2017 Q1 | 2017 Q2 | 2018 Q1 | 2018 Q2 |
|------------|----------|----------|----------|----------|
| Units Sold | 254 | 754 | 286 | 745 |
| YOY Growth | | | 1.2% | -1.1% |
| Revenue | \$14,732 | \$44,486 | \$16,314 | \$40,952 |
| YOY Growth | | | 11% | -8% |

Why:

Reader must skip columns to compare related values.

Wasted space.

DO DO THIS



| | Q1 | Q2 | Total |
|-------------------|--------|--------|--------|
| Units Sold | | | |
| 2018 | 254 | 754 | 999 |
| 2019 | 268 | 745 | 1,013 |
| % Growth | 1.2% | -1.1% | 1.4% |
| Revenue | | | |
| 2018 | 14,732 | 44,486 | 59,218 |
| 2019 | 16,314 | 40,952 | 57,266 |
| % Growth | 11% | -8% | -3.2% |

No wasted space!

Because years have their own rows, there's room for a Totals column.

Related values are adjacent to each other.

Shading for easy scanning.