

## Sample Report: Sales

Licensees who develop and/or sell commercial products based on technology licensed from the HHS are obligated to submit periodic reports of sales and earned royalties to NIH. The information that should be provided NIH in these reports is identified in the following example.

### Sales and Earned Royalty Report

<b>Licensee:</b>	Your Company Name			
<b>License No.</b>	L-XXX-YYYY			
<b>Sales &amp; Earned Royalty Report for Reporting Periods (mm/dd/yy) to (mm/dd/yy)</b>				
Country of Sale	Licensed Product Name	Cat. No.	Units Sold	Gross Sales (USD)
US	A	001-001	623	\$94,696.00
	B	001-002	35	\$8,225.00
UK	A	001-001	45	\$7,200.00
	C	001-003	650	\$229,450.00
Japan	A	001-001	403	\$66,495,000
	B	001-002	21	\$5,145.00
<b>Total Gross Sale =</b>				<b>\$411,211.00</b>
<b>Less Allowable Deductions:</b>				
<b>Freight =</b>				<b>-\$5,321.00</b>
<b>Returns =</b>				<b>-\$4,322.00</b>
<b>Total Net Sales =</b>				<b>\$401,568.00</b>
<b>Earned Royalty Rate =</b>				<b>8%</b>
<b>Earned Royalty Due =</b>				<b>\$32,125.44</b>
<b>Less Creditable Payments:</b>				
<b>Minimum Annual Royalty =</b>				<b>-\$2,000.00</b>
<b>Other Creditable Payments =</b>				<b>\$0.00</b>
<b>Net Earned Royalty Due =</b>				<b>\$30,125.44</b>

### Sales and Earned Royalty reports should be sent to:

License Compliance and Administration  
 Monitoring & Enforcement  
 Office of Technology Transfer  
 National Institutes of Health  
 6011 Executive Boulevard, Suite 325  
 Rockville, MD 20852-3804 U.S.A.