



## Finance



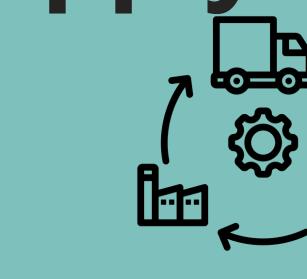
## Sales



## Marketing



## Supply Chain



## Executive



## FILTERS

## Select Benchmark

vs LY      vs Target

2018    2019    2020    2021    2022 EST

Q1    Q2    Q3    Q4

YTD    YTG

## BY REGION, MARKET

All

## BY CUSTOMER

All

## BY SEGMENT, CATEGORY, PRODUCT

All

## ABBREVIATIONS

BM = Benchmark | LY = Last Year

NS = Net Sales | GM = Gross Margin

Chg = Change | COGS = Cost of Goods Sold

RC% = Revenue Contribution | ABS = Absolute

EI = Excess Inventory | OOS = Out of Stock

ALL VALUES ARE IN MILLION \$

80.21% ✓

LY: 72.99% (+9.88%)

## Forecast Accuracy %

-751.71K ✓

LY: 491.6K (-252.91%)

## Net Error

9780.74K !

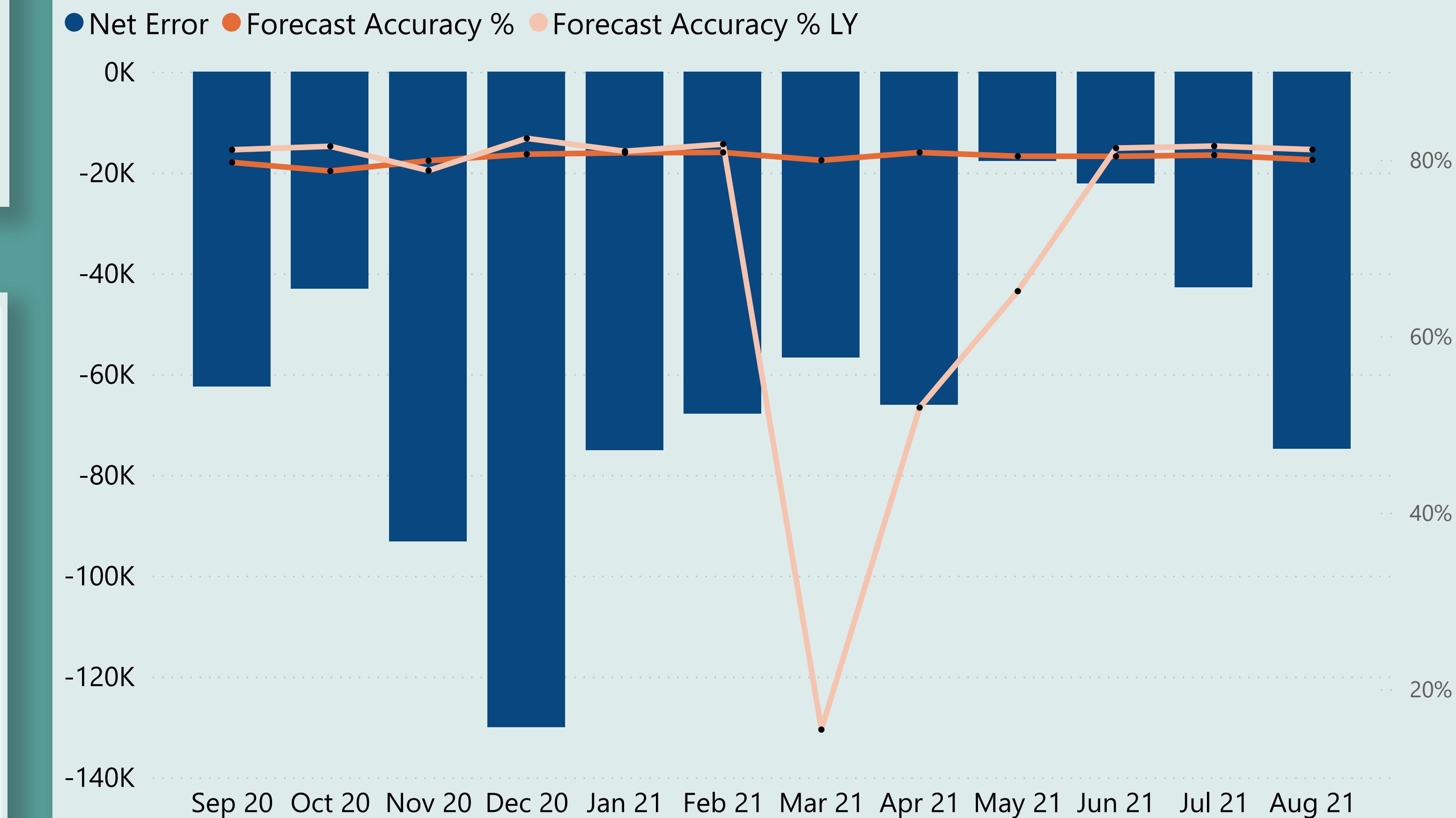
LY: 5743.2K (+70.3%)

## ABS Error

## Key Metrics By Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	50.69%	8.69%	-122555	-16.23%	OOS
All-Out	29.09%	35.18%	-12425	-30.67%	OOS
Amazon	74.54%	48.43%	-155116	-2.35%	OOS
Argos (Sainsbury's)	56.08%	43.27%	8033	4.14%	EI
Atlas Stores	48.16%	39.19%	99521	29.63%	EI
Atliq e Store	74.59%	55.24%	-94643	-2.30%	OOS
AtliQ Exclusive	71.69%	56.65%	-189086	-4.59%	OOS
BestBuy	35.31%	7.31%	-73279	-16.97%	OOS
Billa	18.29%	26.05%	-37856	-47.09%	OOS
Boulanger	58.77%	38.12%	81786	18.34%	EI
Chip 7	53.44%	41.32%	95124	18.82%	EI
Chiptec	52.54%	27.04%	72175	22.07%	EI
Circuit City	35.02%	9.90%	-84752	-19.00%	OOS
Control	47.42%	30.41%	-64707	-11.99%	OOS
Coolblue	52.95%	43.16%	116840	26.87%	EI
Costco	49.42%	33.18%	-24581	-3.50%	OOS
Croma	42.78%	35.49%	45046	5.96%	EI
Currys (Dixons Carphone)	35.92%	35.91%	-44680	-35.54%	OOS
Digimarket	40.79%	39.69%	-72129	-23.20%	OOS
Ebay	50.49%	18.21%	-49299	-4.24%	OOS
Electricalsara Stores	52.02%	32.38%	19891	12.43%	EI
Electricalsbea Stores	51.56%	41.94%	-10310	-13.57%	OOS
Electricalslance Stores	54.69%	41.81%	-4143	-2.48%	OOS
Electricalslytical	50.82%	39.26%	130903	12.24%	EI

## Accuracy / Net Error Trend



## Key Metrics By Products

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
+ Accessories	77.66%	71.42%	-2133K	-7.06%	OOS
+ Desktop	84.37%	70.07%	16K	11.22%	EI
+ Networking	90.40%	52.50%	227K	8.17%	EI
+ Notebook	79.99%	76.65%	-51K	-3.96%	OOS
+ Peripherals	83.23%	75.18%	-318K	-5.89%	OOS
+ Storage	83.54%	81.01%	1508K	15.77%	EI