

Business 360 Project



Get P & L statement for any customer / product / country or aggregation of the above over any time period and More..



Analyze the performance of your customer(s) over key metrics like Net Sales, Gross Margin and view the same in profitability / Growth matrix.



Analyze the performance of your product(s) over key metrics like Net Sales, Gross Margin and view the same in profitability / Growth matrix.



Get Forecast Accuracy, Net Error and risk profile for product, segment, category, customer etc.



2018

2019

2020

2021

2022

Q1

Q2

Q3

Q4

YTD

YTG

region



All



market



All



customer



All



4.31bn✓

LY: 823.85M (+422.89%)

Net Sales

45.89%✓

LY: 36.49% (+25.77%)

GM %

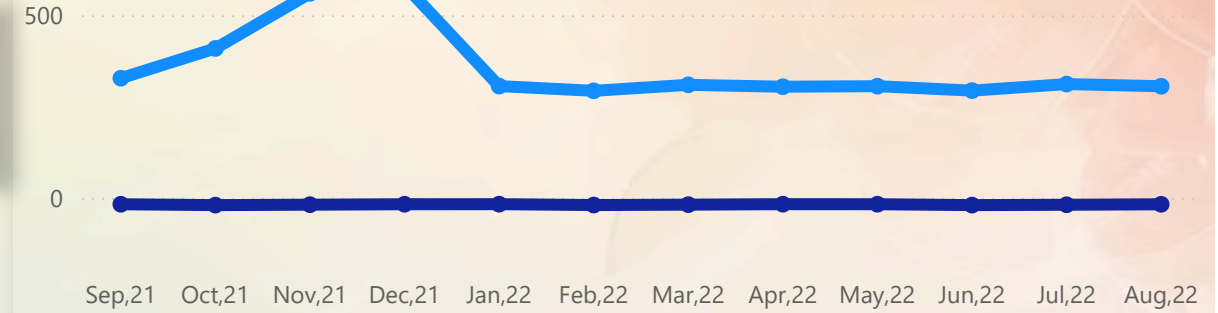
-14.00%✓

LY: -18.18% (+22.98%)

Net Profit %

Net SalesPerformance Over Time

● Selected Year ● Last Year



Profit & Loss Statement

Line Item	P & L value	L Y value	YOY change	YOY change%
Net Profit %	-14.00	-18.18	4.18	-22.98
Net Profit	-276.82	-54.65	-222.17	406.53
Operational Expen	-2,253.82	-355.28	-1,898.54	534.38
GM / Unit	21.89	5.99	15.90	265.35
Gross Margin %	45.89	36.49	9.40	25.77
Gross Margin	1,977.00	300.63	1,676.37	557.62
Total COGS	2,330.82	523.22	1,807.60	345.48
- Other Cost	18.24	3.39	14.85	438.25
- Freight Cost	115.30	22.05	93.25	422.82
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
Net Sales	4,307.82	823.85	3,483.98	422.89
Total Post Invoice Deduction	1,335.30	448.29	887.01	197.87
- Post Deductions	422.30	166.65	255.65	153.41
- Post Discounts	913.00	281.64	631.36	224.18
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00

Top/Bottom Customer & Product By Net Sales

market	P & L value	YOY change%
USA	1,012.32	-102.62
United Kingdom	277.42	-30.85
Sweden	16.39	48.06
Spain	109.11	-185.06
South Korea	300.59	-141.98
Portugal	99.79	-38.13
Poland	52.43	-53.49
Philippines	129.23	-202.32
Pakistan	31.05	-150.60
Norway	150.13	46.16
Newzealand	70.45	-114.05
Netherlands	60.20	-8.18
Mexico	6.90	47.27
Japan	47.34	-108.13
Italy	78.42	-92.22

segment	P & L value	YOY change%
Accessories	523.63	-22.51
Desktop	820.12	-30.73
Networking	44.44	-25.24
Notebook	1,822.86	-22.57
Peripherals	1,033.82	-21.55
Storage	62.96	-21.99



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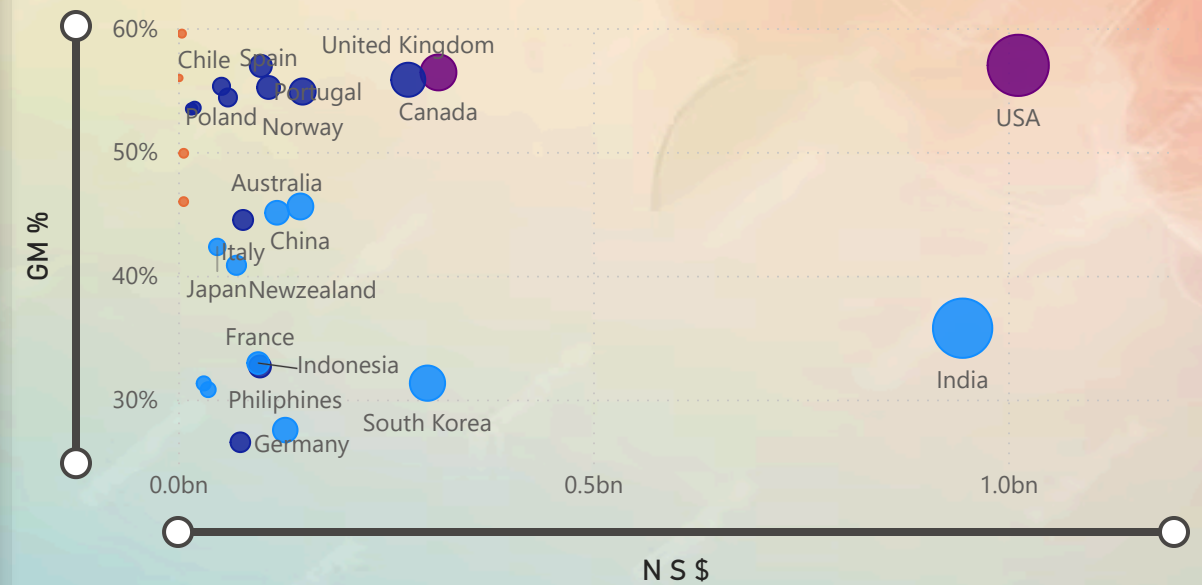
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Customer Performance

customer	N S \$	GM \$	GM %
Premium Stores	38.1M	23.0M	60.36%
Circuit City	71.6M	43.1M	60.17%
Relief	39.7M	23.6M	59.47%
Power	16.7M	9.9M	59.46%
Electricalsara Stores	15.9M	9.4M	59.11%
walmart	97.5M	57.3M	58.80%
BestBuy	67.4M	39.6M	58.78%
Mbit	33.0M	19.3M	58.53%
Radio Shack	63.0M	36.3M	57.63%
Chiptec	27.9M	16.0M	57.45%
Electricalslance Stores	15.8M	9.1M	57.32%
Atlas Stores	28.1M	16.1M	57.32%
Control	71.3M	40.1M	56.27%
Nova	2.8M	1.6M	56.25%
Path	77.6M	43.5M	56.04%
Integration Stores	12.3M	6.9M	55.95%

Performance Matrix

region APAC EU LATAM NA

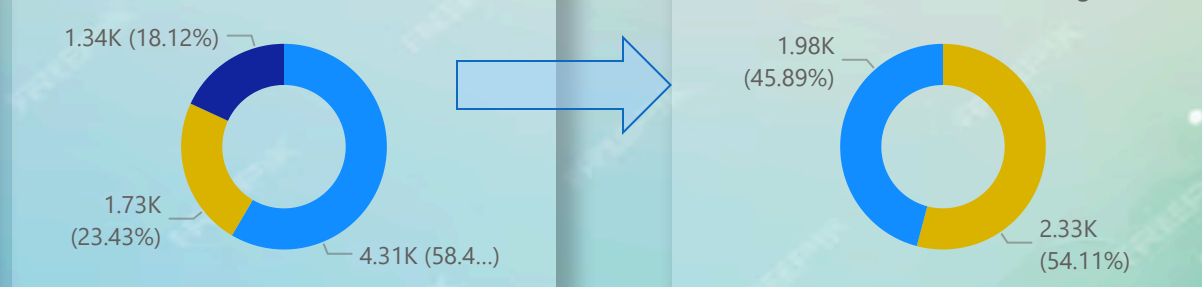


Product Performance

segment	N S \$	GM \$	GM %
Accessories	523.6M	240.0M	45.83%
Desktop	820.1M	378.1M	46.10%
Networking	44.4M	20.6M	46.35%
Notebook	1,822.9M	836.0M	45.86%
Peripherals	1,033.8M	473.3M	45.78%
Storage	63.0M	29.0M	46.12%

Unit Economics

Net Sales Pre Invoice ... Total Post ...





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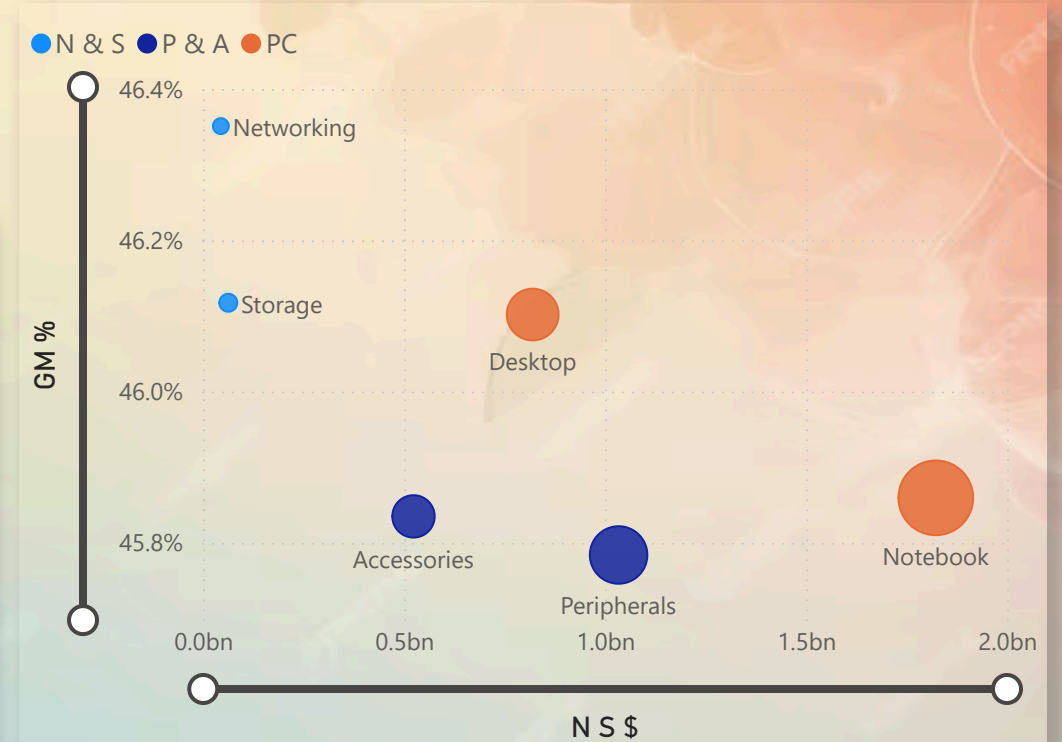
YTG

region
Allmarket
Allcustomer
All

Product Performance

segment	N S \$	GM \$	GM %	Net Profit \$	Net Profit %
Accessories					
⊕ Batteries	82.1M	37.2M	45.36%	-5.65M	-15.18%
⊕ Keyboard	259.8M	119.4M	45.98%	-16.41M	-13.74%
⊕ Mouse	181.8M	83.3M	45.84%	-11.85M	-14.22%
Desktop					
⊕ Business Laptop	396.7M	182.8M	46.08%	-24.78M	-13.56%
⊕ Personal Desktop	423.4M	195.3M	46.13%	-26.22M	-13.42%
Networking					
⊕ Wi fi extender	44.4M	20.6M	46.35%	-2.70M	-13.11%
Notebook					
⊕ Business Laptop	486.0M	223.9M	46.07%	-30.38M	-13.57%
⊕ Gaming Laptop	714.0M	325.7M	45.62%	-47.85M	-14.69%
⊕ Personal Laptop	622.8M	286.3M	45.97%	-39.76M	-13.89%

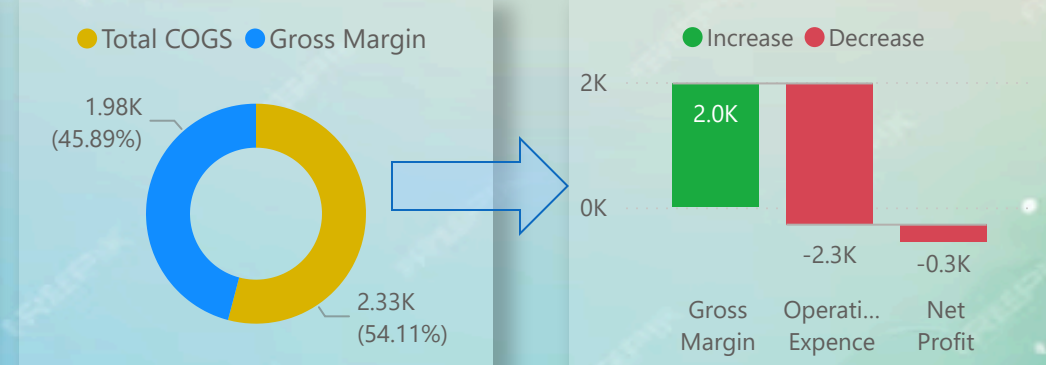
Performance Matrix



Region/Market/Customer Performance

region	N S \$	GM \$	GM %	Net Profit \$	Net Profit %
⊕ APAC	1,923.8M	690.2M	35.88%	-281.16M	-40.74%
⊕ NA	1,326.1M	753.9M	56.85%	-29.54M	-3.92%
⊕ EU	1,037.8M	522.6M	50.35%	31.17M	5.96%
⊕ LATAM	20.1M	10.3M	51.31%	2.71M	26.30%

Unit Economics





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customer

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81.17%✓
LY: 80.21% (+1.2%)
Forecast Accuracy %

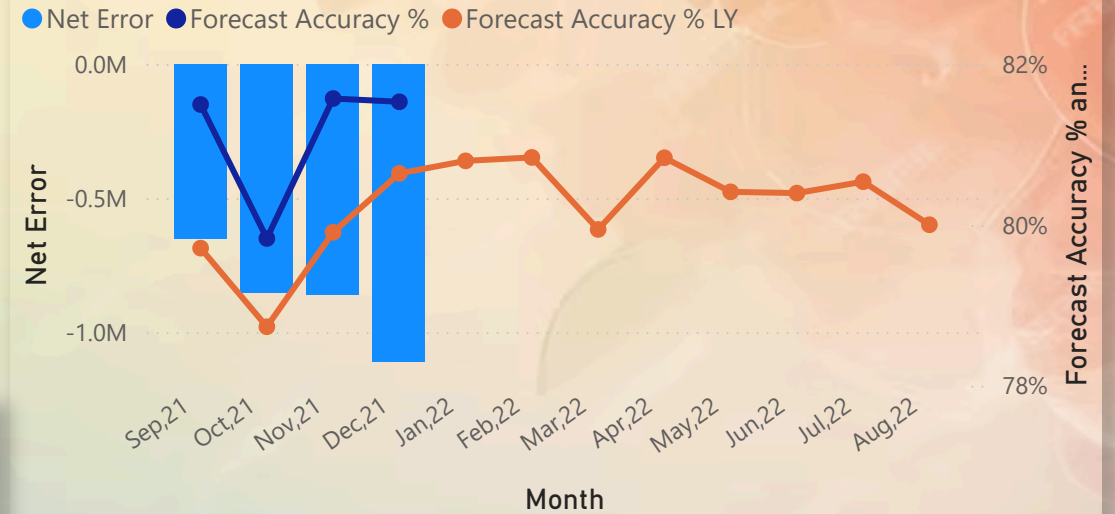
-3472.7K!
LY: -751.7K
(-361.97%)
Net Error

6899.0K!
LY: 9780.7K
(-29.46%)
ABS Error

Key Metrics By Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Zone	49.46%	50.30%	-19035	-6.56%	Out Of Stock
walmart	54.78%	50.12%	84334	12.08%	Excess Inventory
Viveks	33.27%	43.03%	-129058	-28.95%	Out Of Stock
Vijay Sales	30.76%	42.98%	-137937	-25.92%	Out Of Stock
Unity Stores	8.32%	44.61%	-35536	-61.31%	Out Of Stock
UniEuro	50.30%	58.22%	-89065	-23.90%	Out Of Stock
Taobao	42.65%	44.98%	-13408	-7.14%	Out Of Stock
Synthetic	30.36%	37.93%	-191078	-36.09%	Out Of Stock
Surface Stores	51.75%	49.59%	-4304	-3.38%	Out Of Stock
Staples	54.45%	49.38%	79821	11.51%	Excess Inventory
Sound	32.34%	52.83%	-97958	-41.81%	Out Of Stock
Sorefoz	23.48%	55.21%	-100677	-61.15%	Out Of Stock
Saturn	41.54%	19.16%	2197	2.85%	Excess Inventory
Sage	50.72%	33.58%	154291	10.06%	Excess Inventory
Relief	51.88%	52.04%	-348	-0.14%	Out Of Stock
Reliance Digital	34.59%	45.19%	-122328	-24.97%	Out Of Stock
Radio Shack	45.64%	38.46%	69253	16.48%	Excess Inventory
Radio Popular	52.94%	56.74%	-49354	-18.61%	Out Of Stock

Accuracy/Net Error Tend



Key Metrics By Product

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Accessories	87.42%	77.66%	341468	1.72%	Excess Inventory
Desktop	87.53%	84.37%	78576	10.24%	Excess Inventory
Networking	93.06%	90.40%	-12967	-1.69%	Out Of Stock
Notebook	87.24%	79.99%	-47221	-1.69%	Out Of Stock
Peripherals	68.17%	83.23%	-3204280	-31.83%	Out Of Stock
Storage	71.50%	83.54%	-628266	-25.61%	Out Of Stock