

Business Insight 360

Finance View



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

Supply Chain View



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

Sales View



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

Marketing View



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

Executive View



A top level dashboard for executives consolidating top insights from all dimensions of business.



Tuesday, April 12,...



Dec 21











Finance View



Sales View



Marketing View



Supply Chain View



Executive View



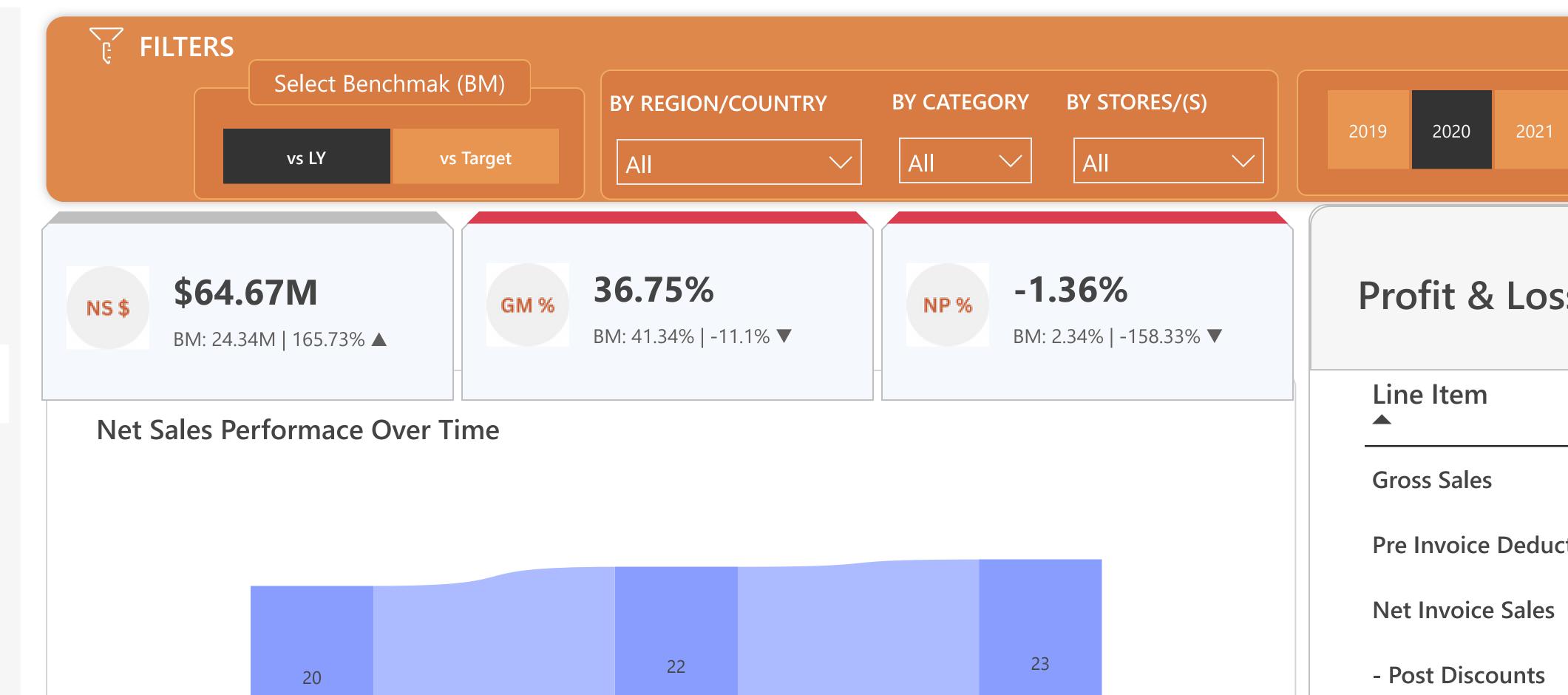




Tuesday, Apri...

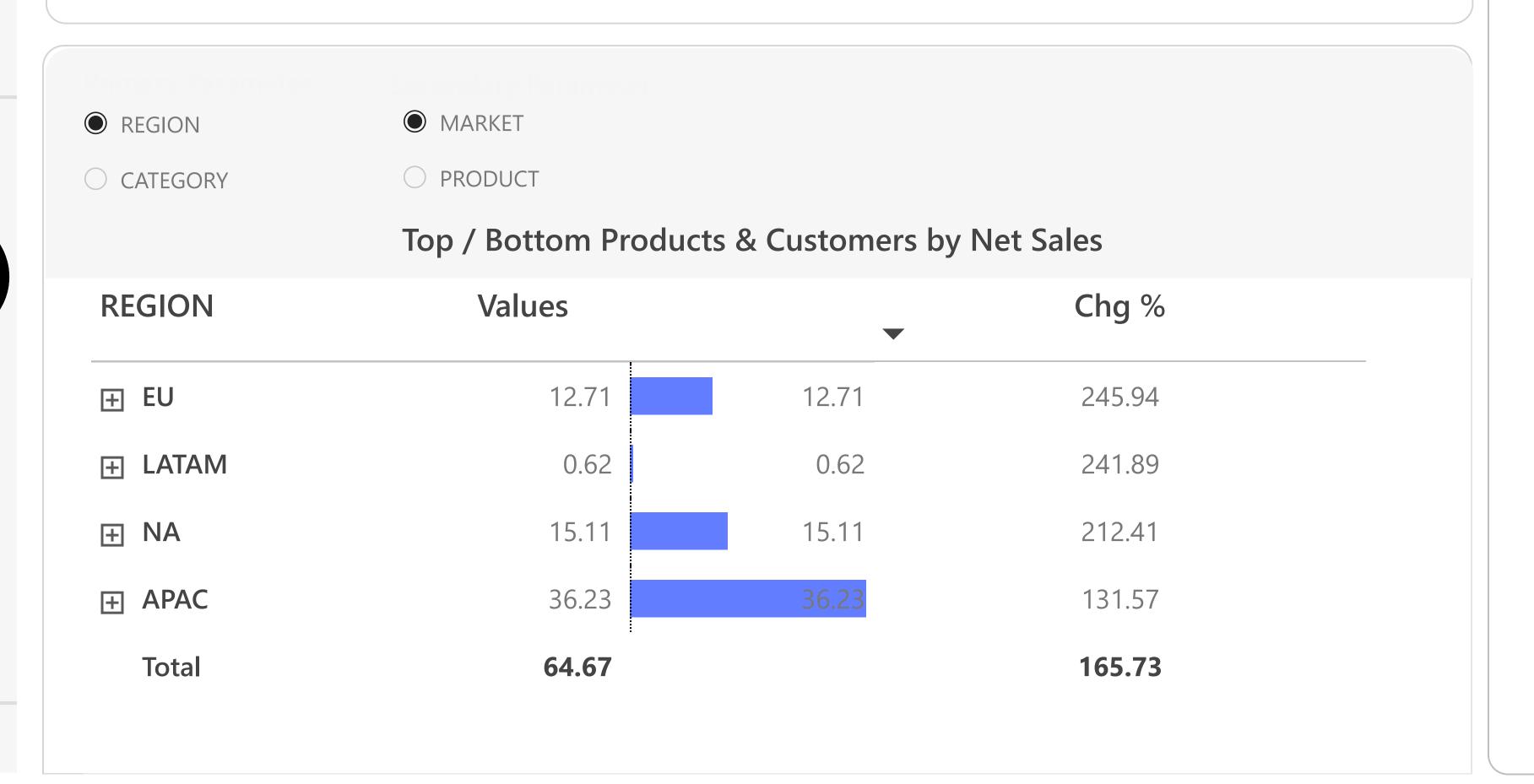


Dec 21



8

Jun 20



Jul 20

Selection •vs BM

Aug 20

Profit & Loss Statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	130.10	45.58	84.52	185.41
Pre Invoice Deduction	30.55	10.28	20.27	197.20
Net Invoice Sales	99.55	35.30	64.24	181.98
- Post Discounts	23.44	6.48	16.95	261.48
- Post Deductions	11.44	4.48	6.96	155.22
Total Post Invoice Deduction	34.87	10.97	23.91	218.05
Net Sales	64.67	24.34	40.33	165.73
- Manufacturing Cost	38.91	13.59	25.32	186.32
- Freight Cost	1.73	0.58	1.16	200.85
- Other Cost	0.26	0.11	0.15	135.82
Total COGS	40.91	14.28	26.63	186.51
Gross Margin	23.76	10.06	13.70	136.23
Gross Margin %	36.75	41.34	-4.59	-11.10
GM / Unit	4.71	4.25	0.46	10.87
Operational Expense	-24.65	-9.49	-15.15	159.65
Net Profit	-0.88	0.57	-1.45	-255.00
Net Profit %	-1.36	2.34	-3.70	-158.33

Q1 Q2 Q3 Q4

YTG







Finance View



Sales View



Marketing View

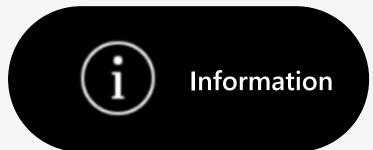


Supply Chain View



Executive View

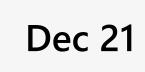


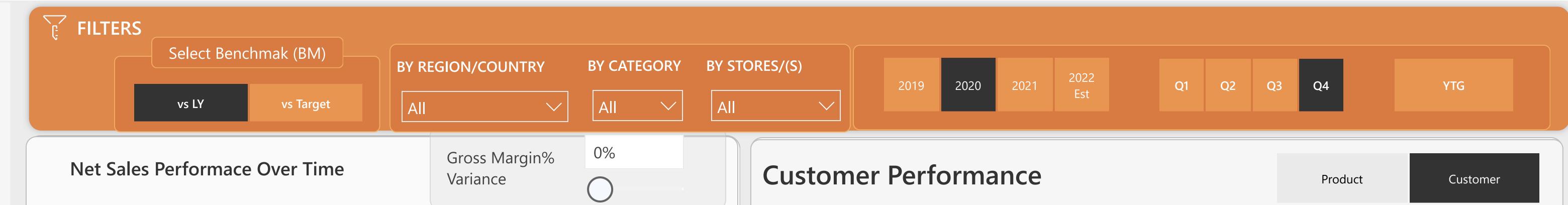


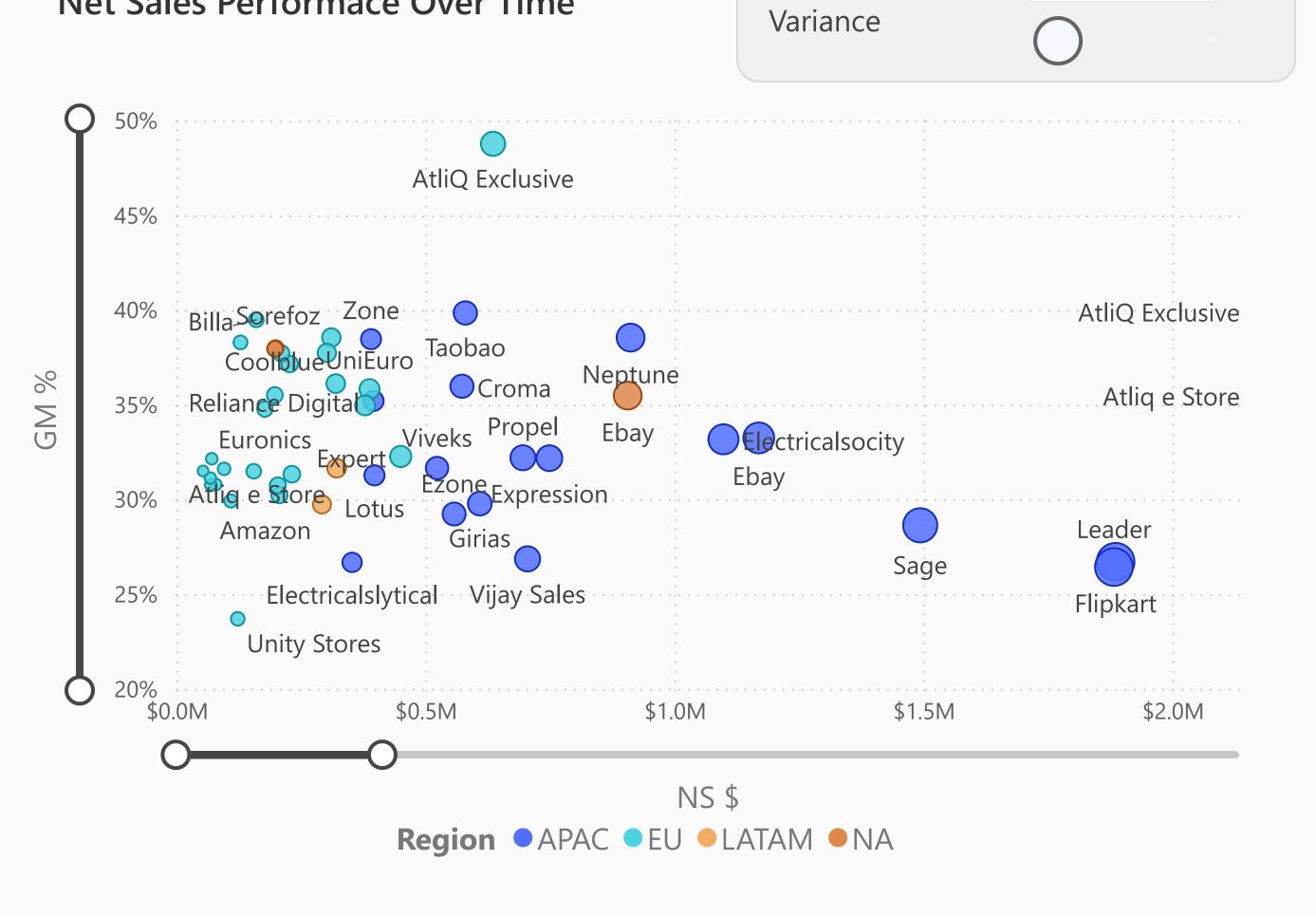


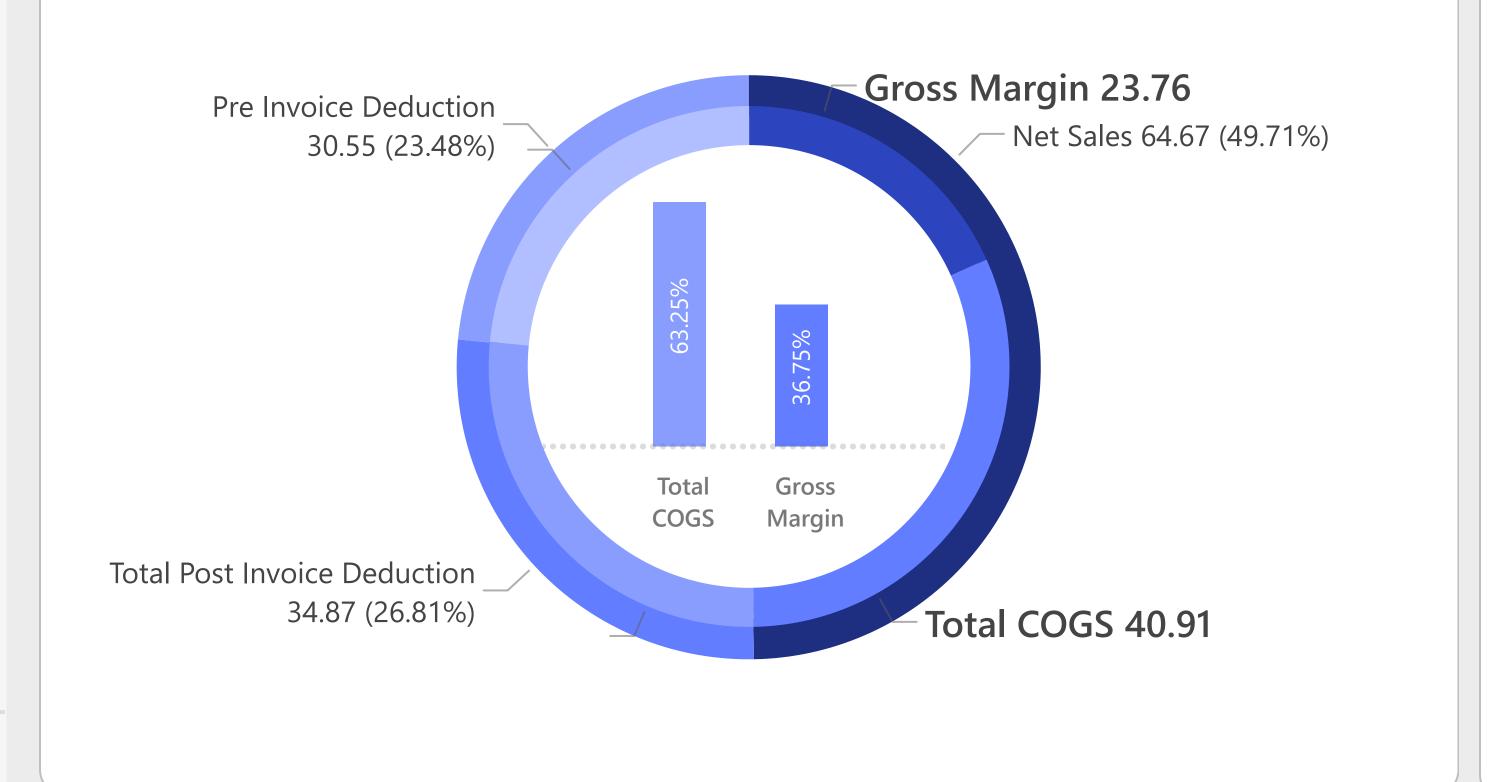
Tuesday, Apri...











Customer Pertori	mance		Product	Customer
Customer	NS \$	GM \$	GM %	Δ GM %
Amazon	\$17.14M	6.46M	37.69%	-10.31%
Atliq e Store	\$9.14M	3.39M	37.13%	-8.86%
AtliQ Exclusive	\$4.07M	1.85M	45.30%	-6.50%
Flipkart	\$3.17M	1.01M	32.00%	-8.75%
Ebay	\$2.08M	0.71M	34.22%	-19.25%
Sage	\$1.82M	0.57M	31.58%	-27.71%
Leader	\$1.88M	0.50M	26.43%	-45.02%
Electricalsocity	\$1.10M	0.36M	33.17%	-25.03%
Neptune	\$0.91M	0.35M	38.54%	-16.60%
Expression	\$0.75M	0.24M	32.18%	-19.64%
Taobao	\$0.58M	0.23M	39.84%	-12.54%
Propel	\$0.70M	0.22M	32.20%	-21.96%
Croma	\$0.57M	0.21M	35.97%	-21.58%
Reliance Digital	\$0.52M	0.19M	36.90%	-13.97%
Vijay Sales	\$0.71M	0.19M	26.86%	-37.38%
Girias	\$0.61M	0.18M	29.78%	-19.51%
Total	\$53.60M	19.35M	36.11%	-15.59%







Finance View



Sales View



Marketing View

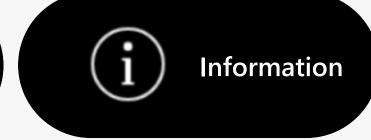


Supply Chain View



Executive View



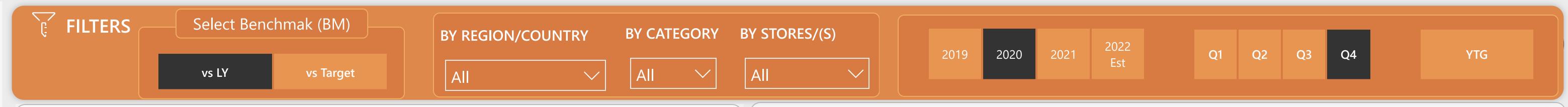


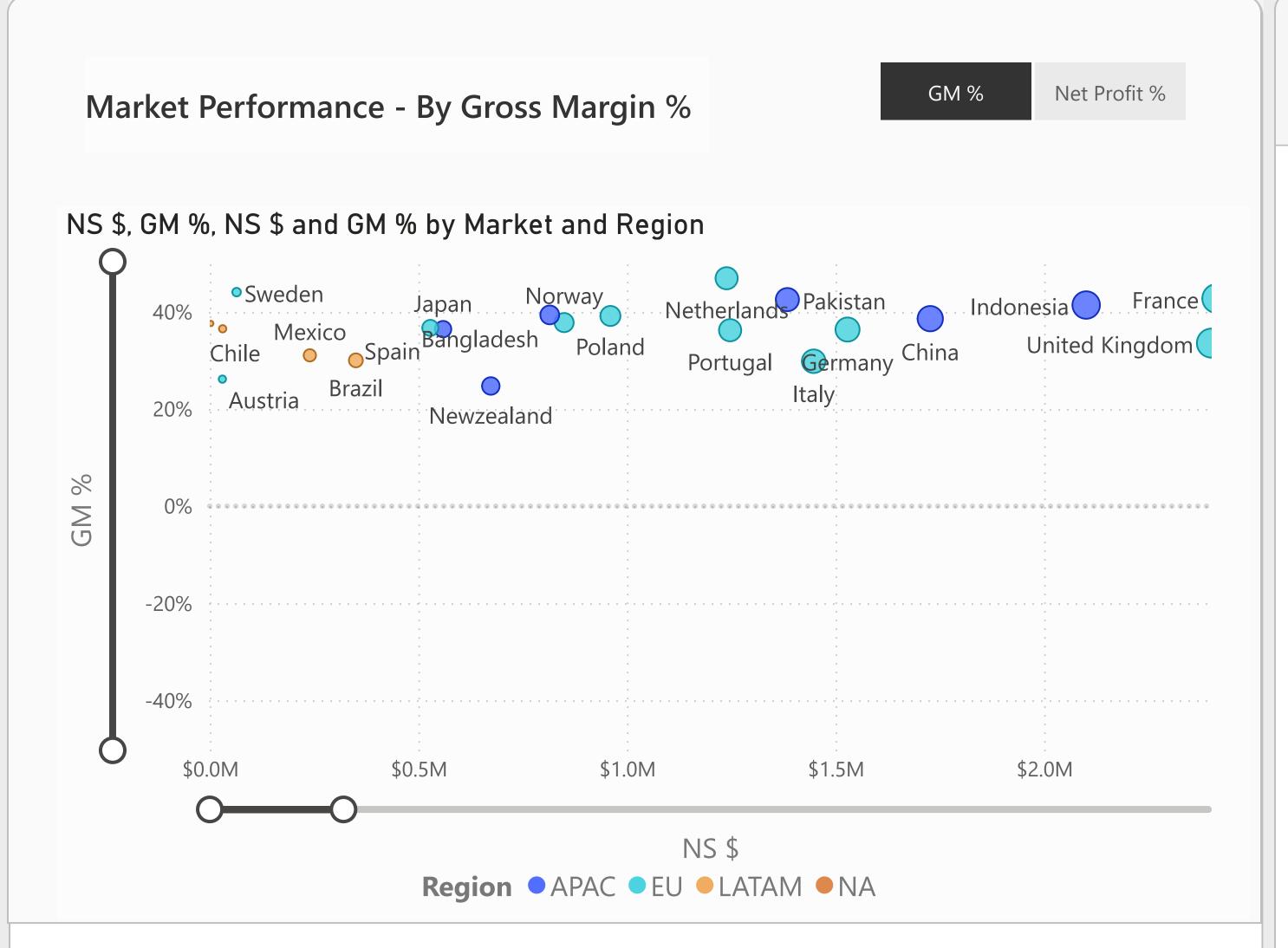


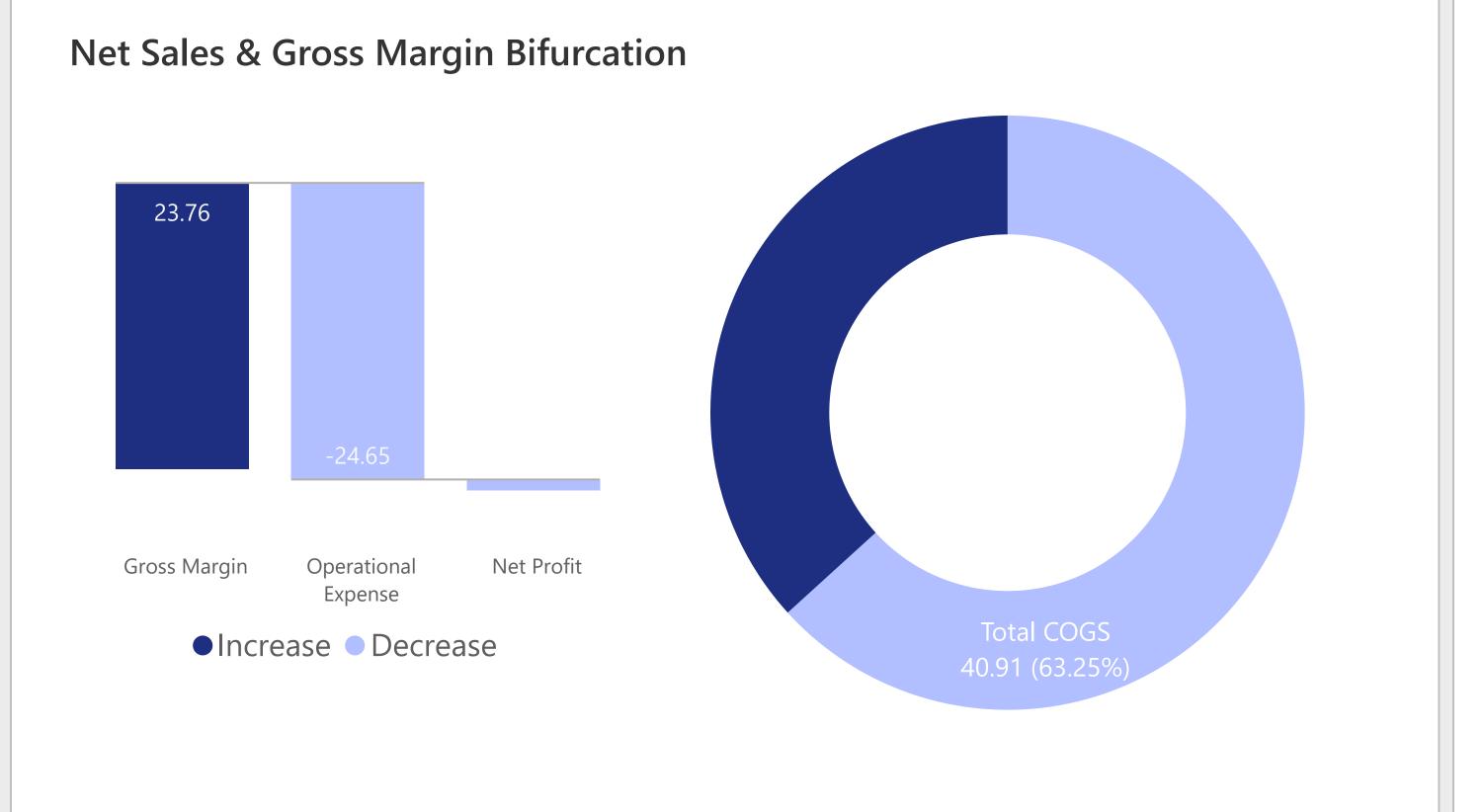
Tuesday, Apri...



Dec 21







	Market	NS \$	GM %	NP \$	NP %	NP BAR	Δ NP %
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Ir	ndonesia	\$2.10M	41.43%	0.41M	19.58%		10.25%
P	hiliphines	\$3.84M	44.91%	0.74M	19.20%		45.05%
F	rance	\$2.41M	42.78%	0.40M	16.72%		146.80%
N	Norway	\$0.85M	37.82%	0.13M	15.73%		
Р	Pakistan	\$1.38M	42.56%	0.21M	15.39%		-315.89%
A	Australia	\$3.29M	44.75%	0.48M	14.47%		43.39%
В	Bangladesh	\$0.82M	39.40%	0.11M	13.12%		-782.76%
P	Poland	\$0.96M	39.18%	0.12M	12.55%		5.63%
P	ortugal	\$1.25M	36.24%	0.13M	10.29%		-19.10%
C	Canada	\$3.76M	41.79%	0.32M	8.57%		524.05%
C	Chile	\$0.03M	36.54%	0.00M	7.90%		
C	Columbia	\$0.00M	37.63%	0.00M	6.88%		
N	Netherlands	\$1.24M	46.95%	0.08M	6.06%		-160.45%
S	Sweden	\$0.06M	44.10%	0.00M	5.16%		-242.98%
Ja	apan	\$0.56M	36.47%	0.02M	3.67%		
N	Лехісо	\$0.24M	31.07%	0.00M	1.91%		-77.03%
T	otal	\$64.67M	36.75%	-0.88M	-1.36%	-1.36%	-158.33%

Market







Finance View



Sales View



Marketing View





Executive View



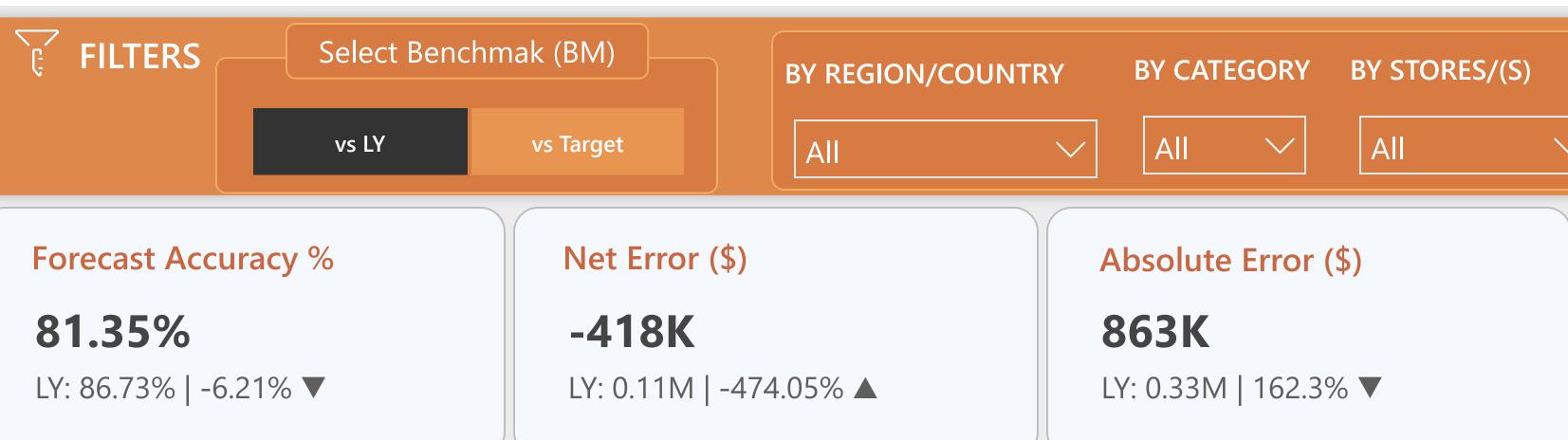


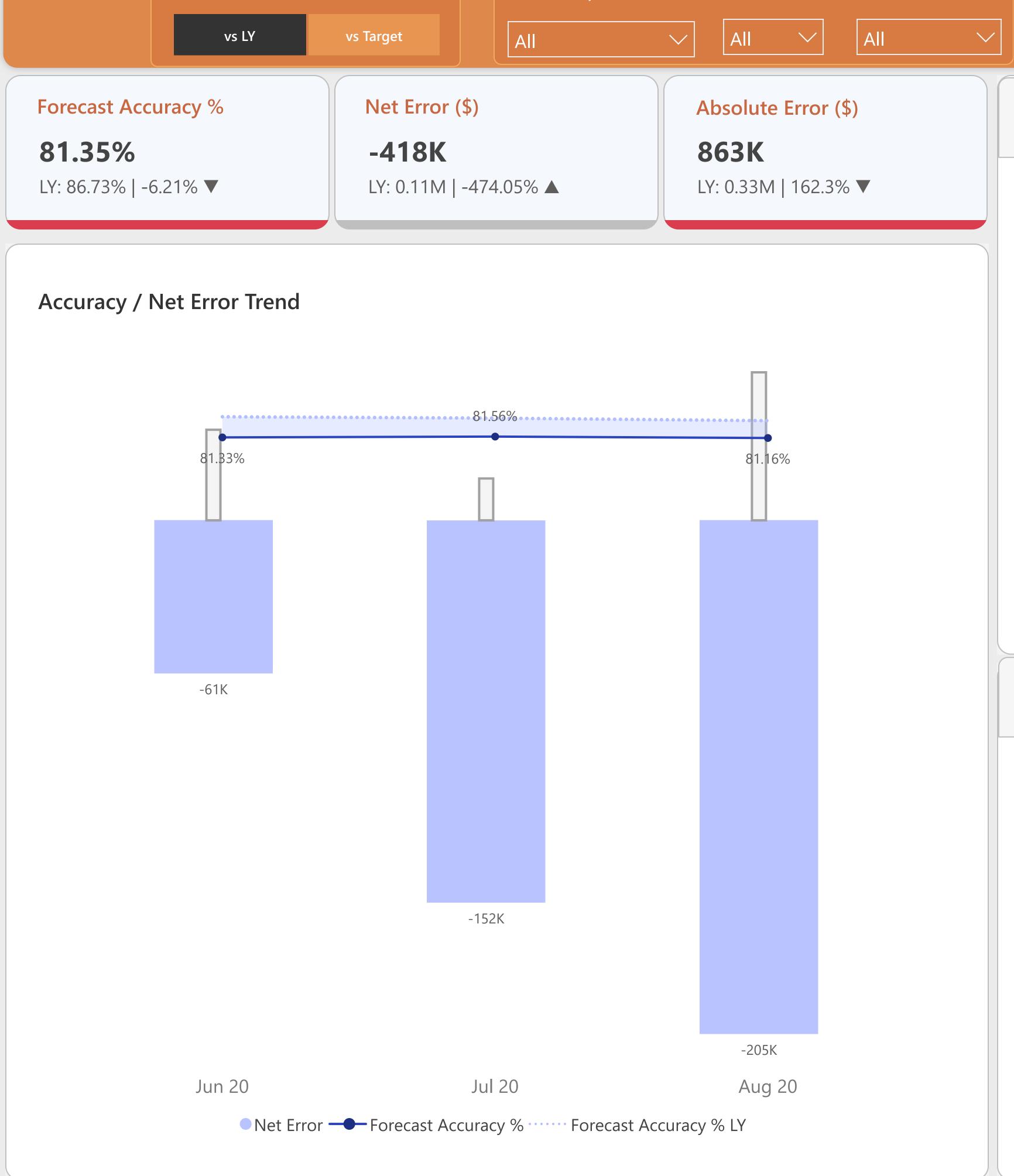


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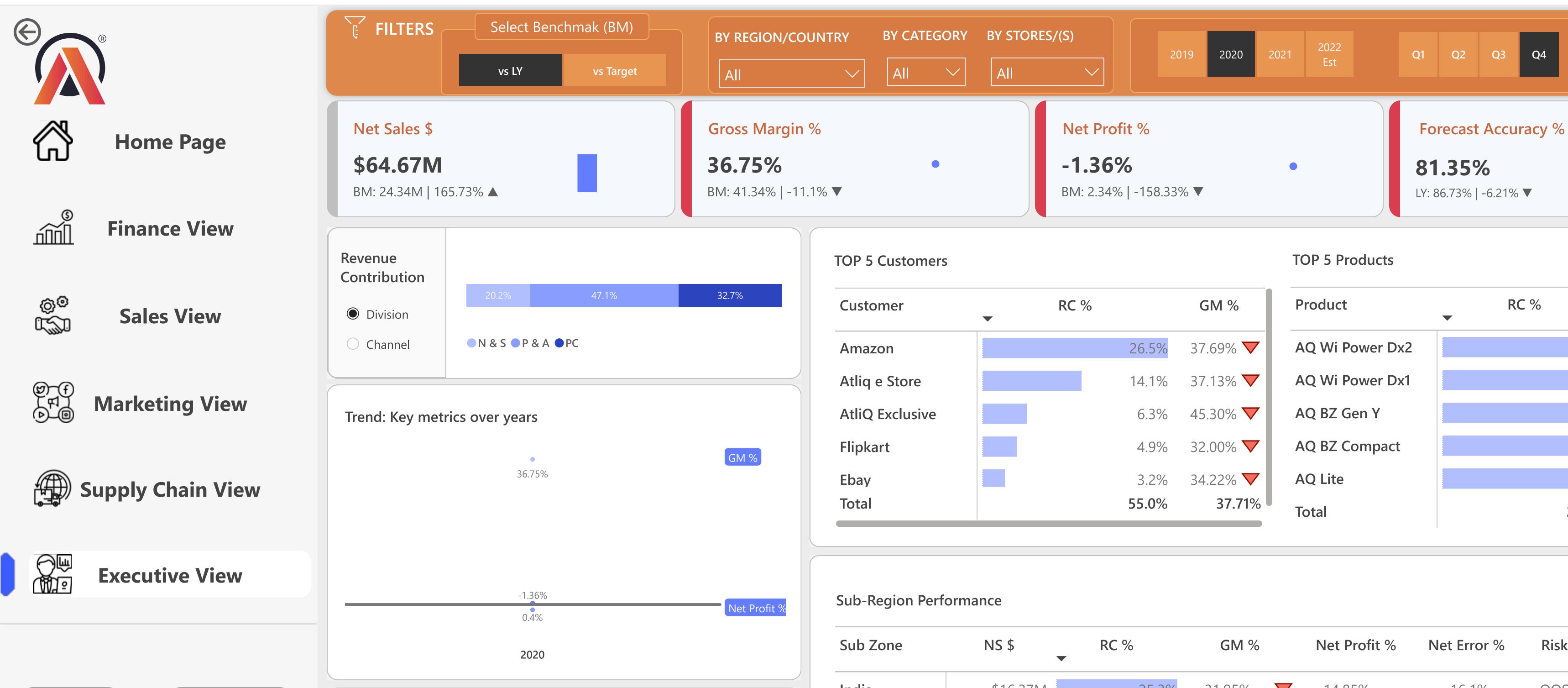
Key Metrics By Customer

Customer	FCA % ▼	FCA % LY	Net Error	Net Error %	Risk
Euronics	59.70%	59.85%	5K	23.9%	El
AtliQ Exclusive	58.37%	76.19%	104K	27.8%	EI
Expert	55.42%	62.65%	6K	13.5%	EI
Radio Popular	55.29%	59.38%	13K	29.0%	EI
Info Stores	54.16%	43.14%	3K	29.0%	EI
Argos (Sainsbury's)	53.49%	48.87%	OK	-2.3%	OOS
Mbit	53.27%	56.80%	3K	12.8%	EI
Electricalsocity Total	51.6 <mark>8%</mark> 81.35 %	55.11% 86.73 %	29K -418K	25.0% - 9.0 %	EI OOS

YTG

Key Metrics By Product

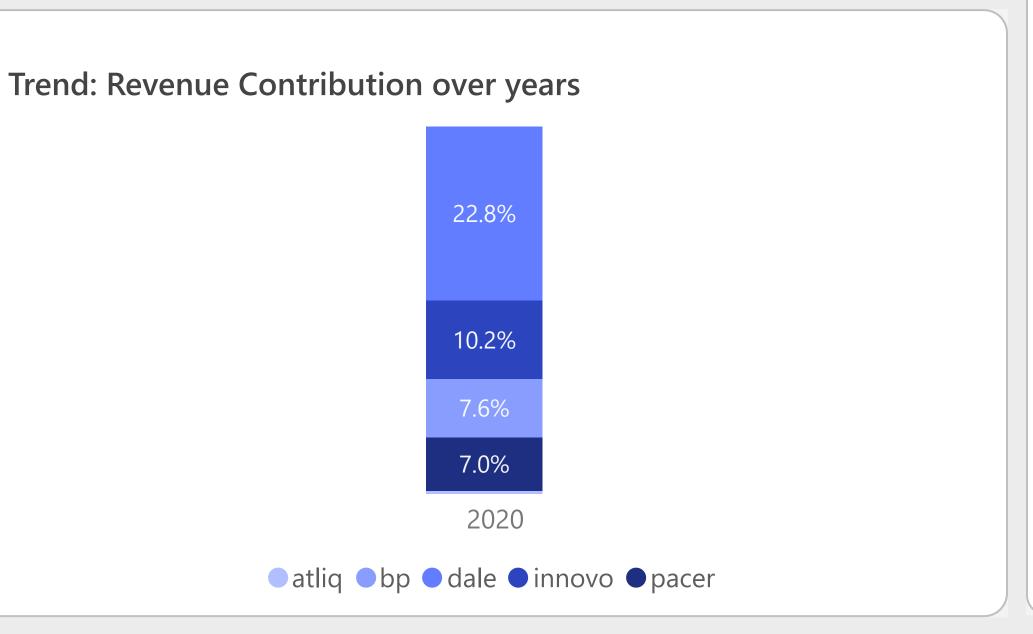
Segment	FCA % ▼	FCA% LY	Net Error	Net Error %	Risk
+ Storage	92.44%	80.82%	52K	5.1%	El
	86.21%	84.02%	18K	13.1%	EI
Peripherals	84.82%	84.45%	-13K	-2.3%	OOS
+ Accessories	79.01%	90.43%	-343K	-13.2%	OOS
Desktop	71.88%		OK	-19.1%	OOS
H Networking	52.9 7%	82.19%	-133K	-47.0%	OOS
Total	81.35%	86.73%	-418K	-9.0%	oos





Tuesday, Apri...

Dec 21



36.09% **V** 22.9% 36.57%

YTG

GM %

37.33%

36.30% **V**

36.78% **V**

36.19% **V**

RC %

5.3%

