Finance Analysis

| 2018 | 2019 | 2020 | 2021 | 2022 EST | | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | | YTD | YTG |

NS $ Performance over time

₹ 136.04M ∨	31.04 ∨	-7.03 ∨
LY: ₹ 64.58M (+110.65%)	LY: 27.73 (+11.95%)	LY: -11.26 (+37.64%)
Net Sales	**GM %**	**Net Profit %**

selected year -1   selected year

Profit & Loss Statement

Line Item	Selected year	P & L LY	P & L YoY Chg	P & L YoY Chg %
Gross Sales	271.91	121.25	150.66	124.26
Pre Invoice Deduction	63.10	27.52	35.58	129.31
Net Invoice Sales	208.81	93.73	115.08	122.77
- Post Discounts	48.78	17.22	31.56	183.23
- Post Deductions	23.99	11.93	12.06	101.10
Total Post Invoice Deduction	72.76	29.15	43.61	149.62
Net Sales	136.04	64.58	71.46	110.65
- Manufacturing Cost	89.61	44.85	44.76	99.81
- Freight Cost	3.64	1.53	2.11	138.22
- Other Cost	0.56	0.30	0.26	87.85
Total COGS	93.81	46.67	47.14	101.00
Gross Margin	42.23	17.91	24.32	135.82
Gross Margin %	0.31	0.28	0.03	11.95
GM / Unit	3.99	2.86	1.13	39.55
Operational Expenses	-51.79	-25.18	-26.61	105.64
Net Profit	-9.56	-7.28	-2.28	31.37
Net Profit %	-7.03	-11.26	4.24	-37.64

Top/bottom Products & Customers by NS $

region	P & L Values	P & L YoY Chg %
⊞ APAC	75.16	81.33
⊞ nan	32.54	154.45
⊞ EU	27.11	174.54
⊞ LATAM	1.23	162.44
Total	**136.04**	**110.65**

segment	P & L Values	P & L YoY Chg %
⊞ Notebook	43.55	132.67
⊞ Accessories	33.74	106.54
⊞ Peripherals	30.88	171.06
⊞ Storage	14.11	75.08
⊞ Networking	13.34	32.35
⊞ Desktop	0.43	0.00
Total	**136.04**	**110.65**

Power BI Desktop — Bi 360 8th excercise • Last saved: 1/24/2025 at 11:43 PM

Marketing view

Product Performance

segment	NS $	GM $	GM % $	Net Profit	Net Profit %
Storage	₹14.1M	4.41M	31.25%	-0.96M	-6.78%
Peripherals	₹30.9M	9.63M	31.20%	-2.11M	-6.82%
Notebook	₹43.5M	13.44M	30.86%	-3.17M	-7.28%
Networking	₹13.3M	4.29M	32.13%	-0.80M	-5.99%
Desktop	₹0.4M	0.13M	29.86%	-0.04M	-10.15%
Accessories	₹33.7M	10.34M	30.64%	-2.48M	-7.36%
Total	₹136.0M	42.23M	31.04%	-9.56M	-7.03%

Performance Matrix

region: APAC EU LATAM nan

Profit Economics

Total_cogs $ GM $
42.23M (31.04%)
93.81M (68.96%)

Increase Decrease
0.04K
-0.05K
Gross Margin | Operational Expenses | Net Profit

Region Performance

region	NS $	GM $	GM % $	Net Profit	Net Profit %
APAC	₹75.2M	22.44M	29.86%	-5.47M	-7.26%
EU	₹27.1M	8.65M	31.90%	-1.43M	-5.28%
LATAM	₹1.2M	0.30M	24.23%	-0.08M	-6.78%
nan	₹32.5M	10.84M	33.32%	-2.57M	-7.89%
Total	₹136.0M	42.23M	31.04%	-9.56M	-7.03%

Slicers: region, market (All) | segment, cate... (All) | customer (All)
2018 | 2019 | 2020 | 2021 | 2022 EST | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | YTD | YIG

Pages: Financial other | Line View | Finance view | Supply Chain | Sales View | Marketing view | Target | segment Data | Market Share

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Data pane: Category, dim_customer, dim_date, dim_market, dim_product, fact_actuals_estimates, fact_forecast_monthly, fact_sales_monthly, fiscal_year, freight_cost, Key_Measure, manufacturing_cost, Market share, NsGmTarget, Operations_expenses, P & L Columns, P & L Rows, post_invoice_deductio..., Sub_zone

File   Home   Insert   Modeling   View   Optimize   Help   Share ∨

Paste | Cut | Copy | Format painter | Get data | Excel workbook | OneLake data hub | SQL Server | Enter data | Dataverse | Recent sources | Transform data | Refresh | New visual | Text box | More visuals | New visual calculation | New measure | Quick measure | Sensitivity | Publish | Copilot

Clipboard   Data   Queries   Insert   Calculations   Sensitivity   Share   Copilot

region, market All ∨   **segment, cate...** All ∨   **customer** All ∨   2018   2019   **2020**   2021   2022 EST   Qtr 1   Qtr 2   Qtr 3   Qtr 4   YTD   **YTG**

Accuracy Net Error Trend

67.28%✓
LY: 86.63% (-22.34%)
Forecast Accuracy

1794.72K
LY: 337.9K (+431.14%)
Net Error

4,049.98K
LY: 882.26K (+359.05%)
ABS Error

● Net error   ● Forecast accuracy LY%   ● Forecast accuracy %

Key Metrics by Customer

customer	Forecast accuracy %	Forecast accuracy LY%	Net error	Risk	Net Error %
Acclaimed Stores	20.09%	54.41%	3910	Excess inventory	3.24
All-Out	35.33%		6218	Excess inventory	48.46
AltiQ Exclusive	46.66%	74.00%	355615	Excess inventory	38.14
Amazon	29.30%	77.58%	-749122	out of stock	-45.46
Argos (Sainsbury's)	37.72%	56.09%	19722	Excess inventory	37.42
Atlas Stores	35.63%	45.10%	25585	Excess inventory	44.72
Atliq e Store	40.76%	76.46%	-459355	out of stock	-41.27
Atliq Exclusive	27.74%	49.36%	67652	Excess inventory	40.17
BestBuy	16.47%	27.39%	6647	Excess inventory	8.63
Billa	28.16%	36.53%	4449	Excess inventory	18.67
Boulanger	40.00%	45.32%	9232	Excess inventory	19.09
Chip 7	33.60%	32.90%	69420	Excess inventory	55.58
Chiptec	30.55%		4259	Excess inventory	18.91
Circuit City	20.21%	29.68%	837	Excess inventory	1.15
Total	**67.28%**	**86.63%**	**1794717**	**Excesss inventory**	**14.50**

Key Metrics by Customer

segment	Net error	Forecast accuracy %	Forecast accuracy LY%	Risk	Net Error %
⊞ Accessories	772389	66.47%	90.30%	Excesss inventory	11.09
⊞ Desktop	172	72.64%		Excesss inventory	12.58
⊞ Networking	-104860	54.02%	82.74%	out of stock	-13.82
⊞ Notebook	122657	66.92%	82.28%	Excesss inventory	32.59
⊞ Peripherals	285929	68.70%	84.68%	Excesss inventory	18.92
⊞ Storage	718430	72.25%	80.23%	Excesss inventory	26.01
Total	**1794717**	**67.28%**	**86.63%**	**Excesss inventory**	**14.50**

Visualizations

Build visual

Values
Add data fields here

Drill through
Cross-report   ●Off
Keep all filters   On●
Add drill-through fields here

Data

Search

> Category
> dim_customer
> dim_date
> dim_market
> dim_product
> fact_actuals_estimates
> fact_forecast_monthly
> fact_sales_monthly
> fiscal_year
> freight_cost
> Key_Measure
> manufacturing_cost
> Market share
> NsGmTarget
> Operations_expenses
> P & L Columns
> P & L Rows
> post_invoice_deductio...
> Sub_zone

Financial other | Line View | Finance view | **Supply Chain** | Sales View | Marketing view | Target | segment Data | Market Share