



Business Insight 360

BY: Gajanand Vagile

Values are in Dollars & Millions

Last refresh : 5 January, 2025

sales data loded until: Dec 2021



Finance View

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

VIEW



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.

VIEW



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.

VIEW



Supply Chain View

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

VIEW



Executive View

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

VIEW



Information



Support

BY REGION

All

BY CUSTOMER

All

BY CATEGORY

All

vs LY

vs Target

2019

2020

2021

2022 Est

Q1

Q2

Q3

Q4

YTD

YTG

Home

Finance

Sales

Marketing

Supply chain

Executive

NS \$

\$267.98M

BM: 111.37M | 140.61% ▲

GM%

37.10%

BM: 41.2% | -9.95% ▼

NP %

-0.85%

BM: 2.21% | -138.68% ▼

Profit and loss statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68
Total	267.98	111.37	156.60	140.61

Net Sales Performance over time

Selected

vs BM

Top/Bottom products and customers by net sales

Parameter-1

region

segment

Parameter-2

market

category

region	P&L Values	bar for P&L Values	P&L YoY chng %
APAC	147.98		107.48
EU	55.79		224.03
LATAM	2.00		141.89
NA	62.21		182.70
Total	267.98	267.98	140.61

Dashboard by: Gajanand vagile

El = Excess inventory, OOS = Out Of Stock, BM = Benchmark RC% = Revenue Contribution%,

GM% = Gross Margin%, NS = Net Sales, COGS = Cost Of Good Sold

All values in Million \$

All

All

All

YTG



All values in Million \$







