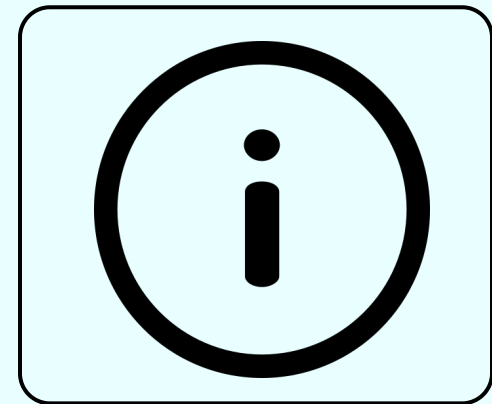




Business Insight 360



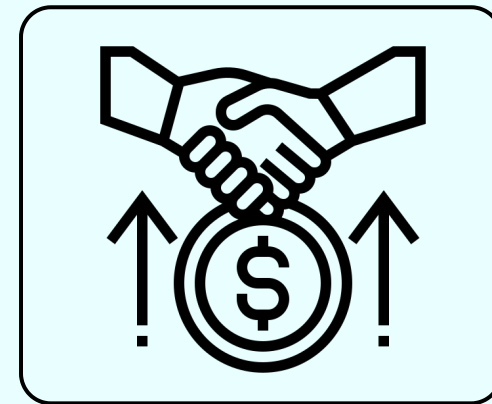
info

Download **user manual** and get to know the key information of this tool.



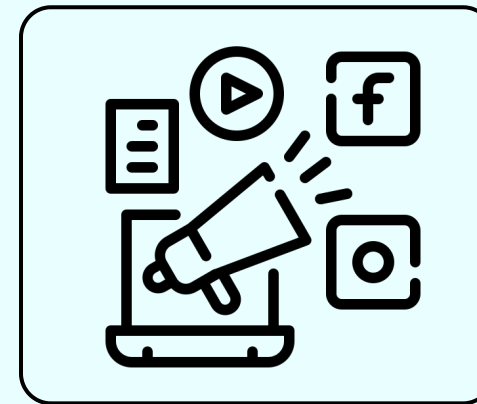
Finance View

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



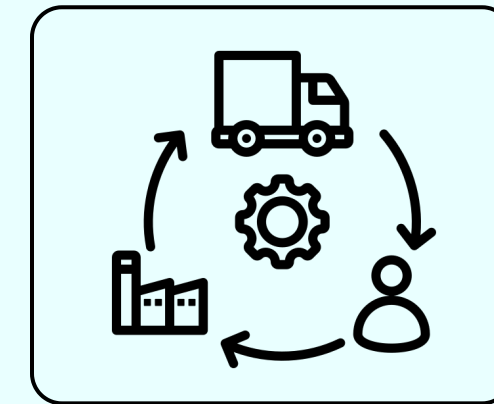
Sales View

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



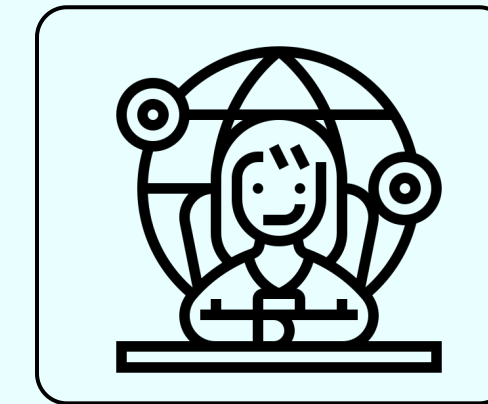
Marketing View

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



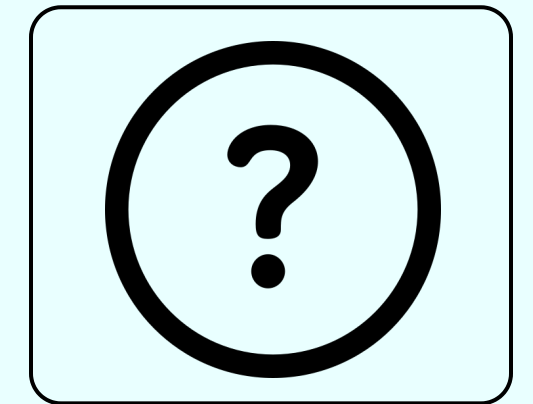
Supplychain View

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



Executive View

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



Support

Get your **issues resolved** by connecting to our support specialist.



market, region

All

customer

All

segment, product, cat...

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

\$267.98M✓

LY: \$111.37M (+140.61%)

Net Sales

37.10%!

LY: 0.41 (-9.95%)

GM %

-3.60%!

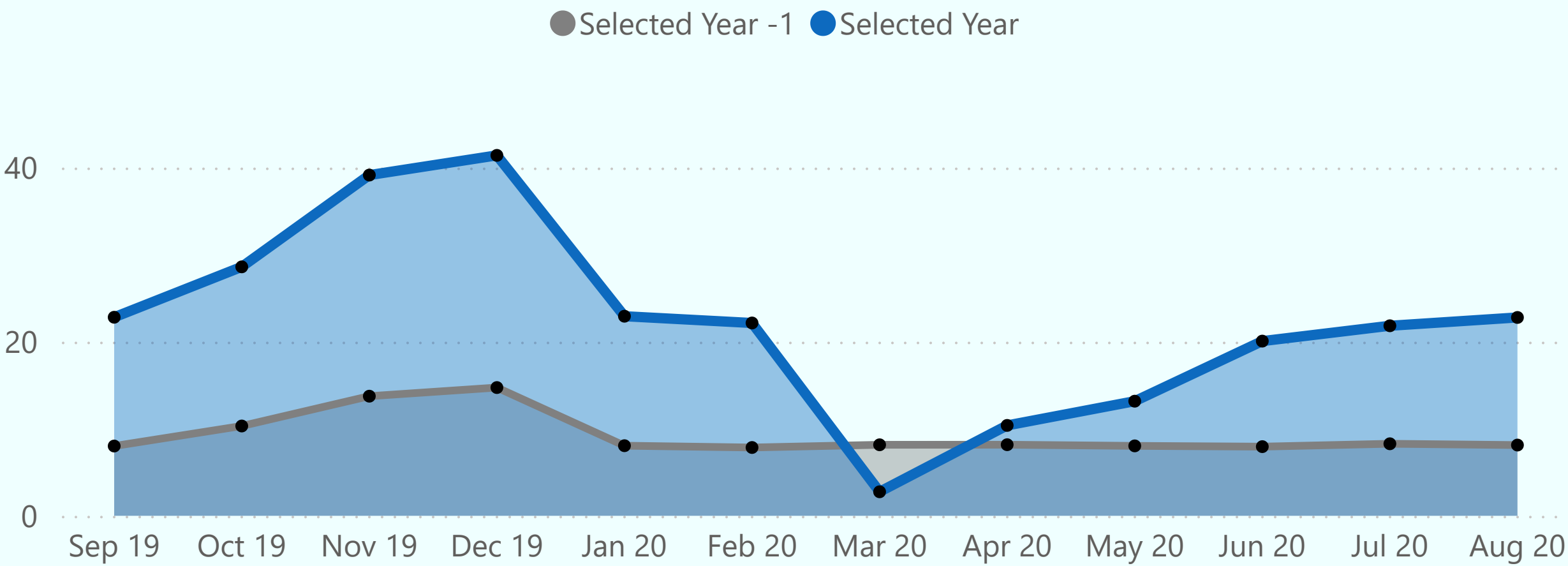
LY: -0.03 (-38.84%)

Net Profit %

Profit and Loss Statement

Line Item	2020	LY	YoY	YoY %
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	-109.07	-48.78	-60.30	123.62
Net Profit	-9.65	-2.89	-6.76	224.07

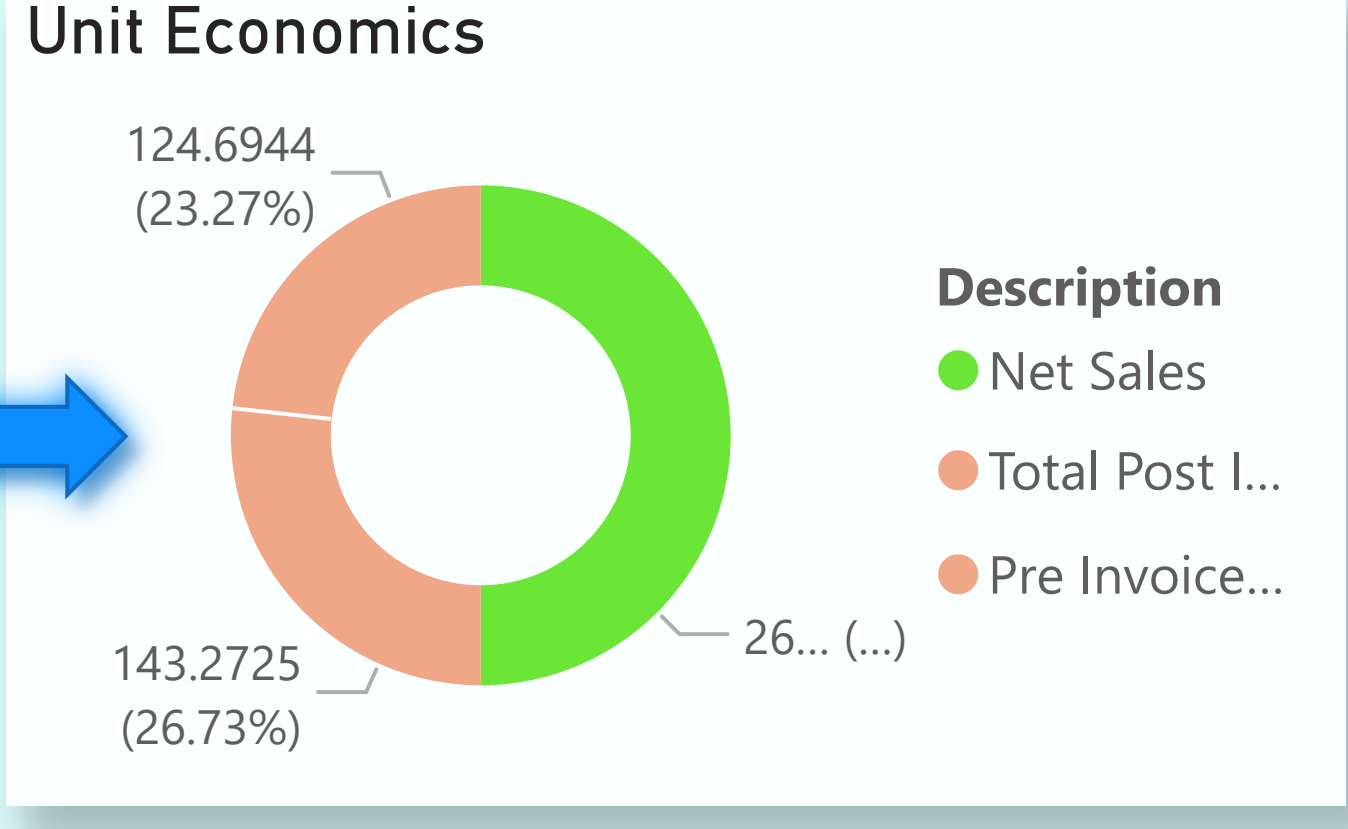
Net Sales Performance Over Time

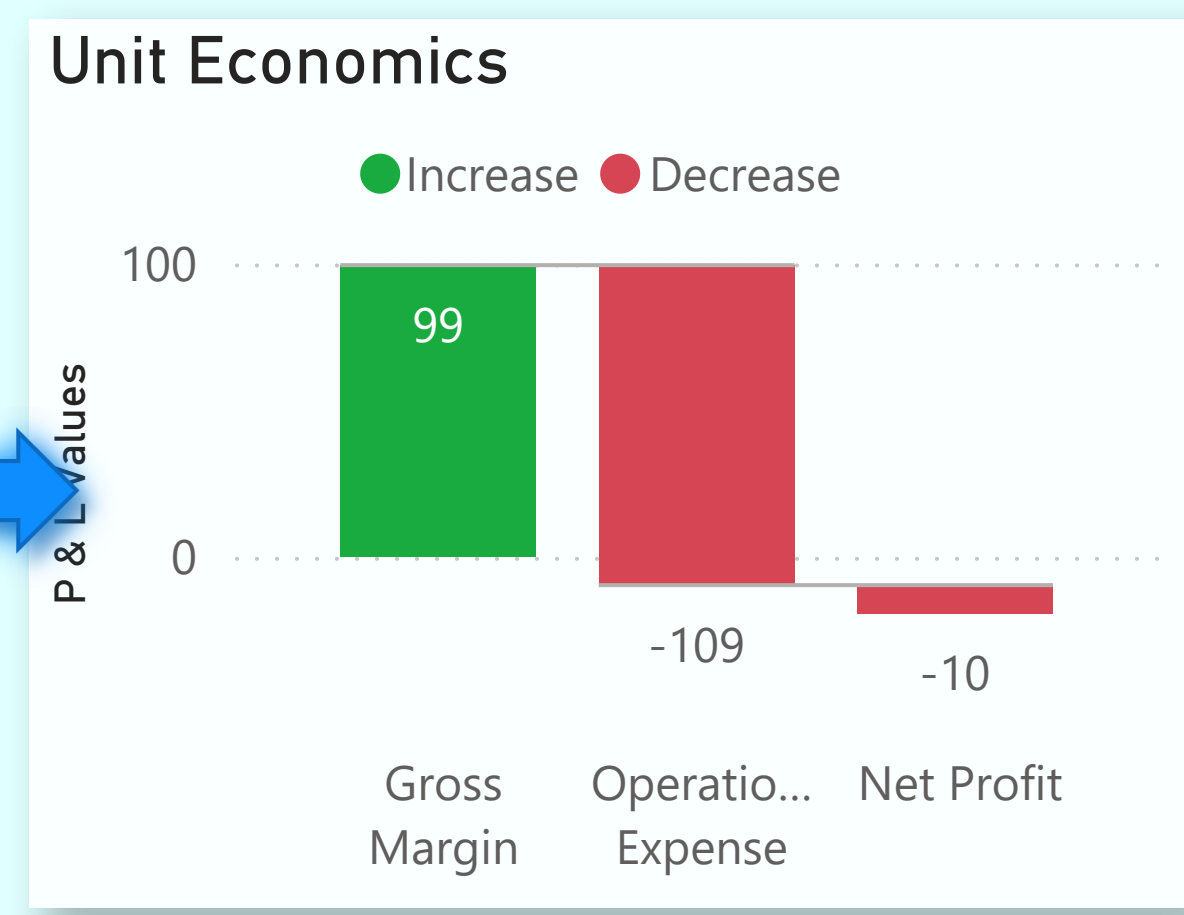


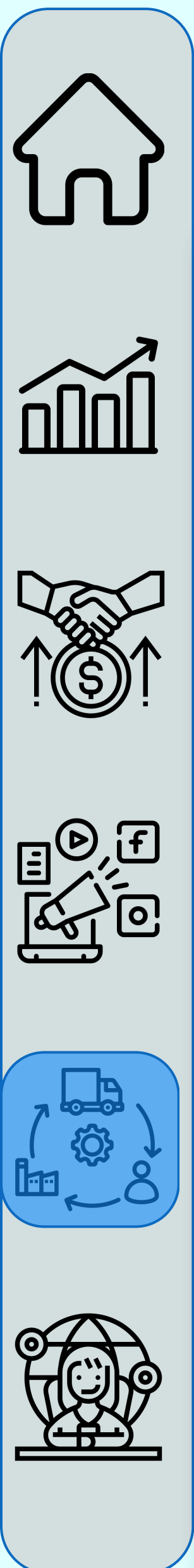
Top /Bottom Product & Customer byNet Sales

region	P & L Values	P & L YOY %
⊕ APAC	147.98	107.48
⊕ EU	55.79	224.03
⊕ LATAM	2.00	141.89
⊕ NA	62.21	182.70
Total	267.98	140.61

segment	P & L Values	P & L YOY %
⊕ Accessories	66.23	136.21
⊕ Desktop	0.95	0.00
⊕ Networking	26.22	51.00
⊕ Notebook	86.39	166.63
⊕ Peripherals	60.63	207.22
⊕ Storage	27.56	99.17
Total	267.98	140.61







market, region

All

customer

All

segment, product, cat...

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

72.99%!

LY: 86.45% (-15.57%)

Forecast Accuracy

491.6K✓

LY: 637.48K (-22.88%)

Net Profit

5743.2K!

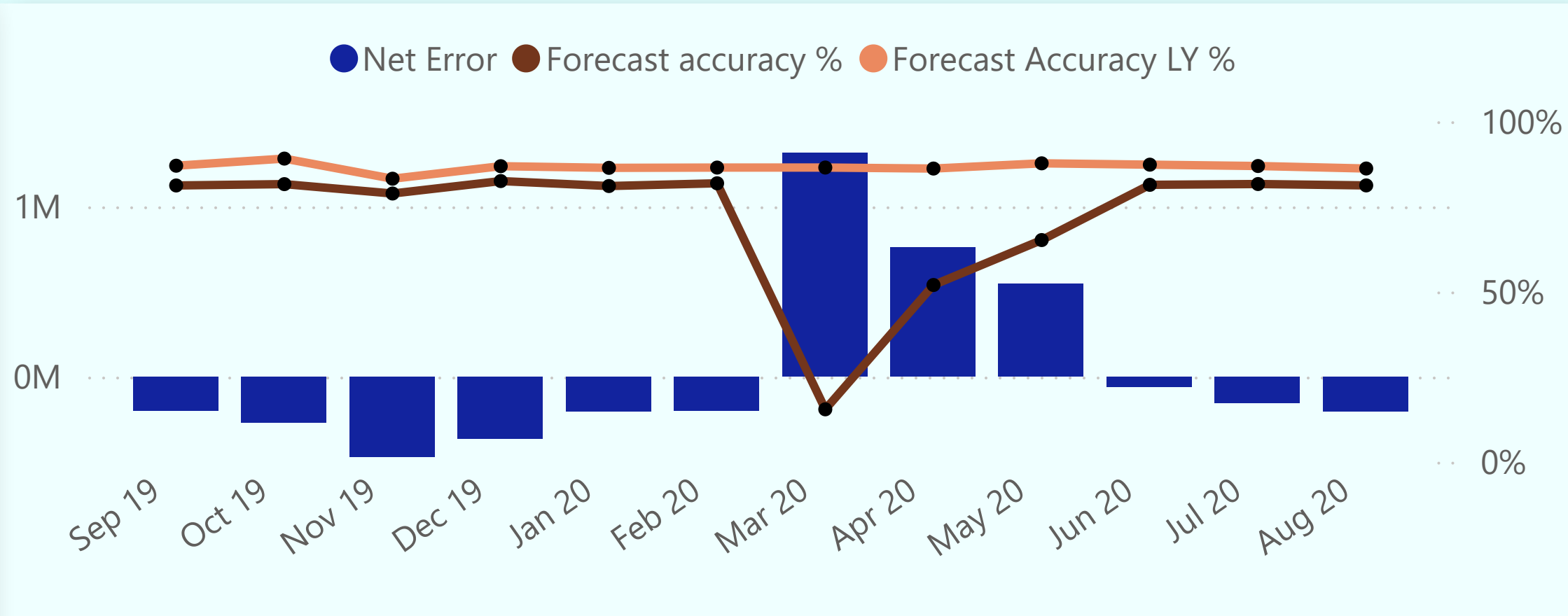
LY: 1547.8K (+271.06%)

ABS error

Key Indicates by Customers

customer	Forecast accuracy %	Net Error %	Net Error	Forecast Accuracy LY %	Risk
All-Out	35.18%	25.31%	5699		Excess Inventory
AltiQ Exclusive	56.78%	17.68%	277481	74.90%	Excess Inventory
Argos (Sainsbury's)	43.27%	10.79%	10038	56.06%	Excess Inventory
Atlas Stores	39.19%	26.07%	24488	47.32%	Excess Inventory
Atliq Exclusive	32.66%	18.15%	53199	49.91%	Excess Inventory
Chip 7	41.32%	37.39%	79770	30.35%	Excess Inventory
Coolblue	43.16%	11.41%	15660	55.15%	Excess Inventory
Costco	33.18%	2.94%	8127	38.04%	Excess Inventory
Croma	35.49%	10.12%	28591	48.82%	Excess Inventory
Currys (Dixons Carphone)	35.91%	4.71%	3806	48.54%	Excess Inventory
Digimarket	39.69%	34.82%	87844	52.62%	Excess Inventory
Electricalsara Stores	32.38%	0.33%	226	52.73%	Excess Inventory
Electricalsbea Stores	41.94%	27.23%	8182		Excess Inventory
Electricalslance Stores	41.81%	24.02%	21648	57.64%	Excess Inventory
Electricalslytical	39.26%	17.03%	62444	51.50%	Excess Inventory
Electricalsocity	42.87%	24.92%	122081	52.63%	Excess Inventory
Electricalsquipo Stores	39.26%	21.77%	20565	38.16%	Excess Inventory
ELite	40.14%	25.25%	47640	1.74%	Excess Inventory
Total	72.99%	2.31%	491599	86.45%	Excess Inventory

Accuracy & Net Error Trends



Key Indicates by Products

segment	Forecast accuracy %	Net Error	Net Error %	Risk	Forecast Accuracy LY %	Net Error %
Accessorie	71.42%	-167818	-1.40%	Out Of Stock	90.20%	-1.40%
Desktop	70.07%	-52	-2.00%	Out Of Stock		-2.00%
Networkin	52.50%	-379134	-28.90%	Out Of Stock	81.50%	-28.90%
Notebook	76.65%	146640	22.59%	Excess Inventory	83.02%	22.59%
Peripherals	75.18%	193476	7.43%	Excess Inventory	85.06%	7.43%
Storage	81.01%	698487	14.86%	Excess Inventory	80.25%	14.86%
Total	72.99%	491599	2.31%	Excess Inventory	86.45%	2.31%