



region, market

customer

segment, categ...

2018 2019 **2020** 2021 2022 EST

Q1 **Q2** Q3 Q4

YTD YTG

vs LY

vs Target

81.88%!

LY: 86.57% (-5.42%)

Forecast Accuracy %

-0.77M✓

LY: 0.16M (-572.06%)

Net error

1.07M!

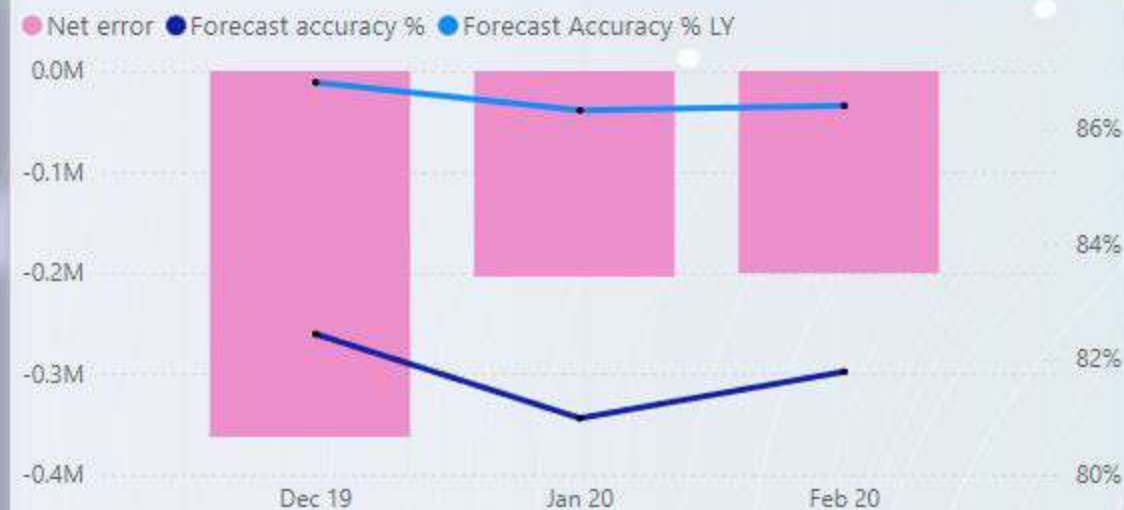
LY: 0.42M (+153.14%)

Abs Error

Key metrics By Customer

customer	Forecast accuracy %	Forecast Accuracy % LY	Net error	Net error %	Risk
Acclaimed Stores	-9.33%	57.66%	-54395	-100.46%	OOS
All-Out	35.81%		-323	-6.00%	OOS
Amazon	75.33%	77.18%	-91718	-11.82%	OOS
Argos (Sainsbury's)	55.25%	59.36%	-5190	-19.83%	OOS
Atlas Stores	46.48%	43.64%	628	3.26%	EI
Atliq e Store	76.98%	75.73%	-62834	-10.39%	OOS
AtliQ Exclusive	71.52%	73.89%	-68443	-14.88%	OOS
BestBuy	-3.73%	34.07%	-30756	-86.64%	OOS
Billa	19.23%	28.46%	-5044	-48.14%	OOS
Boulanger	36.30%	43.66%	-9175	-45.70%	OOS
Chip 7	52.70%	19.11%	8392	16.53%	EI
Chiptec	13.31%		-5780	-64.11%	OOS
Circuit City	6.73%	24.21%	-25432	-68.64%	OOS
Control	27.61%	36.95%	-18789	-50.60%	OOS
Coolblue	54.04%	55.34%	-4760	-9.97%	OOS
Costco	39.20%	42.78%	-33240	-38.19%	OOS
Croma	38.74%	52.27%	-18301	-17.46%	OOS
Currys (Dixons)	44.37%	58.38%	-6645	-25.70%	OOS
Total	81.88%	86.57%	-767436	-13.05%	OOS

Accuracy / Net Error Trend



Key Metrics by product

segment	Forecast accuracy %	Forecast Accuracy % LY	Net error	Net error %	Risk
Accessories	79.02%	89.91%	-570235	-17.20%	OOS
Desktop	80.26%		-134	-17.63%	OOS
Networking	52.25%	82.10%	-175176	-47.75%	OOS
Peripherals	84.42%	85.06%	-57524	-7.96%	OOS
Notebook	89.74%	83.04%	16477	9.20%	EI
Storage	95.09%	81.19%	19156	1.48%	EI
Total	81.88%	86.57%	-767436	-13.05%	OOS

LY = Last year, EI = Excess Inventory, OOS = Out Of Stock