



Business Insights 360



Info



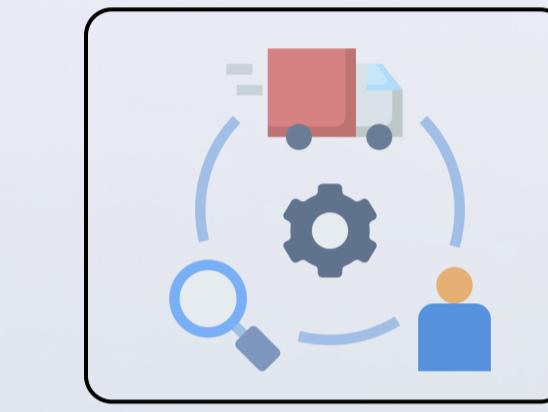
Finance View



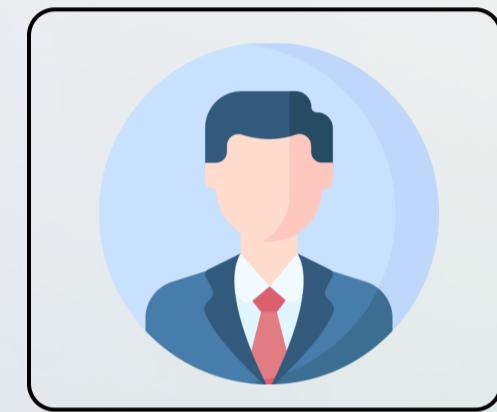
Sales View



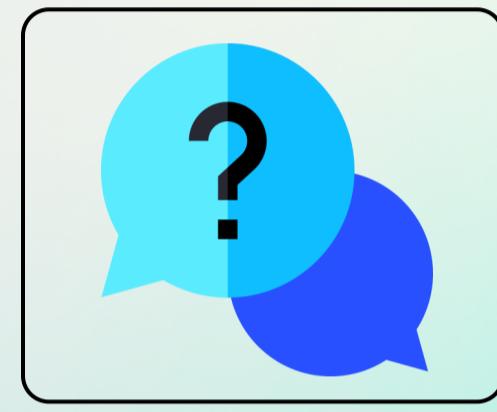
Marketing



Supply Chain View



Executive View



Support

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

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

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

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

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

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

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



Business Insights 360 Key Info

- 1. All the system data in tool is refreshed every month on 5th working day.**
- 2. System data such as Forecast, Actuals and Historical forecast are received from Global database.**
- 3. Non system data such as Target, Operational Expense and Market Share are refreshed on request.**
- 4. For FAQs click [here](#).**
- 5. Download live excel version [here](#).**



Home



region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs Target



\$3.74bn✓

BM: 823.85M (+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

GM %

-13.98%!

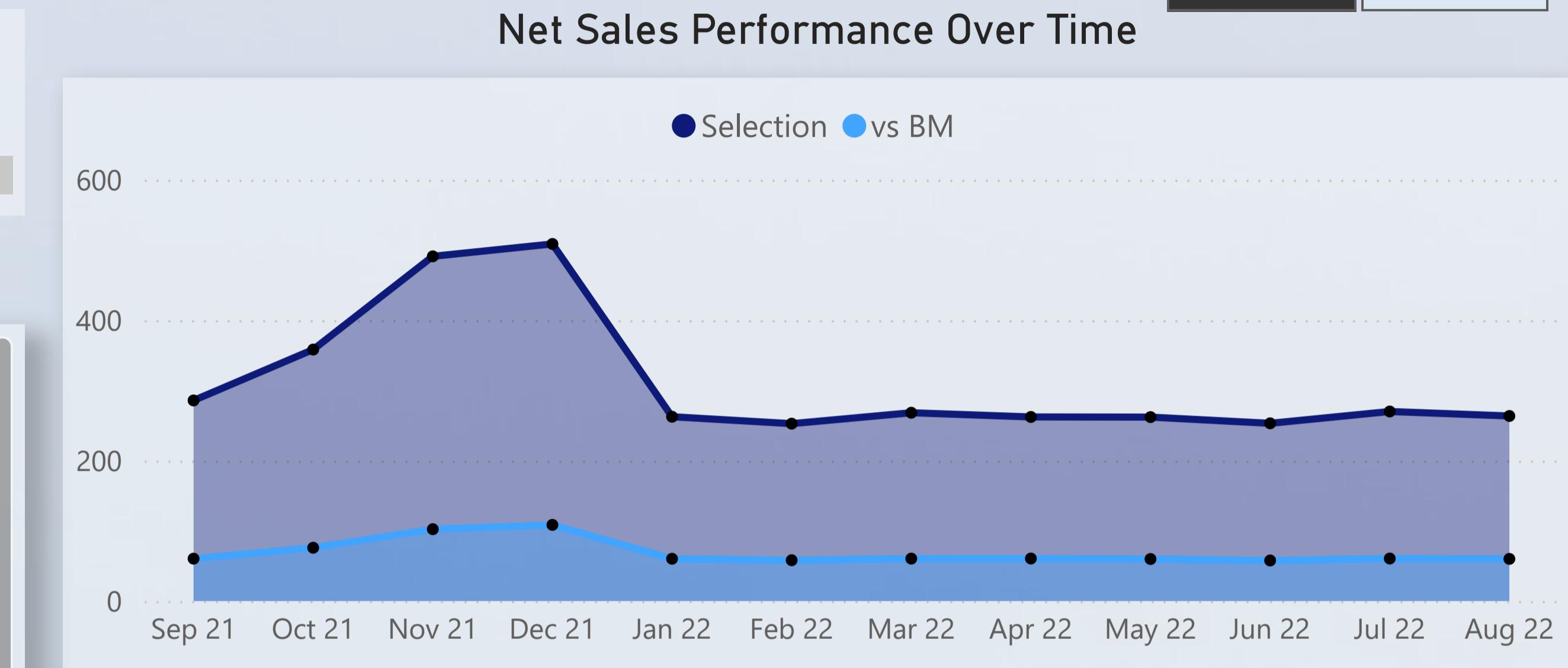
BM: -6.63% (-110.79%)

Net Profit %



Profit and Loss Statement

Line Item	2022 Est	BM	Chg	Chg %
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
- Post Discounts	1,243.54	281.64	961.90	341.54
- Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
- Freight Cost	100.49	22.05	78.43	355.64
- Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM / Unit	15.76	5.99	9.77	162.95
Operational Expenses	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93
Net Profit %	-13.98	-6.63	-7.35	110.79



Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L Chg %	segment	P & L values	P & L Chg %
	▼	▼		▼	▼
+ APAC	1,923.77	335.27	+ Accessories	454.10	85.46
+ NA	1,022.09	474.40	+ Desktop	711.08	1,431.55
+ EU	775.48	286.26	+ Networking	38.43	-14.89
+ LATAM	14.82	368.40	+ Notebook	1,580.43	493.06
Total	3,736.17	353.50	+ Peripherals	897.54	439.03
			+ Storage	54.59	0.32
			Total	3,736.17	353.50

BM = Bench Mark , LY = Last Year



region, market

All

customer

All

segment, category

All

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Q1

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Q4

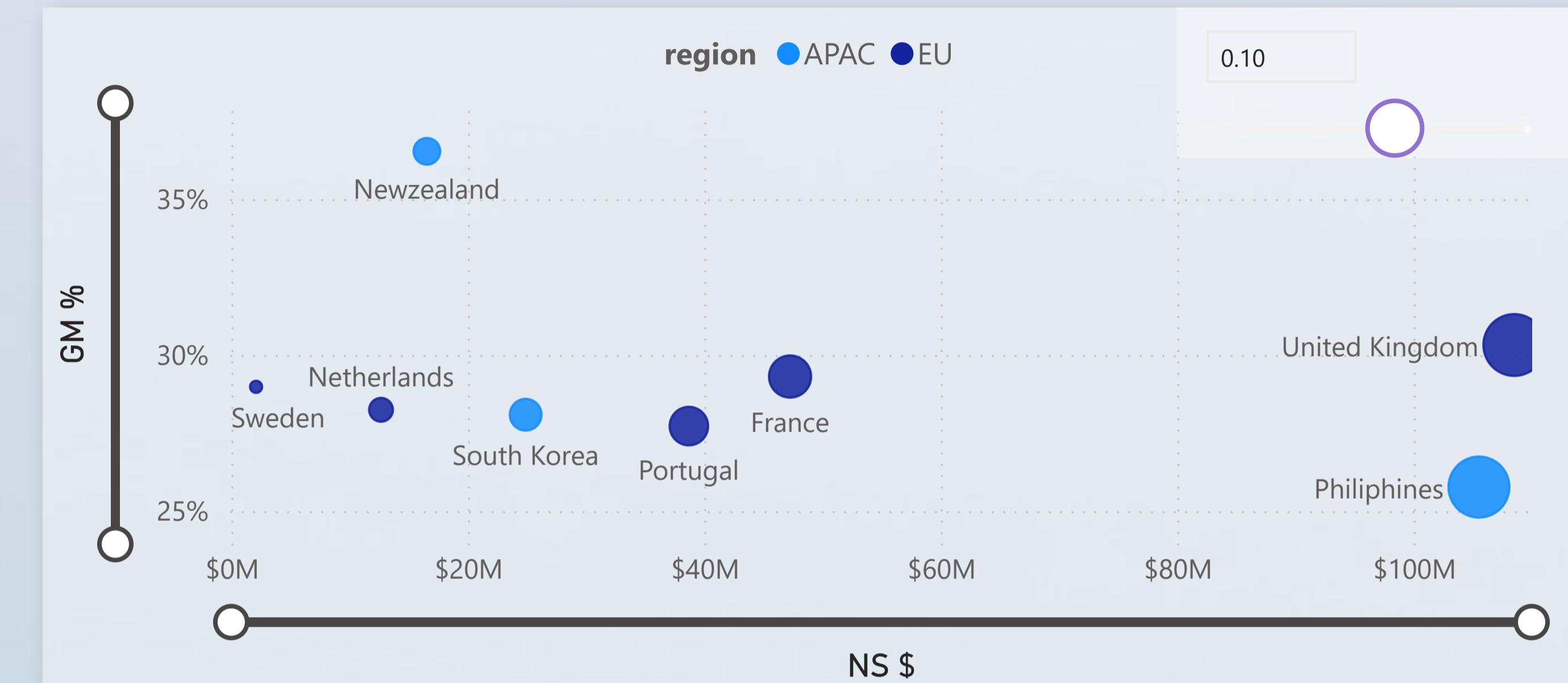
YTD

YTG

Customer Performance

customer	NS \$	GM \$	GM %
Acclaimed Stores	\$73.36M	29.58M	40.32%
All-Out	\$4.41M	1.68M	38.17%
Amazon	\$496.88M	182.77M	36.78%
Argos (Sainsbury's)	\$13.70M	5.30M	38.70%
Atlas Stores	\$17.14M	5.43M	31.66%
Atliq e Store	\$304.10M	112.15M	36.88%
AtliQ Exclusive	\$361.12M	166.15M	46.01%
BestBuy	\$49.34M	22.15M	44.89%
Billa	\$6.82M	1.62M	23.80%
Boulanger	\$26.02M	10.39M	39.95%
Chip 7	\$25.62M	8.26M	32.24%
Chiptec	\$12.02M	7.27M	28.01%
Total	\$3,736.17M	1,422.88M	38.08%

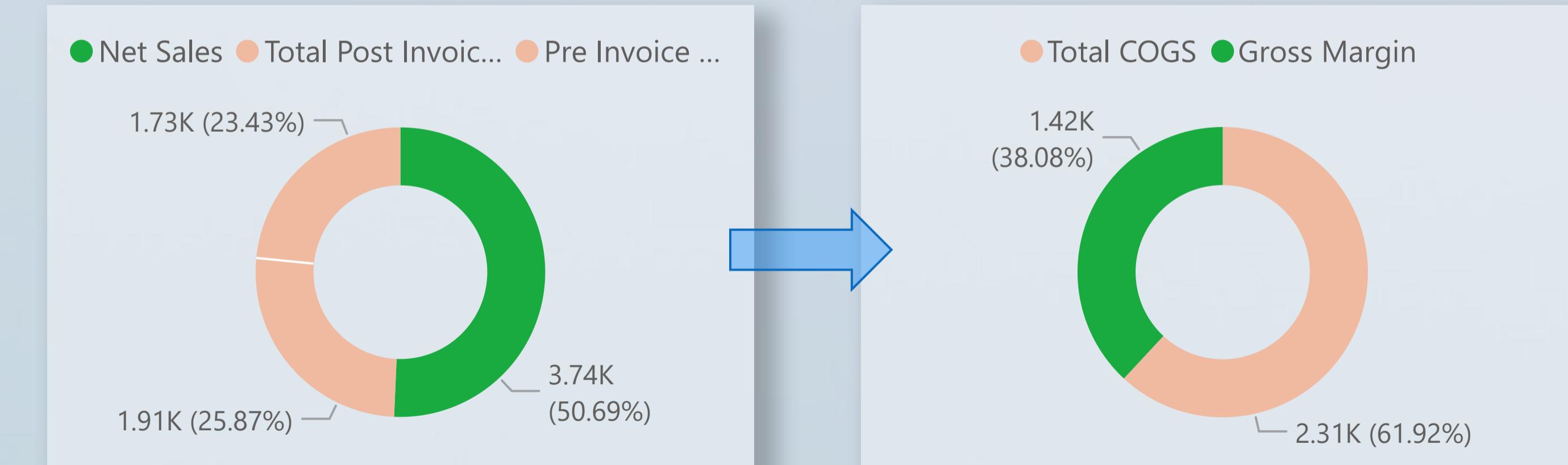
Performance Matrix



Product Performance

segment	NS \$	GM \$	GM %
Accessories	\$454.10M	172.61M	38.01%
Desktop	\$711.08M	272.39M	38.31%
Networking	\$38.43M	14.78M	38.45%
Notebook	\$1,580.43M	600.96M	38.03%
Peripherals	\$897.54M	341.22M	38.02%
Storage	\$54.59M	20.93M	38.33%
Total	\$3,736.17M	1,422.88M	38.08%

Unit Economics





region, market

All

customer

All

segment, category

All

2018

2019

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2021

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Q1

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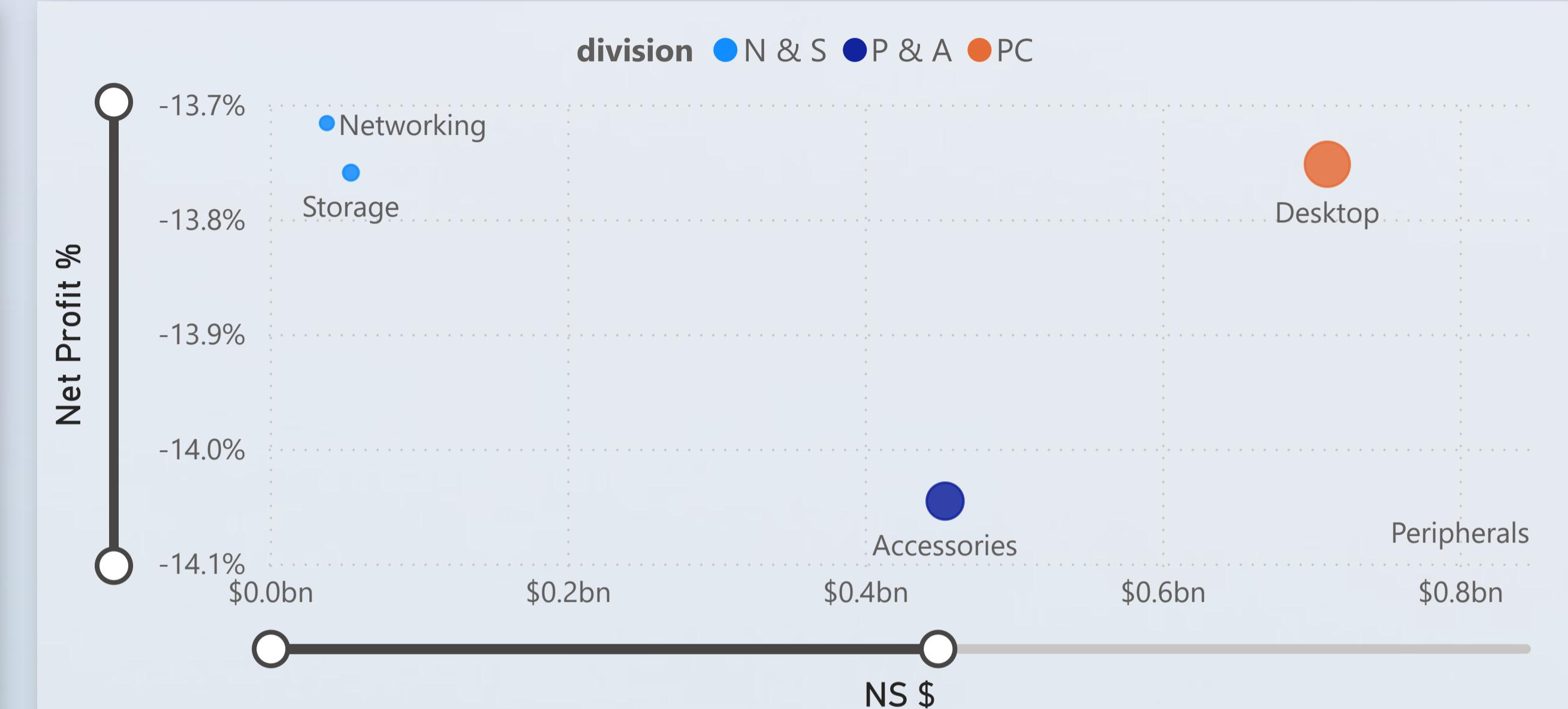
YTG

Product Performance

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
+ Accessories	\$454.10M	172.61M	38.01%	-63.78M	-14.05%
+ Desktop	\$711.08M	272.39M	38.31%	-97.79M	-13.75%
+ Networking	\$38.43M	14.78M	38.45%	-5.27M	-13.72%
+ Notebook	\$1,580.43M	600.96M	38.03%	-222.16M	-14.06%
+ Peripherals	\$897.54M	341.22M	38.02%	-125.91M	-14.03%
+ Storage	\$54.59M	20.93M	38.33%	-7.51M	-13.76%
Total	\$3,736.17M	1,422.88M	38.08%	-522.42M	-13.98%

Show GM %

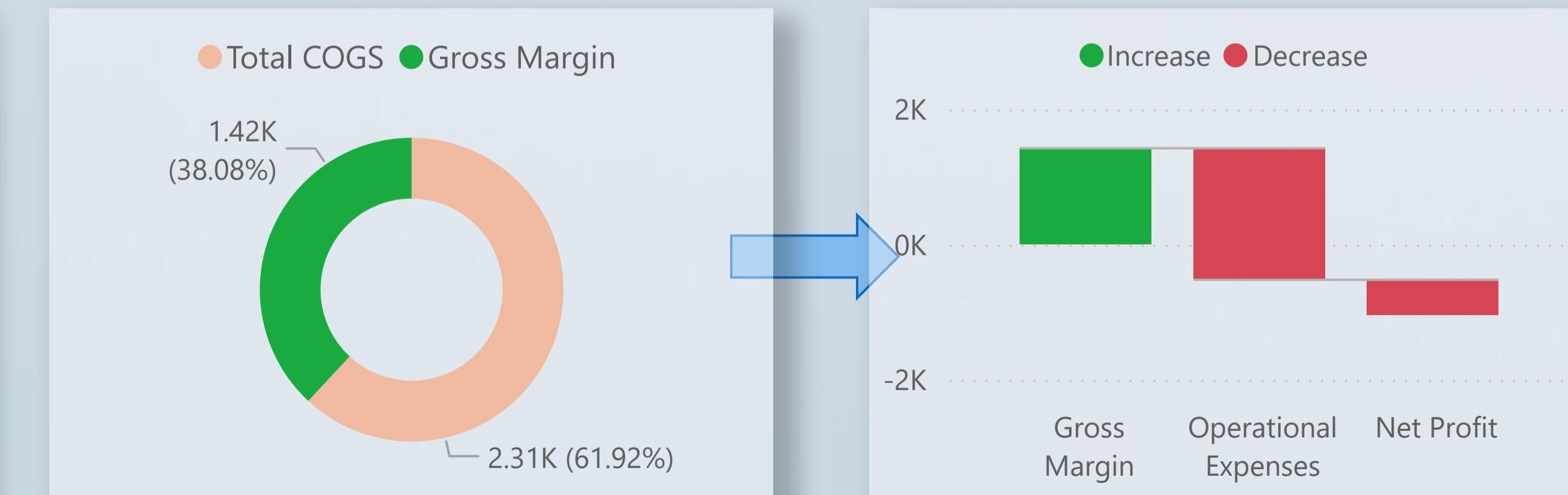
Performance Matrix



Region / Market / Customer Performance

region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
+ APAC	\$1,923.77M	690.21M	35.88%	-281.16M	-14.62%
+ EU	\$775.48M	267.80M	34.53%	-95.52M	-12.32%
+ LATAM	\$14.82M	5.19M	35.02%	-0.44M	-2.95%
+ NA	\$1,022.09M	459.68M	44.97%	-145.31M	-14.22%
Total	\$3,736.17M	1,422.88M	38.08%	-522.42M	-13.98%

Unit Economics





region, market

All

customer

All

segment, category

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Q2

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YTG



81.17% ✓

LY : 0.80 (+1.2%)

Forecast Accuracy

-3472.69K ✓

LY : -751.71K (-361.97%)

Net Error

6899.04K ✓

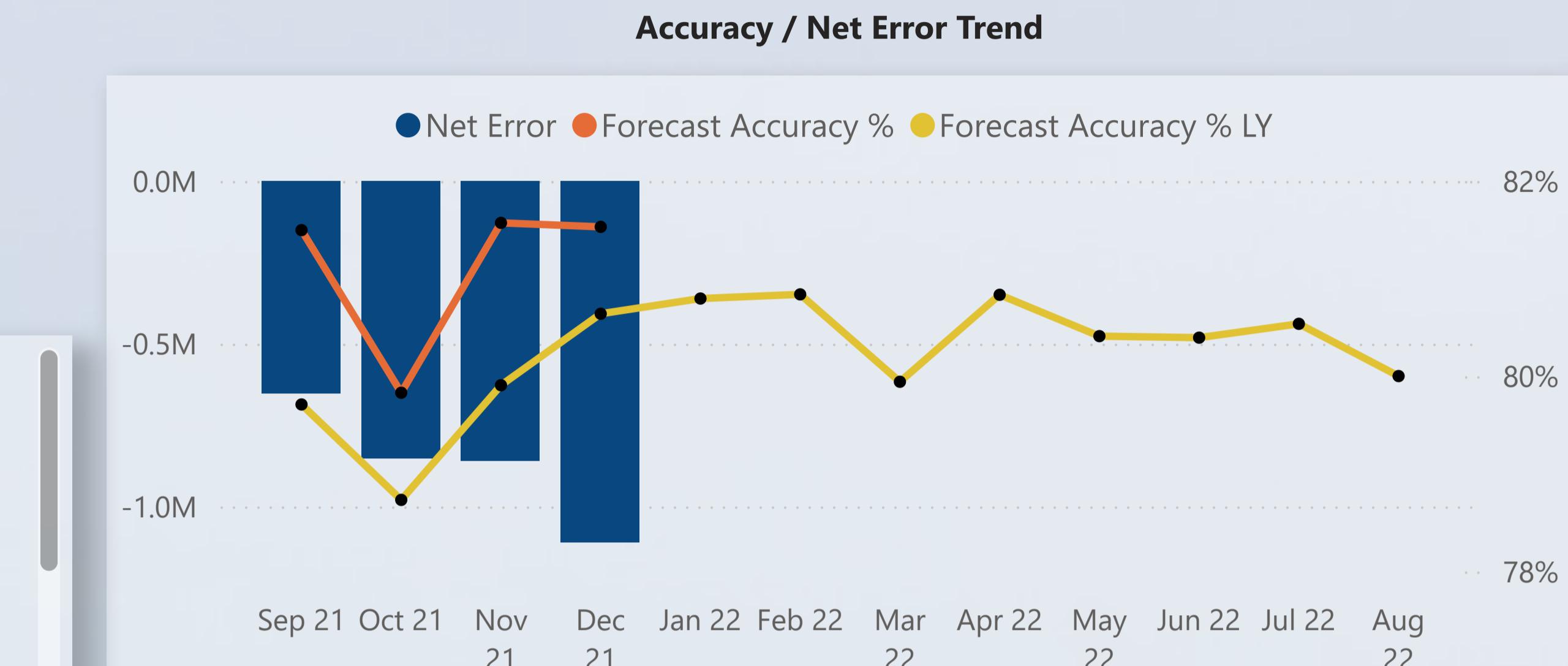
LY : 9780.74K (+29.46%)

ABS Error



Key Metrics by Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	57.74%	0.51	83037	10.74%	EI
All-Out	43.96%	0.29	-150	-0.32%	OOS
Amazon	73.79%	0.75	-464694	-9.22%	OOS
Argos (Sainsbury's)	54.78%	0.56	-23040	-17.60%	OOS
Atlas Stores	49.53%	0.48	-4182	-2.31%	OOS
Atliq e Store	74.22%	0.75	-294868	-9.65%	OOS
AtliQ Exclusive	70.35%	0.72	-359242	-11.91%	OOS
BestBuy	46.60%	0.35	81179	16.72%	EI
Billa	42.63%	0.18	3704	3.91%	EI
Boulanger	52.69%	0.59	-48802	-20.21%	OOS
Chip 7	34.56%	0.53	-85293	-35.01%	OOS
Chiptec	50.49%	0.53	-20102	-11.36%	OOS
Circuit City	46.17%	0.35	85248	16.55%	EI
Control	52.06%	0.47	64731	13.01%	EI
Coolblue	47.66%	0.53	-34790	-15.34%	OOS
Costco	51.95%	0.49	101913	15.79%	EI
Total	81.17%	0.80	-347269	-9.48%	OOS
			0		



Key Metrics by Product

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Networking	93.06%		0.90	-12967	-1.69% OOS
Desktop	87.53%		0.84	78576	10.24% EI
Storage	71.50%		0.84	-628266	-25.61% OOS
Peripherals	68.17%		0.83	-3204280	-31.83% OOS
Notebook	87.24%		0.80	-47221	-1.69% OOS
Accessories	87.42%		0.78	341468	1.72% EI
Total	81.17%	0.80	-3472690	-9.48%	OOS



