



Business Insights 360

Report Refresh Date

Thursday, April 04, 2024



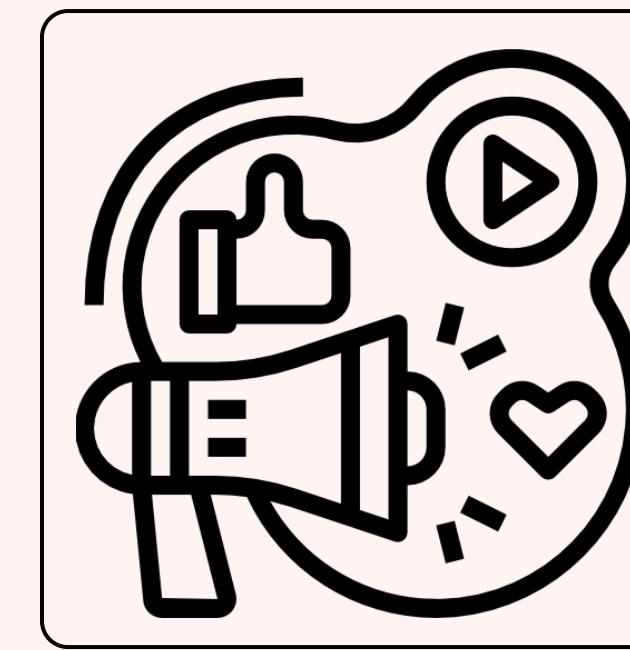
Finance View

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



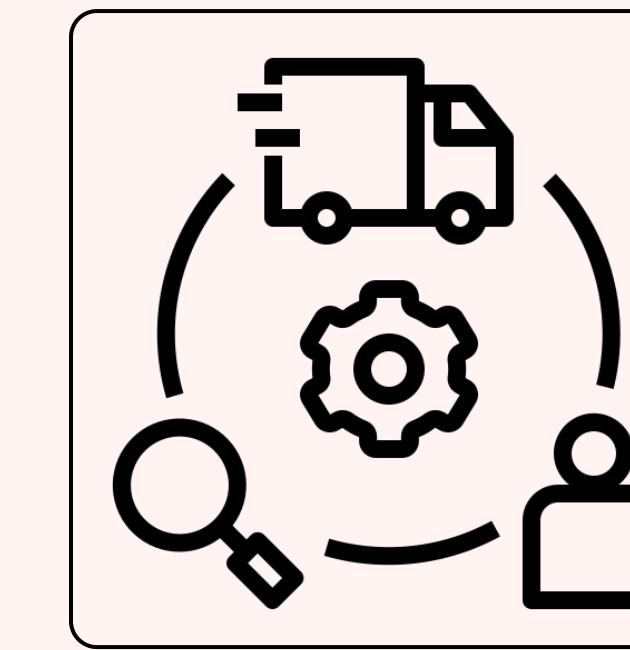
Sales View

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



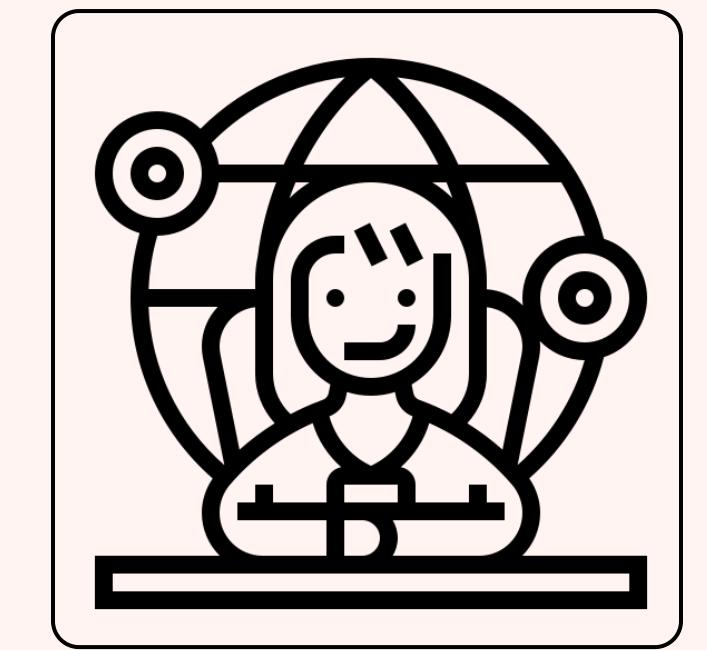
Marketing View

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



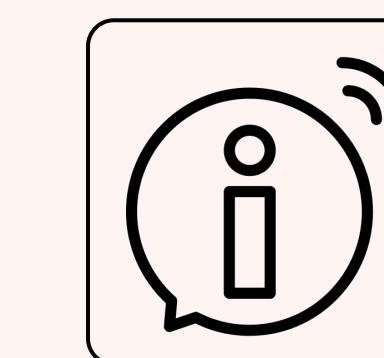
Supply Chain View

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



Executive View

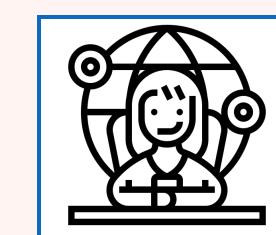
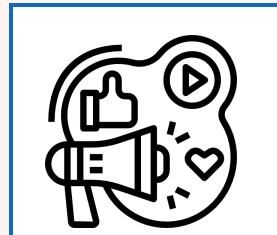
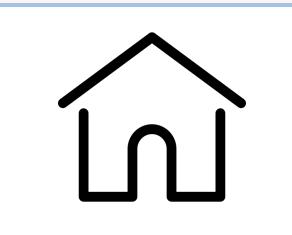
A **top level dashboard** for executives consolidating top insights from all dimensions of business.



Info



Support



FILTERS

vs LY vs Target

2019 2020 **2021** 2022
Est

Q1 Q2 Q3 >

YTD YTG

Customer

All ▼

segment

All ▼

region

All ▼

BM = Benchmark, LY=Last Year
GM=Gross Margin, NS=Net Sales
NP=Net Profit,
ALL Values are in million\$

- 6.63%!

BM: -0.85% (-676.38%)

Net Profit %

\$823.85M ✓

BM: 267.98M (+207.43%)

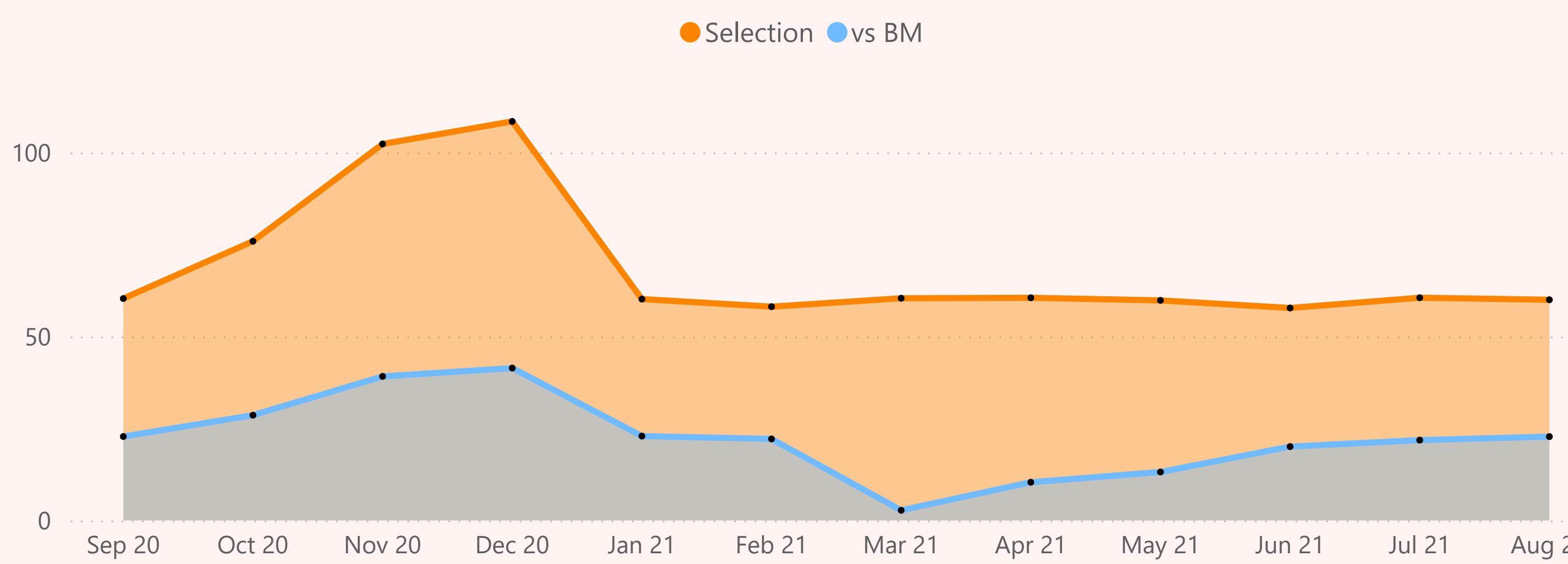
Net Sales

36.49%!

BM: 37.10% (-1.65%)

GM %

Net Sales Performace Over Time



Top / Bottom Products & Customers by Net Sales

Market values Chg %

Primary Parameter

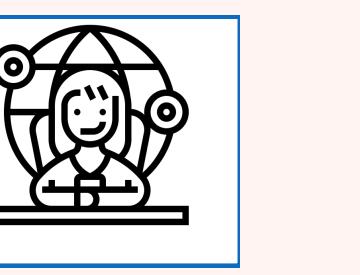
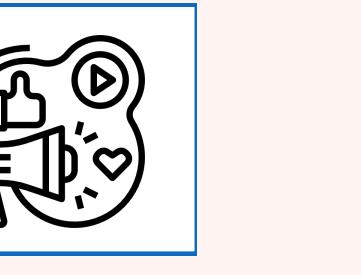
<input type="checkbox"/> Region	Australia	27.60	98.51
<input type="checkbox"/> Category	Austria	3.71	2,752.2

Secondary Parameter

<input checked="" type="checkbox"/> Market	Bangladesh	9.11	210.00
<input type="checkbox"/> Product	Brazil	1.00	-4.31
	Canada	45.89	189.24
	Chile	0.81	768.53
	China	29.87	325.40
	Total	823.85	207.43

Profit and Loss Statement

Line Item	2021	BM	Chg	Chg %
Gross Sales	1,664.64	535.95	1,128.69	210.60
Pre Invoice Deduction	392.50	124.69	267.81	214.77
Net Invoice Sales	1,272.13	411.25	860.88	209.33
- Post Discounts	281.64	95.85	185.79	193.84
- Post Deductions	166.65	47.43	119.22	251.38
Total Post Invoice Deduction	448.29	143.27	305.01	212.89
Net Sales	823.85	267.98	555.87	207.43
- Manufacturing Cost	497.78	160.30	337.48	210.53
- Freight Cost	22.05	7.16	14.89	207.98
- Other Cost	3.39	1.10	2.29	209.52
Total COGS	523.22	168.56	354.66	210.41
Gross Margin	300.63	99.42	201.21	202.37
Gross Margin %	36.49	37.10	-0.61	-1.65
GM / Unit	5.99	4.79	1.21	25.21
Operational Expense	-355.28	-101.71	-253.57	249.30
Net Profit	-54.65	-2.29	-52.36	2,286.82
Net Profit %	-6.63	-0.85	-5.78	676.38



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vs LY vs Target

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Q1 Q2 Q3 >

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All

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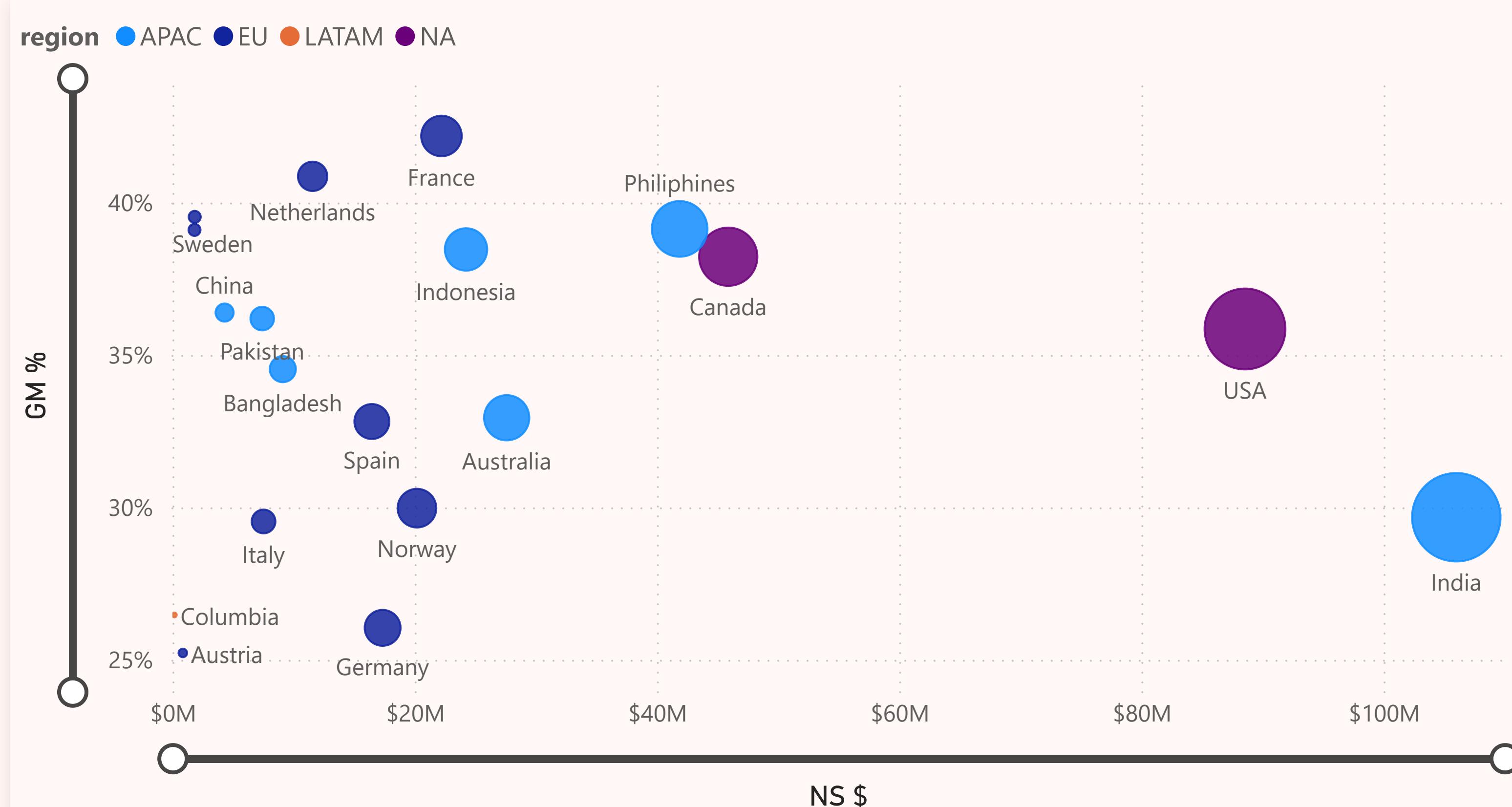
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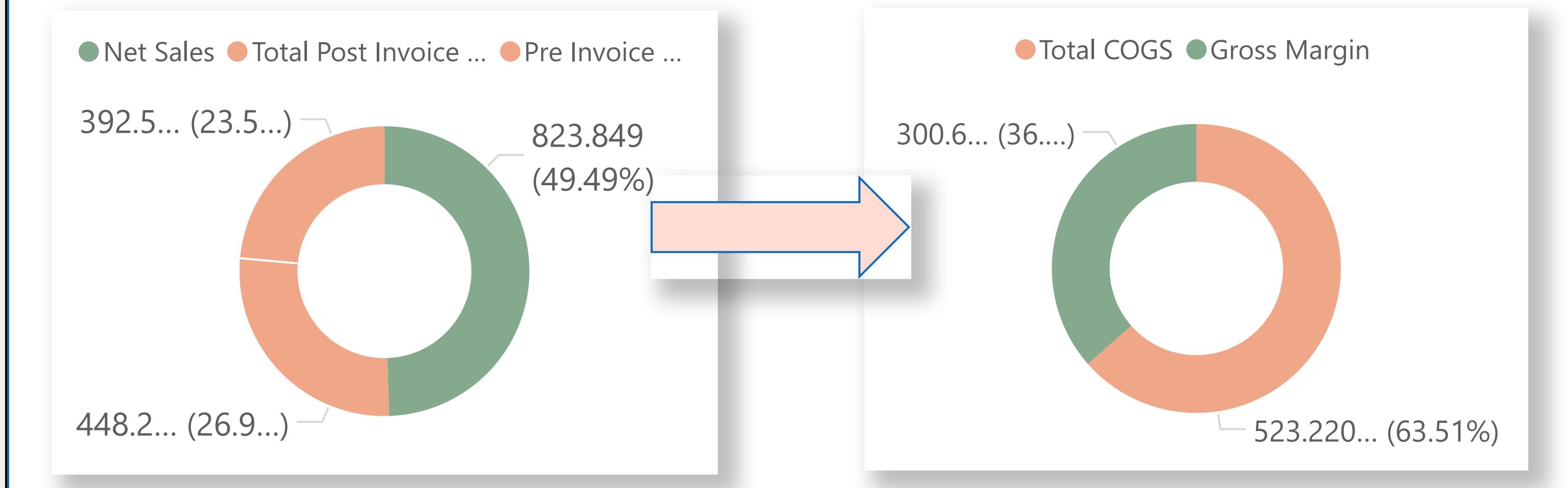
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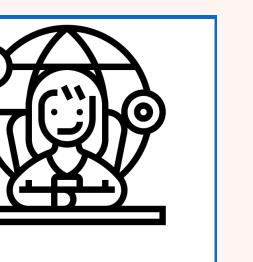
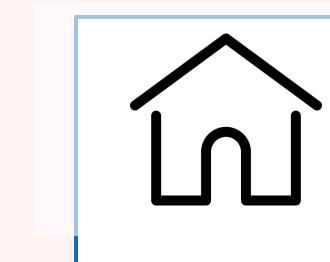
Performance Matrix



Unit Economics



customer	product	customer	NS \$	GM \$	GM %
Notebillig			\$1.47M	0.27M	18.28%
Billa			\$1.65M	0.41M	24.68%
Otto			\$1.57M	0.42M	26.90%
Saturn			\$1.56M	0.43M	27.37%
Integration Stores			\$1.88M	0.51M	27.34%
Currys (Dixons Carphone)			\$2.43M	0.69M	28.43%
Electricals lance Stores			\$3.07M	1.28M	41.60%
Chiptec			\$3.93M	1.29M	32.74%
Sound			\$5.68M	1.46M	25.65%
Digimarket			\$5.41M	1.52M	28.12%
Insight			\$3.61M	1.54M	42.65%
Boulanger			\$5.32M	1.55M	29.11%
Taobao			\$4.31M	1.57M	36.39%
Euronics			\$5.10M	1.77M	34.65%
Relief			\$5.31M	1.80M	33.95%
Forward Stores			\$5.31M	1.86M	35.03%
Premium Stores			\$5.09M	1.89M	37.21%
Mbit			\$5.18M	1.93M	37.31%
Nomad Stores			\$5.27M	1.95M	37.01%
Radio Shack			\$7.12M	2.17M	30.50%
Elkjøp			\$6.76M	2.57M	38.02%
Circuit City			\$8.11M	2.59M	31.96%
Croma			\$9.88M	2.60M	26.32%
Viveks			\$10.09M	2.66M	26.39%
Ezone			\$10.30M	2.72M	26.43%
Media Markt			\$6.88M	2.86M	41.65%
BestBuy			\$8.26M	2.97M	35.94%
Lotus			\$10.53M	3.12M	29.60%
Staples			\$11.49M	3.72M	32.39%
Control			\$10.10M	3.79M	37.57%
Novus			\$12.91M	4.26M	32.97%
Costco			\$12.19M	4.57M	37.49%
Reliance Digital			\$12.75M	4.59M	35.97%
Acclaimed Stores			\$14.32M	5.18M	36.18%
Synthetic			\$16.10M	6.32M	39.25%
Total			\$455.13M	162.00M	35.60%



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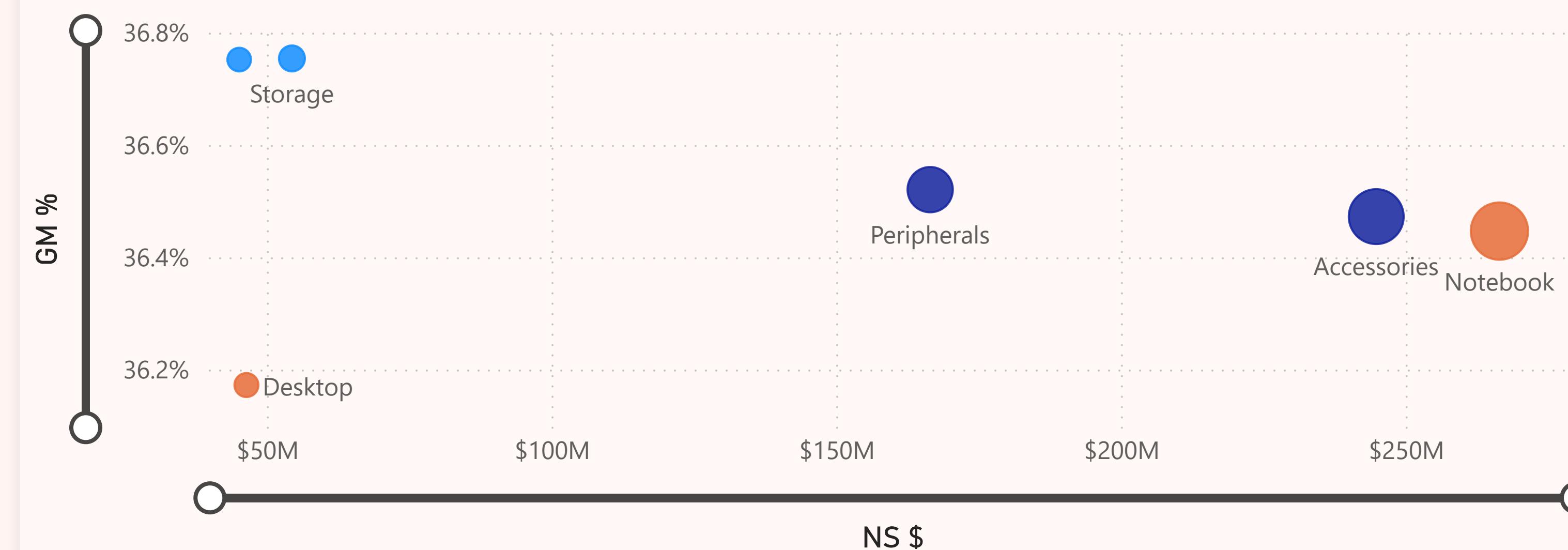
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GM %

Net Sales Performace Over Time

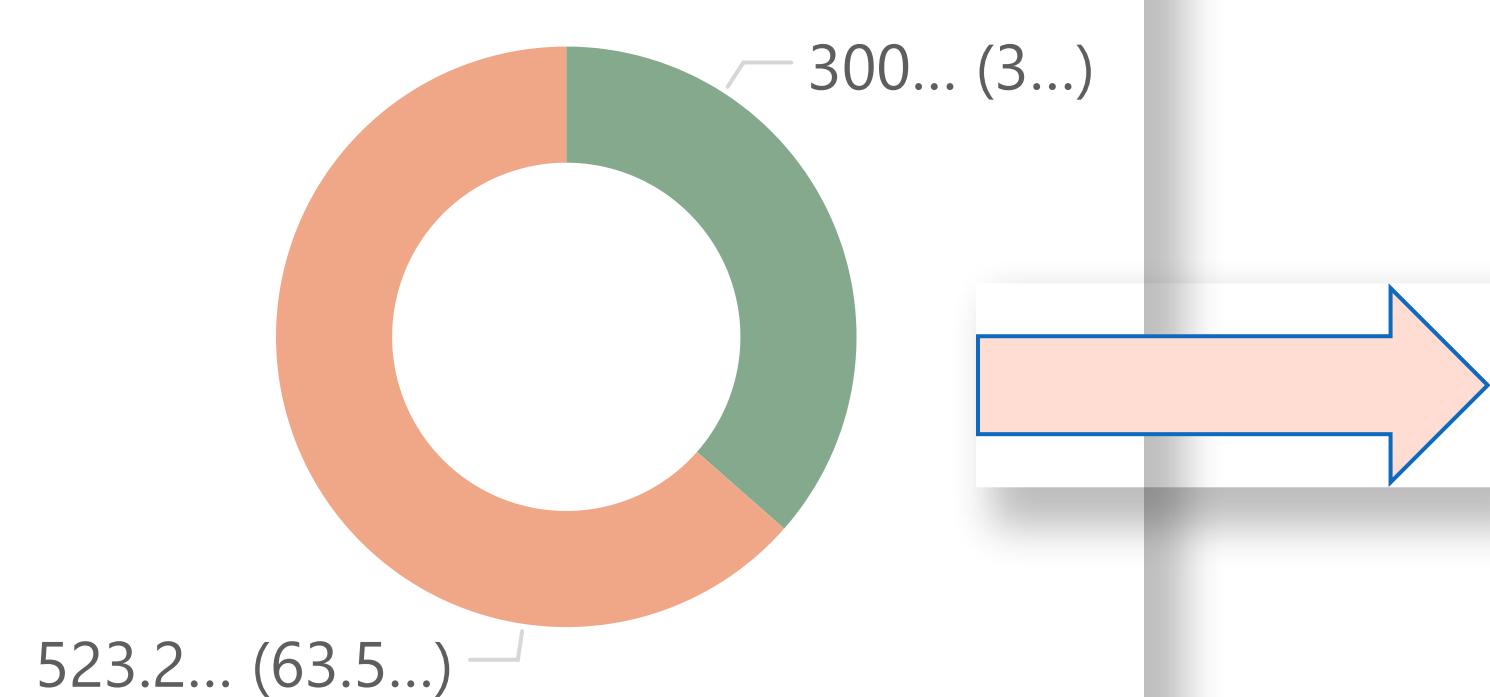
Show NP%

division N & S P & A PC

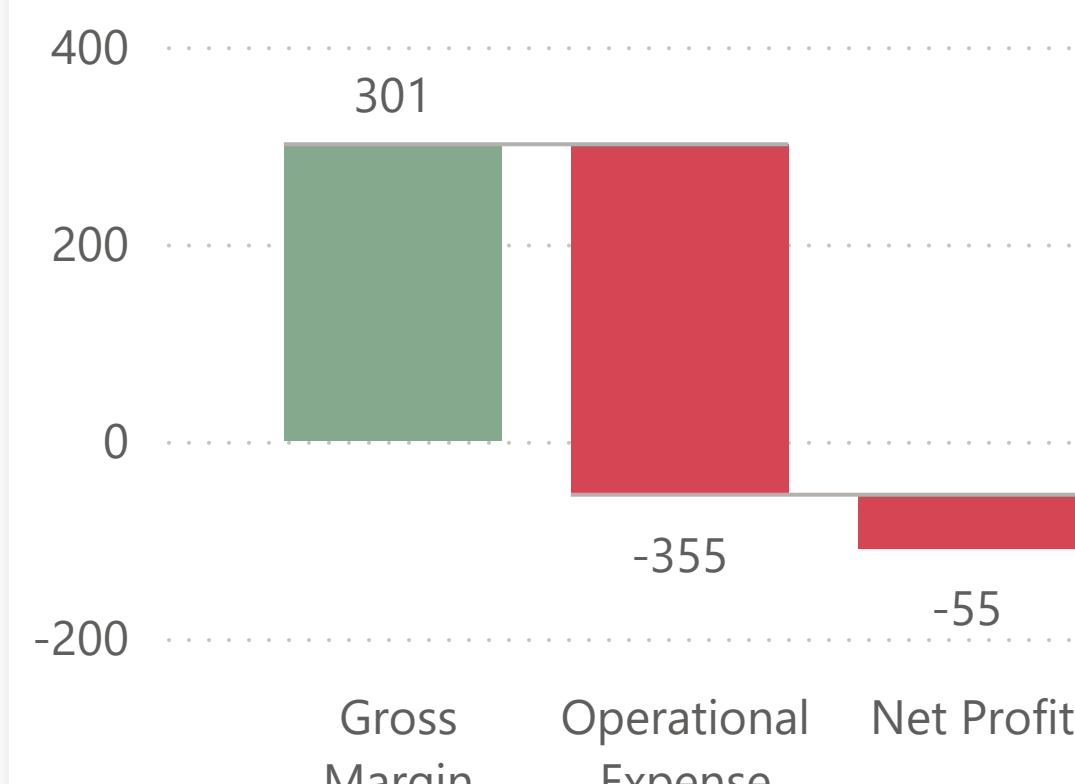


Top / Bottom Products & Customers by Net Sales

Gross Margin Total COGS

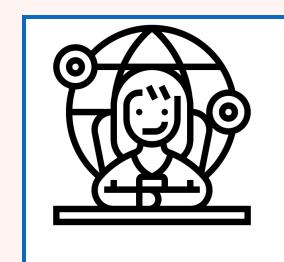
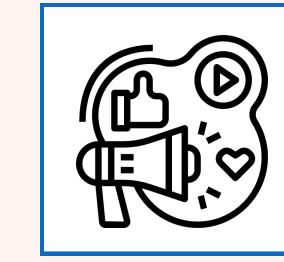
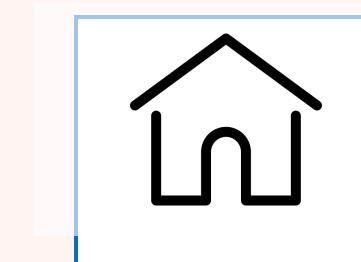


Increase Decrease



Segment Category Segment Market

Segment	NS \$	GM %	NP \$	NP %
Storage	\$54.42M	36.75%	-3.46M	-6.36%
Networking	\$45.16M	36.75%	-2.91M	-6.44%
Peripherals	\$166.51M	36.52%	-11.02M	-6.62%
Notebook	\$266.49M	36.45%	-17.71M	-6.64%
Accessories	\$244.85M	36.47%	-16.28M	-6.65%
Desktop	\$46.43M	36.17%	-3.27M	-7.04%
Total	\$823.85M	36.49%	-54.65M	-6.63%



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80.21% ✓

BM: 72.99% (+9.88%)

FA %

-751.71K! ✓

BM: 491.6K (-252.91%)

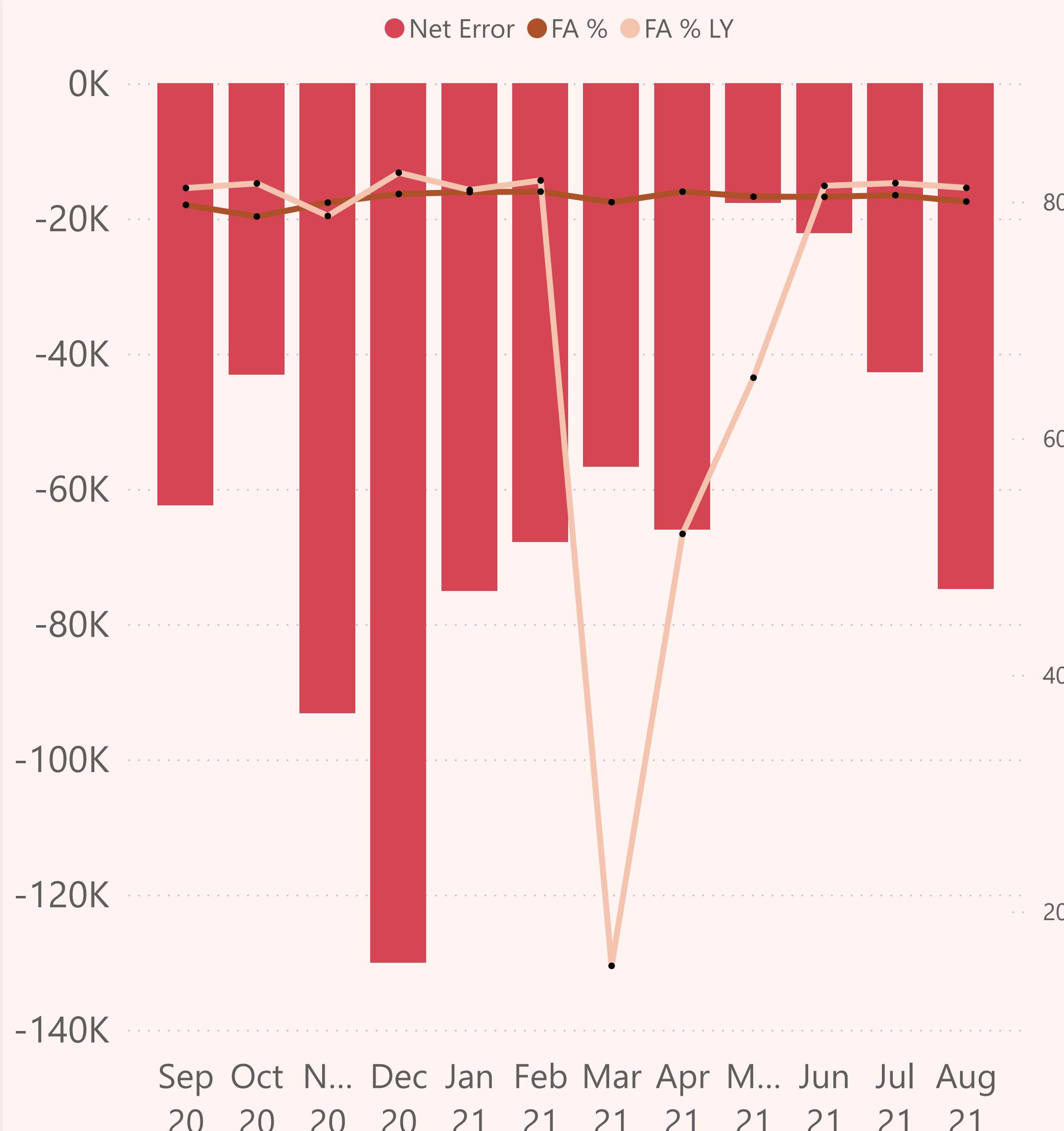
Net Error

9780.74K✓

BM: 5743.2K (+70.3%)

ABS Error

Accuracy/Net Error Trend



Key Metrics By Customer

customer	FA %	FA % LY	Net Error	Net Profit %	Risk
UniEuro	58.22%	45.77%	173583	-2.50%	EI
Neptune	46.22%	25.69%	151361	2.23%	EI
Electricalslytical	50.82%	39.26%	130903	-18.75%	EI
Coolblue	52.95%	43.16%	116840	-7.36%	EI
Logic Stores	51.44%	37.85%	115481	1.92%	EI
Atlas Stores	48.16%	39.19%	99521	-12.49%	EI
Chip 7	53.44%	41.32%	95124	-5.69%	EI
Electricalsquipo Stores	48.82%	39.26%	89614	-6.33%	EI
Boulanger	58.77%	38.12%	81786	-1.79%	EI
Total	80.21%	72.99%	-751714	-6.63%	OOS

Key Metrics By Product

segment	FA %	FA % LY	Net Error	Net Profit %	Risk
Storage	83.54%	81.01%	1507656	-6.36%	EI
Networking	90.40%	52.50%	227056	-6.44%	EI
Desktop	84.37%	70.07%	16205	-7.04%	EI
Notebook	79.99%	76.65%	-51254	-6.64%	OOS
Peripherals	83.23%	75.18%	-318194	-6.62%	OOS
Accessories	77.66%	71.42%	-2133183	-6.65%	OOS
Total	80.21%	72.99%	-751714	-6.63%	OOS

ALL Values are in million\$

