

region, market

All

customer

All

segment, category

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 Error

5743.2K !

LY: 1547.8K (-271.06%)

Abs Error

Key Metrics By Customer

customer	Forecast accuracy %	Forecast accuracy % LY	Net Error	Net Error %	Risk
AtliQ Exclusive	56.65%	76.67%	330680.0	17.76%	EI
Atliq e Store	55.24%	76.51%	-544329.0	-28.48%	OOS
Radio Popular	50.36%	58.50%	39157.0	19.89%	EI
Mbit	49.13%	55.20%	6922.0	6.47%	EI
Expert	48.84%	64.24%	32551.0	14.52%	EI
Amazon	48.43%	78.07%	-917373.0	-31.93%	OOS
UniEuro	45.77%	32.17%	62607.0	27.48%	EI
Elkjøp	45.00%	12.35%	78218.0	39.29%	EI
Nomad Stores	43.96%	45.05%	85613.0	34.93%	EI
Media Markt	43.66%	7.98%	73908.0	38.26%	EI
Argos (Sainsbury's)	43.27%	56.06%	10038.0	10.79%	EI
Coolblue	43.16%	55.15%	15660.0	11.41%	EI
Surface Stores	42.94%	45.22%	31181.0	36.74%	EI
Total	72.99%	86.45%	491599.0	2.31%	EI

Net Sales Performance Over Time

Top/Bottom Products/Customers by Net Sales

segment	Forecast accuracy %	Forecast accuracy % LY	Net Error	Net Error %	Risk
Accessories	71.42%	90.20%	-167818.0	-1.40%	OOS
Keyboard	57.03%	90.67%	-1112729.0	-23.47%	OOS
Batteries	71.50%		14003.0	28.44%	EI
Mouse	80.89%	89.72%	930908.0	12.92%	EI
Desktop	70.07%		-52.0	-2.00%	OOS
Personal Desktop	70.07%		-52.0	-2.00%	OOS
Networking	52.50%	81.50%	-379134.0	-28.90%	OOS
Notebook	76.65%	83.02%	146640.0	22.59%	EI
Peripherals	75.18%	85.06%	193476.0	7.43%	EI
Total	72.99%	86.45%	491599.0	2.31%	EI