



Business Insights 360



Info



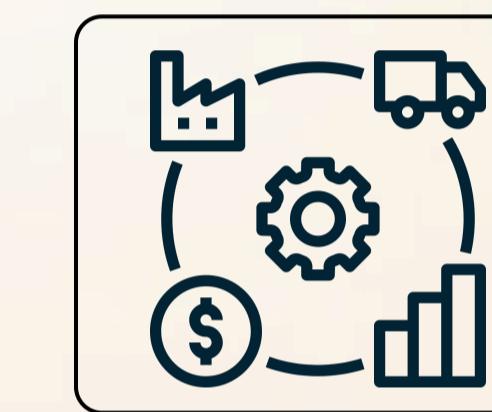
Finance View



Sales View



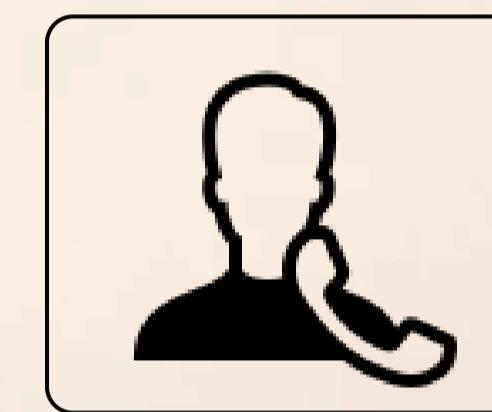
Marketing View



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..

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

Analyze 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.



region, market

All

customer

All

segment, category

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

\$823.85M✓

LY: ₹ 267.98M (+207.43%)

Net Sales

36.49%!

LY: 37.10% (-1.65%)

GM %

-6.63%!

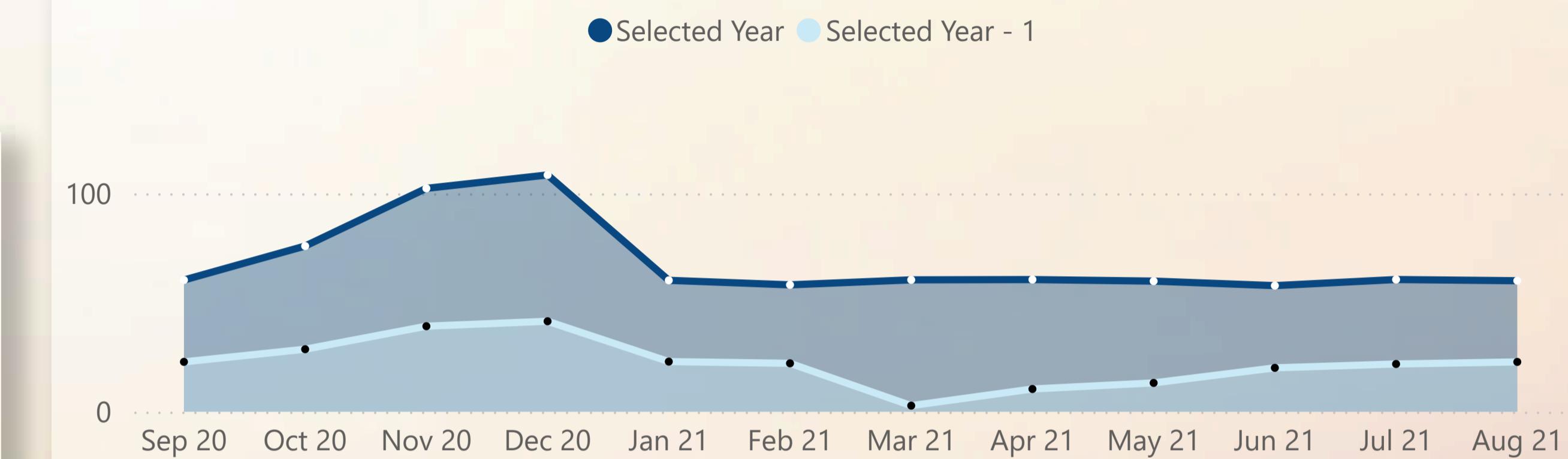
LY: -0.01 (-676.38%)

Net Profit %

Profit and Loss Statement

Line Item	2021	LY	YoY Chg	YoY Chg %
Net Profit %	-6.63	-0.85	-5.78	676.38
Net Profit	-54.65	-2.29	-52.36	2,286.8
Operatioanl Expense	-355.28	-101.71	-253.57	249.30
GM / Unit	5.99	4.79	1.21	25.21
Gross Margin %	36.49	37.10	-0.61	-1.65
Gross Margin	300.63	99.42	201.21	202.37
Total COGS	523.22	168.56	354.66	210.41
- Other Cost	3.39	1.10	2.29	209.52
- Freight Cost	22.05	7.16	14.89	207.98
- Manufacturing Cost	497.78	160.30	337.48	210.53
Net Sales	823.85	267.98	555.87	207.43
Total Post Invoice Deduction	448.29	143.27	305.01	212.89
- Post Deductions	166.65	47.43	119.22	251.38
- Post Discounts	281.64	95.85	185.79	193.84
Net Invoice Sales	1,272.13	411.25	860.88	209.33
Pre Invoice Deduction	392.50	124.69	267.81	214.77

Net Sales Performance Over Time



Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L YoY
		Chg %
+ APAC	441.98	198.67
+ EU	200.77	259.88
+ LATAM	3.16	58.40
+ NA	177.94	186.03

segment	P & L values	P & L YoY
		Chg %
+ Accessories	244.85	269.67
+ Desktop	46.43	4,791.34
+ Networking	45.16	72.26
+ Notebook	266.49	208.45
+ Peripherals	166.51	174.64
+ Storage	54.42	97.48



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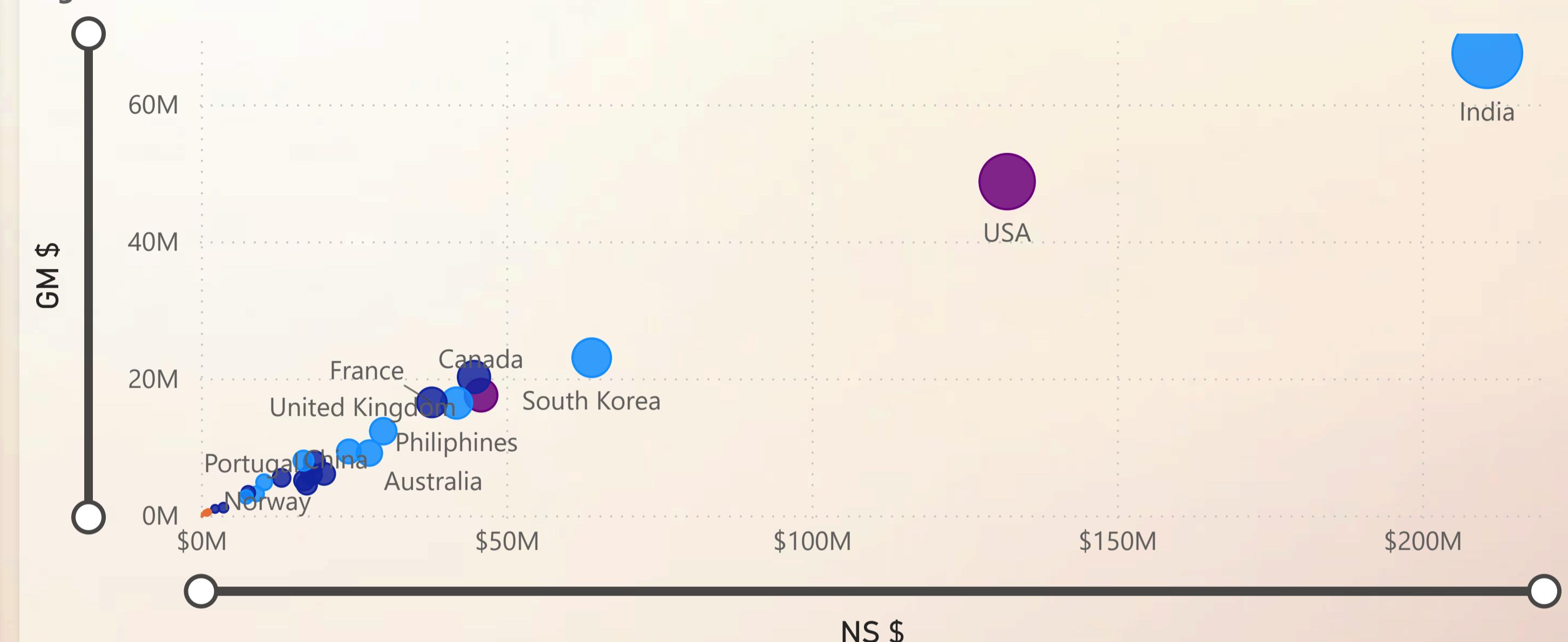
YTG

Performance Matrix

Customer Performance

customer	NS \$	GM \$	GM %
Amazon	\$109.03M	38.59M	35.40%
AltiQ Exclusive	\$69.15M	31.88M	46.10%
Atliq e Store	\$70.31M	26.40M	37.54%
Sage	\$27.07M	9.52M	35.16%
Neptune	\$21.00M	8.65M	41.17%
Leader	\$24.51M	8.34M	34.01%
Flipkart	\$25.25M	7.64M	30.23%
Ebay	\$19.87M	7.17M	36.10%
Synthetic	\$16.10M	6.32M	39.25%
Electricalslytical	\$15.64M	5.92M	37.86%
Electricalsocity	\$16.25M	5.66M	34.83%
Propel	\$14.14M	5.34M	37.77%
Total	\$823.85M	300.63M	36.49%

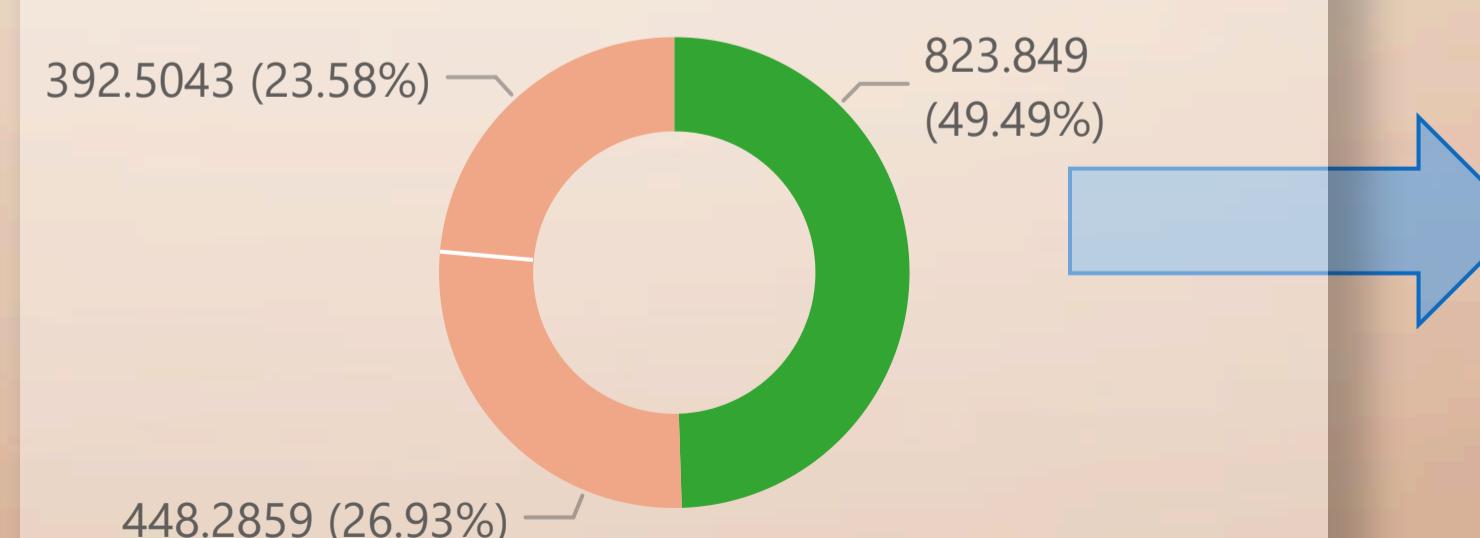
region ● APAC ● EU ● LATAM ● NA



Product Performance

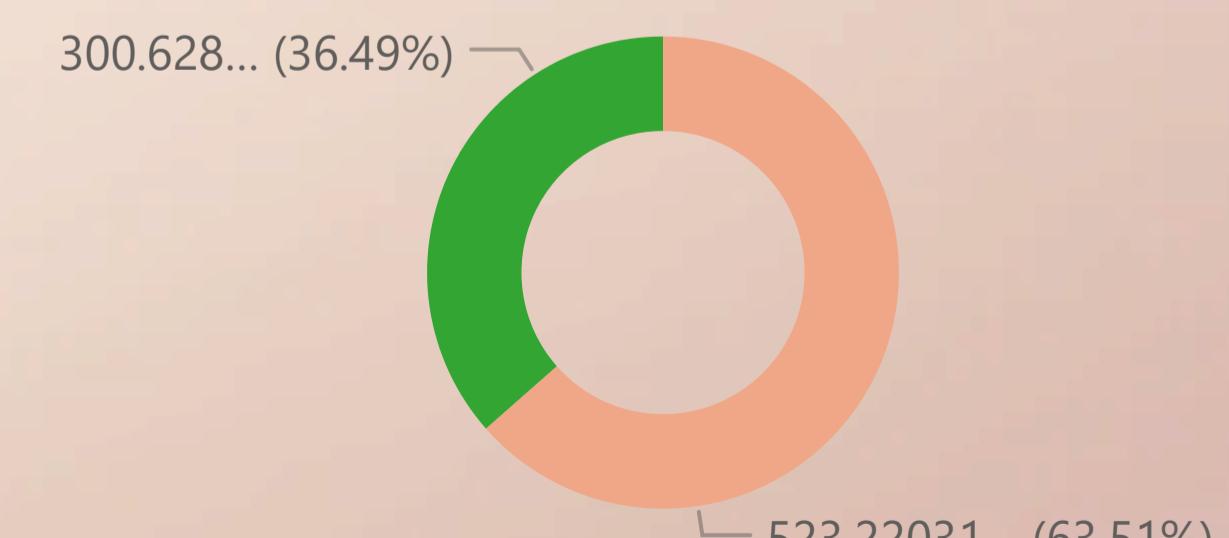
segment	NS \$	GM \$	GM %
Networking	\$45.16M	16.60M	36.75%
Desktop	\$46.43M	16.79M	36.17%
Storage	\$54.42M	20.00M	36.75%
Peripherals	\$166.51M	60.81M	36.52%
Accessories	\$244.85M	89.30M	36.47%
Notebook	\$266.49M	97.12M	36.45%
Total	\$823.85M	300.63M	36.49%

● Net Sales ● Total Post Invoice ... ● Pre Invoice ...



Unit Economics

● Total COGS ● Gross Margin





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All

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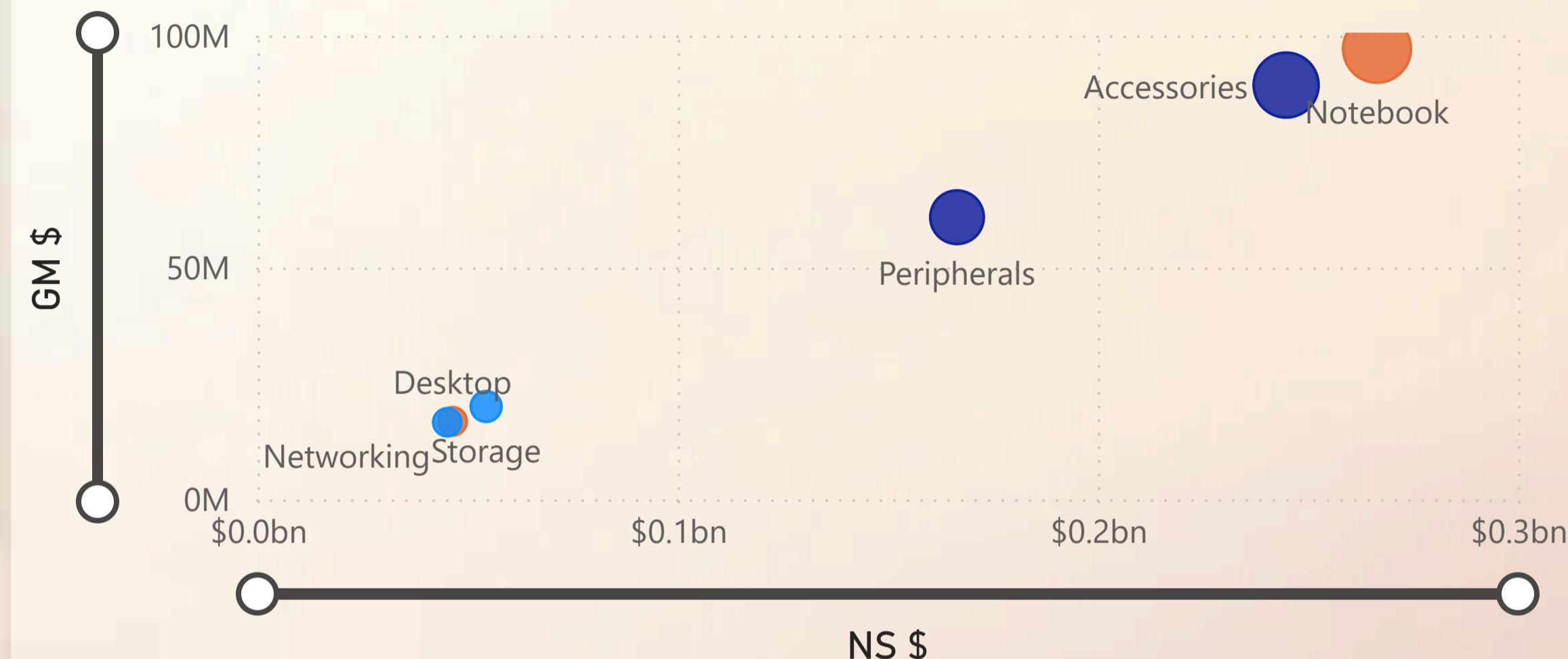
YTG

Product Performance

Performance Matrix

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Accessories	\$244.85M	89.30M	36.47%	-16.28M	-6.65%
Desktop	\$46.43M	16.79M	36.17%	-3.27M	-7.04%
Networking	\$45.16M	16.60M	36.75%	-2.91M	-6.44%
Notebook	\$266.49M	97.12M	36.45%	-17.71M	-6.64%
Peripherals	\$166.51M	60.81M	36.52%	-11.02M	-6.62%
Storage	\$54.42M	20.00M	36.75%	-3.46M	-6.36%
Total	\$823.85M	300.63M	36.49%	-54.65M	-6.63%

division ● N & S ● P & A ● PC

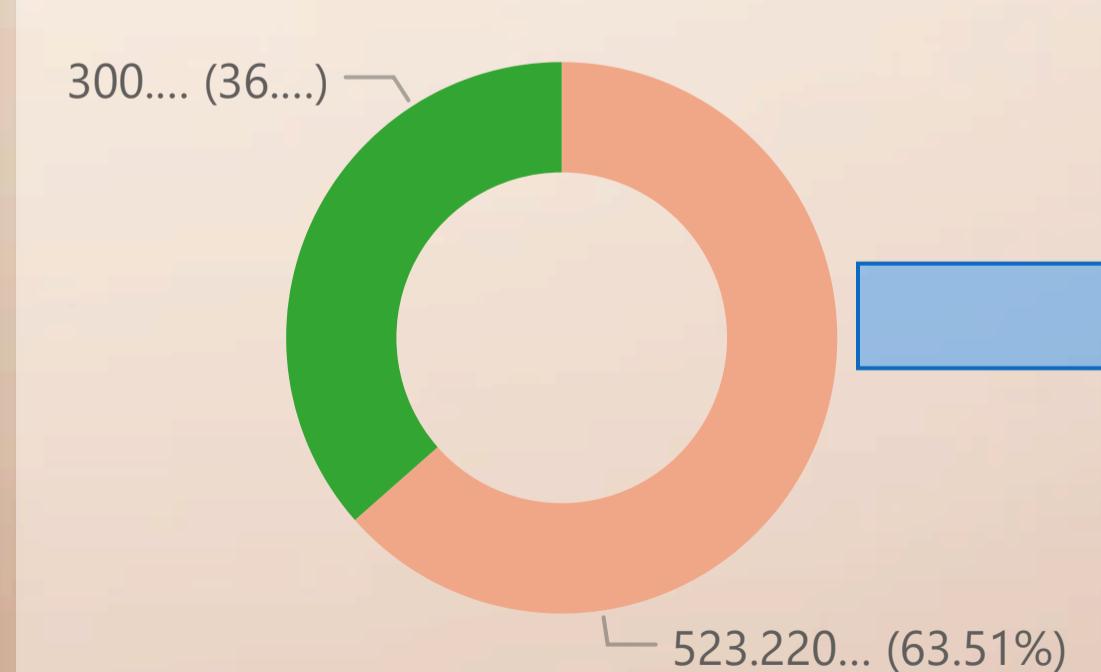


Region / Market / Customer Performance

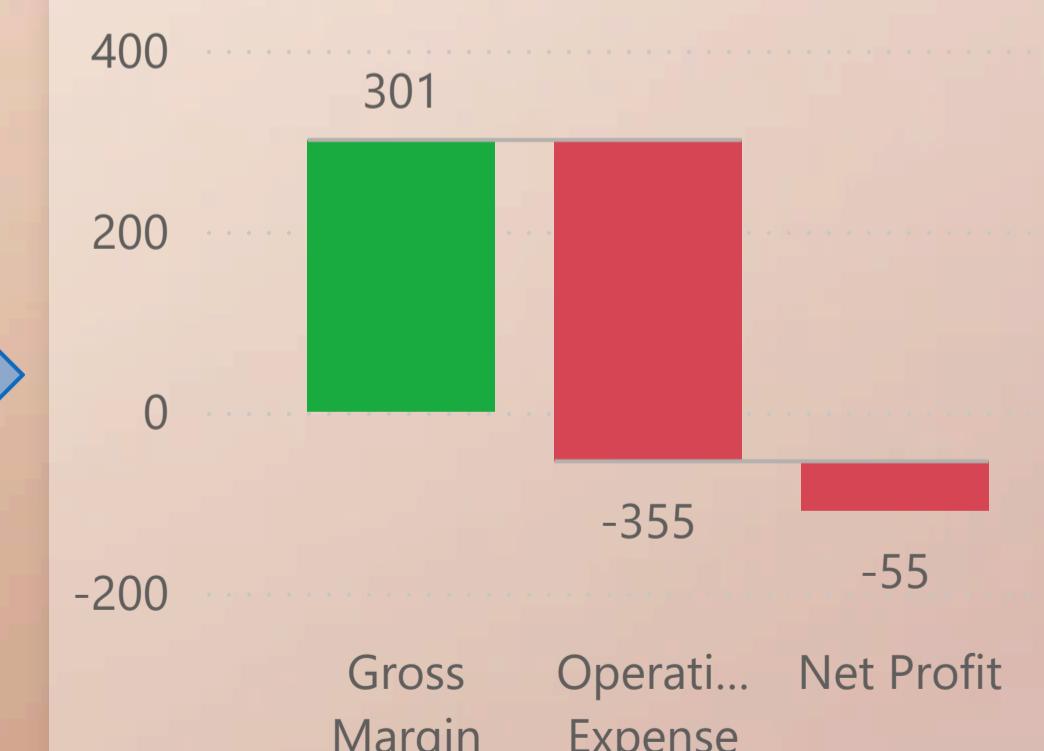
Unit Economics

region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$441.98M	156.21M	35.34%	-33.33M	-7.54%
EU	\$200.77M	76.98M	38.34%	2.81M	1.40%
LATAM	\$3.16M	1.19M	37.54%	0.20M	6.18%
NA	\$177.94M	66.25M	37.23%	-24.32M	-13.67%
Total	\$823.85M	300.63M	36.49%	-54.65M	-6.63%

● Total COGS ● Gross Margin



● Increase ● Decrease





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Q1

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80.21%•

LY: 72.99%, 26797.88M%

Forecast Accuracy

-751.71K✓

LY: 491.6K (-252.91%)

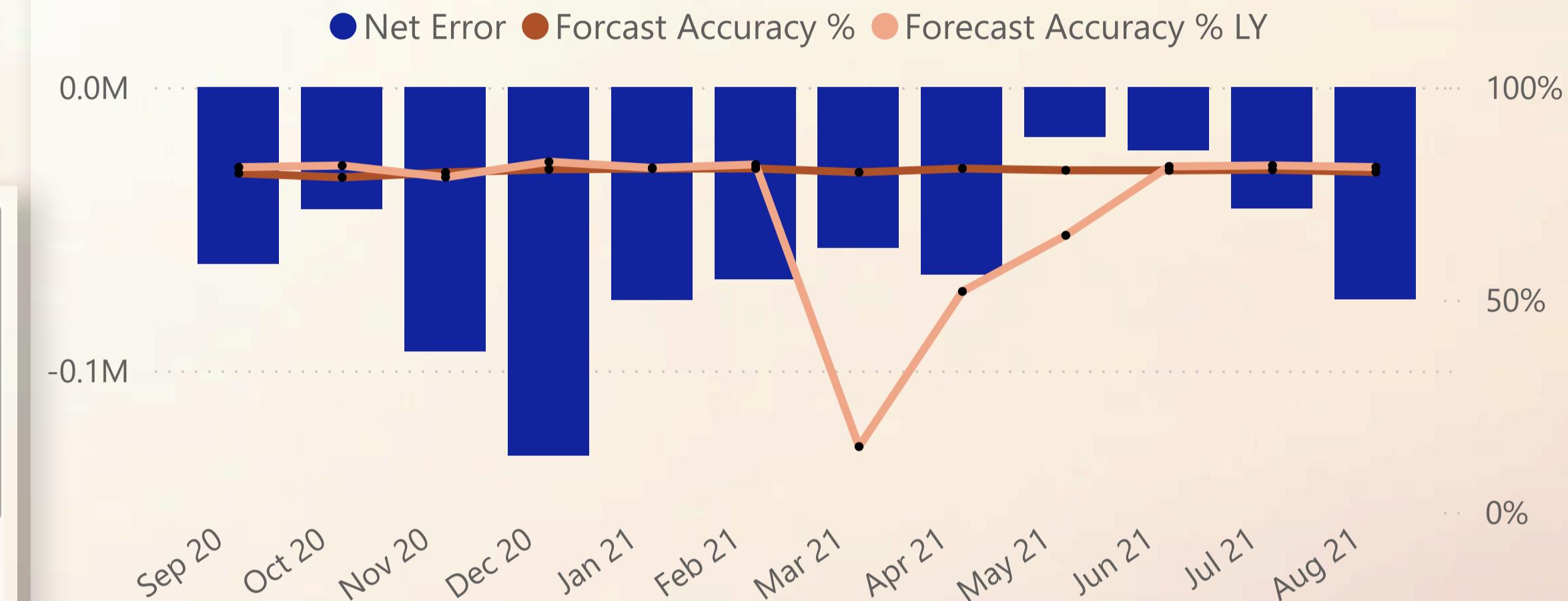
Net Error

9780.7K!

LY: 5743.2K (+70.3%)

ABS Error**Key Matrix by Customer**

customer	Forcast Accuracy %	Net Error	Net Error %	Forecast Accuracy % LY	Risk
Acclaimed Stores	50.69%	-122555	-16.23%	8.69%	Out of Stock
All-Out	29.09%	-12425	-30.67%	35.18%	Out of Stock
AltiQ Exclusive	71.15%	-191800	-5.73%	56.78%	Out of Stock
Amazon	74.54%	-155116	-2.35%	48.43%	Out of Stock
Argos (Sainsbury's)	56.08%	8033	4.14%	43.27%	Excess Inventory
Atlas Stores	48.16%	99521	29.63%	39.19%	Excess Inventory
Atliq e Store	74.59%	-94643	-2.30%	55.24%	Out of Stock
Atliq Exclusive	42.13%	2714	0.35%	32.66%	Excess Inventory
BestBuy	35.31%	-73279	-16.97%	7.31%	Out of Stock
Billa	18.29%	-37856	-47.09%	26.05%	Out of Stock
Boulanger	58.77%	81786	18.34%	38.12%	Excess Inventory
Chip 7	53.44%	95124	18.82%	41.32%	Excess Inventory
Chiptec	52.54%	72175	22.07%	27.04%	Excess Inventory
Circuit City	35.02%	-84752	-19.00%	9.90%	Out of Stock
Control	47.42%	-64707	-11.99%	30.41%	Out of Stock
Coolblue	52.95%	116840	26.87%	43.16%	Excess Inventory
Costco	49.42%	-24581	-3.50%	33.18%	Out of Stock
Croma	42.78%	45046	5.96%	35.49%	Excess Inventory
Currys (Dixons Carphone)	35.92%	-44680	-35.54%	35.91%	Out of Stock
Total	80.21%	-751714	-1.52%	72.99%	Out of Stock

Accuracy / Net Error Trend**Key Matrix By Product**

segment	Forcast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Accessories	77.66%	71.42%	-2133183	-7.06%	Out of Stock
Desktop	84.37%	70.07%	16205	11.22%	Excess Inventory
Networking	90.40%	52.50%	227056	8.17%	Excess Inventory
Notebook	79.99%	76.65%	-51254	-3.96%	Out of Stock
Peripherals	83.23%	75.18%	-318194	-5.89%	Out of Stock
Storage	83.54%	81.01%	1507656	15.77%	Excess Inventory
Total	80.21%	72.99%	-751714	-1.52%	Out of Stock