



BUSINESSS INSIGHTS 360

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HOME



FINANCE



SALES



MARKETING



SUPPLY CHAIN



EXECUTIVE

Profit and Loss Statement

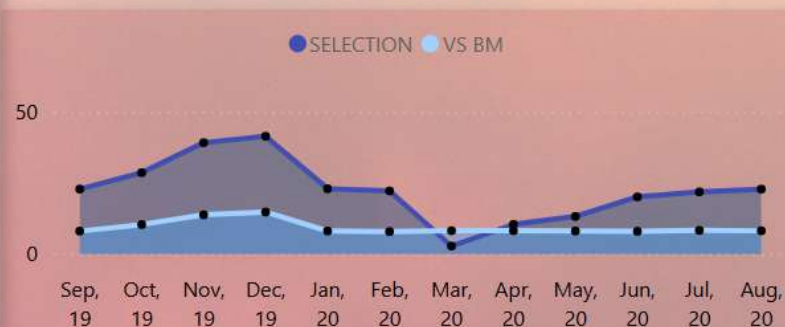
Line Item	2020	BM	CHG	CHG%
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational expense	-101.71	-43.43	-58.28	134.21
Net profit	-2.29	2.46	-4.75	-193.08
Net profit %	-0.85	2.21	-3.06	-138.68

\$267.98M✓
BM: 111.37M (+140.61%)
Net Sales

37.10%!
BM: 41.20% (-9.95%)
GM%

-0.85%!
BM: 2.21% (-138.68%)
Net Profit%

Net Sales Performance over Time



Top/Bottom Products & Customers by Net Sales

region	P & L VALUES	P&L CHG%
APAC	147.98	107.48
EU	55.79	224.03
LATA M	2.00	141.89
NA	62.21	182.70

segment	P & L VALUES	P&L CHG%
Desktop	0.95	
Networking	26.22	51.00
Storage	27.56	99.17
Accessories	66.23	136.21
Notebook	86.39	166.63
Peripherals	60.63	207.22

FILTERS

Select BM

vs LY

vs Target

2019

2020

2021

2022EST

Q1

Q2

Q3

Q4

YTD

YTG

region, market

customer

All

All

segment, category, ...

All

Abbreviation

BM=Benchmark | LY=Last Year

YTD=Year to Date | YTG=Year to Go

CHG= Change | NS=Net Sales

GM=Gross Margin

EI=Excess Inventory | OOS=Out of Stock

All Values In Millions \$



BUSINESS INSIGHTS 360



Friday, 15 November, 2024



Dec 21

Designed By: Subrat Hazra

Values are in Dollars & Millions



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.

