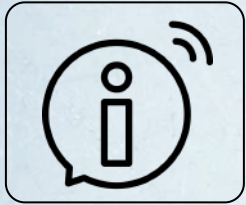




Business Insights 360



Info

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



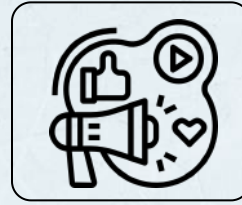
Finance View

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



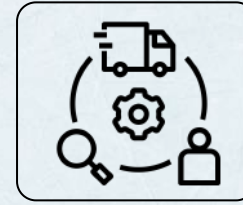
Sales View

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



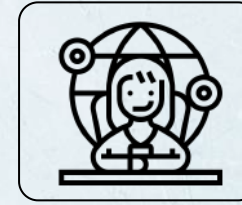
Marketing View

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

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.



Support

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



region, ma... ▾

segment, ... ▾

customer ▾

All ▾

All ▾

All ▾

2018

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2022
Est

Q1

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YTG

**\$823.85M** ✓

LY: \$267.98M (+207.43%)

Net Sales**36.49%!**

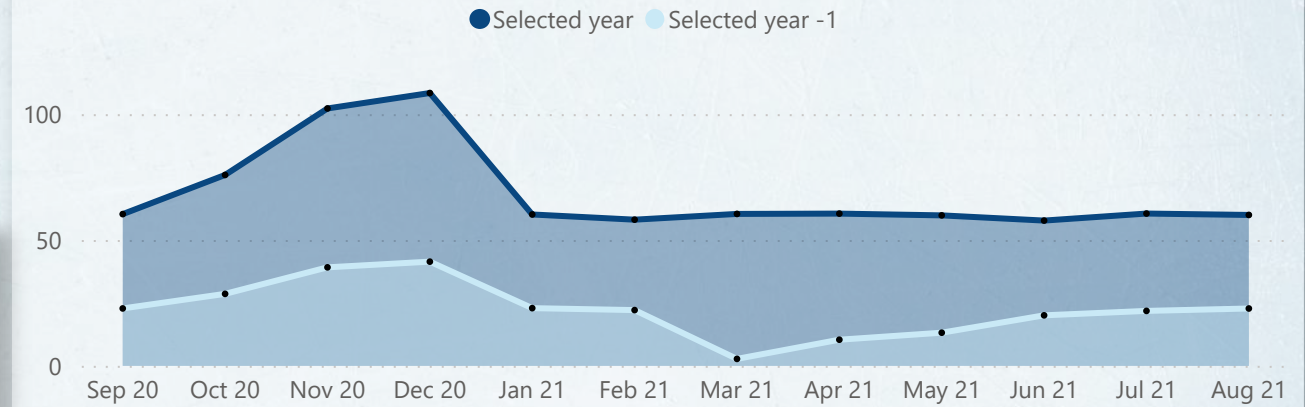
LY: 37.10% (-1.65%)

GM %**-6.63%!**

LY: -0.85% (-676.38%)

NP %**Profit and Loss Statement**

Line Item	2021	LY	YoY Chg	YoY 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

Net Sales Performance Over Time**Top / Bottom Products & Customer 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
Total	823.85	207.43

segment	P & L values	P & L YoY Chg %
⊕ Networking	45.16	72.26
⊕ Desktop	46.43	4,791.34
⊕ Storage	54.42	97.48
⊕ Peripherals	166.51	174.64
⊕ Accessories	244.85	269.67
⊕ Notebook	266.49	208.45
Total	823.85	207.43



region, ma... ▾

All ▾

segment, ... ▾

All ▾

customer ▾

All ▾

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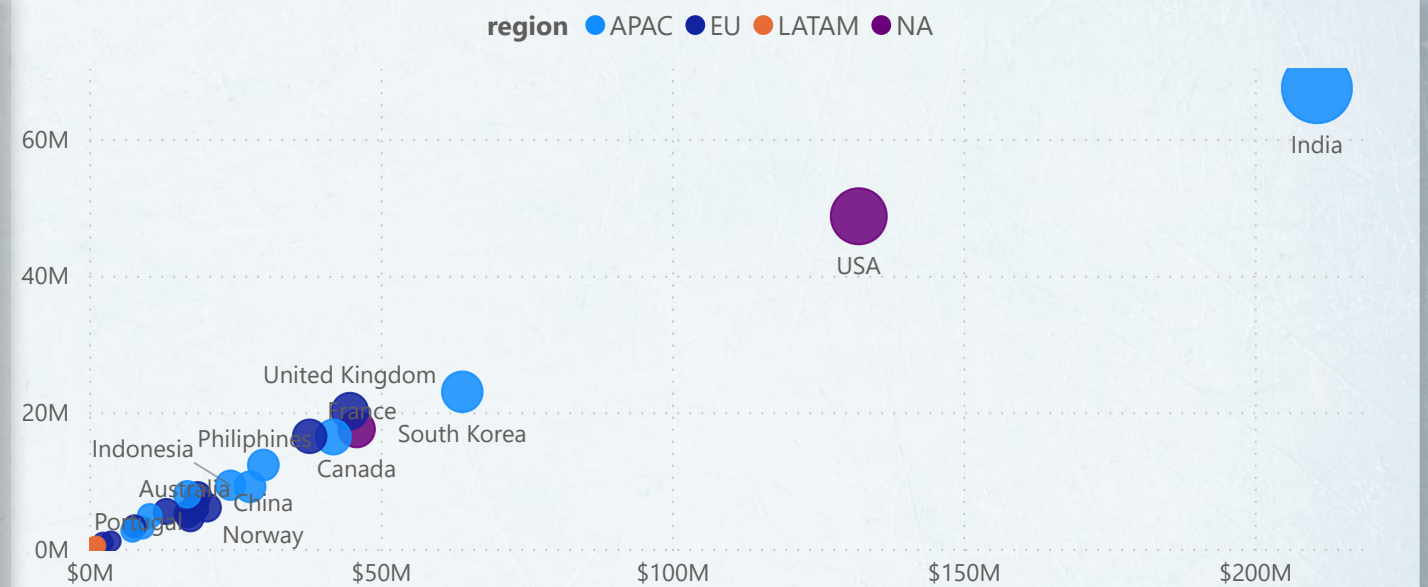
Customer Performance

customer	NS \$	GM \$	GM %
Amazon	\$109.03M	38.59M	35.40%
Atliq e Store	\$70.31M	26.40M	37.54%
AltIQ Exclusive	\$69.15M	31.88M	46.10%
Sage	\$27.07M	9.52M	35.16%
Flipkart	\$25.25M	7.64M	30.23%
Leader	\$24.51M	8.34M	34.01%
Neptune	\$21.00M	8.65M	41.17%
Ebay	\$19.87M	7.17M	36.10%
Electricalsocity	\$16.25M	5.66M	34.83%
Total	\$823.85M	300.63M	36.49%

Product Performance

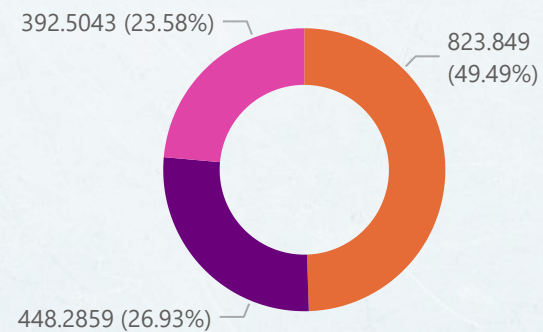
segment	NS \$	GM \$	GM %
⊕ Accessories	\$244.85M	89.30M	36.47%
⊕ Desktop	\$46.43M	16.79M	36.17%
⊕ Networking	\$45.16M	16.60M	36.75%
⊕ Notebook	\$266.49M	97.12M	36.45%
⊕ Peripherals	\$166.51M	60.81M	36.52%
⊕ Storage	\$54.42M	20.00M	36.75%
Total	\$823.85M	300.63M	36.49%

Performance Matrix

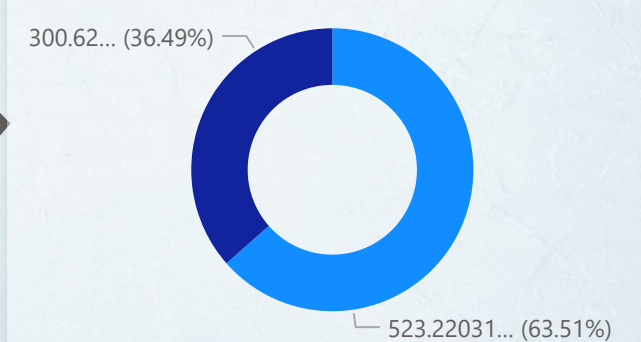


Unit Economics

Descripti... ● Net Sales ● Total Post ... ● Pre Invoi...



Descripti... ● Total COGS ● Gross Margin





region, ma...
All

segment, ...
All

customer
All

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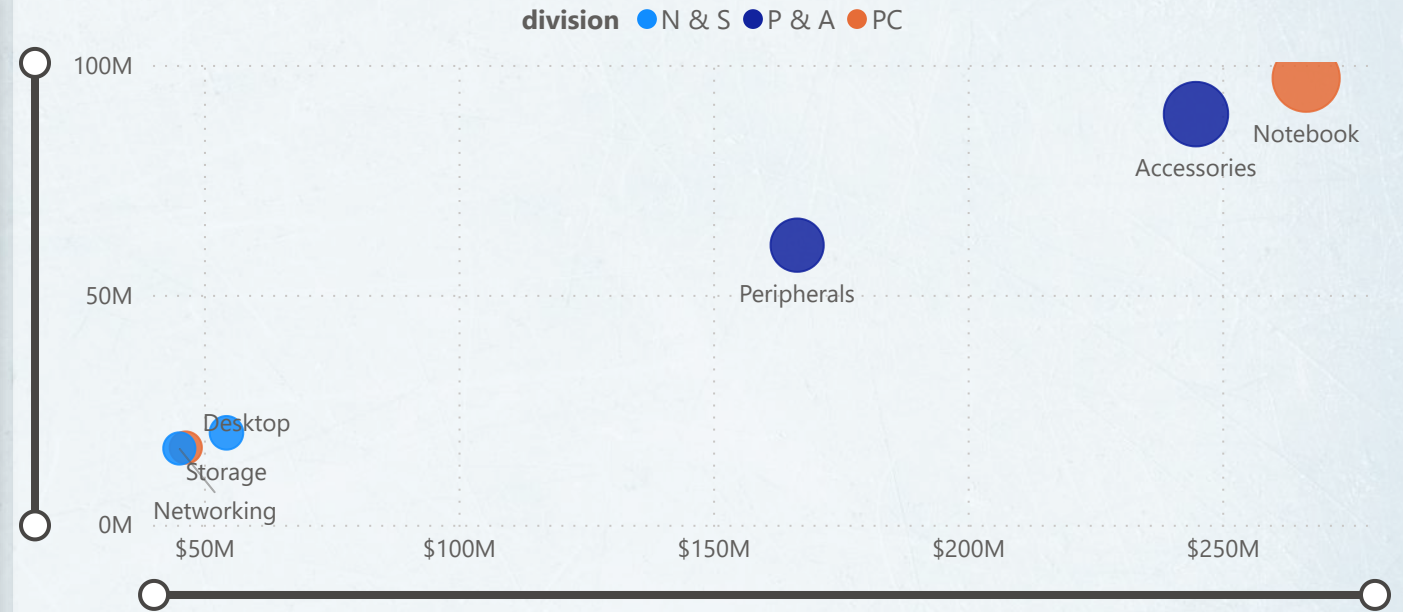
YTD

YTG

Product Performance

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%

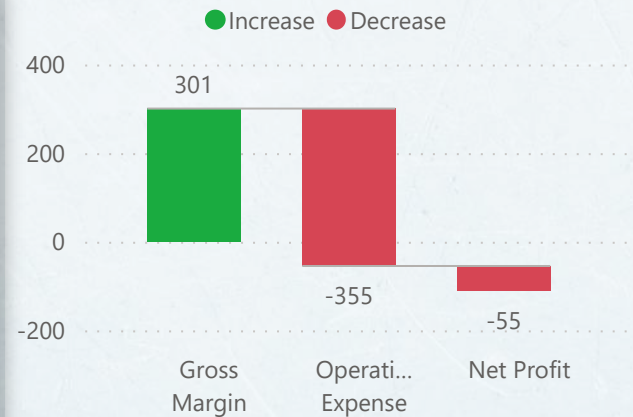
Performance Matrix



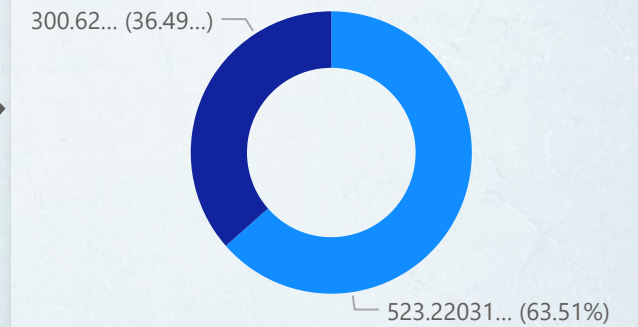
Region / Market / Customer Performance

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%

Unit Economics



Descripti... ● Total COGS ● Gross Margin





region, ma... ▾

segment, ... ▾

customer ▾

All ▾

All ▾

All ▾

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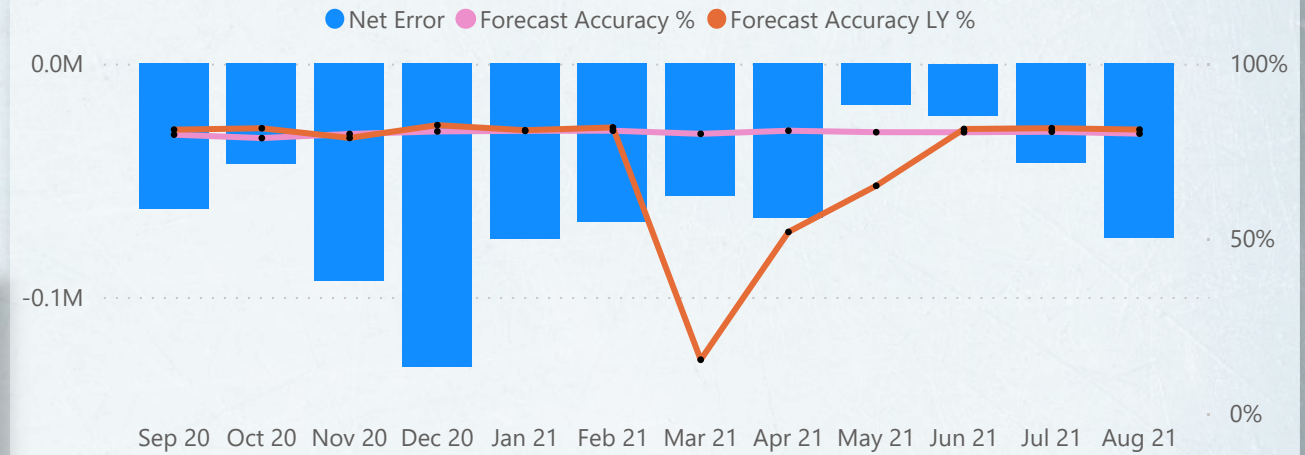
Q3

Q4

YTD

YTG

Accuracy / Net Error Trend



Key Metrics by Product

segment	Forecast Accuracy %	Forecast Accuracy LY %	Net Error	Net Error %	Risk
Accessories	77.66%	71.42%	-2133183.0	-7.06%	Out of Stock
Notebook	79.99%	76.65%	-51254.0	-3.96%	Out of Stock
Peripherals	83.23%	75.18%	-318194.0	-5.89%	Out of Stock
Desktop	84.37%	70.07%	16205.0	11.22%	Excess Inventory
Networking	90.40%	52.50%	227056.0	8.17%	Excess Inventory
Storage	83.54%	81.01%	1507656.0	15.77%	Excess Inventory

Key Metrics by Customer

customer	Forecast Accuracy %	Forecast Accuracy LY %	Net Error	Net Error %	Risk
AltiQ Exclusive	71.15%	56.78%	-191800.0	-5.73%	Out of Stock
Atliq e Store	74.59%	55.24%	-94643.0	-2.30%	Out of Stock
Radio Popular	56.74%	50.36%	72810.0	15.52%	Excess Inventory
Mbit	62.34%	49.13%	51220.0	14.05%	Excess Inventory
Expert	60.67%	48.84%	69286.0	11.97%	Excess Inventory
Amazon	74.54%	48.43%	-155116.0	-2.35%	Out of Stock
UniEuro	58.22%	45.77%	173583.0	23.54%	Excess Inventory
Elkjøp	53.55%	45.00%	-39201.0	-10.87%	Out of Stock
Nomad	50.59%	43.96%	30588.0	8.73%	Excess Inventory
Stores					
Media Markt	53.40%	43.66%	-30036.0	-8.52%	Out of Stock
Argos	56.08%	43.27%	8033.0	4.14%	Excess Inventory
Total	80.21%	72.99%	-751714.0	-1.52%	Out of Stock