



by Sri Santhosh

Innovating Tomorrow's Technology Today !

At **SpaceBar Inc.** we are passionate about pushing the boundaries of technology to deliver innovative computer hardware solutions. With a relentless commitment to excellence, we design and manufacture cutting-edge components that **empower individuals and businesses** to achieve more.

**Select the below icons to navigate to specific report pages

Why this Report?

Enable quick Insights across global markets and support **data-driven** decision making by encompassing all success metric.



FINANCE INSIGHTS

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.



SUPPLY CHAIN VIEW

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



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.



EXECUTIVE VIEW

A high-level dashboard for executives consolidating key insights from all dimensions of business.



Financial Details

Review financial insights of your business

Customer

All

Region, Market

All

Segment, Catego...

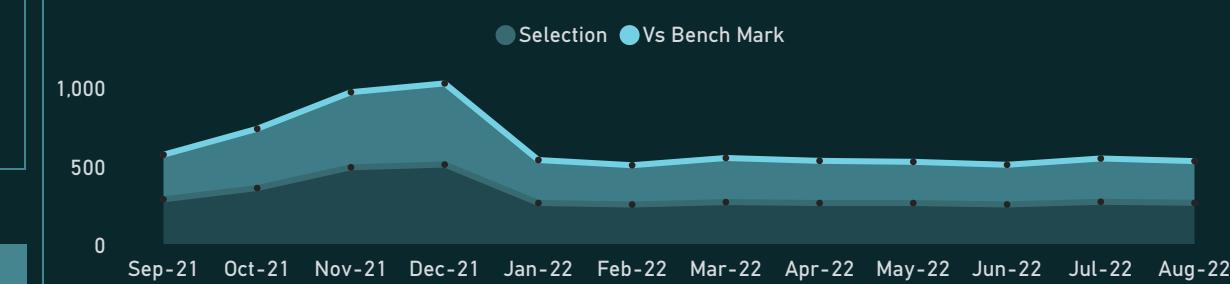
All



Net Sales
\$3,736.17M!
BM: 3,807.09M (-1.86%)

GM %
38.08%!
BM: 38.34% (-0.66%)

Net Profit %
-13.98%✓
BM: -14.19% (+1.47%)



Line Item	2022 Est	BM	Chg	Chg %
Gross Sales	7,370.14			
Pre Invoice Deduction	1,727.01			
Net Invoice Sales	5,643.13			
- Post Discounts	1,243.54			
- Post Deductions	663.42			
Total Post Invoice Deduction	1,906.95			
Net Sales	3,736.17	3,807.09	-70.92	-1.86
- Manufacturing Cost	2,197.28			
- Freight Cost	100.49			
- Other Cost	15.52			
Total COGS	2,313.29			
Gross Margin	1,422.88	1,459.51	-36.63	-2.51
Gross Margin %	38.08	38.34	-0.25	-0.66
GM / Unit	15.76			
Operational Expense	-1,945.30			
Net Profit	-522.42			
Net Profit %	-13.98	-14.19	0.21	1.47

Profit and Loss Statement

**Currency values are in Millions-USD

Net Sales - Performance Overtime

Segment	P & L values	P & L YoY Chg %	Region	P & L values	P & L YoY Chg %
Accessories	454.10		APAC	1,923.77	-2.48
Desktop	711.08		LATAM	14.82	-1.60
Networking	38.43		NA	1,022.09	-1.24
Notebook	1,580.43		EU	775.48	-1.13
Peripherals	897.54		Total	3,736.17	-1.86
Storage	54.59				
Total	3,736.17	-1.86			

**Select relevant hierarchy level to analyze

Top/Bottom Products & Customers by Net Sales

Select Bench Mark

Last Year

Target Value

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Supply Chain View

Review the **accuracy** of your global network

Customer

All

Region, Market

All

Segment, Catego...

All



Supply Chain View

Customer

All

Region, Market

All

Segment, Catego...

All

Forecast Accuracy %

81.17% ✓

LY: 80.21% (+1.2%)

Net Error

-3472.69K ✓

LY: -751.71K (-361.97%)

ABS Error

6899.04K ✓

LY: 9780.74K (-29.46%)

Key Metrics By Customer

Customers	Forecast accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Atliq e Store	74.22%	74.59%	-294868	-9.65%	OOS
Amazon	73.79%	74.54%	-464694	-9.22%	OOS
Atliq Exclusive	70.35%	71.69%	-359242	-11.91%	OOS
Expert	62.93%	60.67%	-26489	-6.75%	OOS
Acclaimed Stores	57.74%	50.69%	83037	10.74%	EI
Electricalsbea Stores	55.74%	51.56%	-6352	-9.56%	OOS
Mbit	55.40%	62.34%	-43470	-22.29%	OOS
Argos (Sainsbury's)	54.78%	56.08%	-23040	-17.60%	OOS
walmart	54.78%	50.12%	84334	12.08%	EI
Staples	54.45%	49.38%	79821	11.51%	EI
Currys (Dixons Carphone)	54.29%	35.92%	8104	6.00%	EI
Flipkart	54.21%	52.59%	-13616	-1.09%	OOS
Power	54.06%	56.72%	-11212	-10.18%	OOS
Nomad Stores	53.44%	50.59%	3394	1.34%	EI
Total	81.17%	80.21%	-347269	-9.48%	OOS

Select Fiscal Year

2018

2019

2020

2021

2022
Est

Select Fiscal Quarter

Q1

Q2

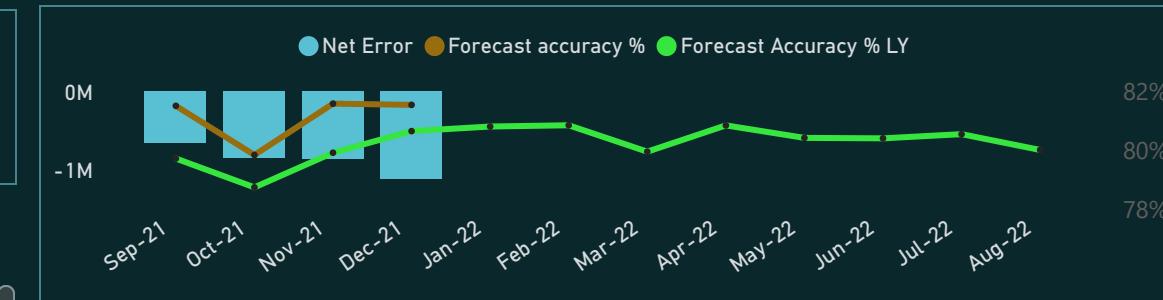
Q3

Q4

Select Period of Time

YTD

YTG



Accuracy / Net Error Trend

segment	Forecast accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Accessories	87.42%	77.66%	341468	1.72%	EI
Desktop	87.53%	84.37%	78576	10.24%	EI
Networking	93.06%	90.40%	-12967	-1.69%	OOS
Notebook	87.24%	79.99%	-47221	-1.69%	OOS
Peripherals	68.17%	83.23%	-3204280	-31.83%	OOS
Storage	71.50%	83.54%	-628266	-25.61%	OOS
Total	81.17%	80.21%	-3472690	-9.48%	OOS

Key Metrics By Product

**Select relevant hierarchy level to analyze

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Sales Analytics View

Review the **sales metrics** of your business

Select Fiscal Year

2018

2019

2020

2022
Est

Select Fiscal Quarter

Q1

Q2

Q3

Q4

Select Period of Time

YTD

YTG

Customer

All

Region, Market

All

Segment, Catego...

All



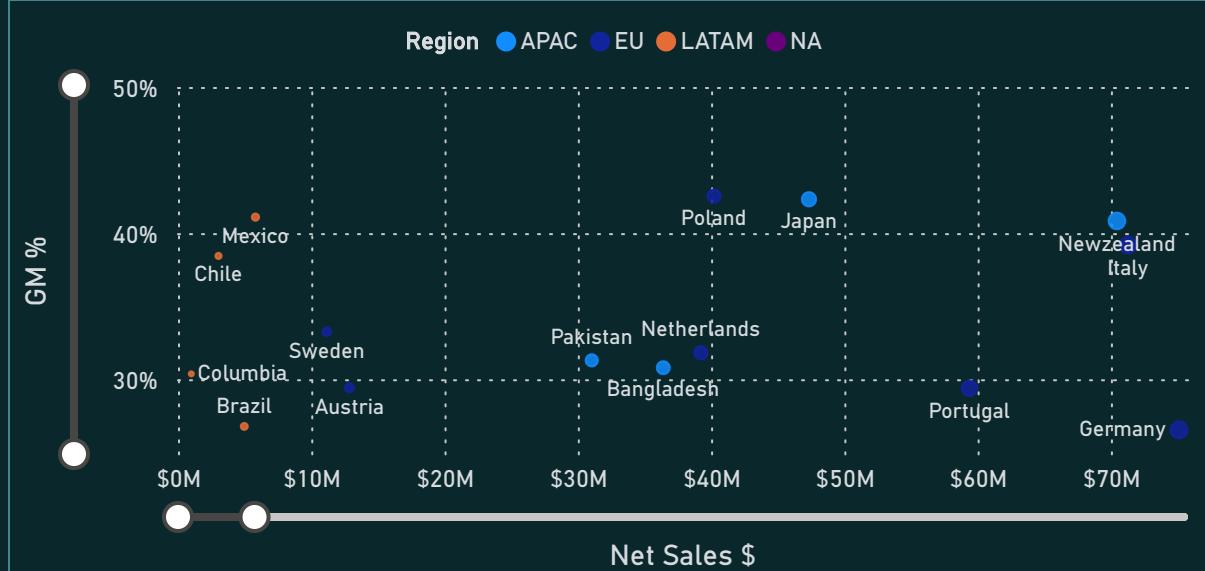
Customer Performance

Customer	Net Sales \$	Gross margin \$	GM %
Amazon	\$496.88M	182.77M	36.78% !
Atliq Exclusive	\$361.12M	166.15M	46.01%
Atliq e Store	\$304.10M	112.15M	36.88% !
Flipkart	\$138.49M	58.37M	42.14%
Sage	\$127.86M	40.31M	31.53% !
Leader	\$117.32M	36.02M	30.70% !
Neptune	\$105.69M	49.36M	46.70%
Ebay	\$91.60M	33.06M	36.09% !
Acclaimed Stores	\$73.36M	29.58M	40.32%
walmart	\$72.41M	33.06M	45.66%
Electricalslytical	\$68.05M	25.34M	37.24% !
Electricalsocity	\$67.76M	24.41M	36.03% !
Staples	\$64.20M	24.99M	38.92%
Costco	\$61.81M	24.15M	39.07%
Total	\$3,736.17M	1,422.88M	38.08%

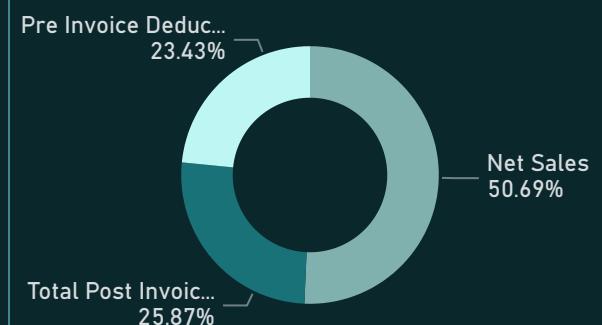
Product Performance

Segment	Net Sales \$	Gross margin \$	GM %
Accessories	\$454.10M	172.61M	38.01%
Peripherals	\$897.54M	341.22M	38.02%
Notebook	\$1,580.43M	600.96M	38.03%
Desktop	\$711.08M	272.39M	38.31%
Storage	\$54.59M	20.93M	38.33%
Networking	\$38.43M	14.78M	38.45%
Total	\$3,736.17M	1,422.88M	38.08%

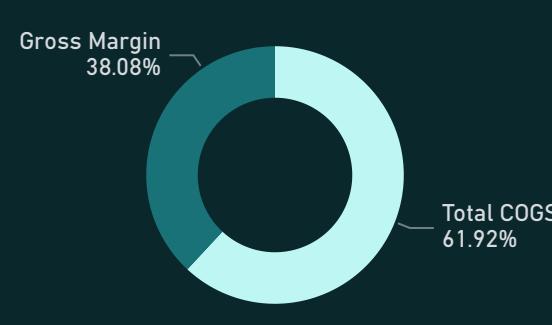
Performance Matrix



Unit Economics - 1



Unit Economics - 2





Marketing View

Review the **sales metrics** of your business

Customer

All

Region, Market

All

Segment, Catego...

All



Marketing View

Review the **sales metrics** of your business

Select Fiscal Year

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Select Fiscal Quarter

Q1

Q2

Q3

Q4

Select Period of Time

YTD

YTG

Customer

All

Region, Market

All

Segment, Catego...

All

Product Performance

segment	Net Sales \$	Gross margin \$	GM %	net profit \$	net profit %
Accessories	\$454.10M	172.61M	38.01%	-63.78M	-14.05%
Peripherals	\$897.54M	341.22M	38.02%	-125.91M	-14.03%
Notebook	\$1,580.43M	600.96M	38.03%	-222.16M	-14.06%
Desktop	\$711.08M	272.39M	38.31%	-97.79M	-13.75%
Storage	\$54.59M	20.93M	38.33%	-7.51M	-13.76%
Networking	\$38.43M	14.78M	38.45%	-5.27M	-13.72%
Total	\$3,736.17M	1,422.88M	38.08%	-522.42M	-13.98%

Region / Market Performance

Region	Net Sales \$	Gross margin \$	GM %	net profit \$	net profit %
NA	\$1,022.09M	459.68M	44.97%	-145.31M	-14.22%
APAC	\$1,923.77M	690.21M	35.88%	-281.16M	-14.62%
LATAM	\$14.82M	5.19M	35.02%	-0.44M	-2.95%
EU	\$775.48M	267.80M	34.53%	-95.52M	-12.32%
Total	\$3,736.17M	1,422.88M	38.08%	-522.42M	-13.98%

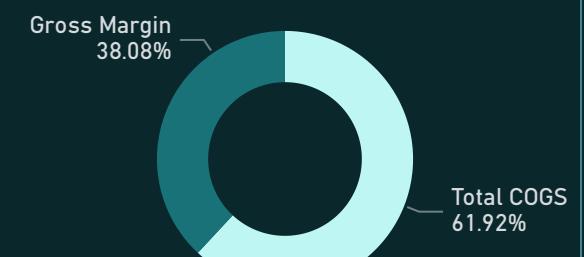
**Currency values are in Millions-USD

Show GM %

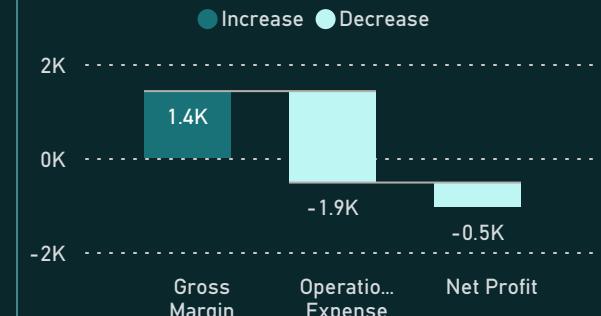
Performance Matrix



Unit Economics - 1



Unit Economics - 2





Executive View

Review the **high-level metrics** of business

Region, Market

All

Net Sales

\$3,736.17M!
BM: 3,807.09M (-1.86%)

GM %

38.08%!
BM: 38.34% (-0.66%)

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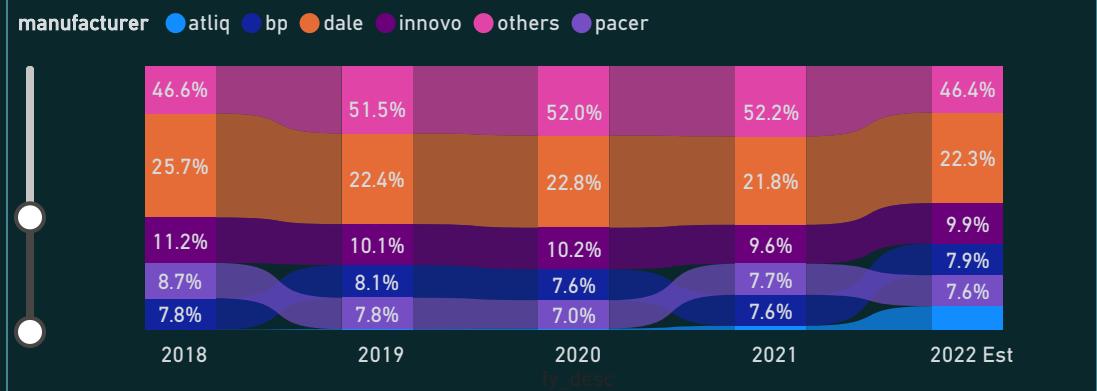
Segment, Catego...

All

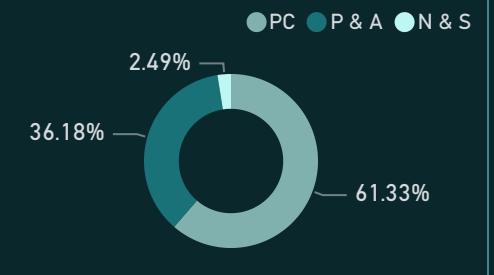


sub_zone	Net Sales \$	RC %	GM %	Net Profit %	SpaceBar MS %	Net Error %	Risk
LATAM	\$14.82M	0.4%	35.0% ↓	-2.9%	0.28%	3.4%	EI
NA	\$1,022.09M	27.4%	45.0% ↓	-14.2%	4.87%	14.4%	EI
ANZ	\$189.78M	5.1%	43.5% ↓	-7.4%	1.36%	-37.6%	OOS
India	\$945.34M	25.3%	35.8%	-23.0%	13.26%	-24.4%	OOS
NE	\$457.71M	12.3%	32.8% ↓	-18.1%	6.80%	-4.6%	OOS
ROA	\$788.66M	21.1%	34.2% ↓	-6.3%	8.32%	-4.6%	OOS
SE	\$317.78M	8.5%	37.0% ↓	-4.0%	16.40%	-55.5%	OOS
Total	\$3,736.17M	100.0%	38.1% ↓	-14.0%	5.87%	-9.5%	OOS

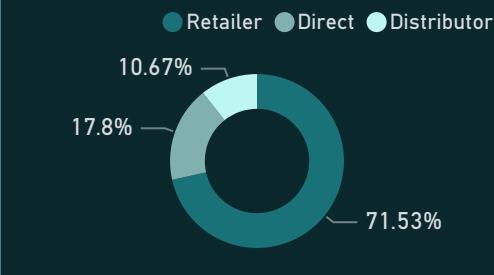
Key insights by Sub-Zone



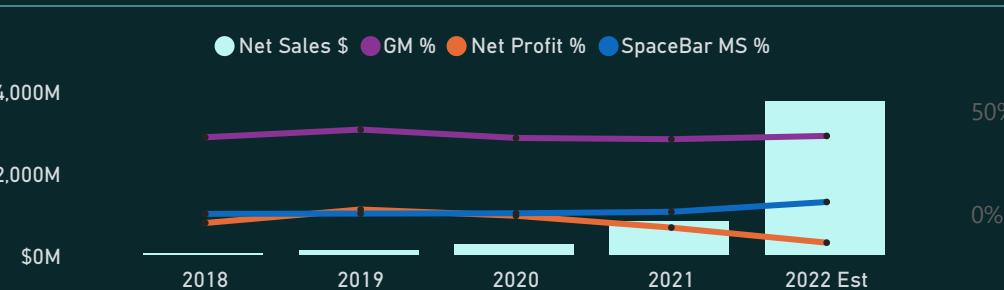
PC Market Share Trend - SpaceBar & Competitors



Revenue by Division



Revenue by Channel



Yearly trend by Revenue, GM %, Net Profit %, SpaceBar MS %

customer	RC %	GM %
Amazon	13.30%	36.78%
Atliq Exclusive	9.67%	46.01%
Atliq e Store	8.14%	36.88%
Flipkart	3.71%	42.14%
Sage	3.42%	31.53%
Total	38.23%	39.19%

Top 5 Customers - By Revenue

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.42%	38.51%
AQ Home Allin1	4.13%	38.71%
AQ HOME Allin1 Gen 2	5.70%	38.08%
AQ Smash 1	3.81%	37.43%
AQ Smash 2	4.13%	37.40%
Total	23.19%	38.06%

Top 5 Products - By Revenue

Last Year

Target Value

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