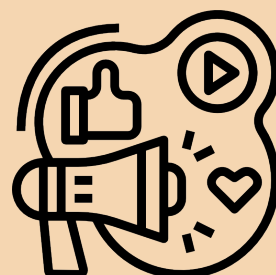




FINANCE



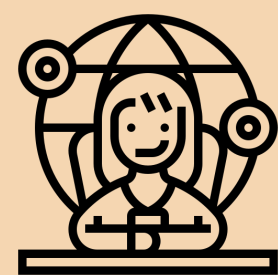
SALES



MARKETING



SUPPLY CHAIN



EXECUTIVE



Business Insights 360

Filters



vs LY

vs Target

2019

2020

2021

2022 EST

Q1

Q2

Q3

Q4

YTD

YTG

BY REGION/COUNTRY

All



BY STORES/(S)

All



BY CATEGORY

All



BM = Benchmark, LY = Last Year
GM = Gross Margin , NS =Net sales ,
EI = Excess Inventory, OOS = Out of
Stock

Forecast Accuracy %

81.17%

LY: 80.21% | 1.2% ▲

Net Error (\$)

-3M

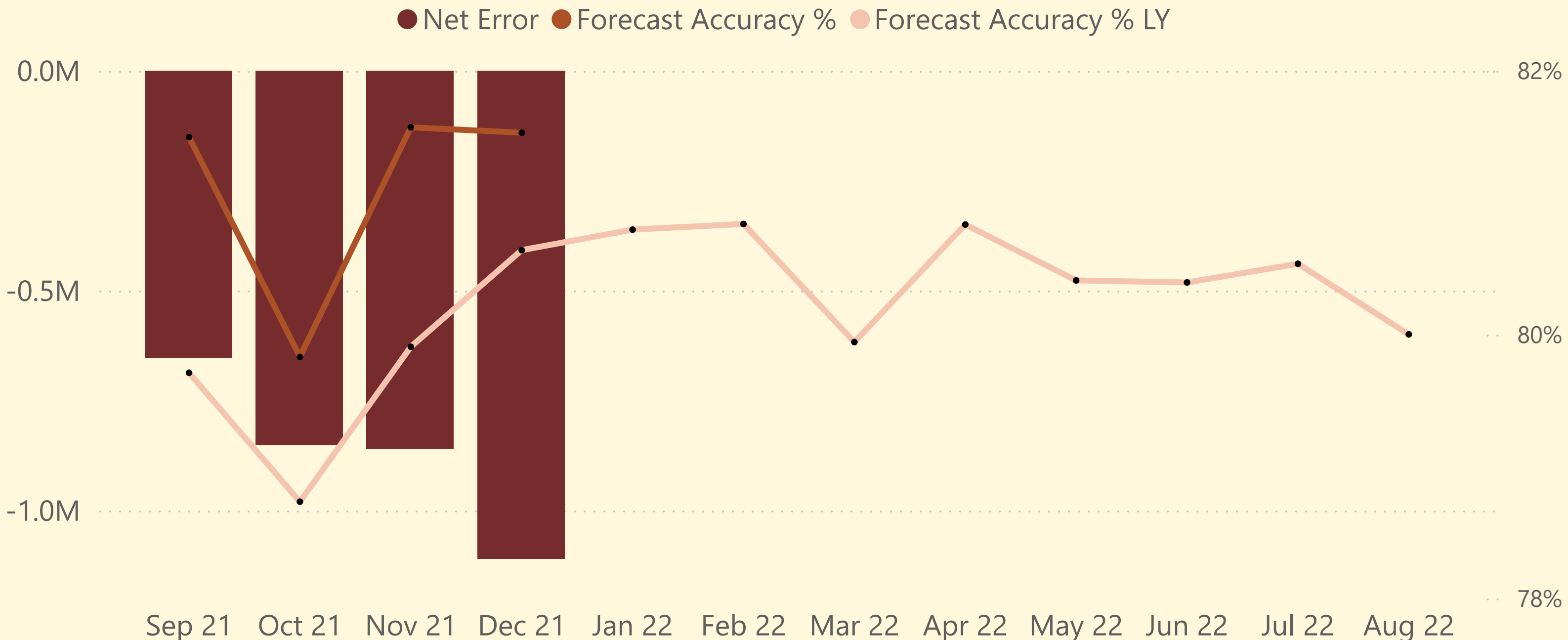
LY: -0.75M | 361.97% ▼

Absolute Error (\$)

7M

LY: 9.78M | -29.46% ▲

Accuracy / Net Error Trend



Key Metrics by Product

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Profit %	Risk
⊕ Accessories	87.42%	77.66%	341468	-14.05%	EI
⊕ Desktop	87.53%	84.37%	78576	-13.75%	EI
⊕ Networking	93.06%	90.40%	-12967	-13.72%	OOS
⊕ Notebook	87.24%	79.99%	-47221	-14.06%	OOS
⊕ Peripherals	68.17%	83.23%	-3204280	-14.03%	OOS
⊕ Storage	71.50%	83.54%	-628266	-13.76%	OOS
Total	81.17%	80.21%	-3472690	-13.98%	OOS

Key Metrics by Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
All-Out	43.96%	29.09%	-0.2K	-0.32%	OOS
Amazon	73.79%	74.54%	-464.7K	-9.22%	OOS
Argos (Sainsbury's)	54.78%	56.08%	-23.0K	-17.60%	OOS
Atlas Stores	49.53%	48.16%	-4.2K	-2.31%	OOS
Atliq e Store	74.22%	74.59%	-294.9K	-9.65%	OOS
AtliQ Exclusive	70.35%	71.69%	-359.2K	-11.91%	OOS
Boulangier	52.69%	58.77%	-48.8K	-20.21%	OOS
Chip 7	34.56%	53.44%	-85.3K	-35.01%	OOS
Chiptec	50.49%	52.54%	-20.1K	-11.36%	OOS
Coolblue	47.66%	52.95%	-34.8K	-15.34%	OOS
Croma	36.58%	42.78%	-77.6K	-16.54%	OOS
Digimarket	28.21%	40.79%	-95.3K	-46.59%	OOS
Ebay	52.27%	50.49%	-19.1K	-2.02%	OOS
Electricalsara Stores	48.62%	52.02%	-11.3K	-11.41%	OOS
Electricalsbea Stores	55.74%	51.56%	-6.4K	-9.56%	OOS
Electricalslance Stores	41.07%	54.69%	-39.4K	-41.89%	OOS
Electricalslytical	45.55%	50.82%	-102.8K	-16.07%	OOS
Electricalsociety	36.28%	50.35%	-224.2K	-34.43%	OOS
Electricalsquipo Stores	48.72%	48.82%	-9.0K	-5.03%	OOS
Elite	20.90%	51.48%	-80.4K	-55.95%	OOS
Elkjøp	26.90%	53.55%	-115.4K	-60.92%	OOS
Epic Stores	32.38%	52.19%	-61.6K	-37.53%	OOS
Euronics	45.25%	60.79%	-67.5K	-37.39%	OOS
Expert	62.93%	60.67%	-26.5K	-6.75%	OOS
Total	81.17%	80.21%	-3472.7K	-9.48%	OOS