# Welcome! Please select a dashboard:

Management Dashboard

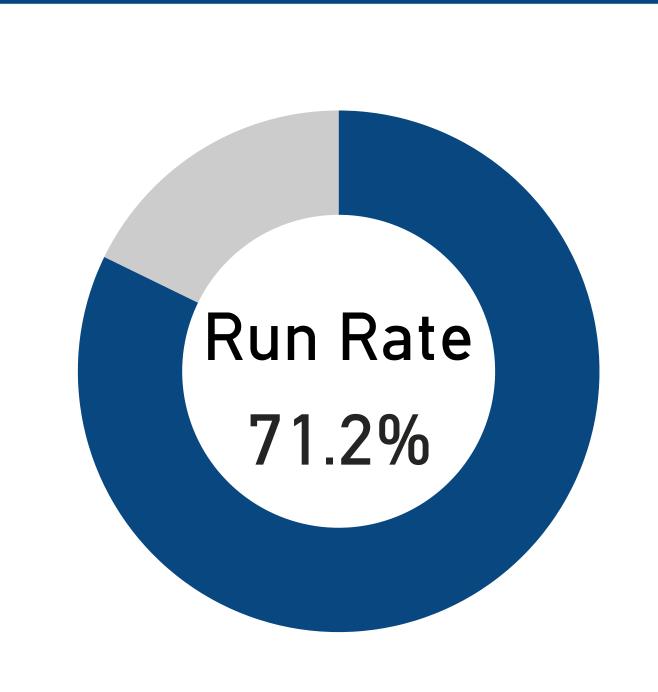
Opportunity & Pipeline Dashboard

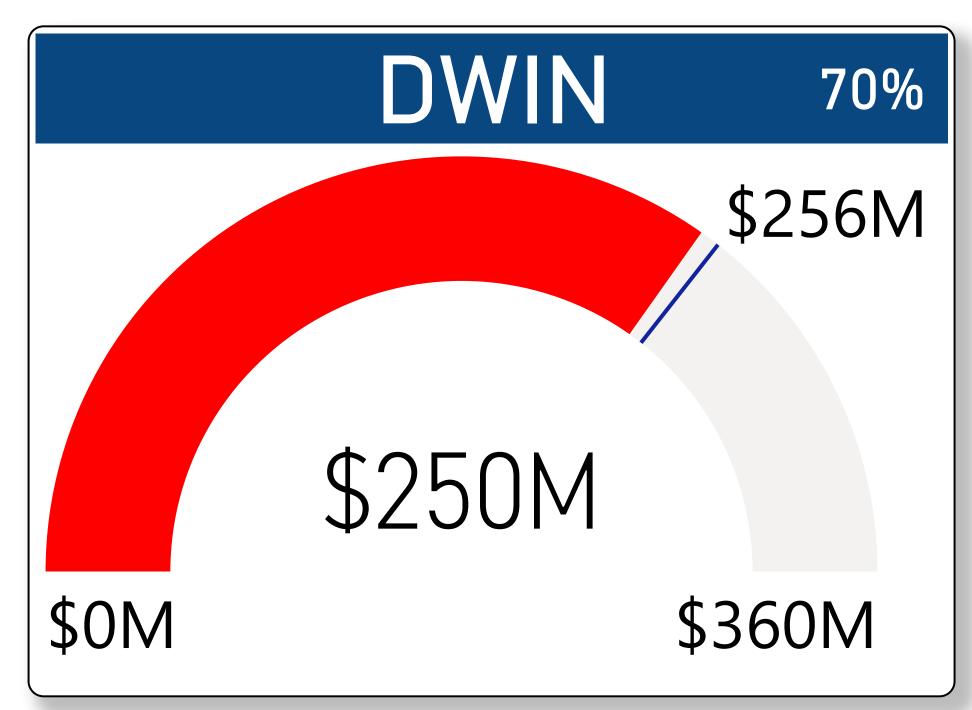
Sales Dashboard

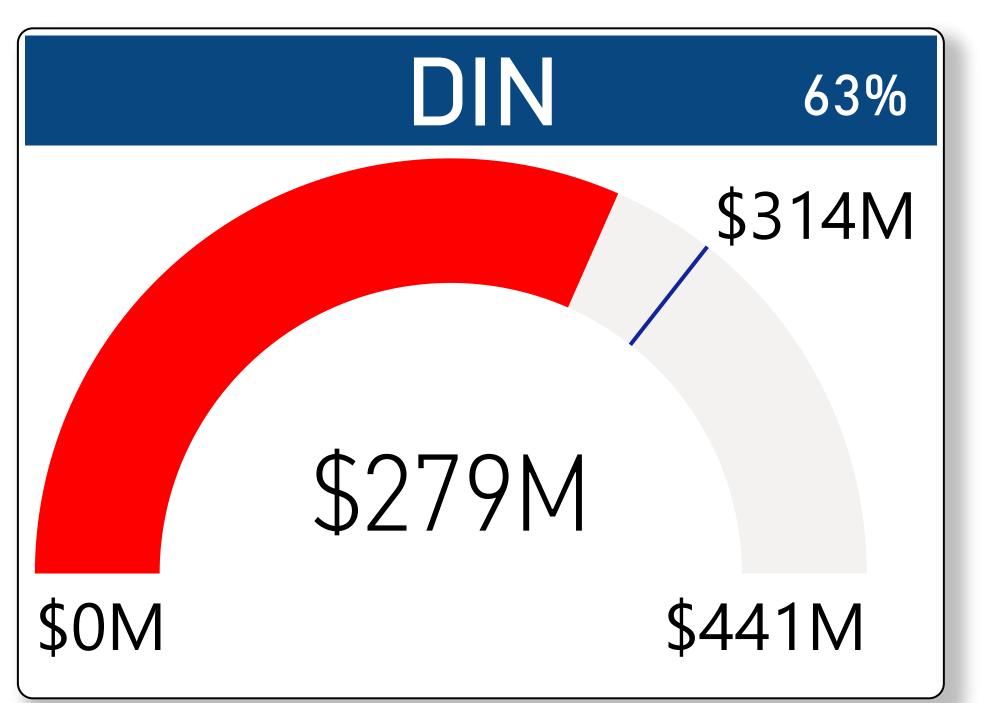
Channel Dashboard

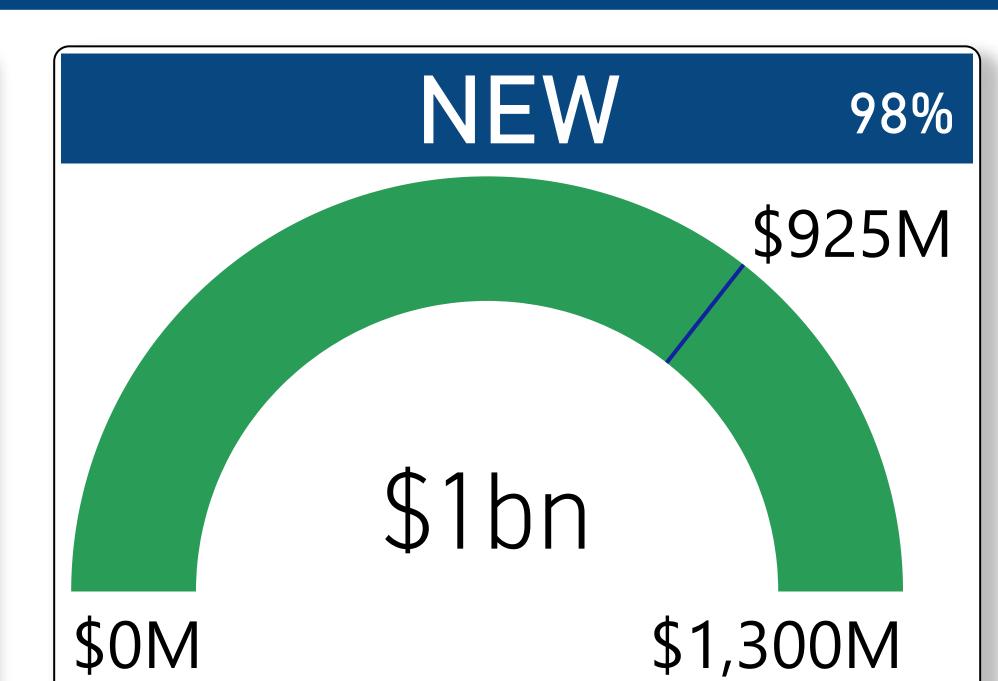
# Opportunity & Pipeline Dashboard

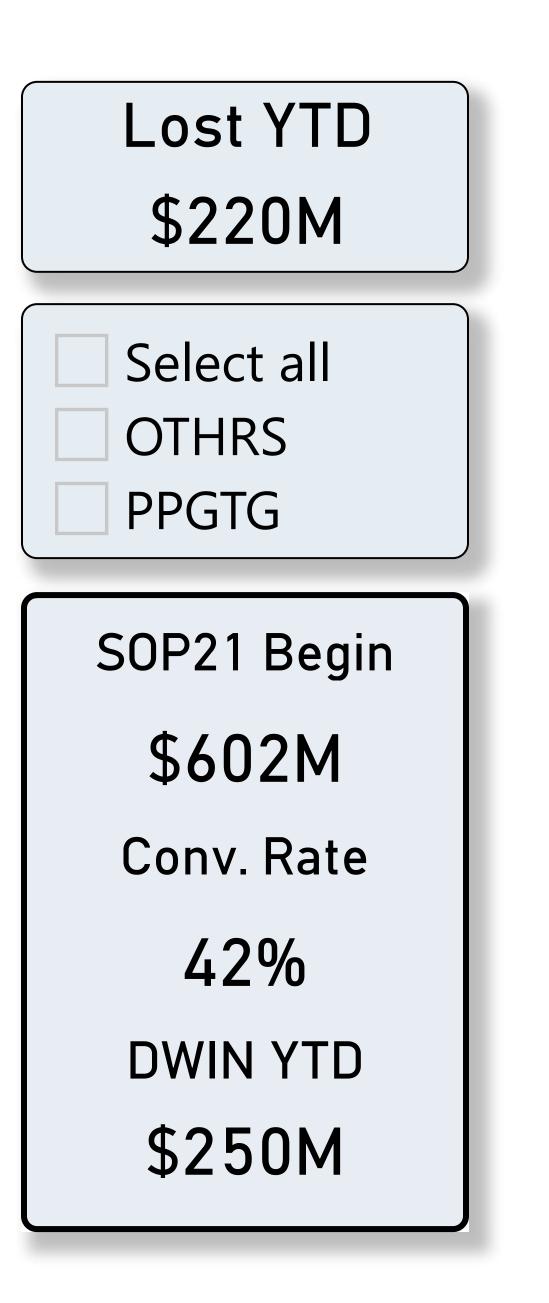
Last Refreshed (UTC+8) 7/19/2021 5:51:23 PM (3Q21 / WK37)

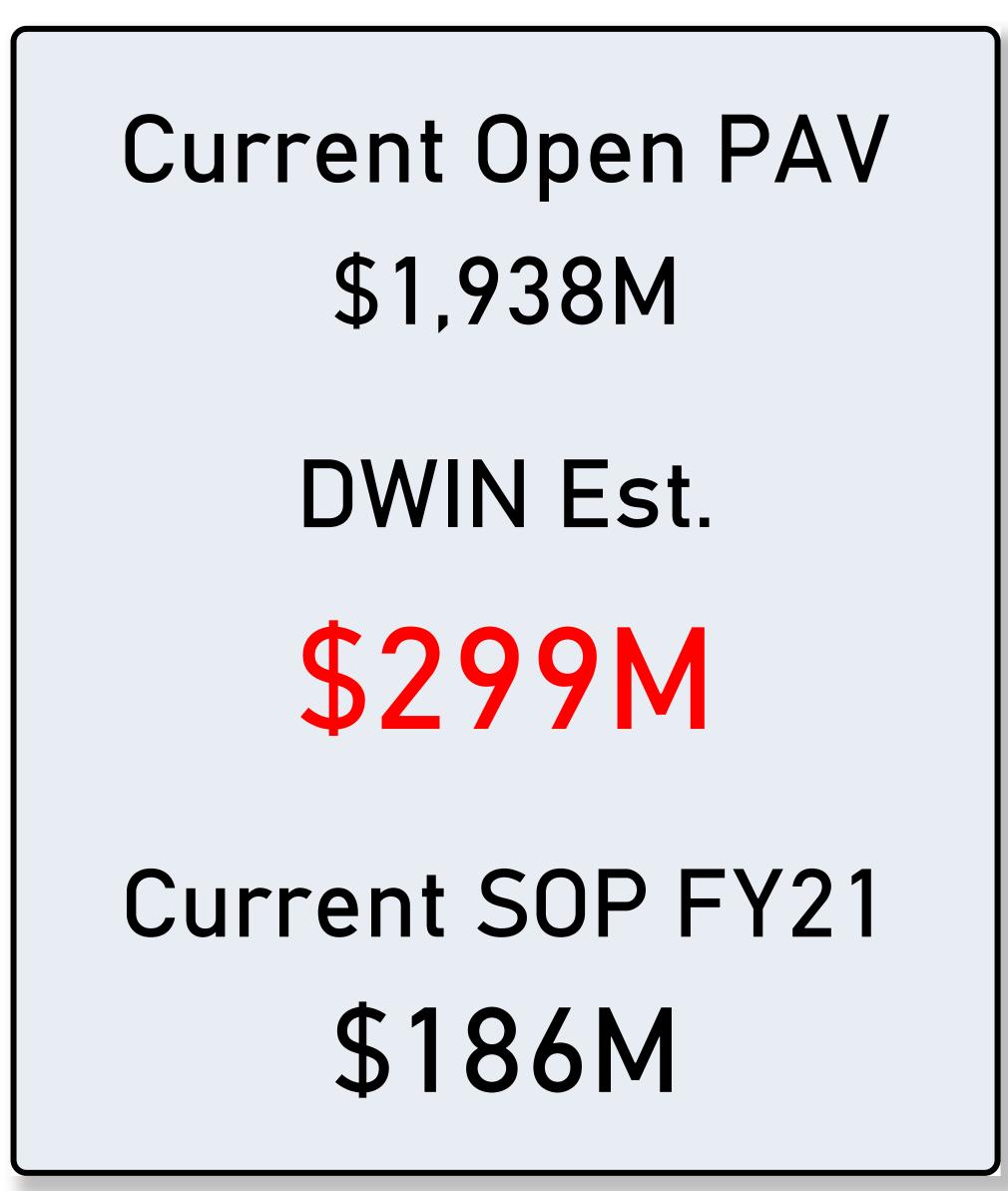


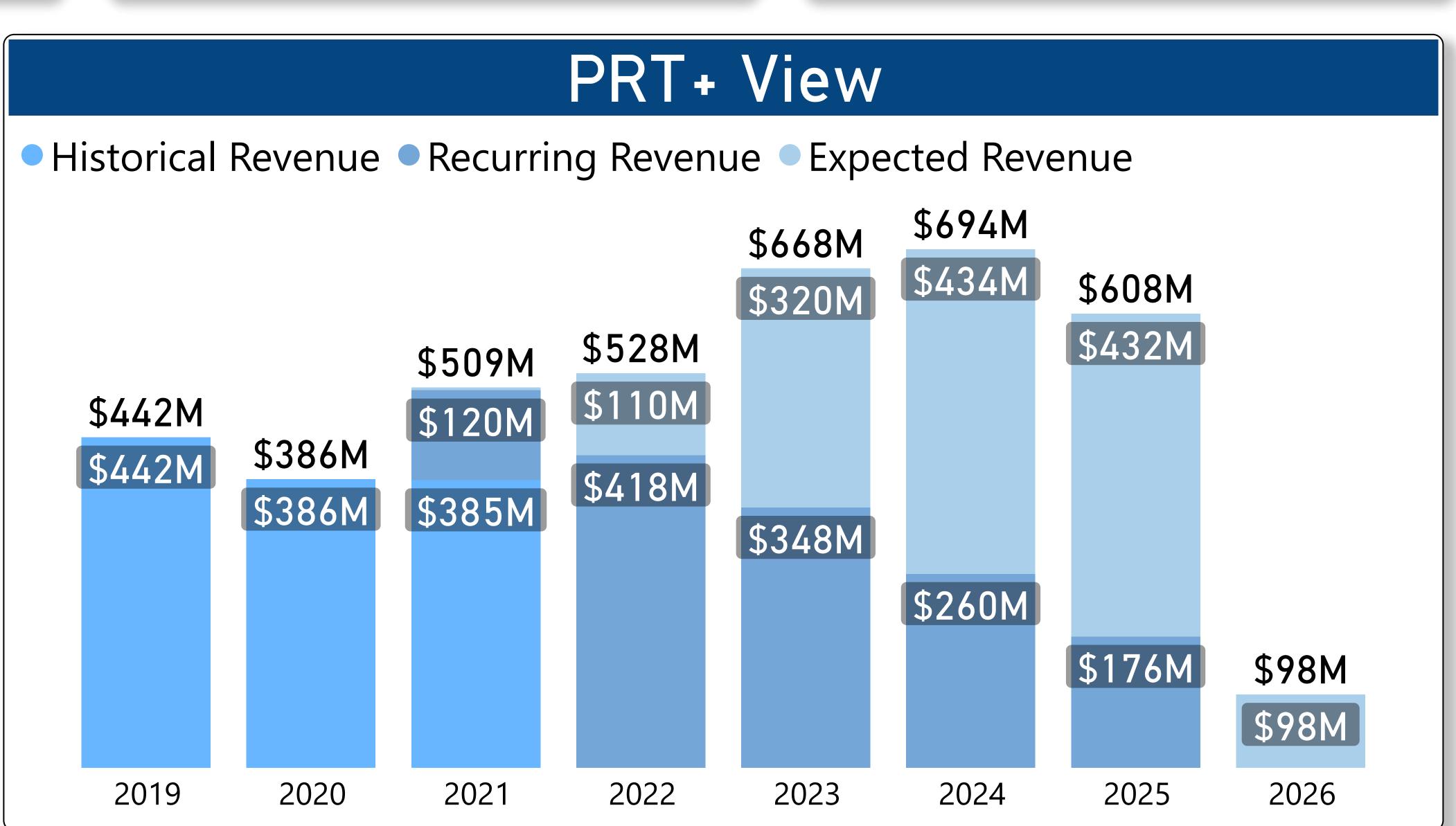








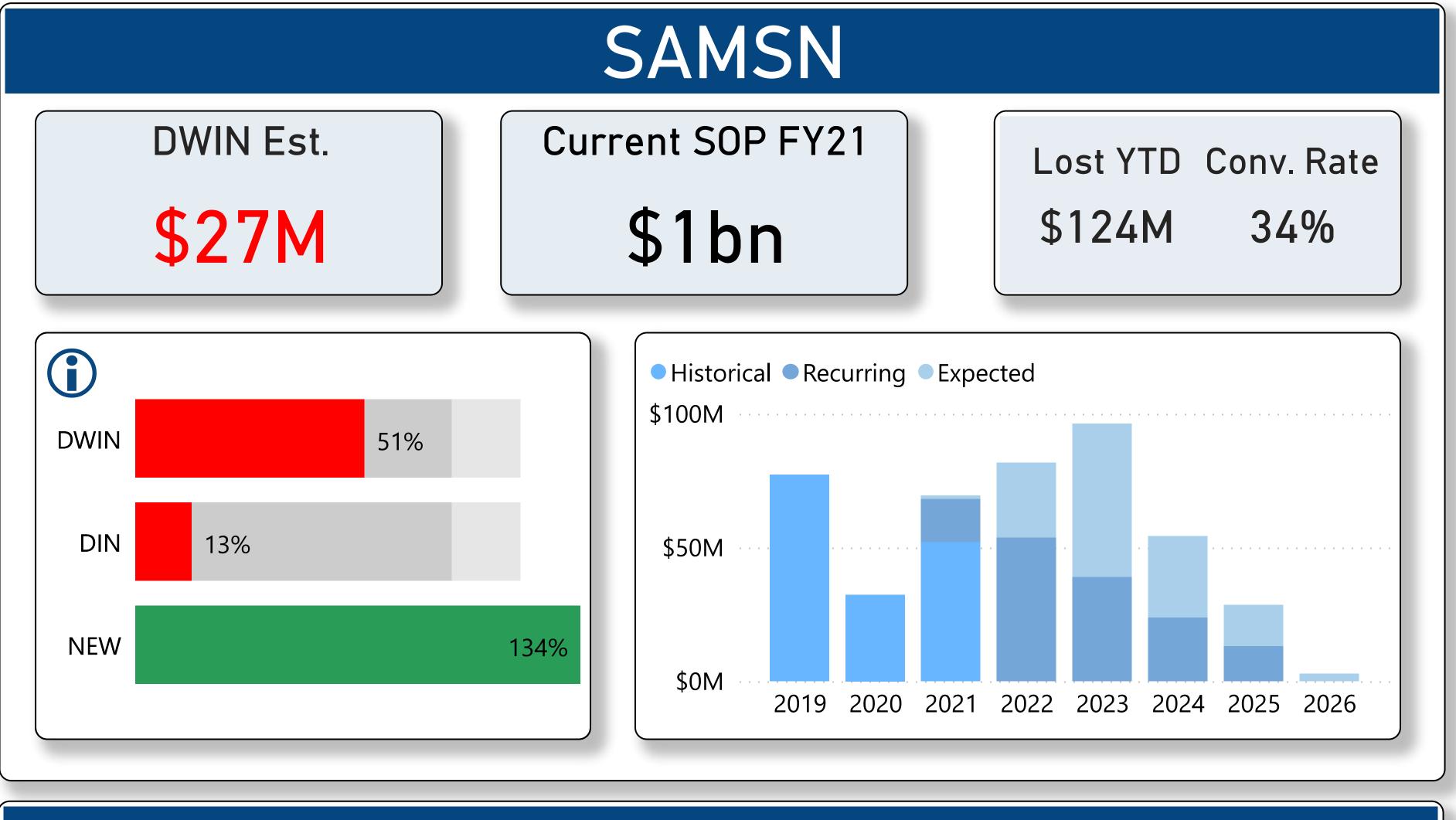


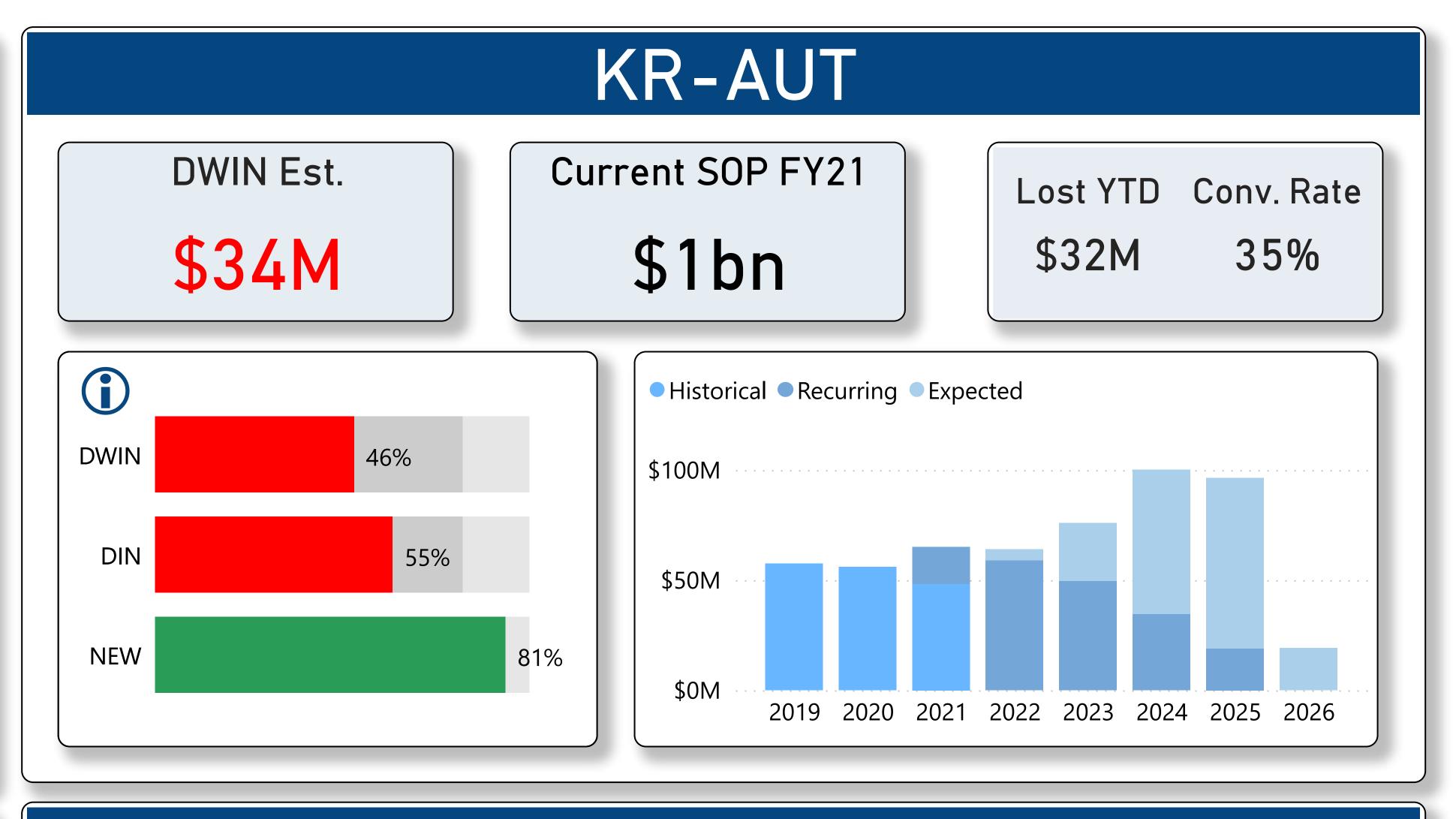


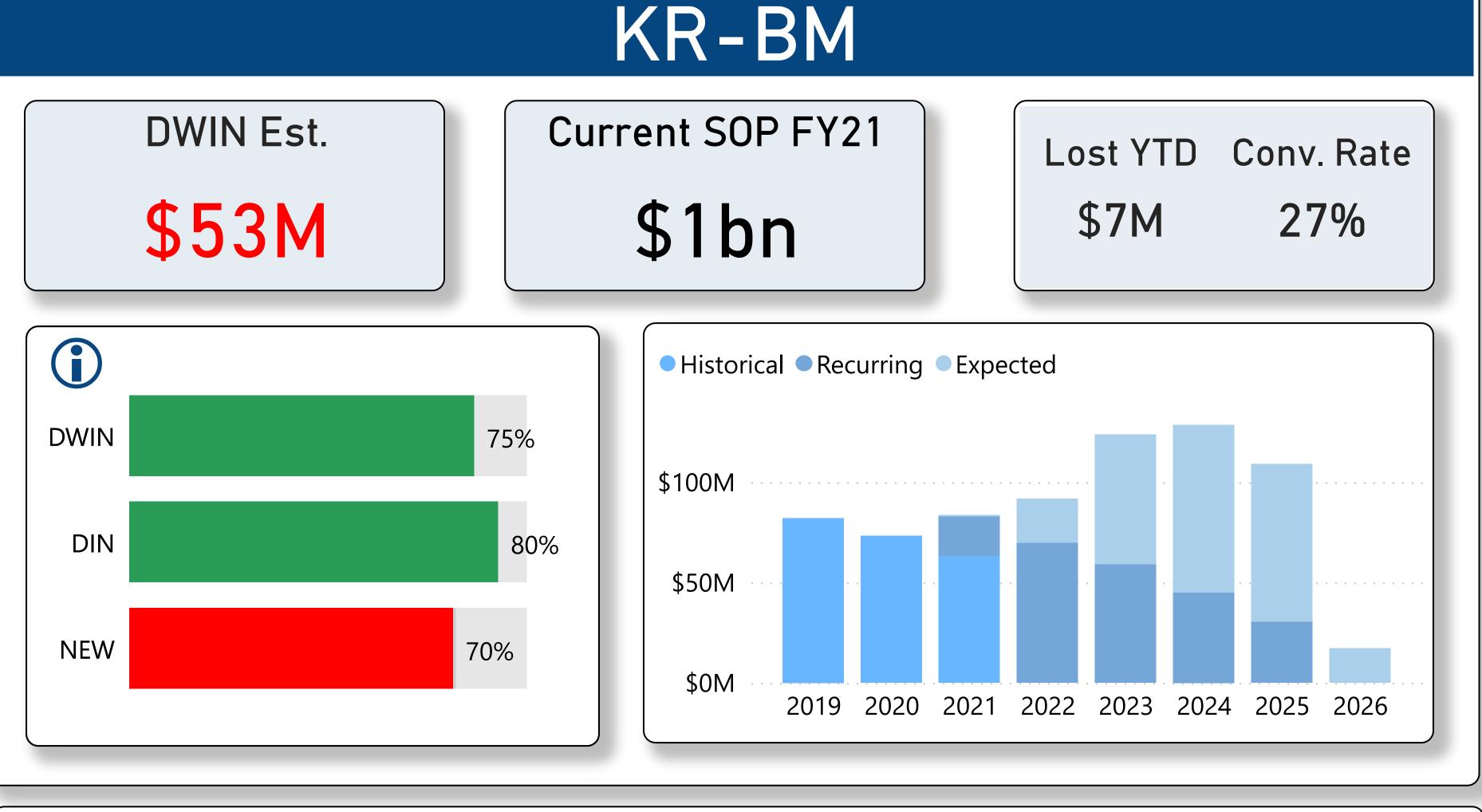


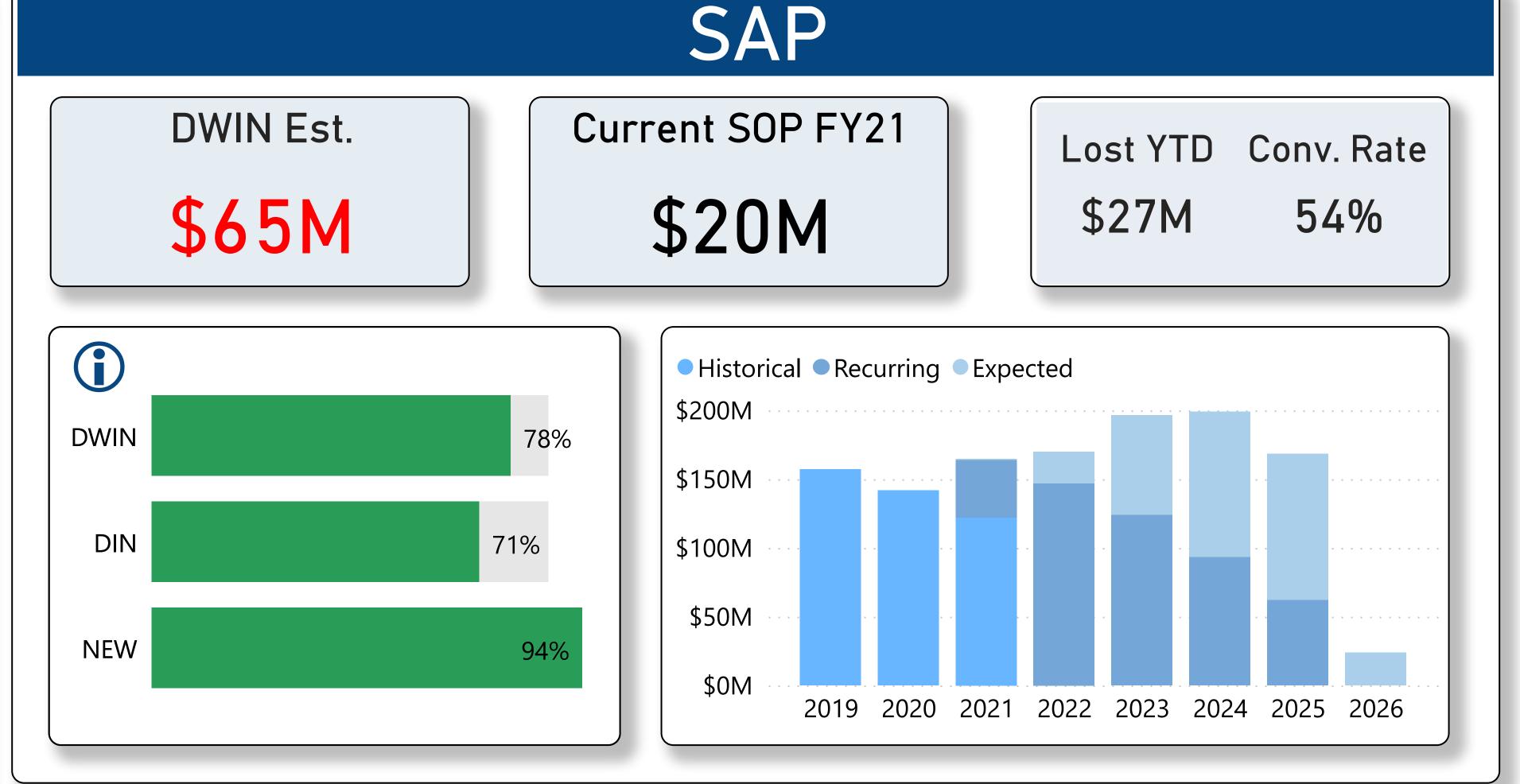
SALES

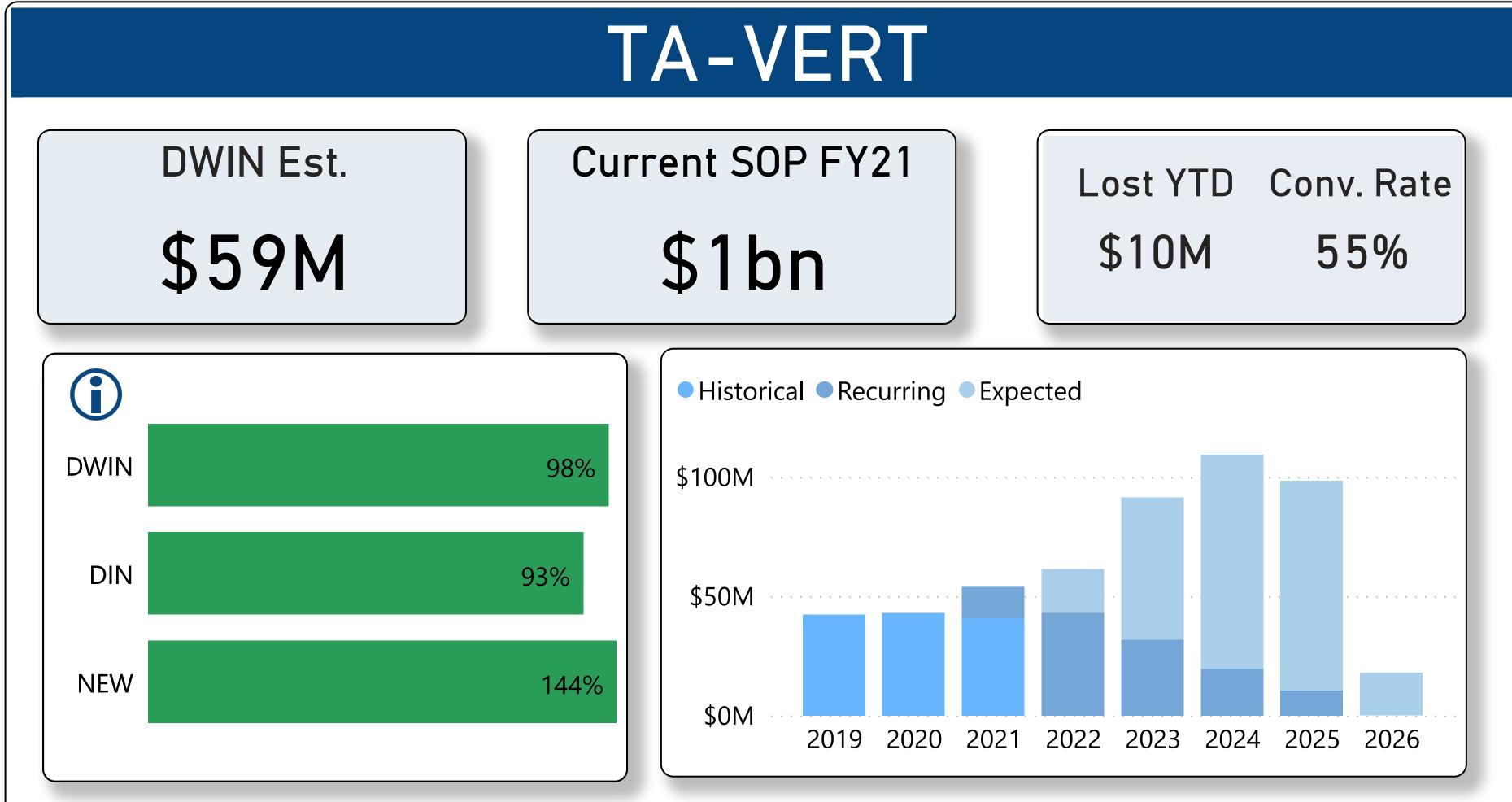


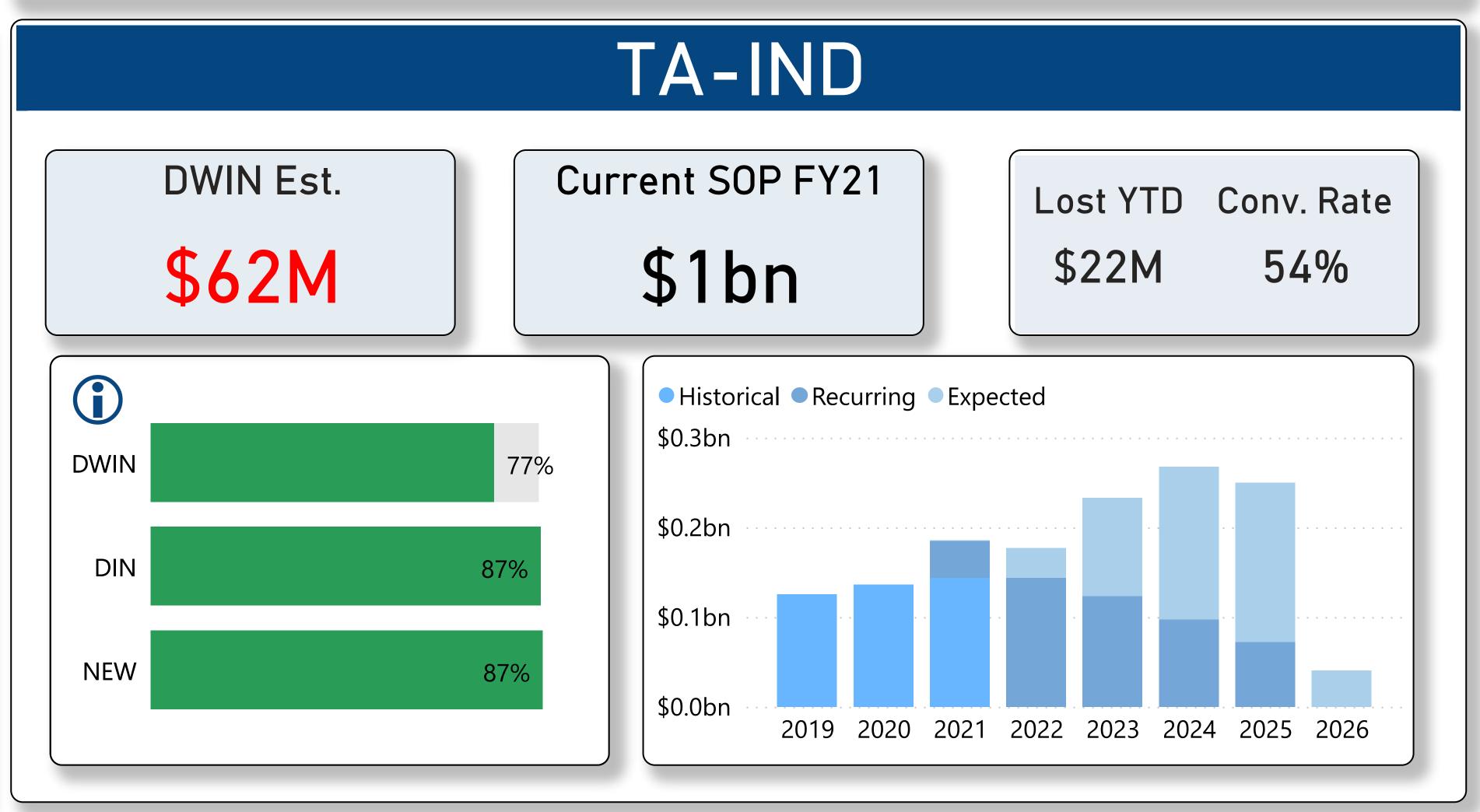






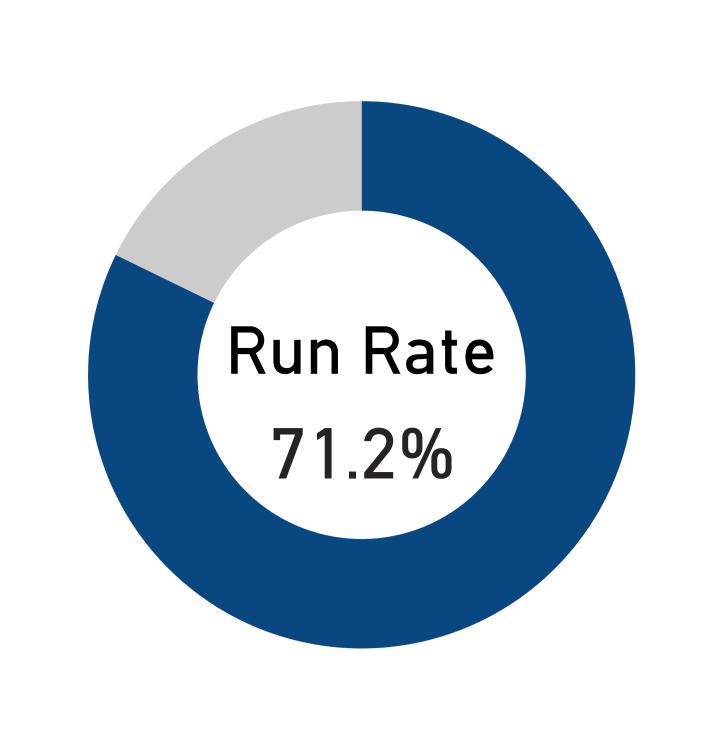


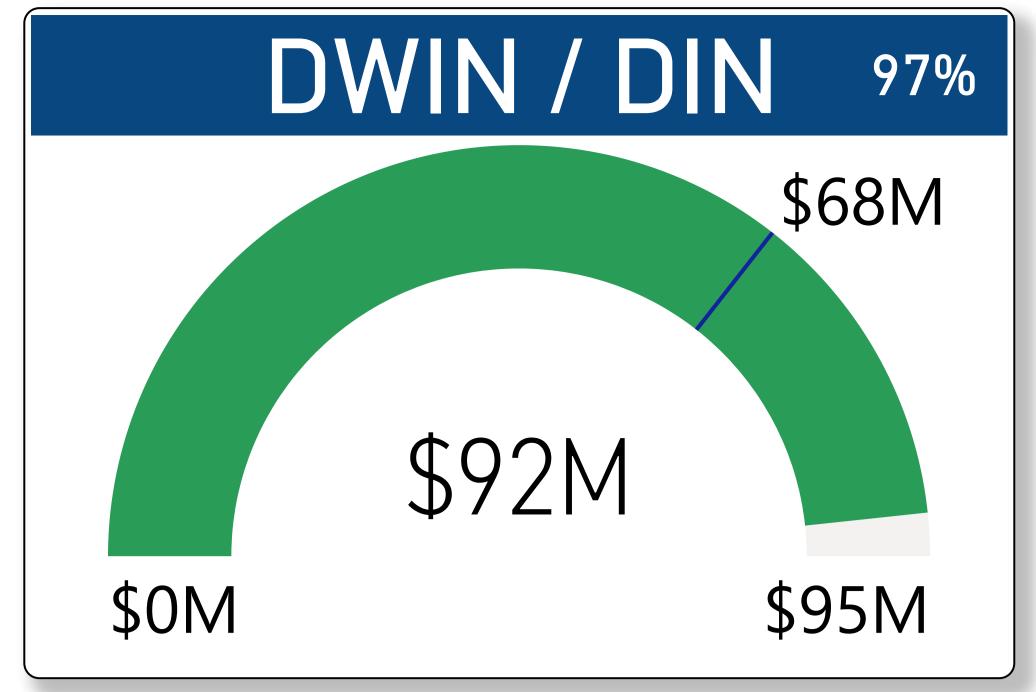


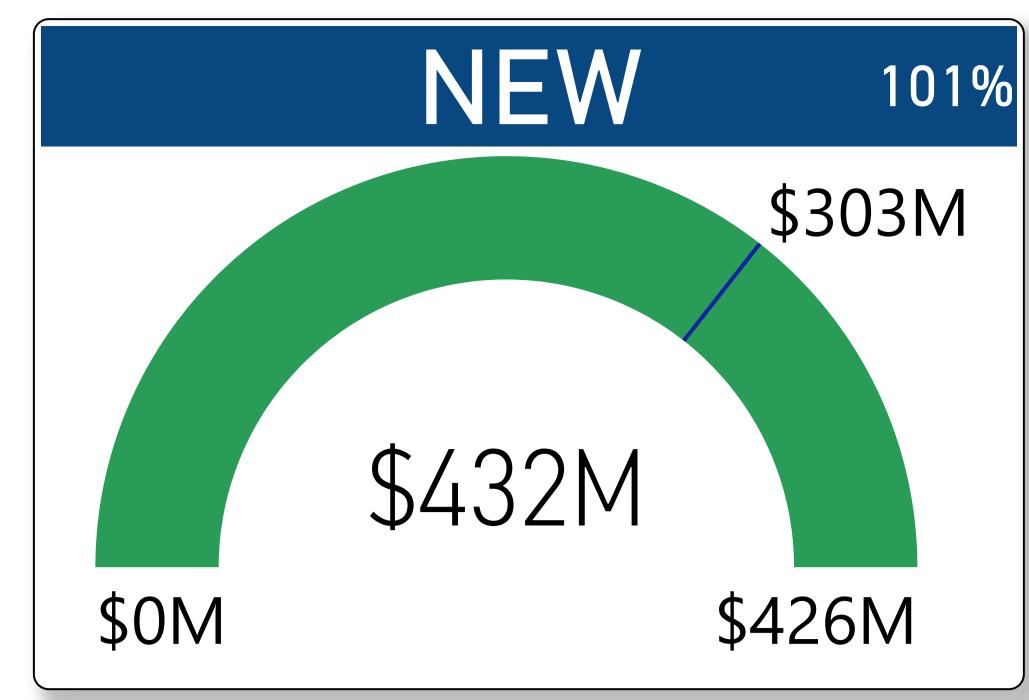


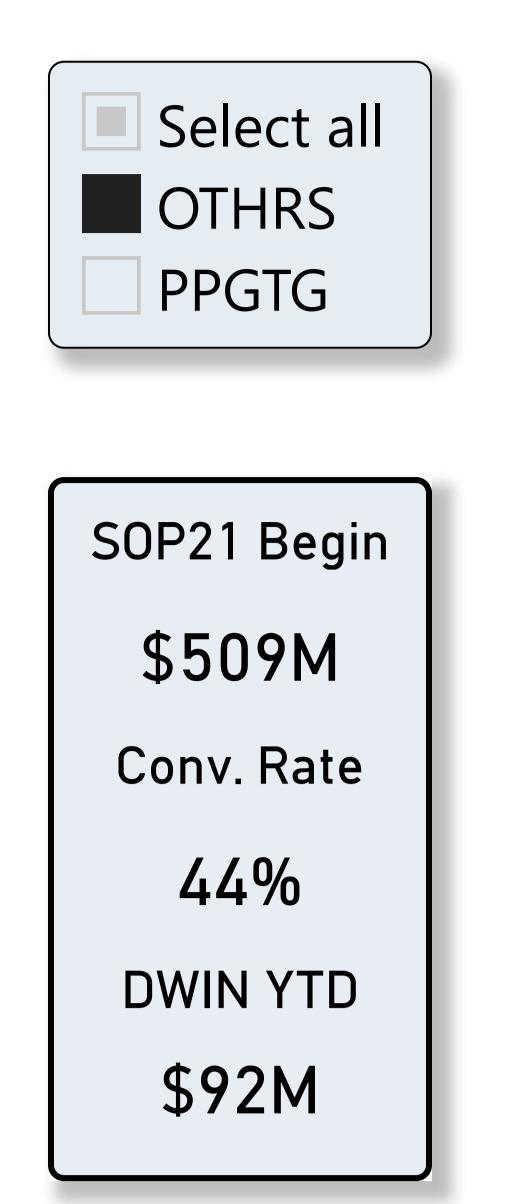


# APR Opportunity Pipeline Dashboard



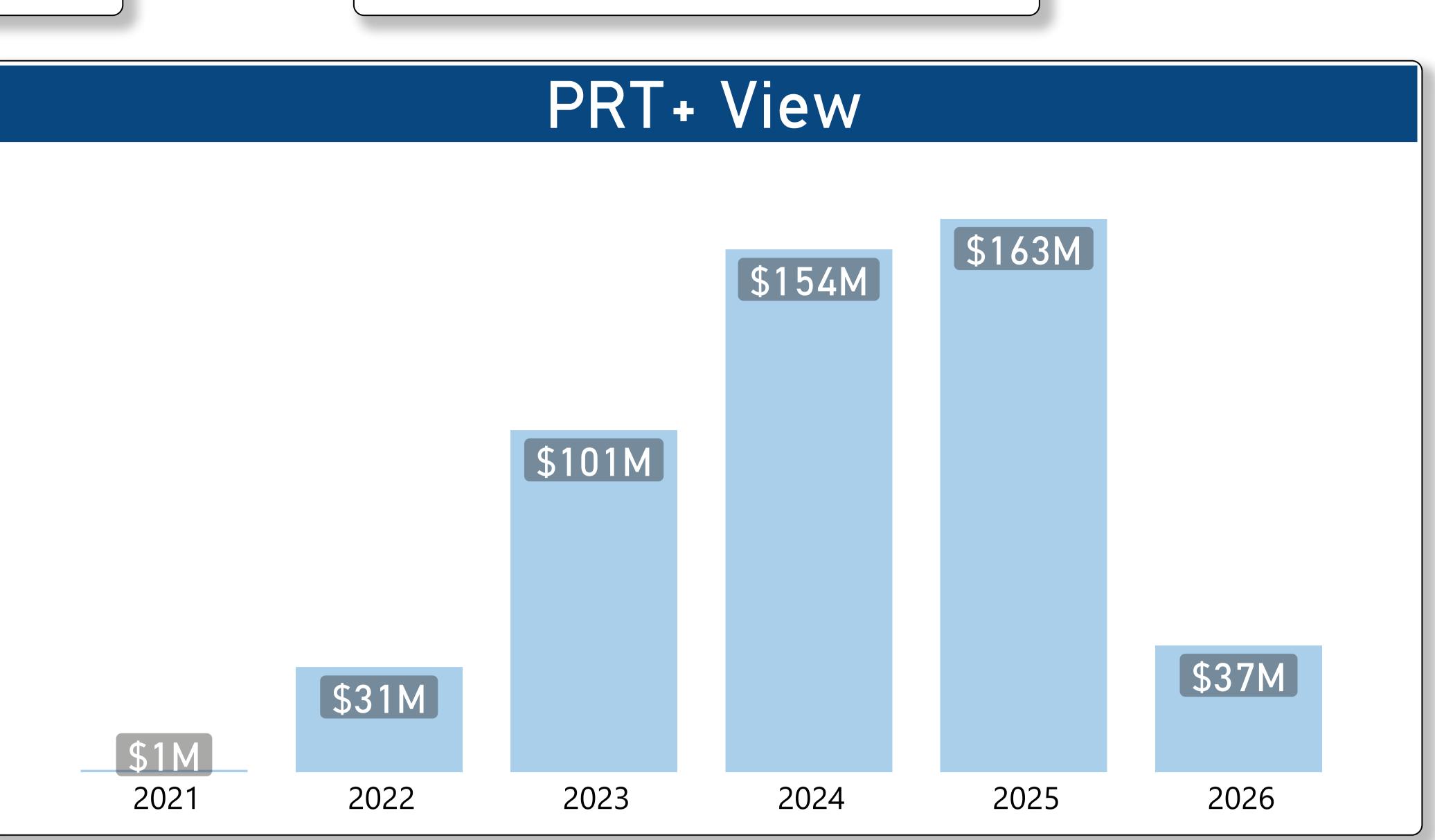






Select all

Current Open PAV \$859M DWIN Est. \$129M Current SOP FY21 \$101M



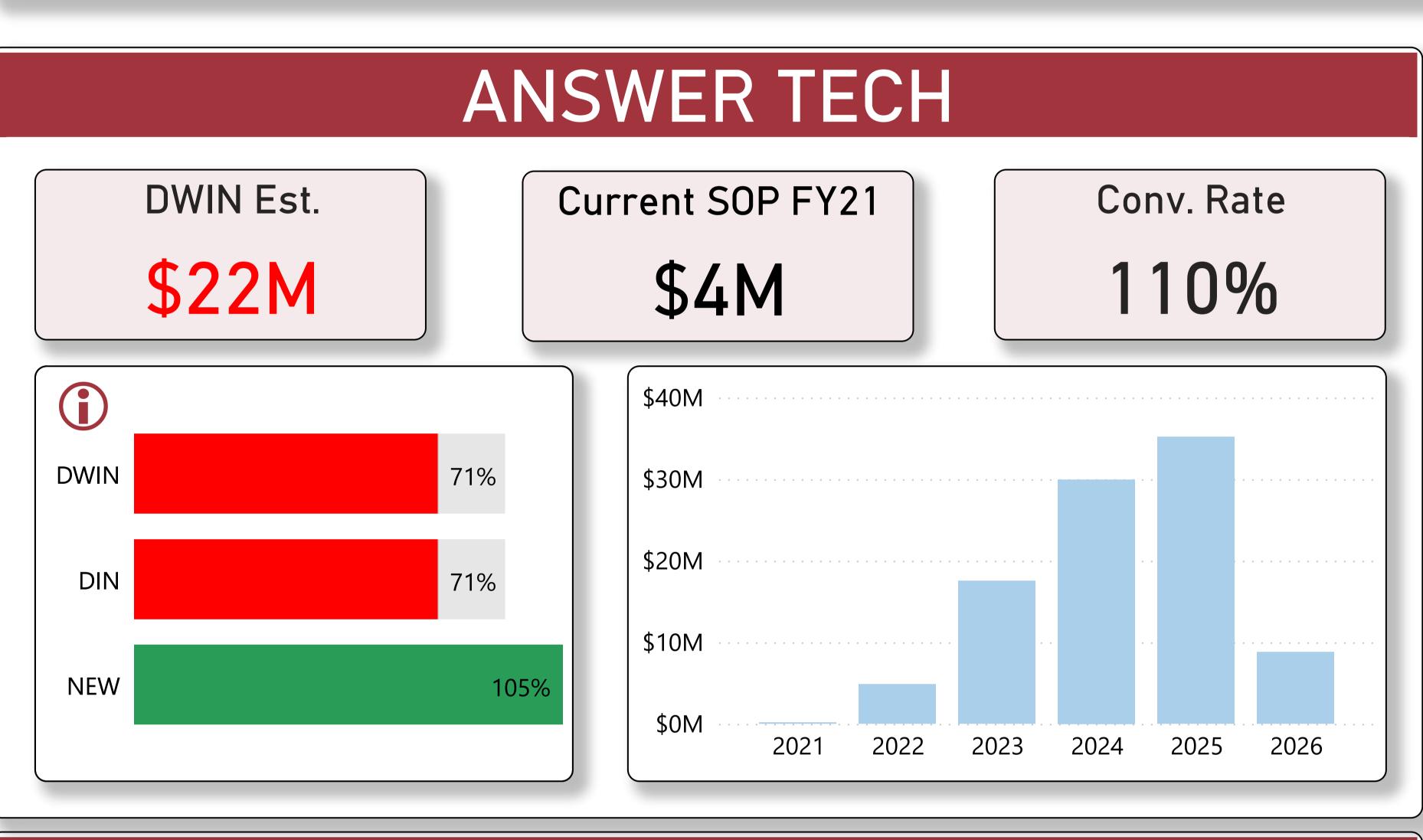


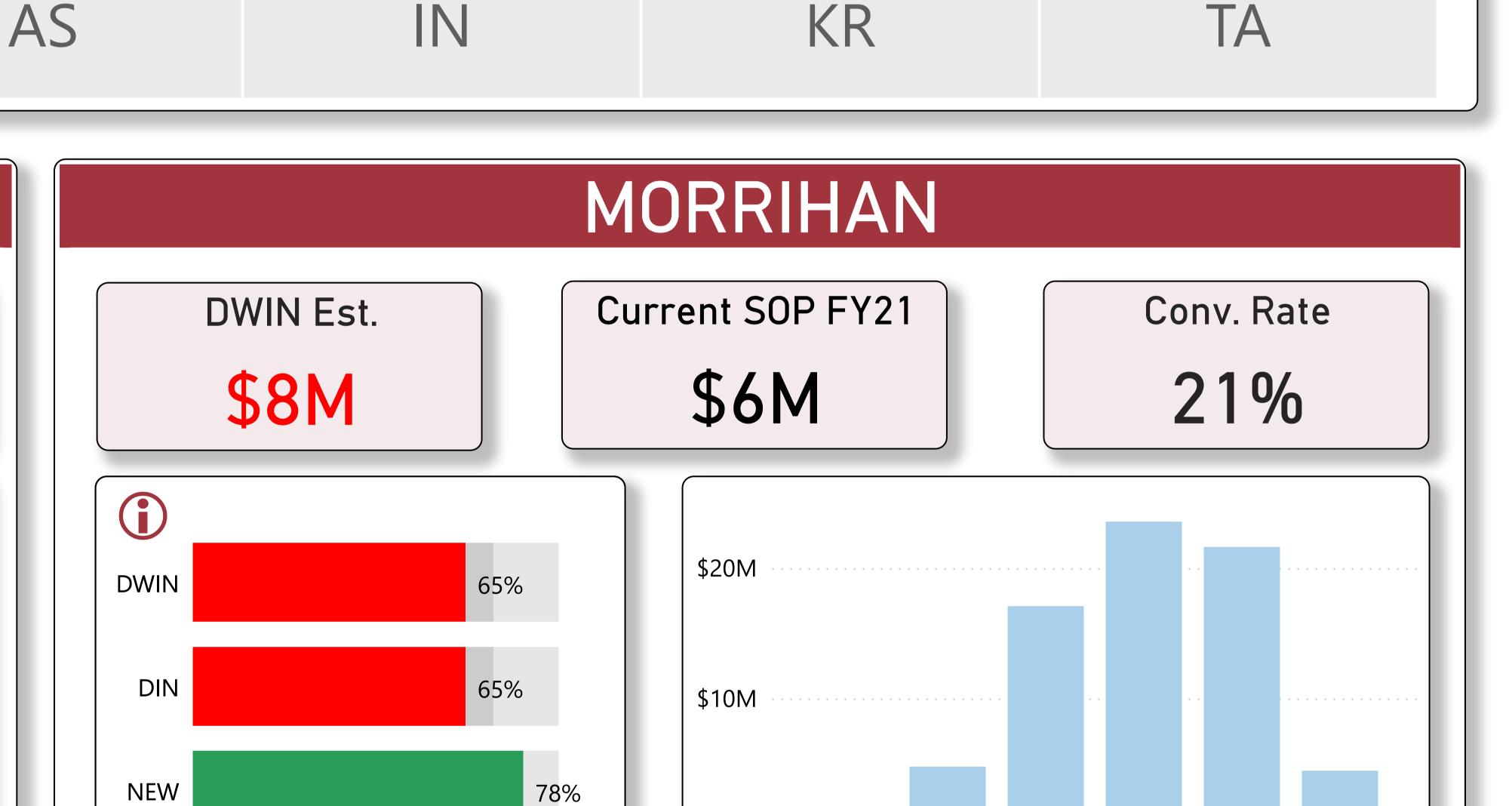
AL

CHANNEL

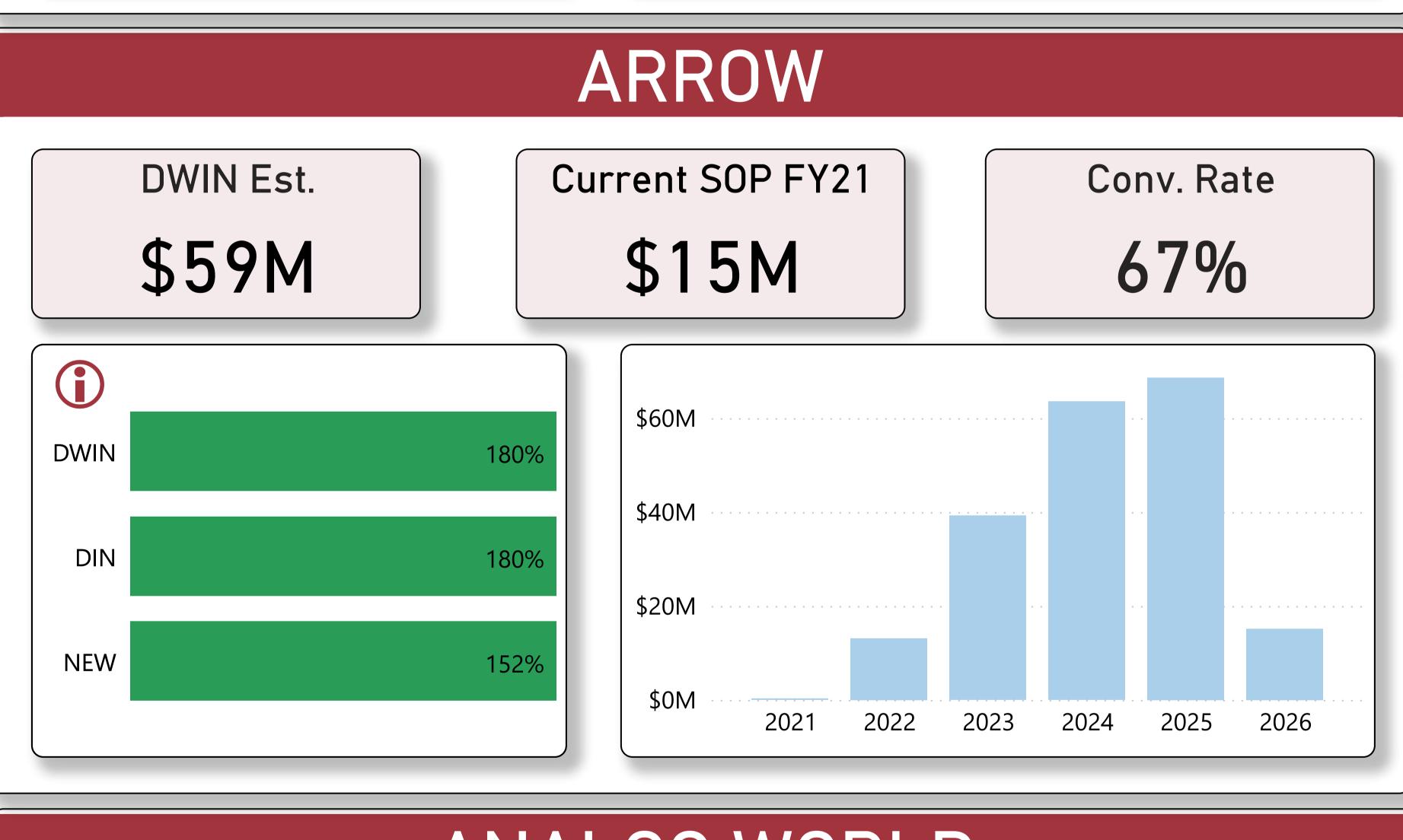
Region

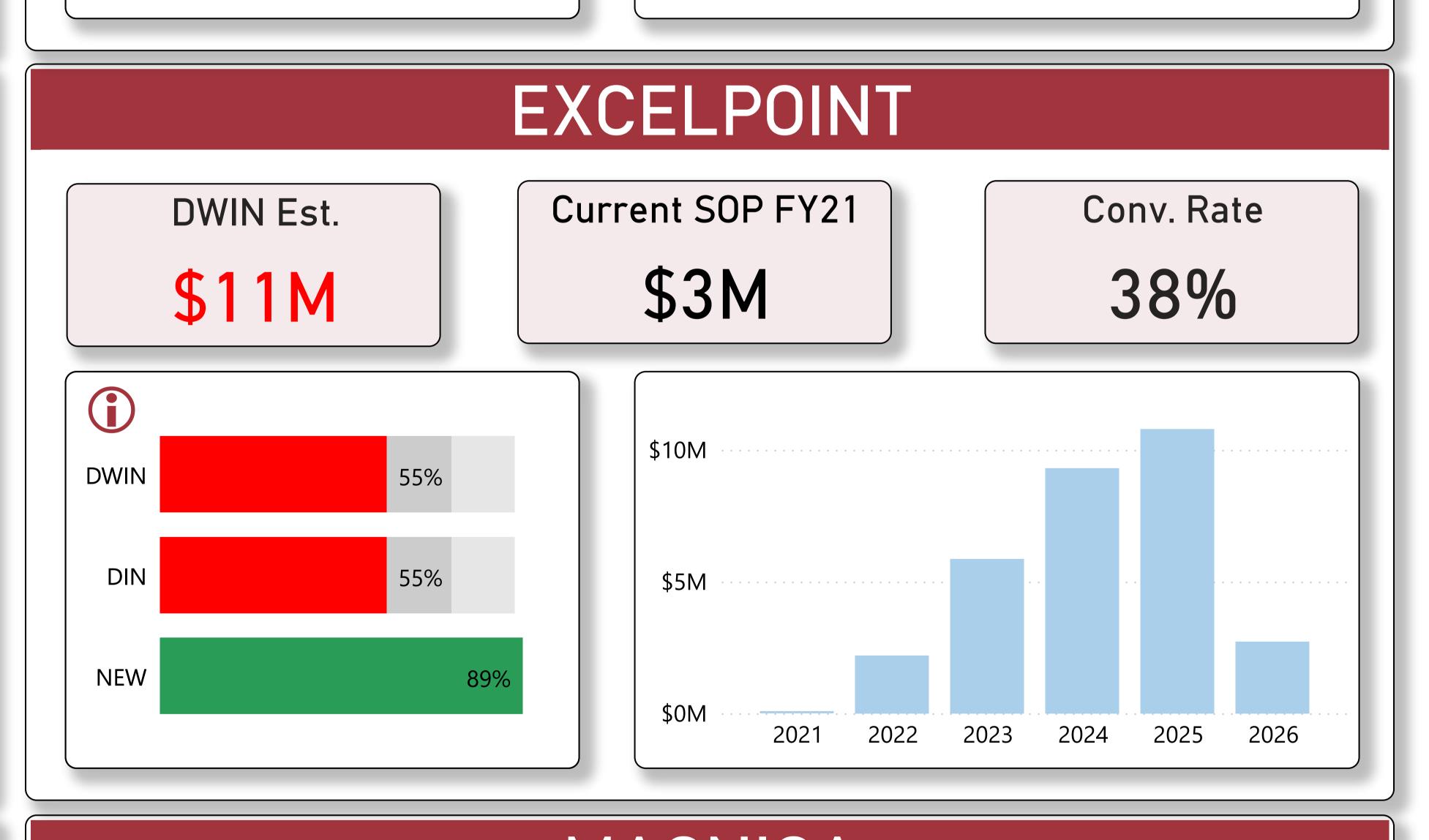
SEGMENT

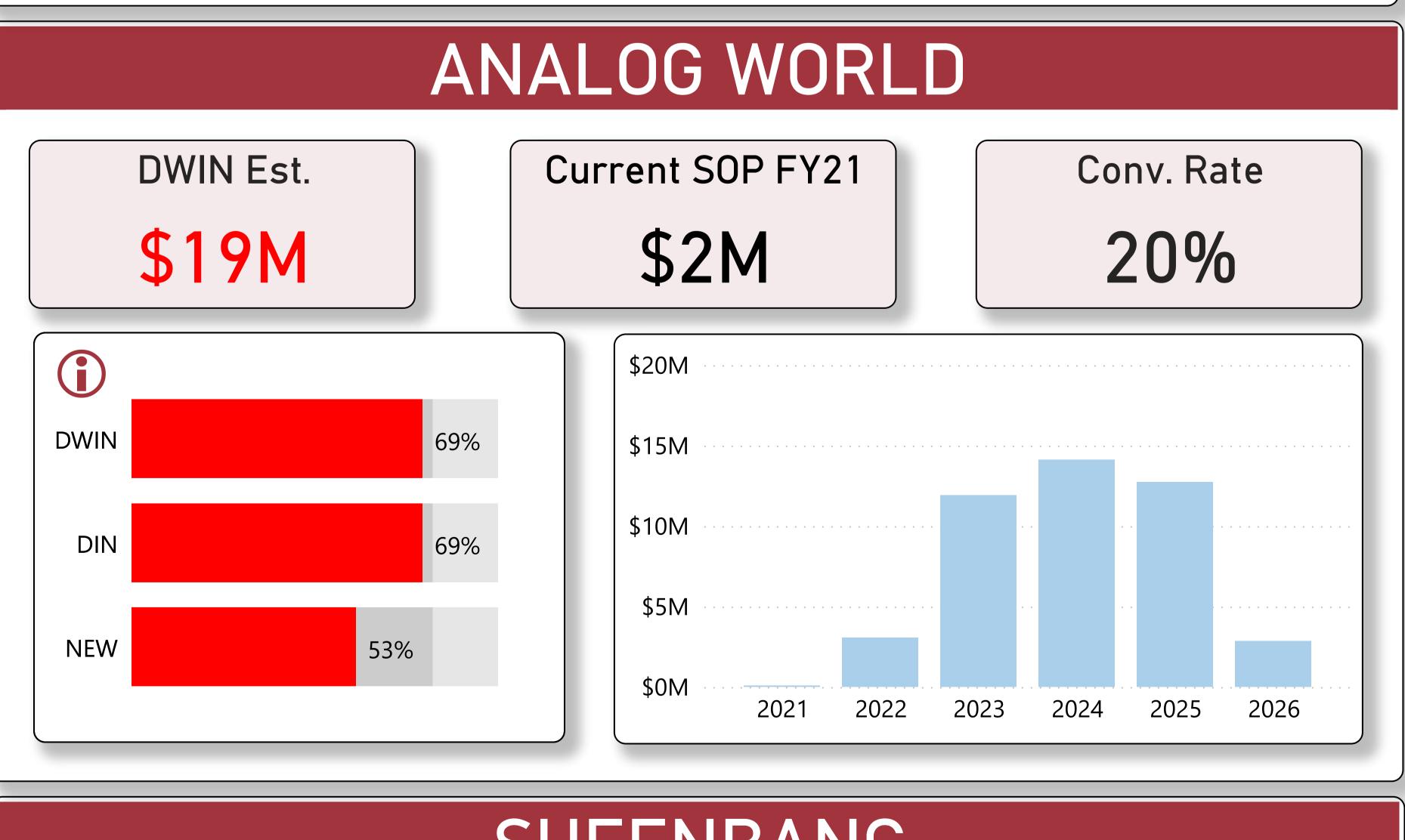


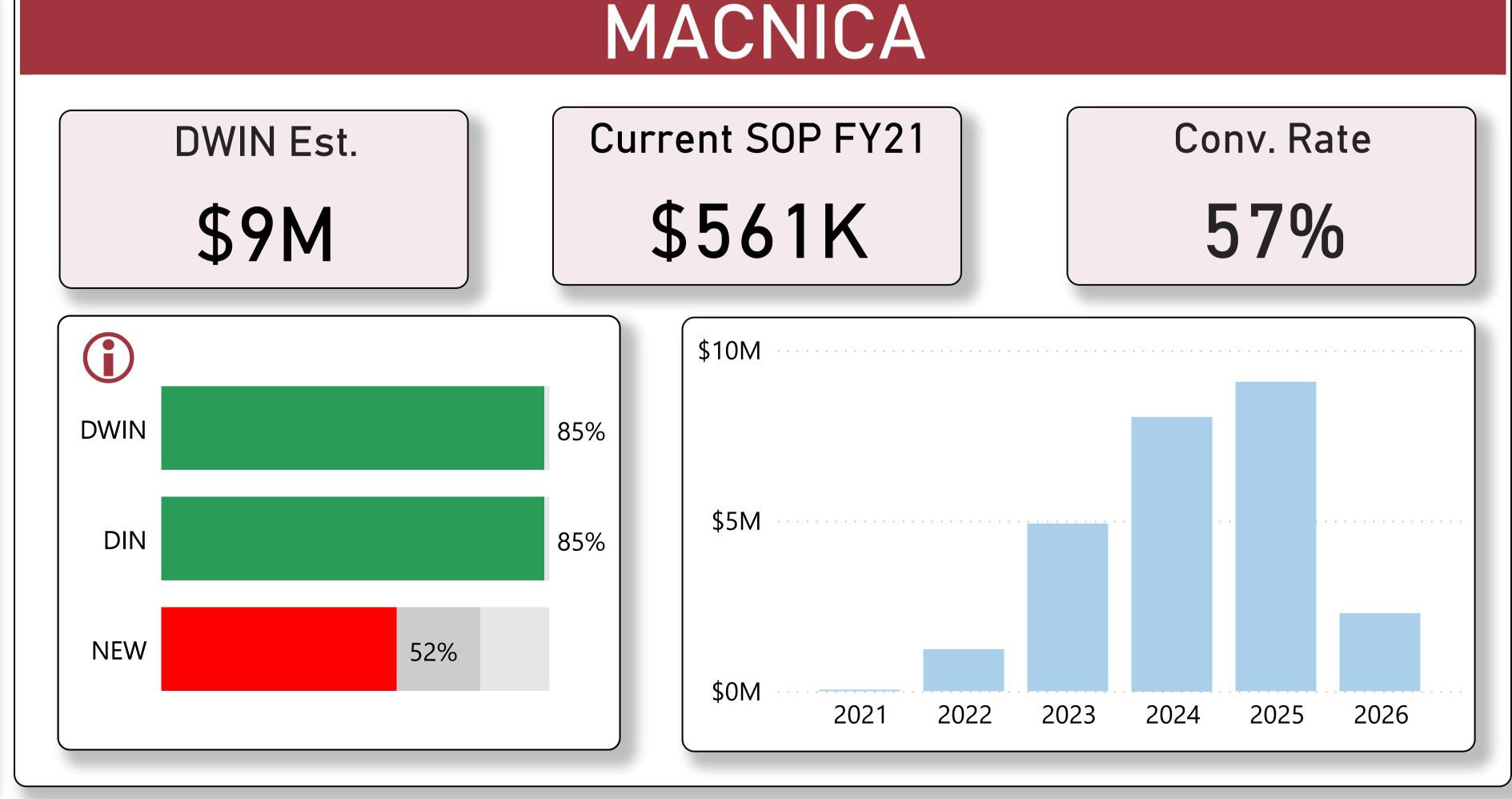


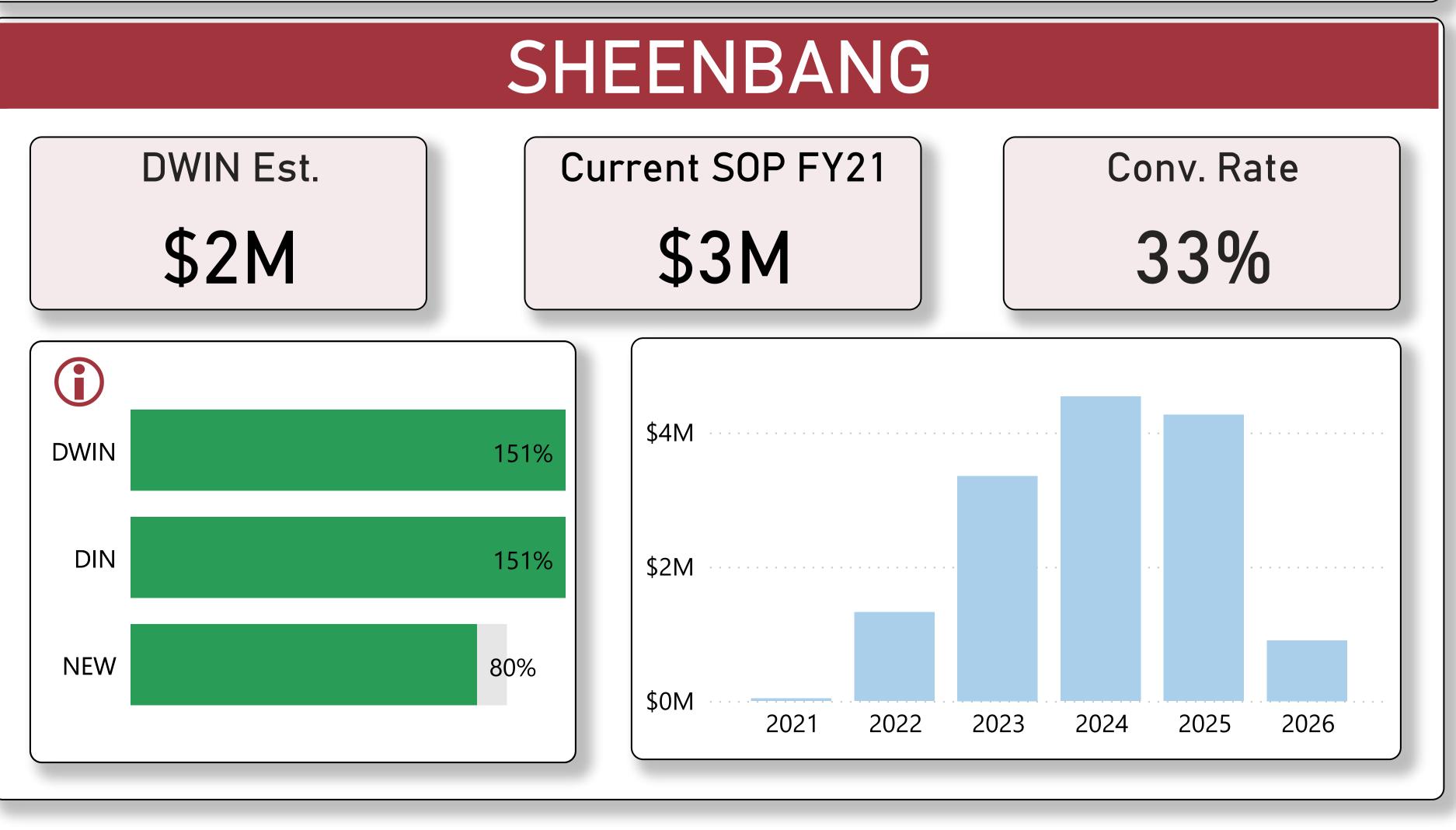
2026

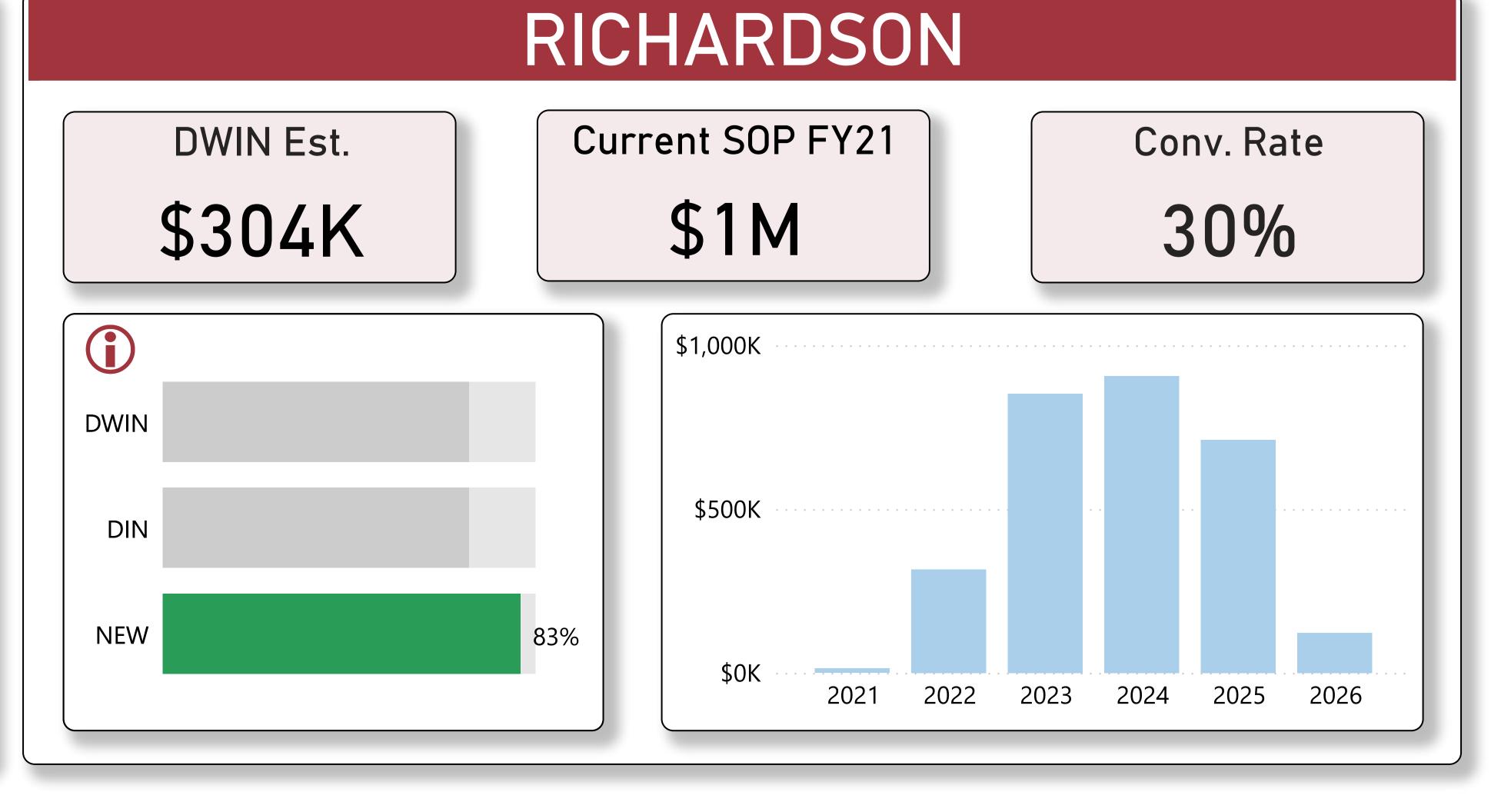






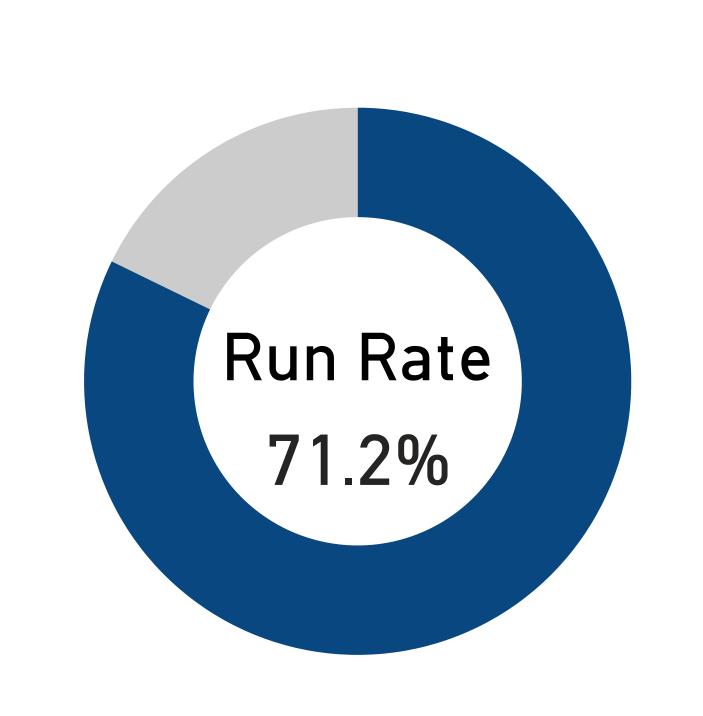


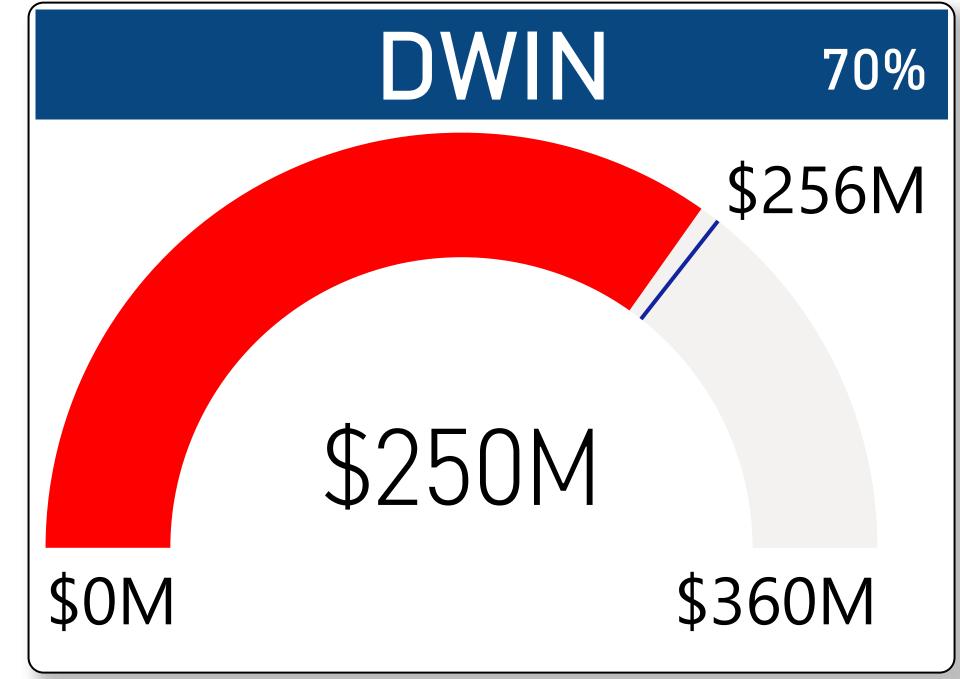


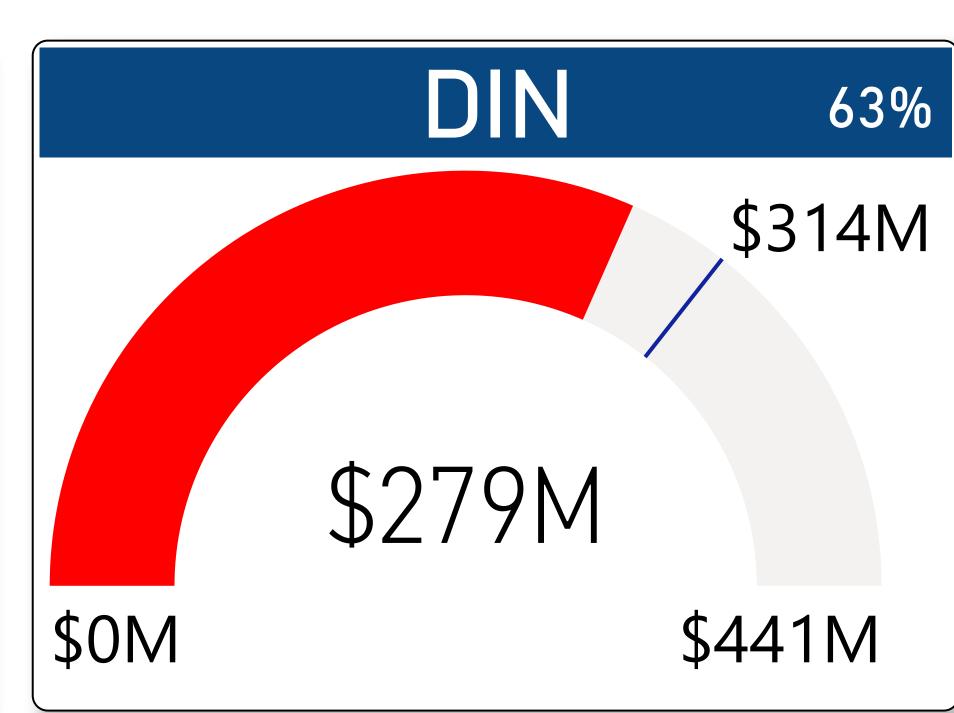


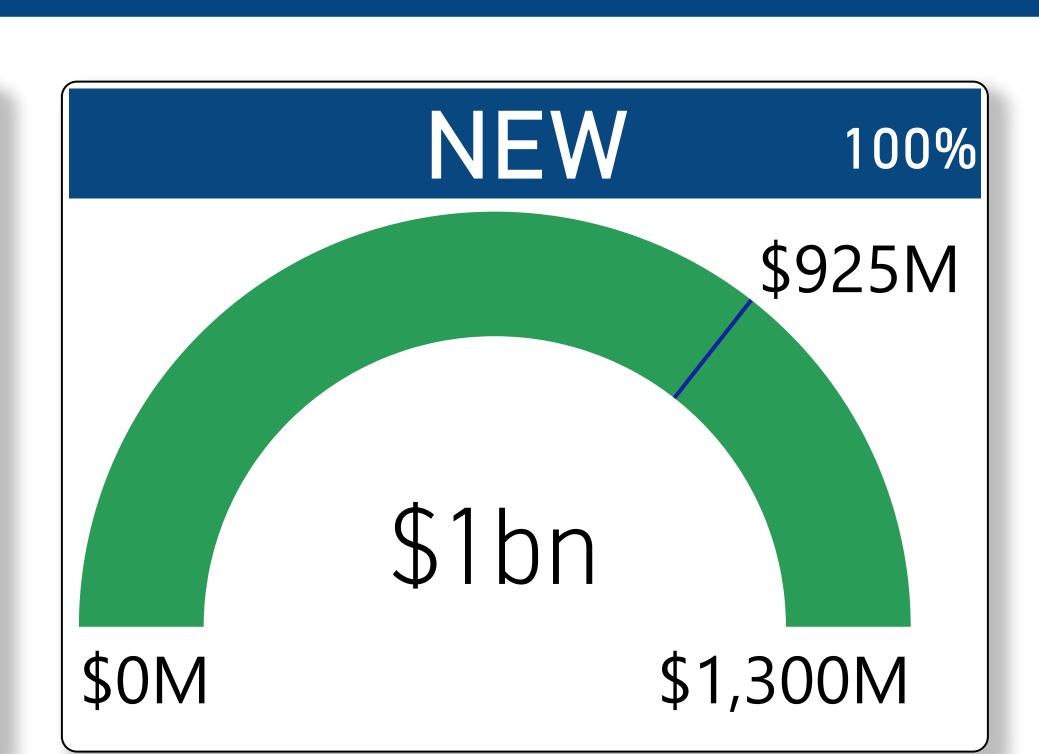


# APR Opportunity Pipeline Dashboard







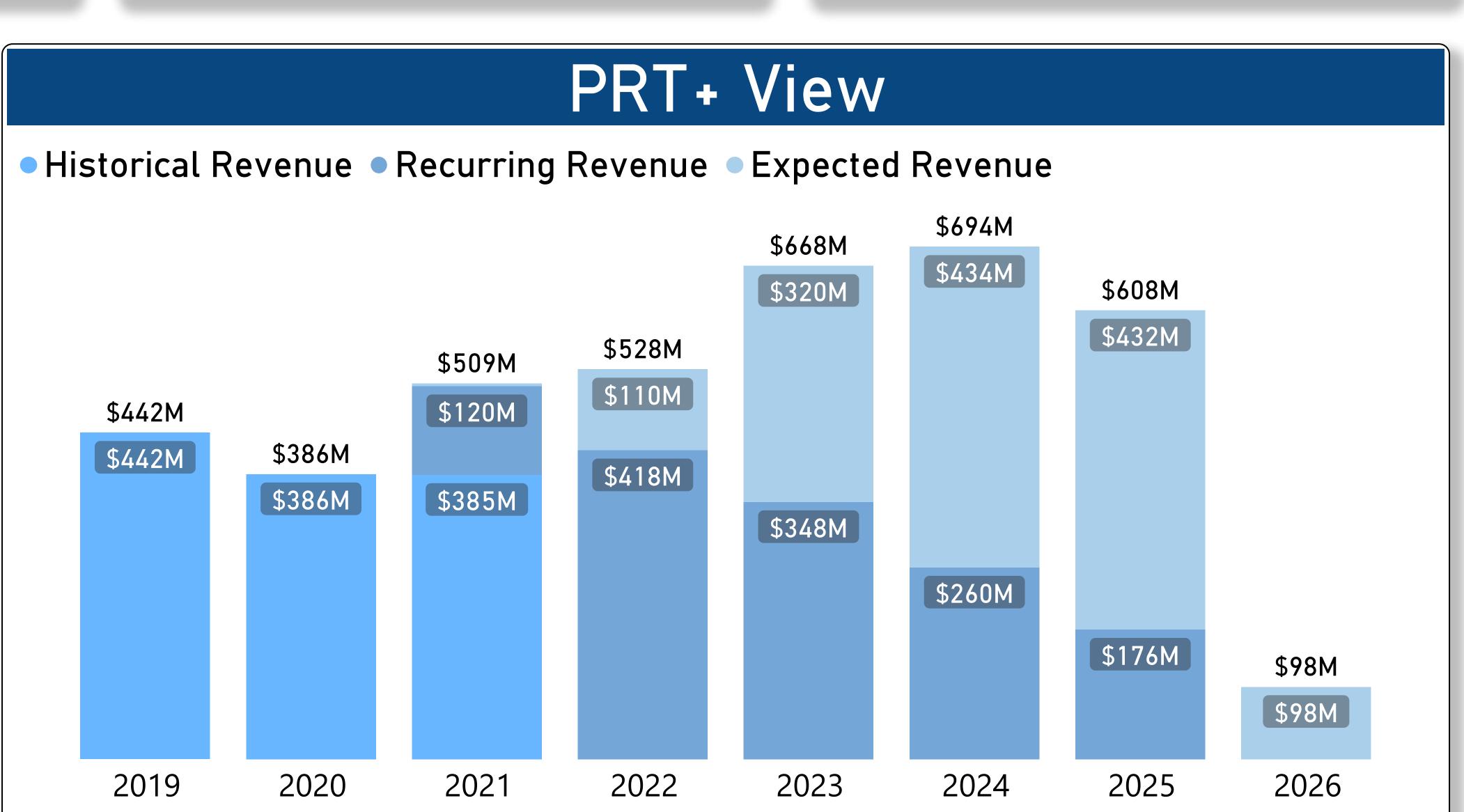


Lost YTD \$220M

SOP21 Begin
\$602M
Conv. Rate
42%
DWIN YTD

\$250M

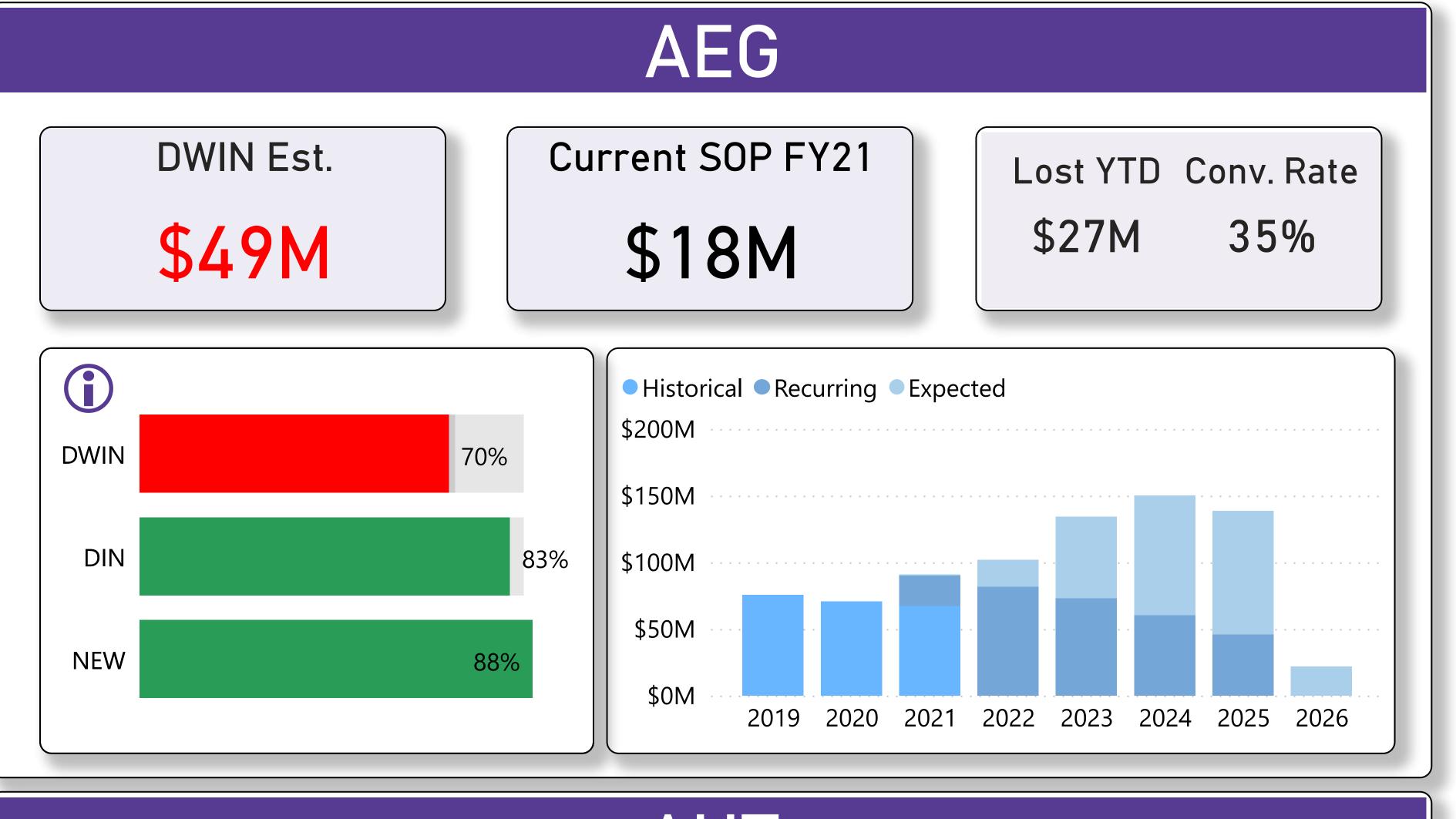
Current Open PAV \$1,938M DWIN Est. \$299M Current SOP FY21 \$186M

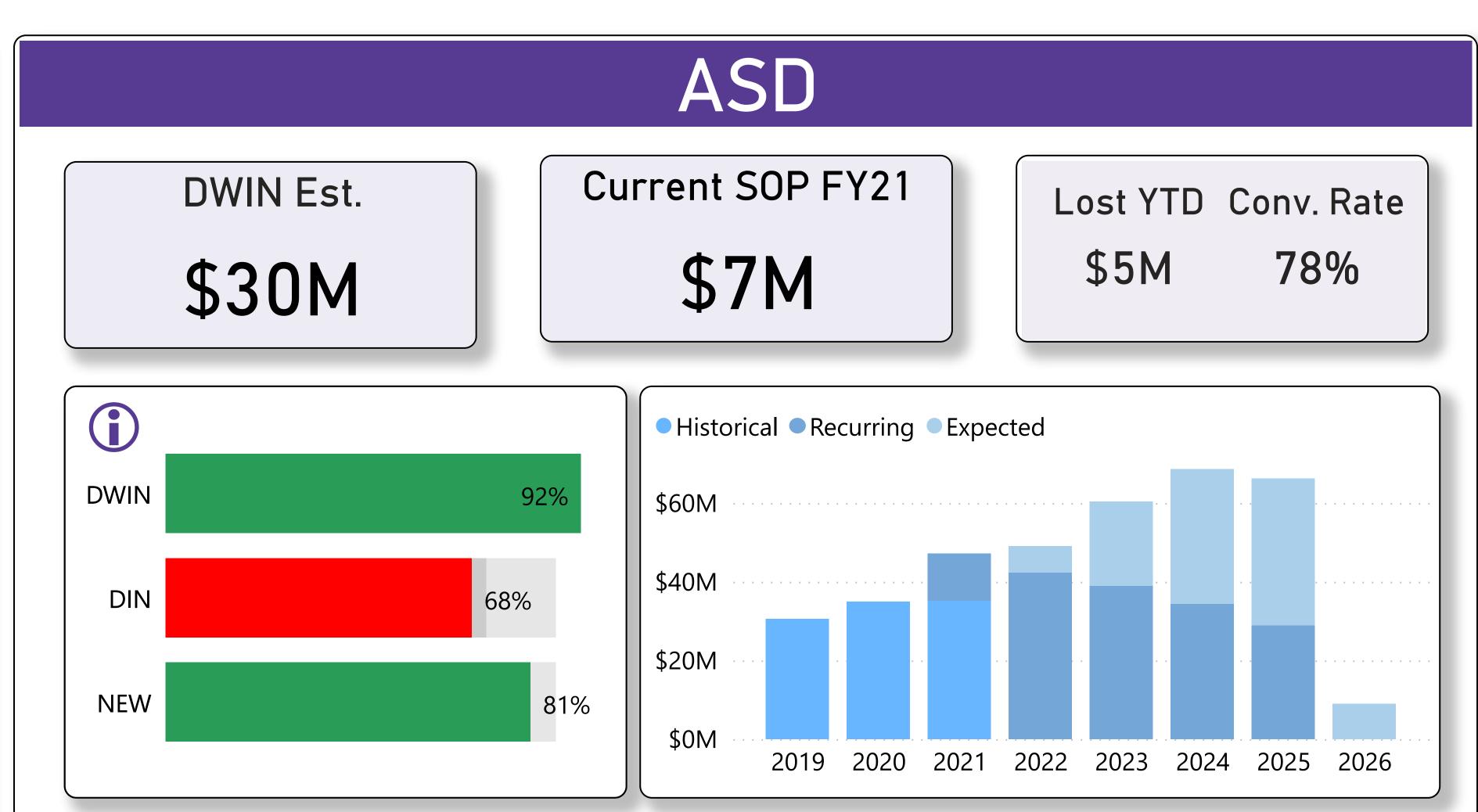


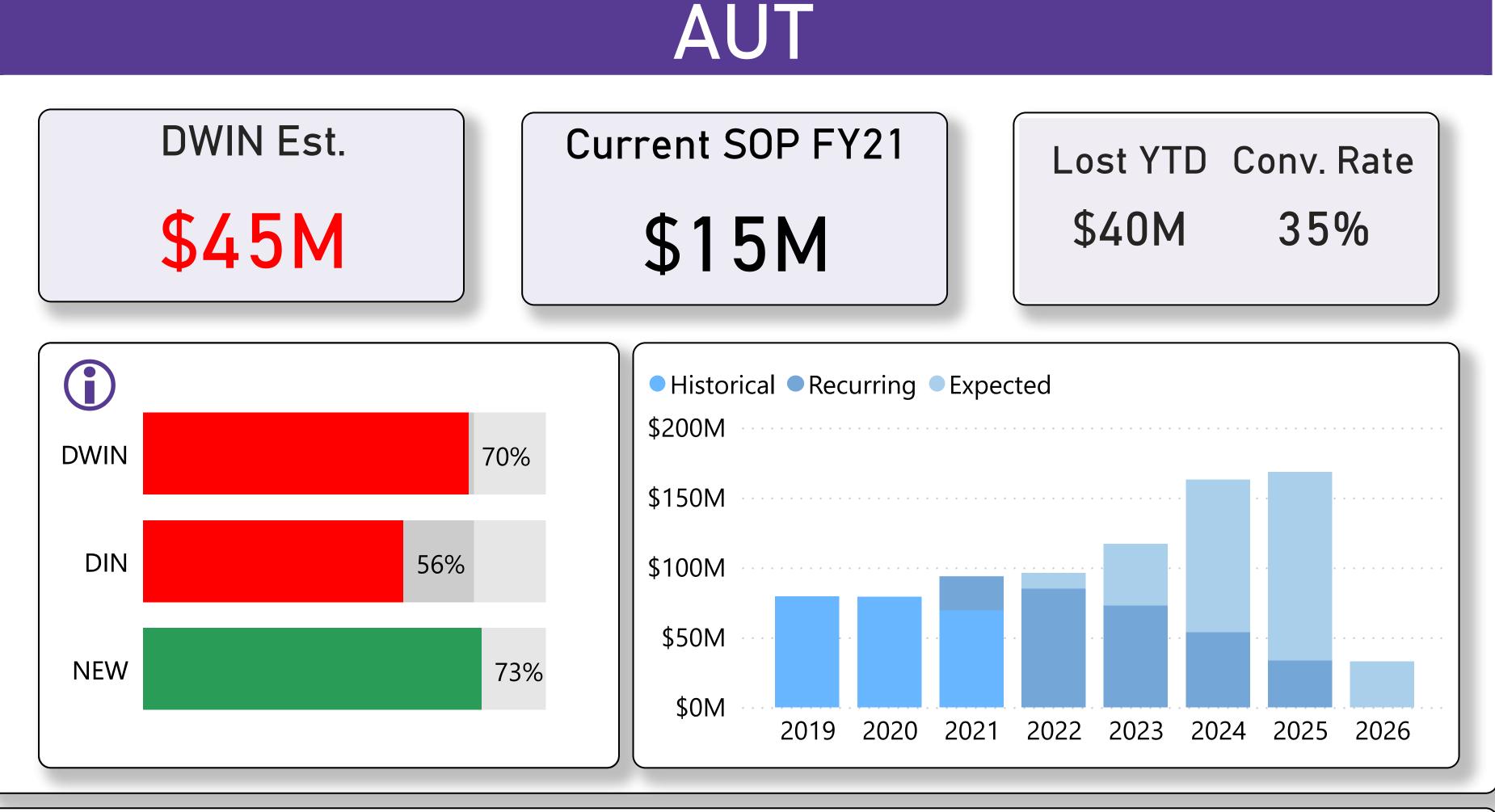


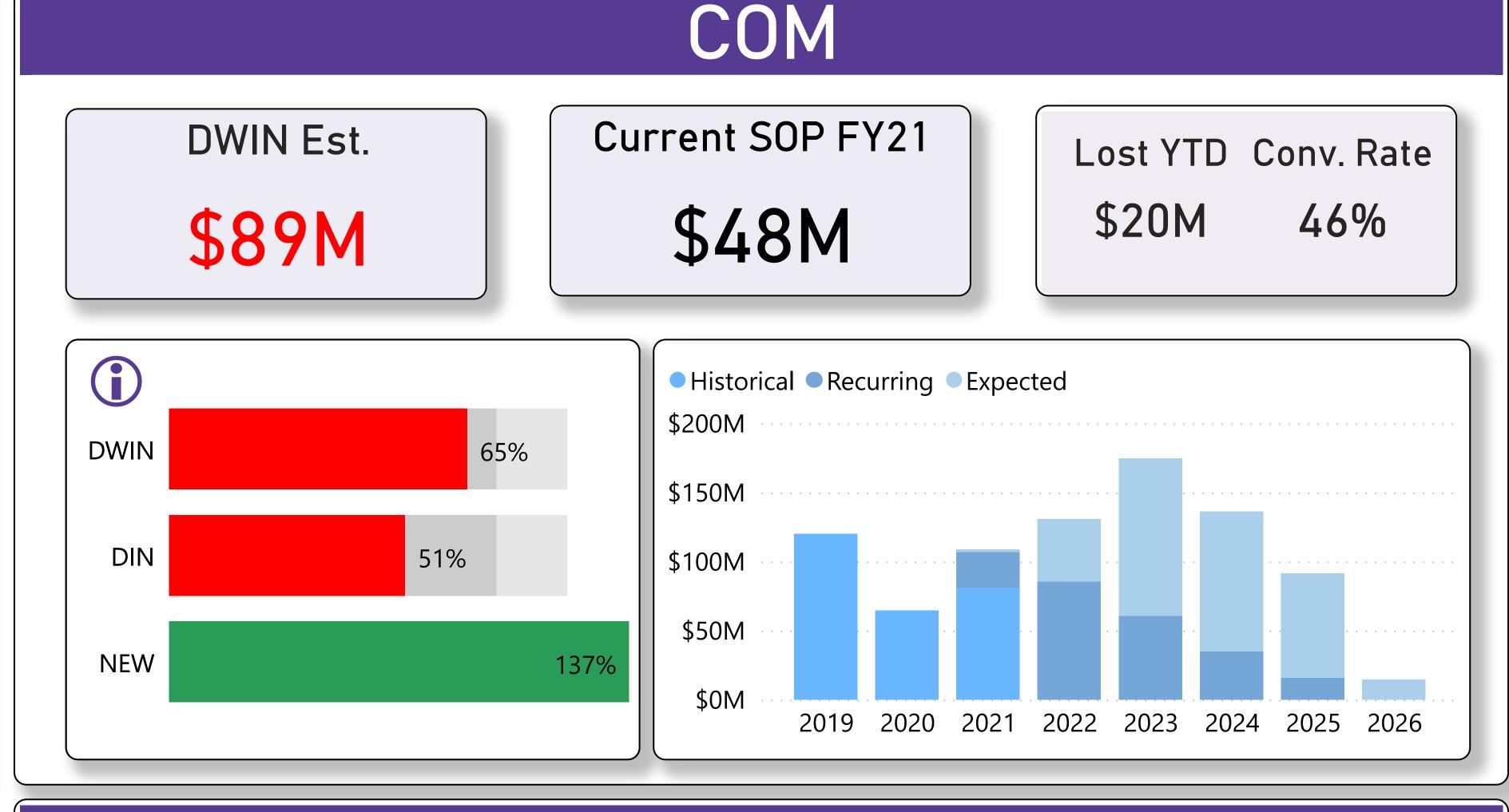
SEGMENT

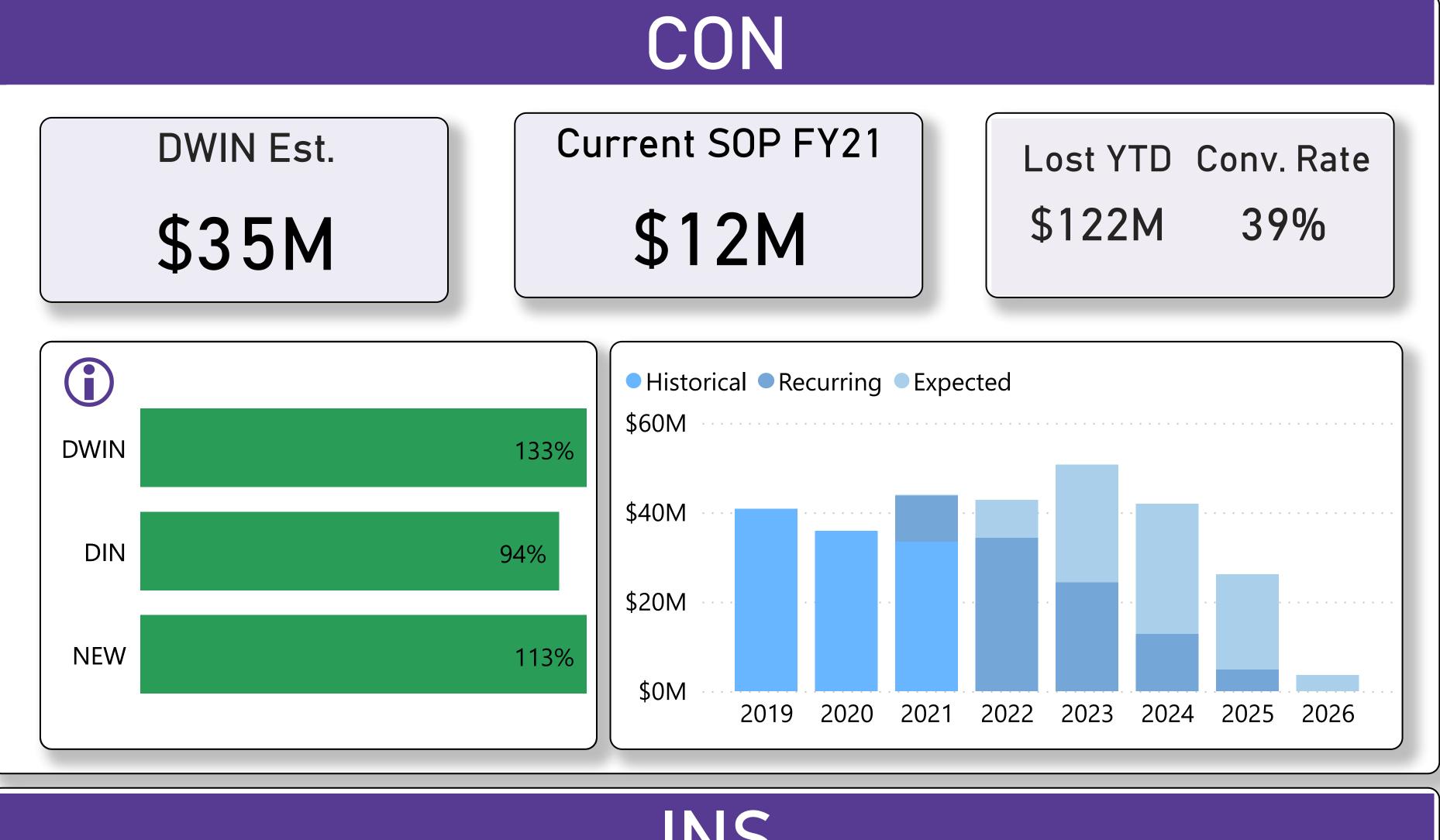


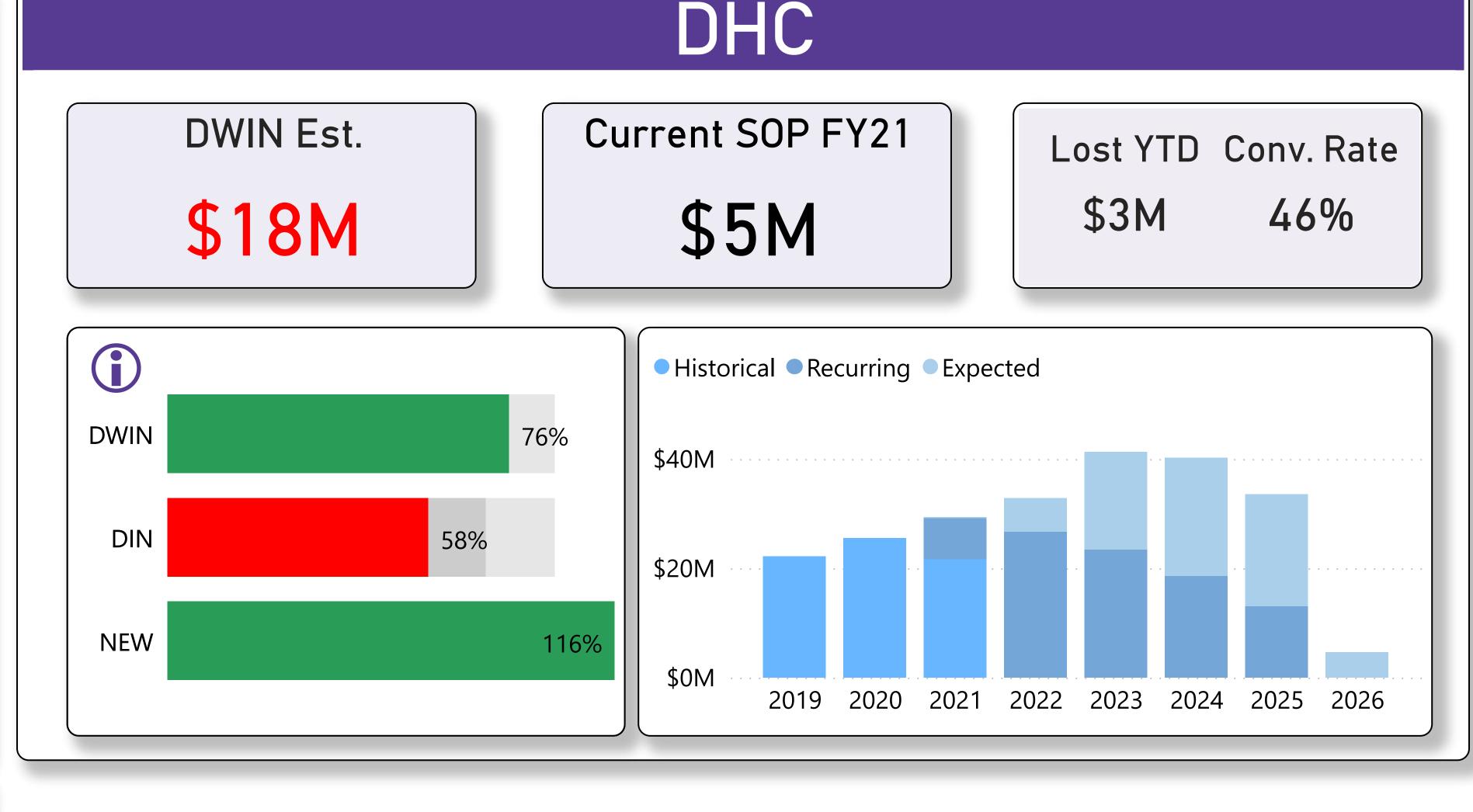


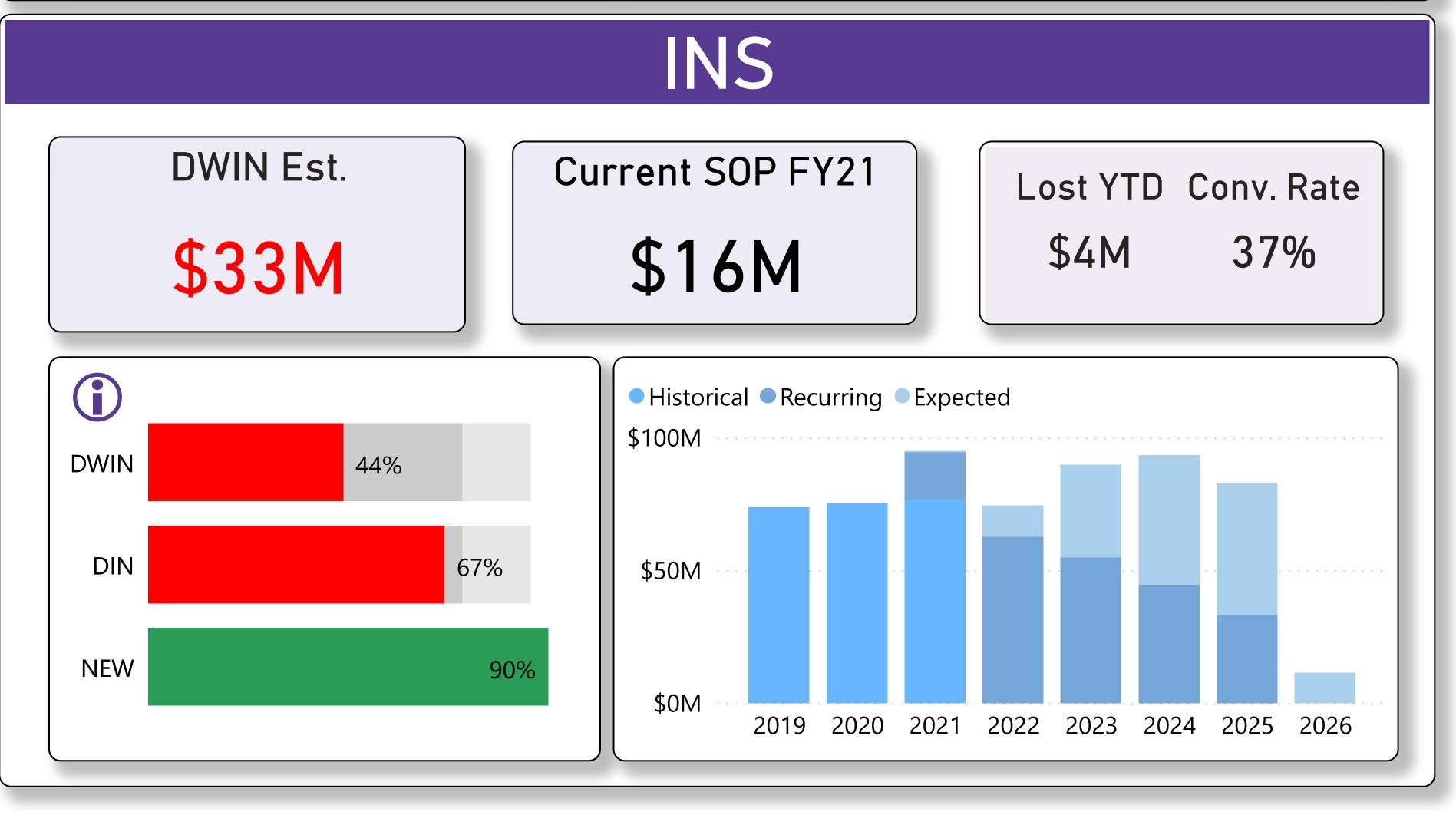








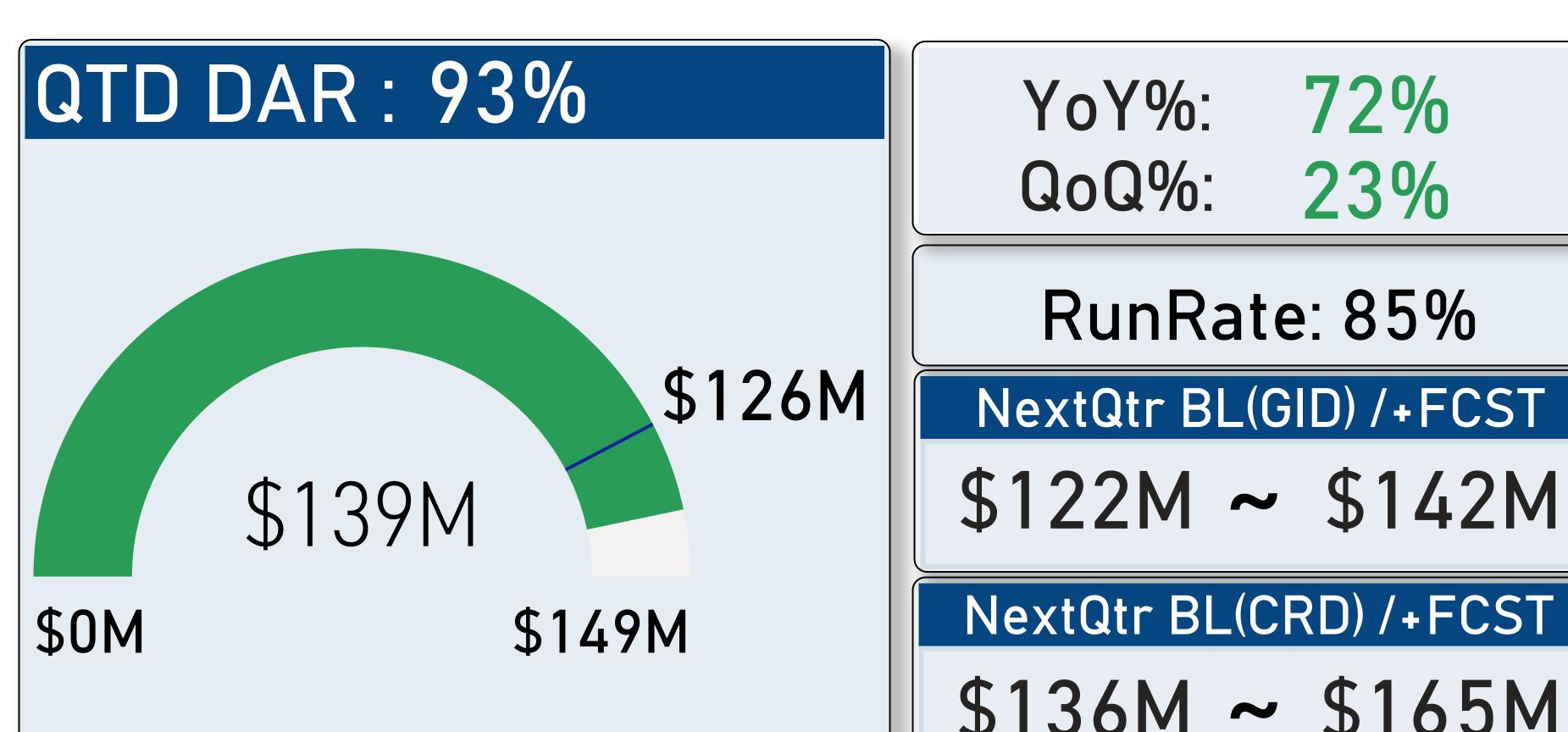






QTD DAR

# Management Dashboard



72% 23% RunRate: 85% NextQtr BL(GID) /+FCST

NextQtr BL(CRD) /+FCST

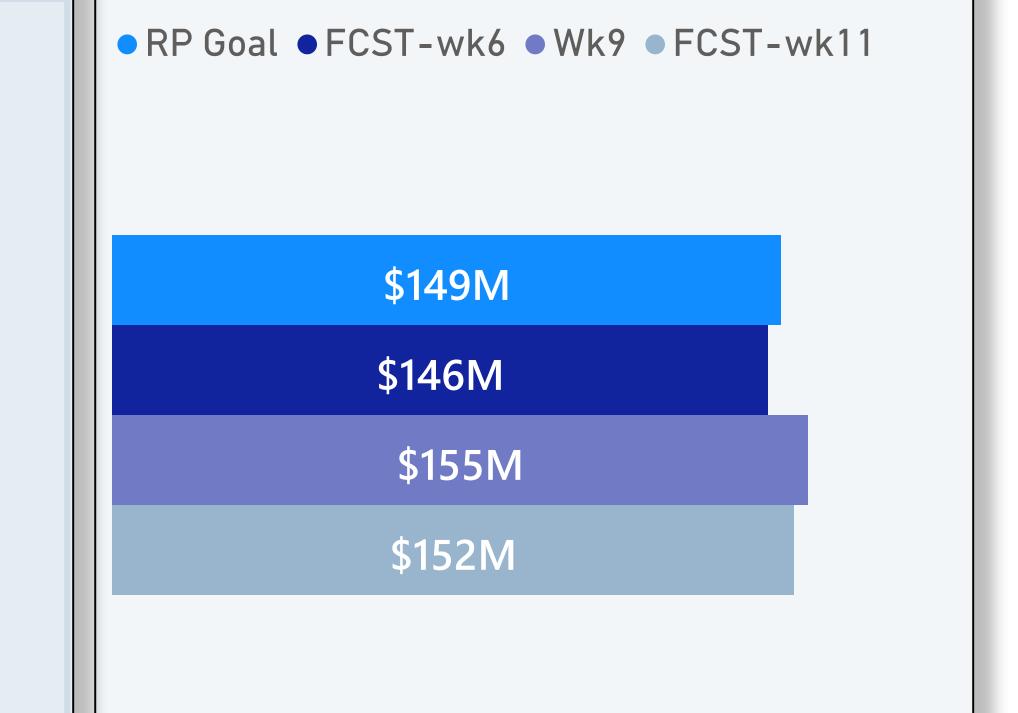
Estimation

### Estimation \$154M ~ \$156M QTD+BL(GID) +FCST \$215M ~ \$221M

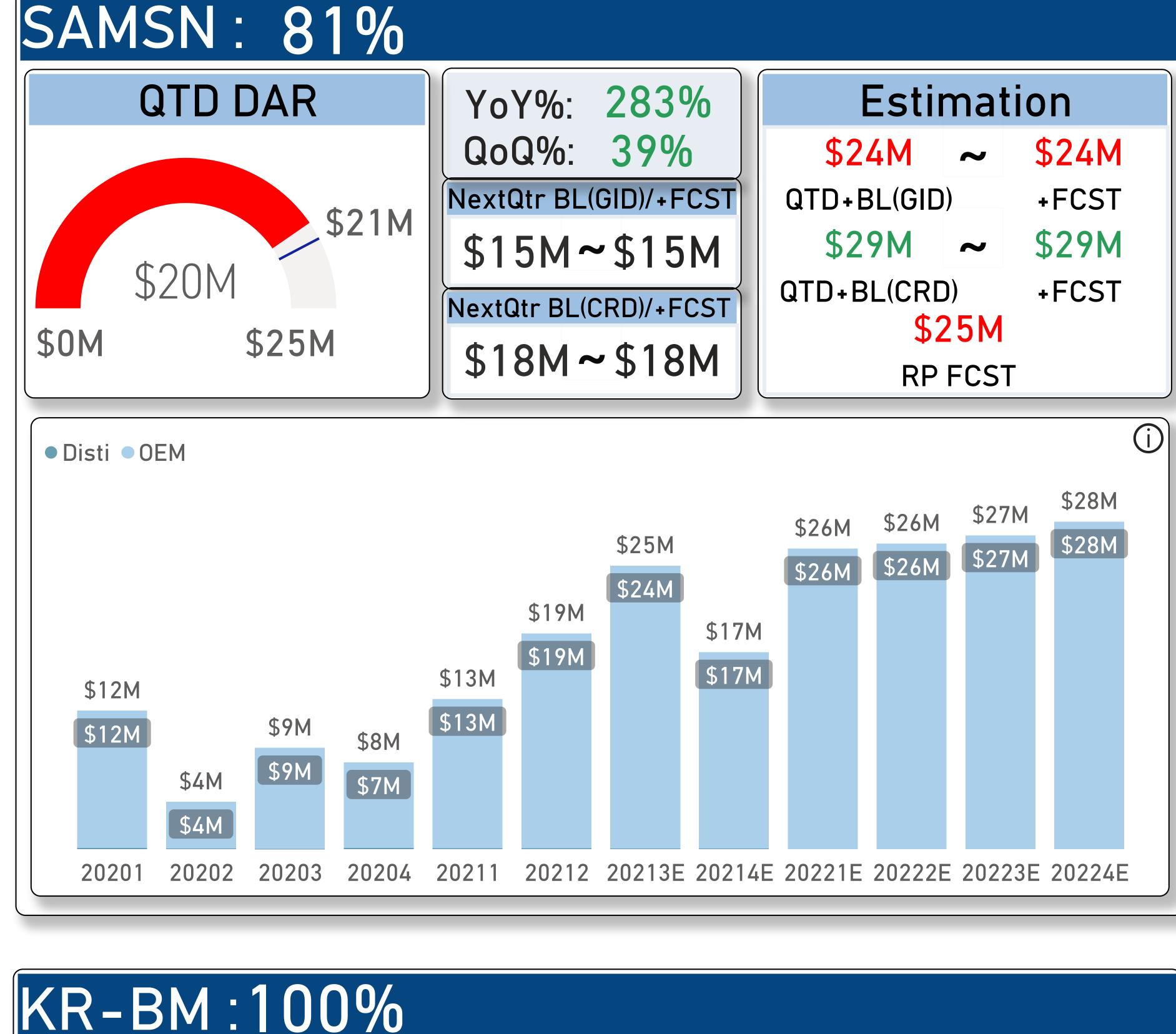
+FCST QTD+BL(CRD) \$152M

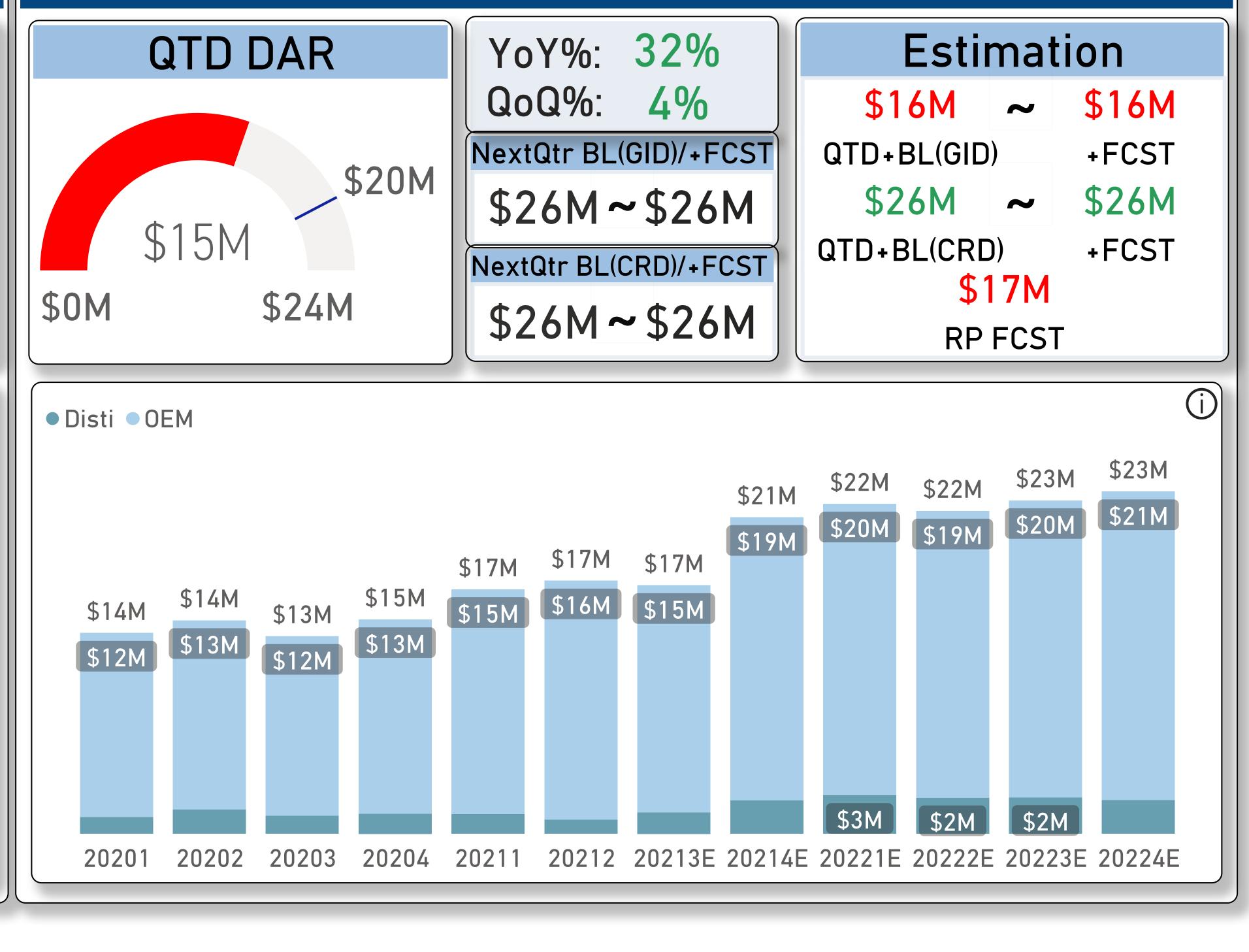
RP FCST

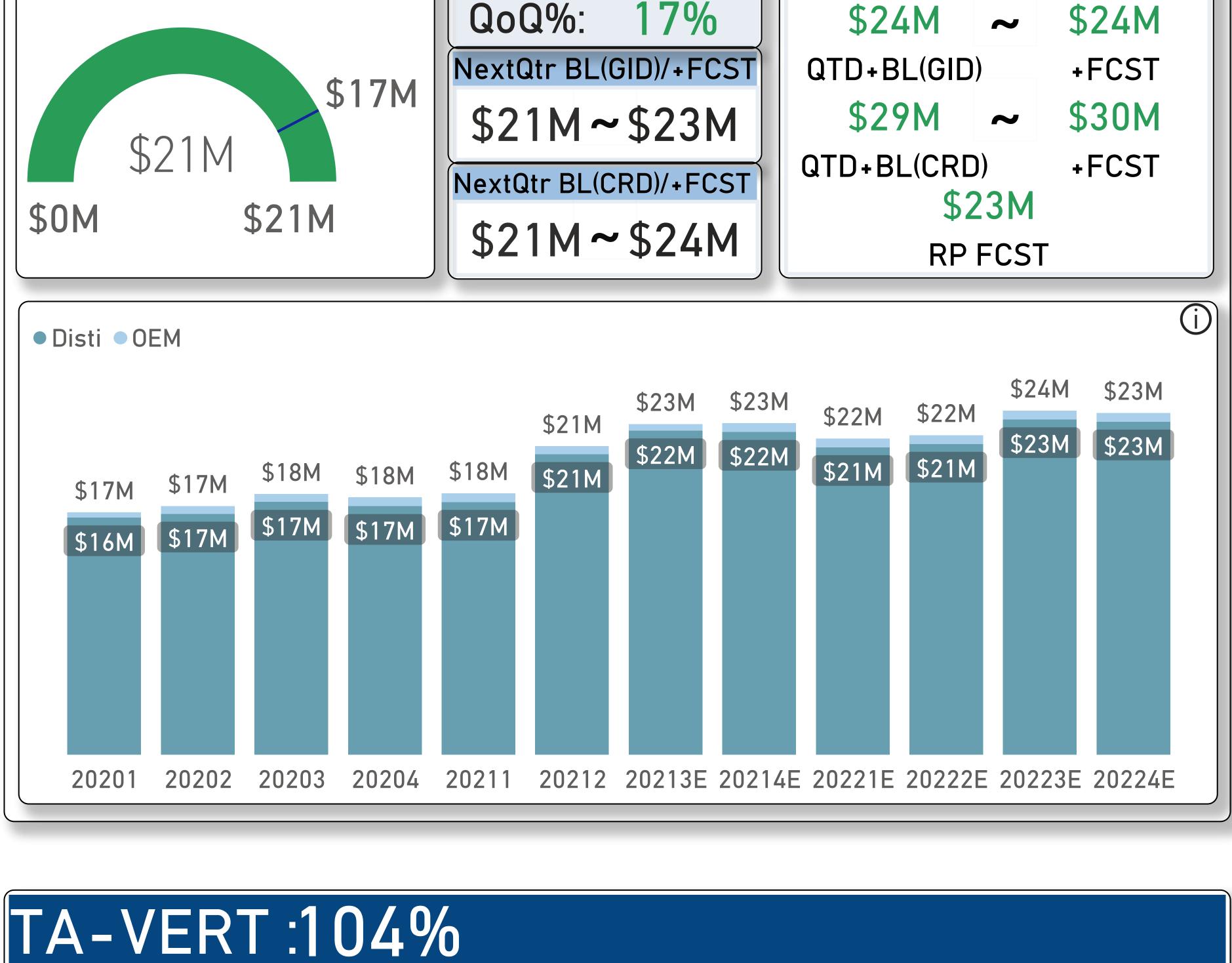
KR-AUT: 61%



RP Records

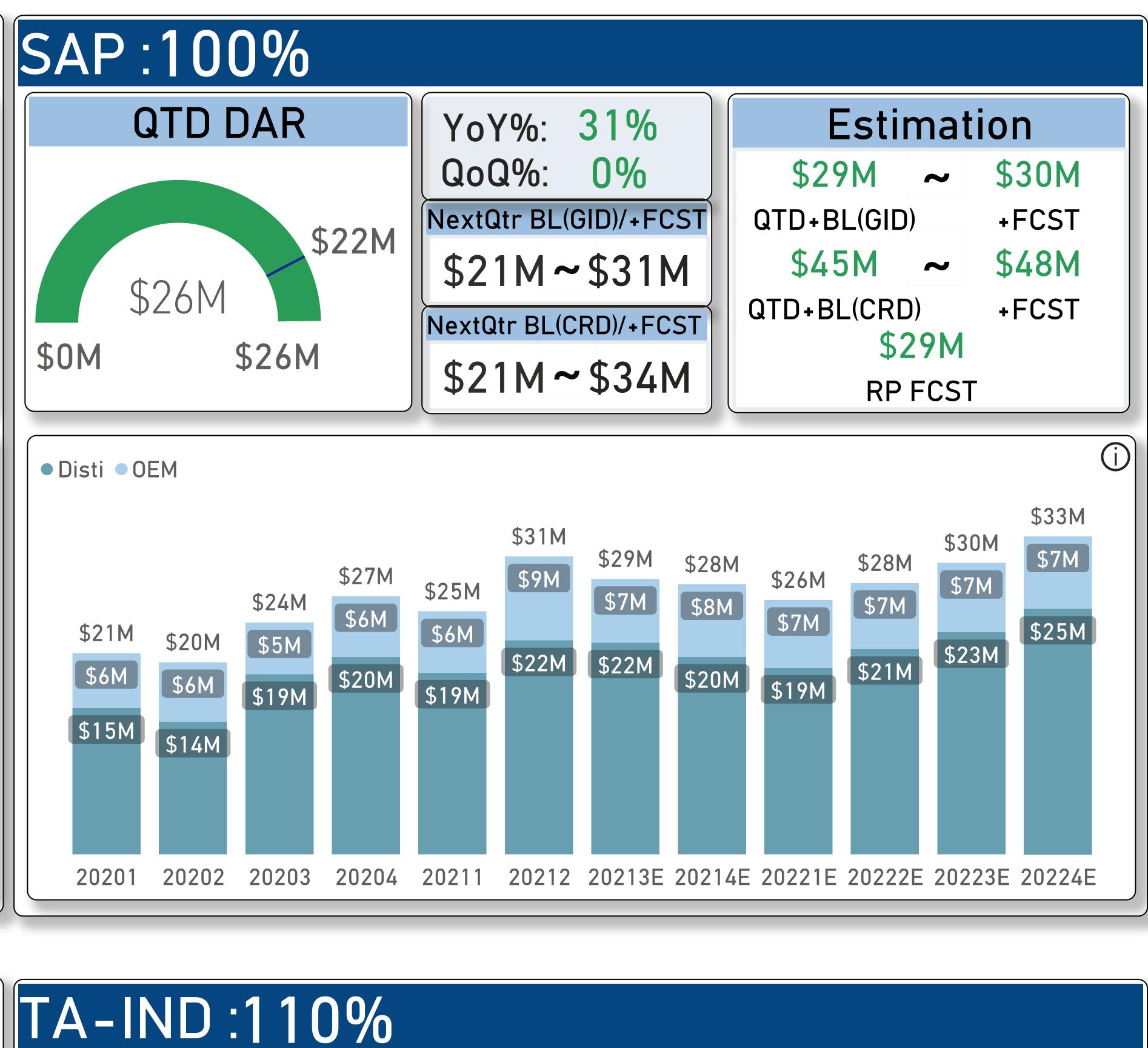


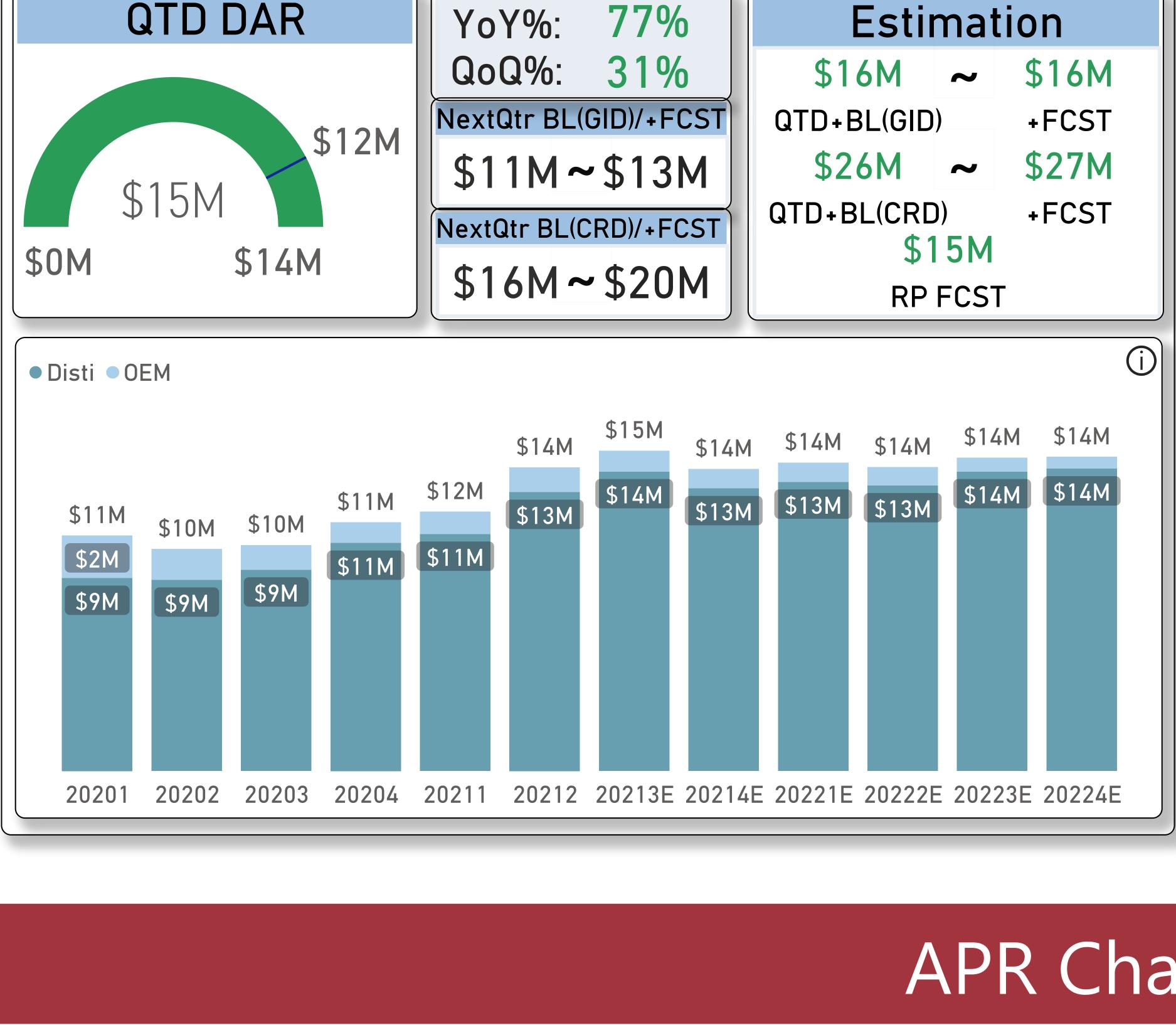




43%

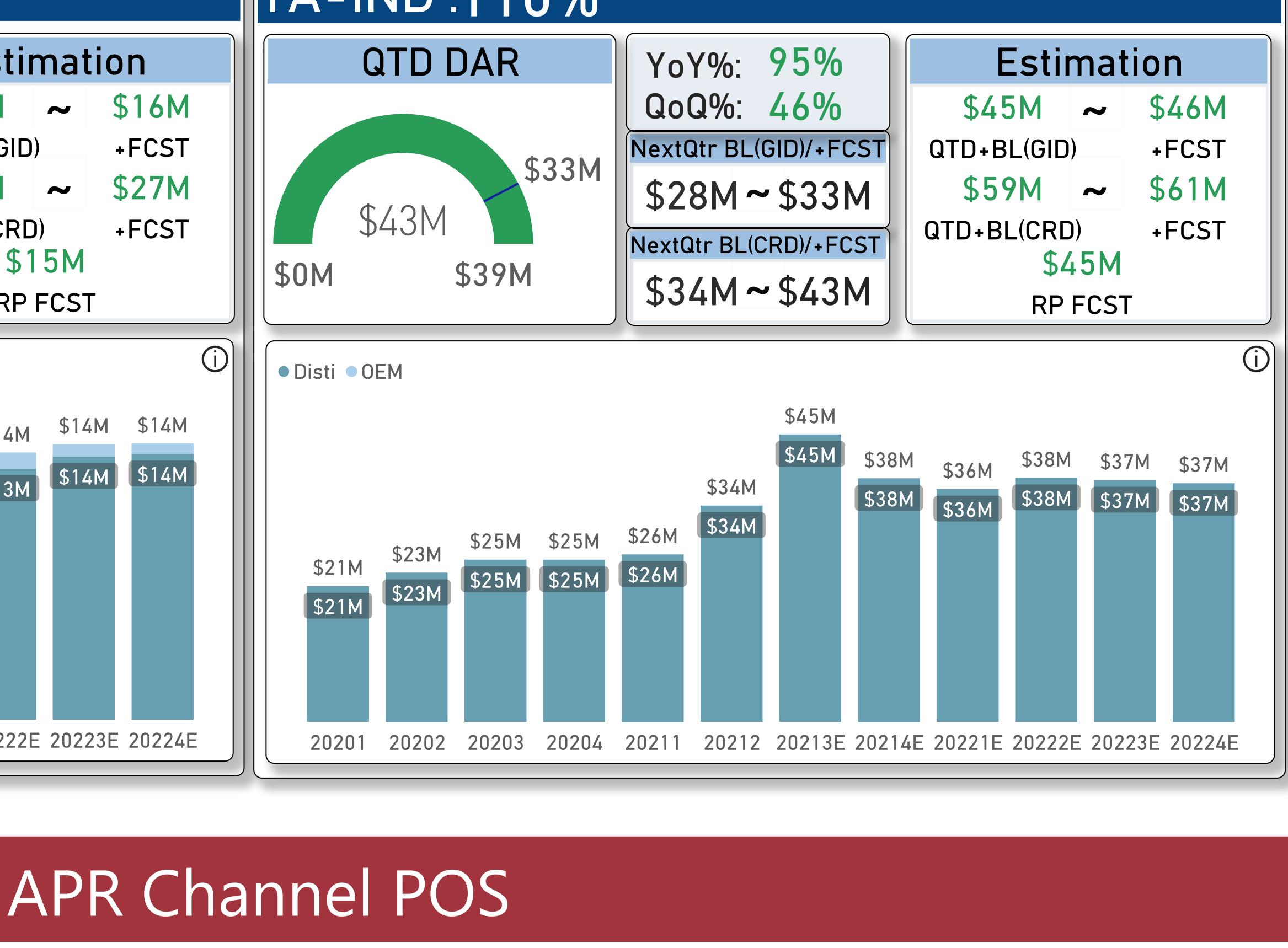
YoY%:





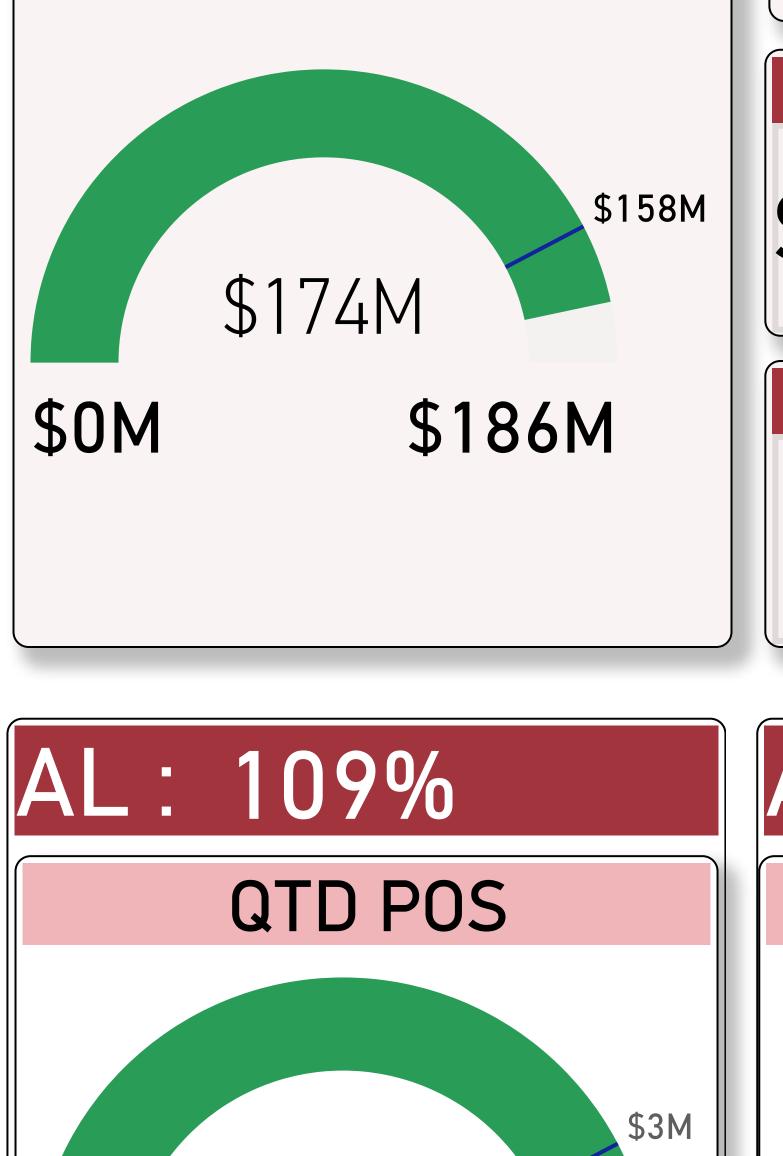
51%

YoY%(RS)

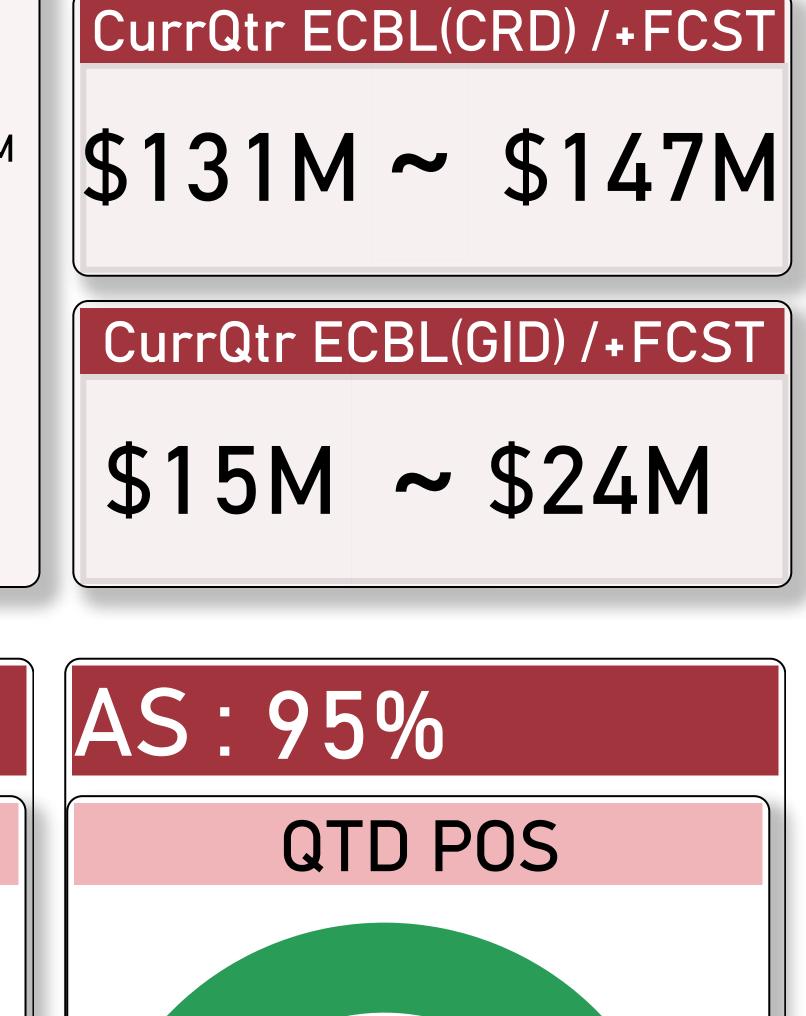


Estimation

### RP Records RP GoalFCST-wk6FCST-wk11

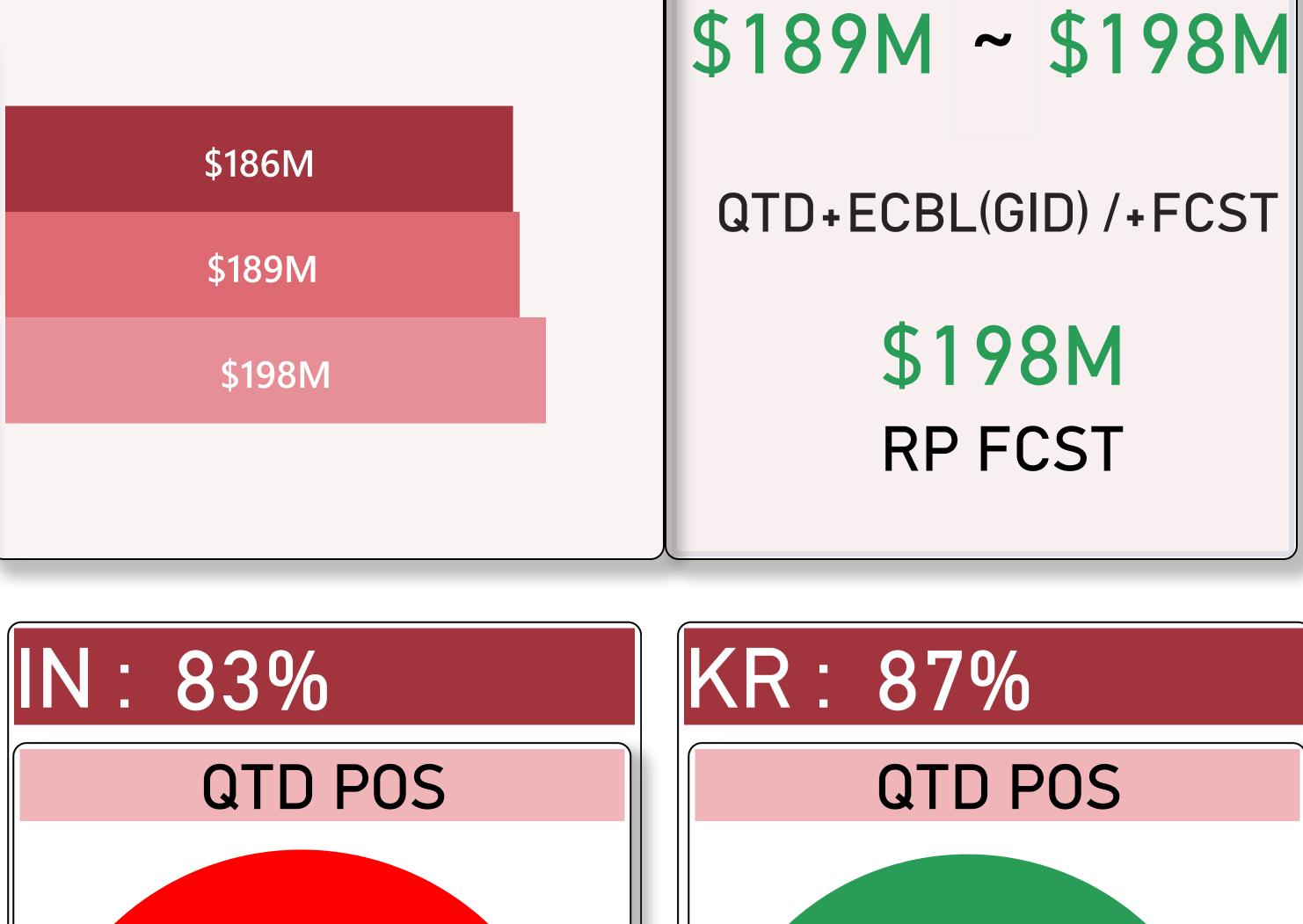


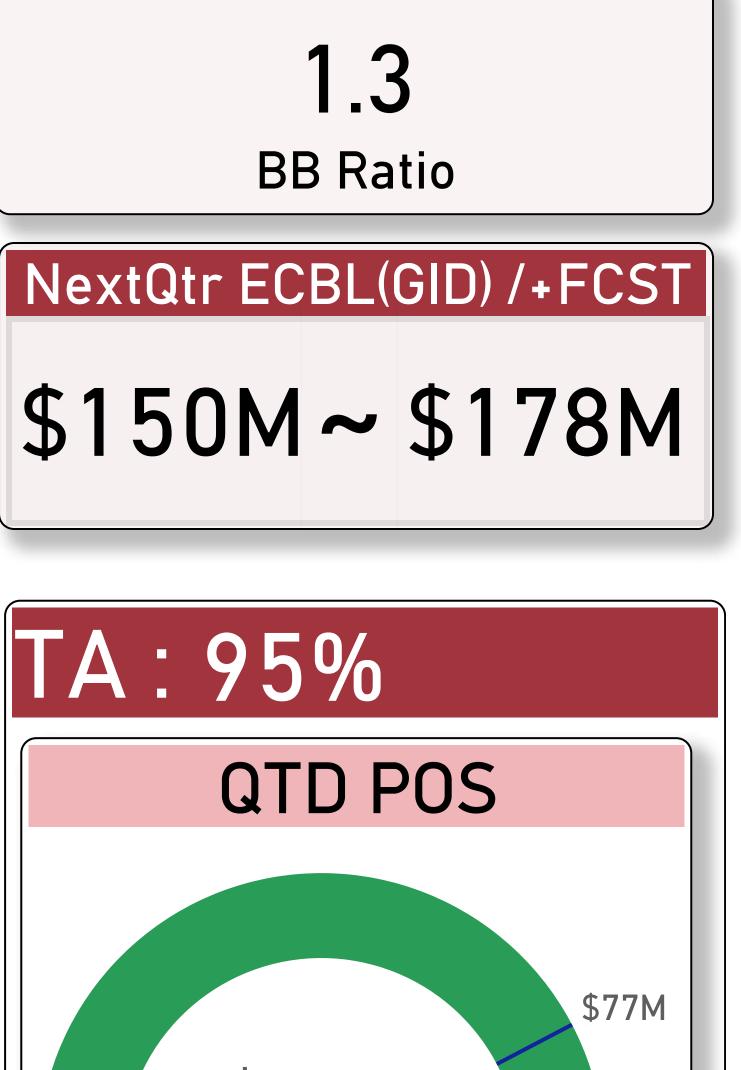
QTD POS: 93%



22%

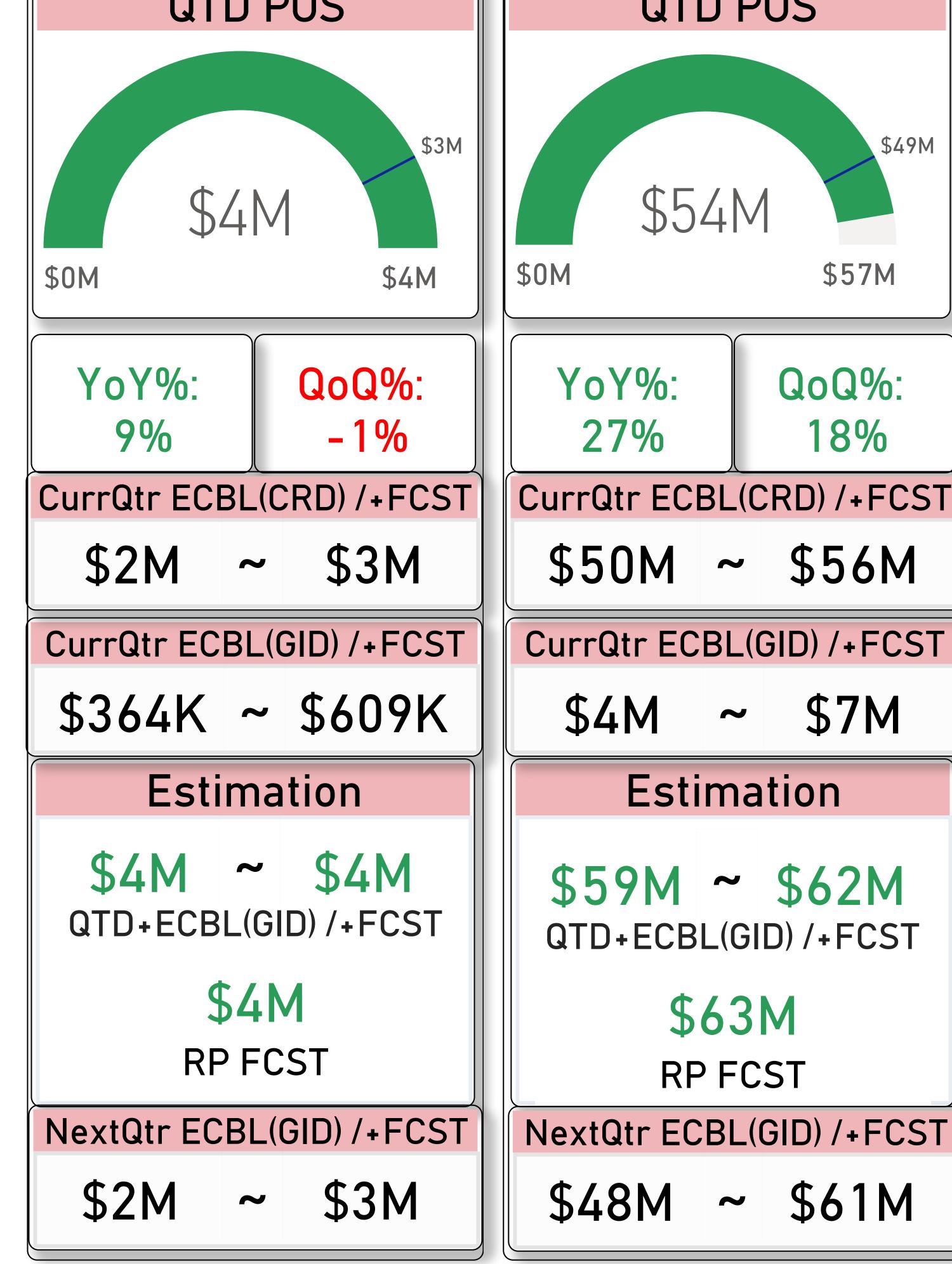
QoQ%(RS)

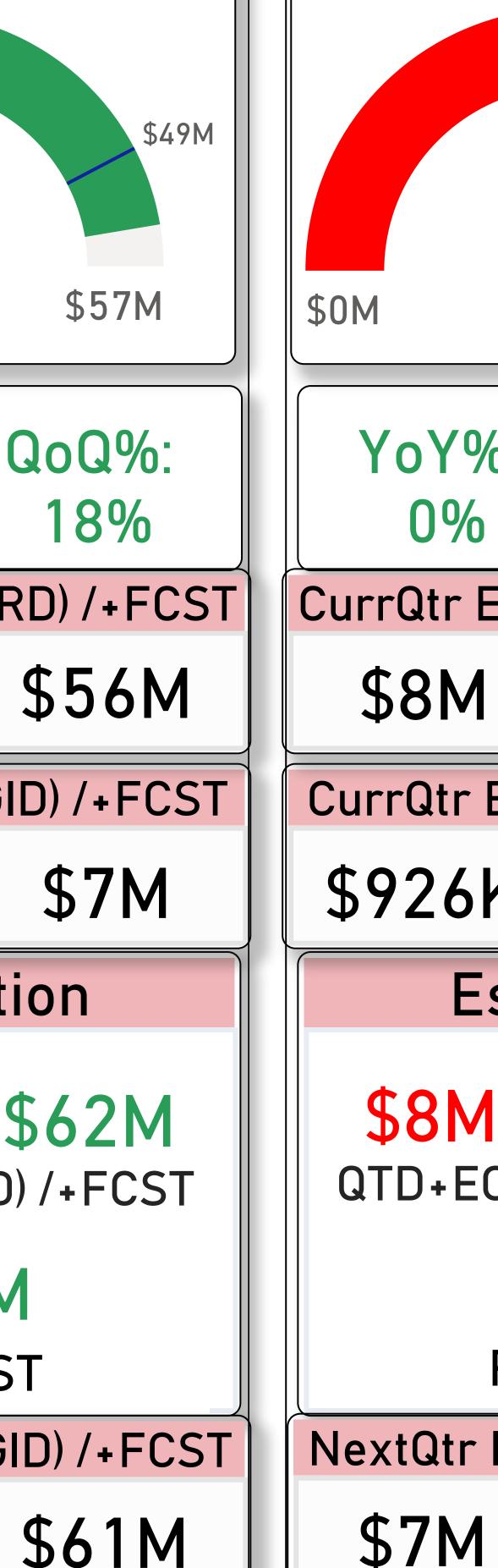


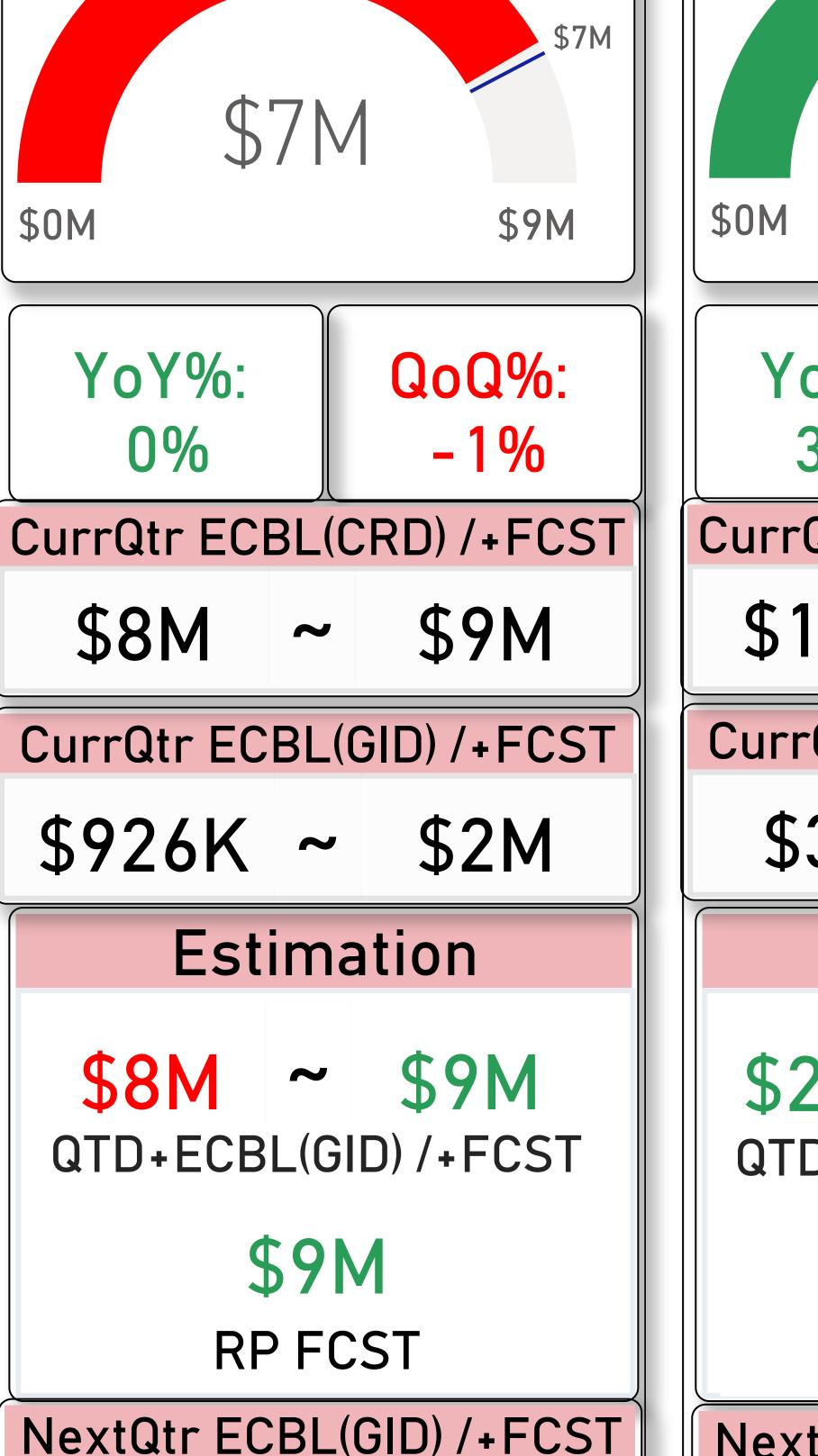


Inventory WKs

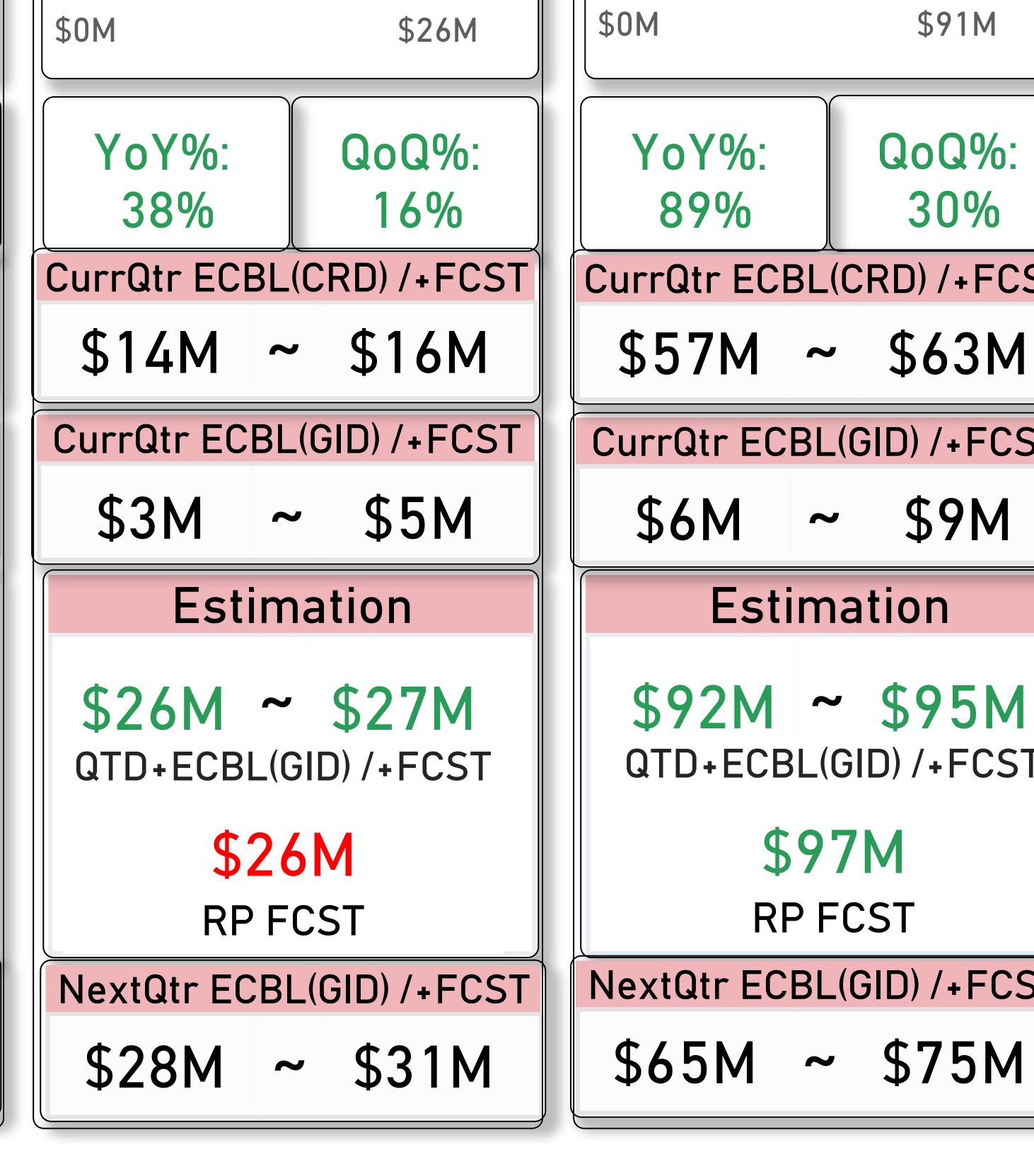
5.0





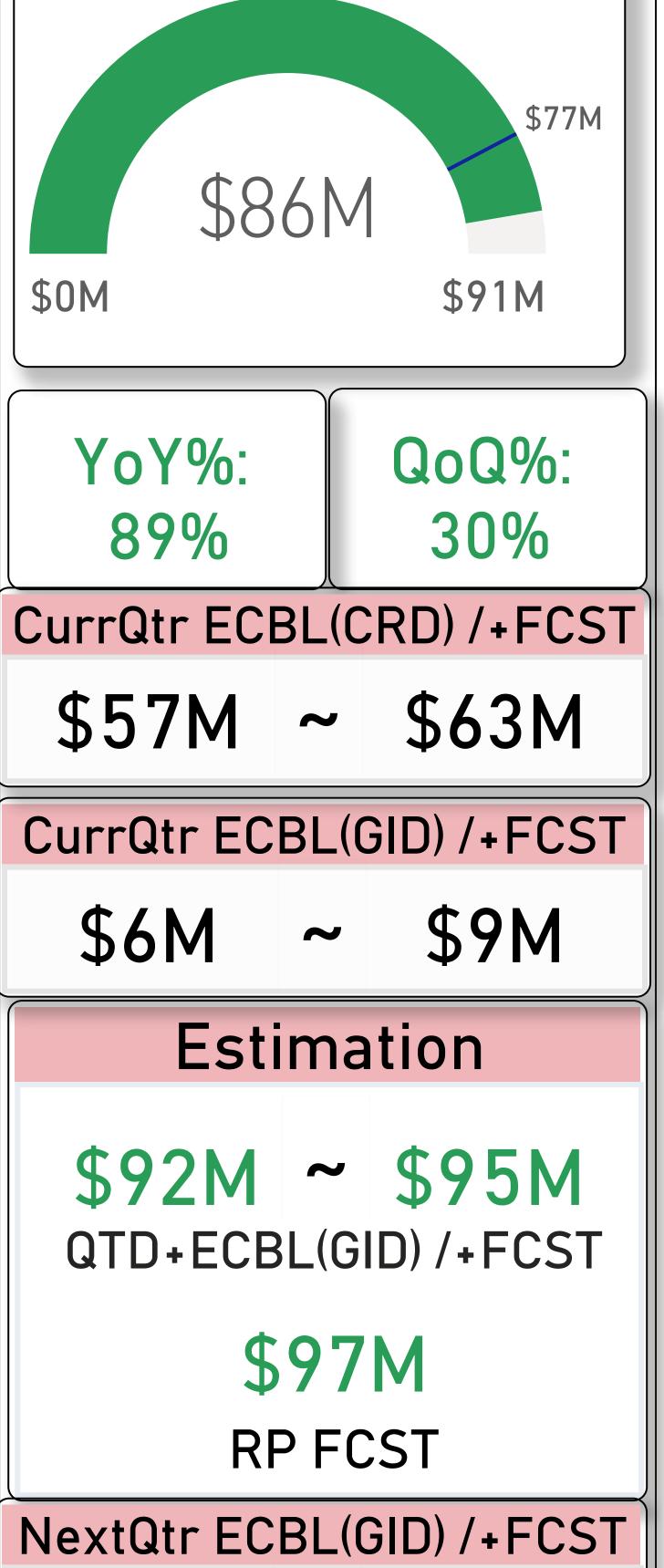


\$8M



\$22M

\$22M



DAR

DAR/POS%

56.4%

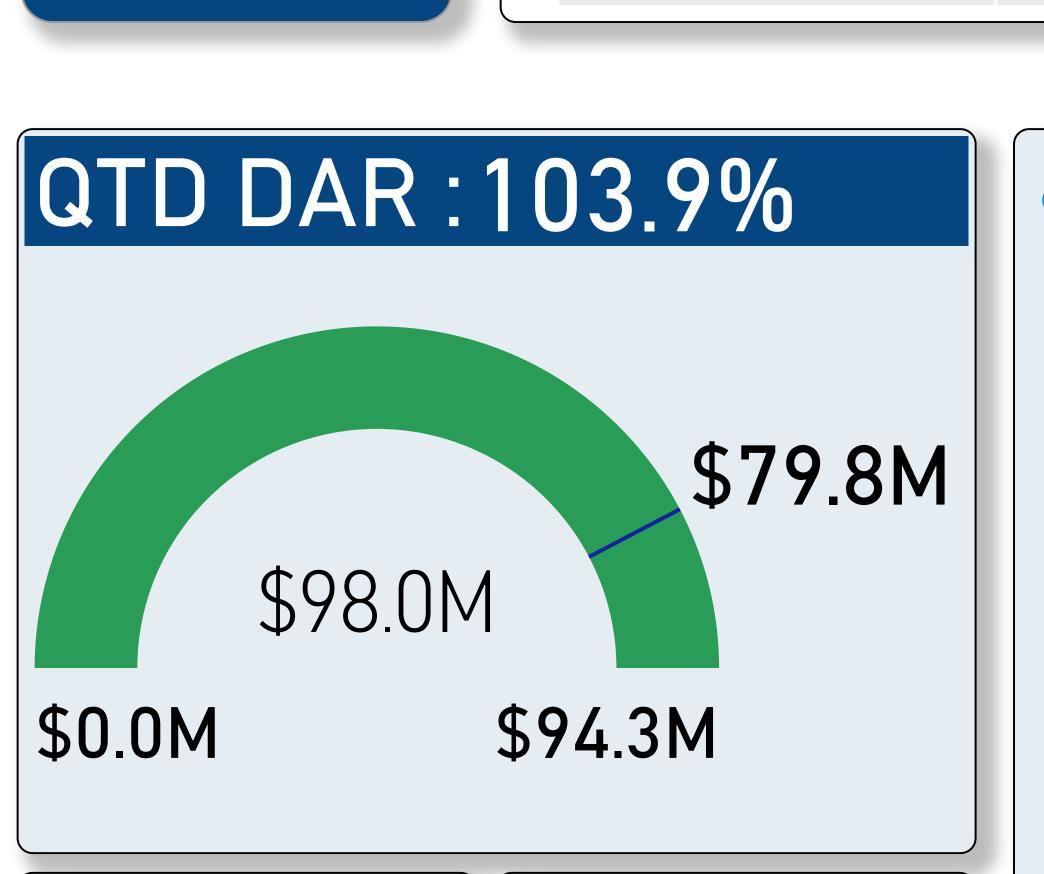
PUR

AHEAD OF WHAT'S POSSIBLE™

RunRate: 85%

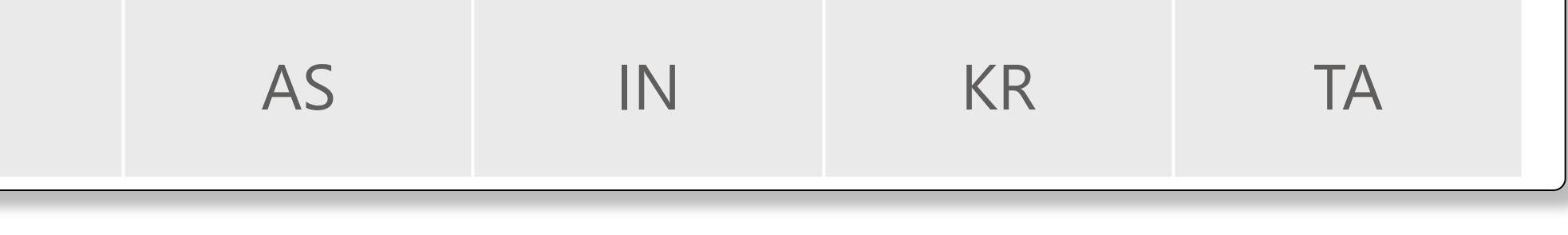
POS

Registration \_\_\_\_



AL

AL

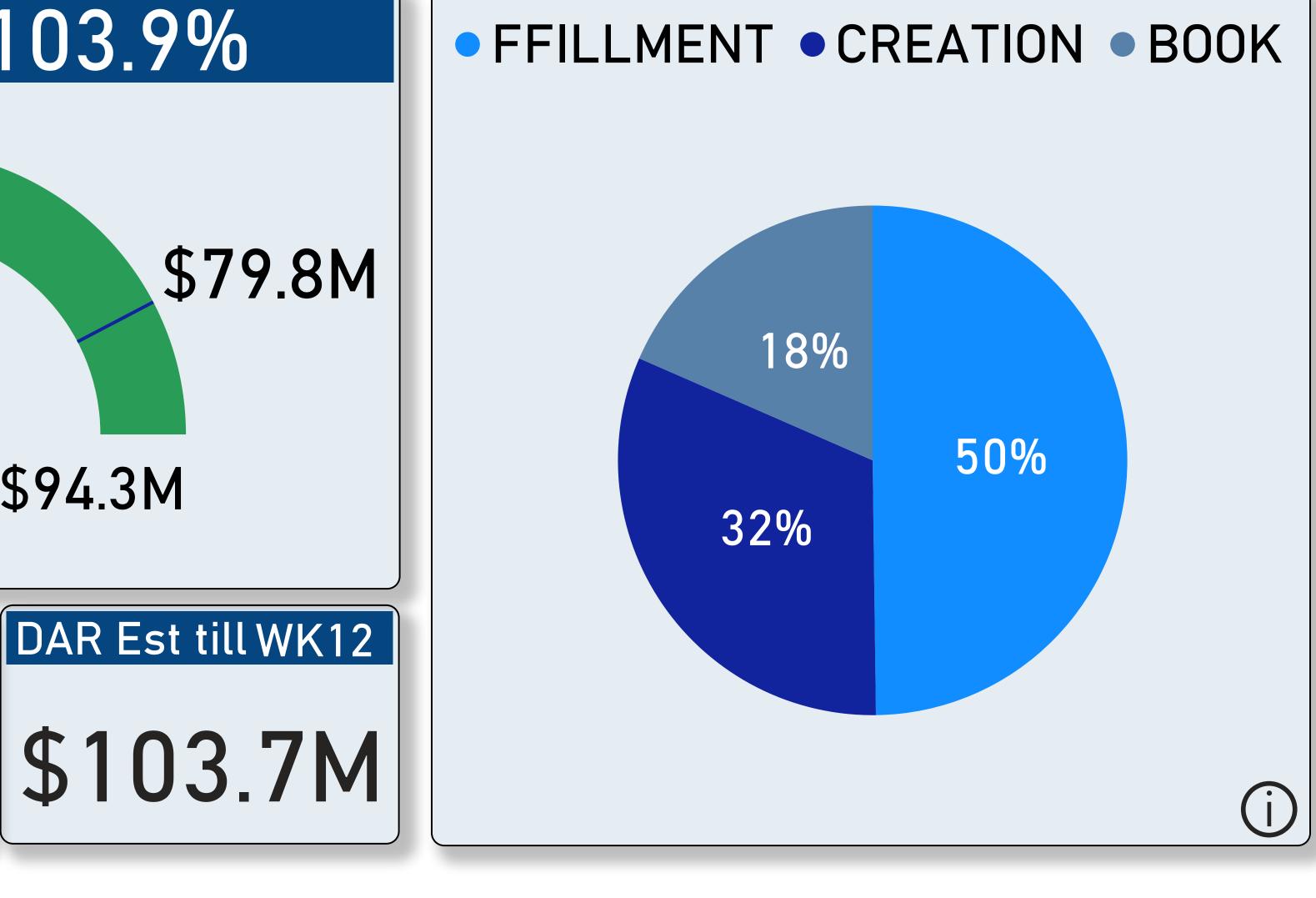


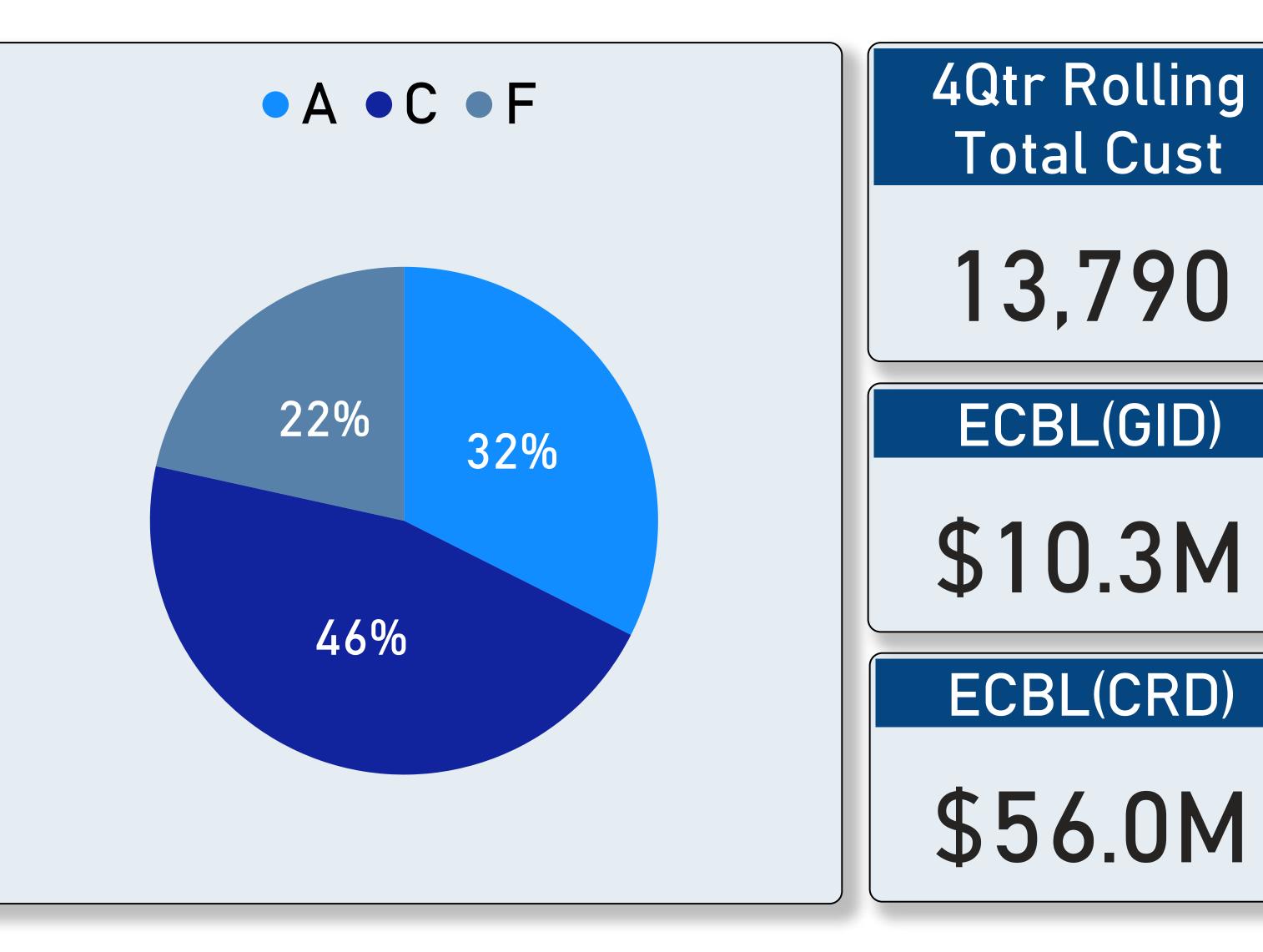
Region (DAR Territory: AP)

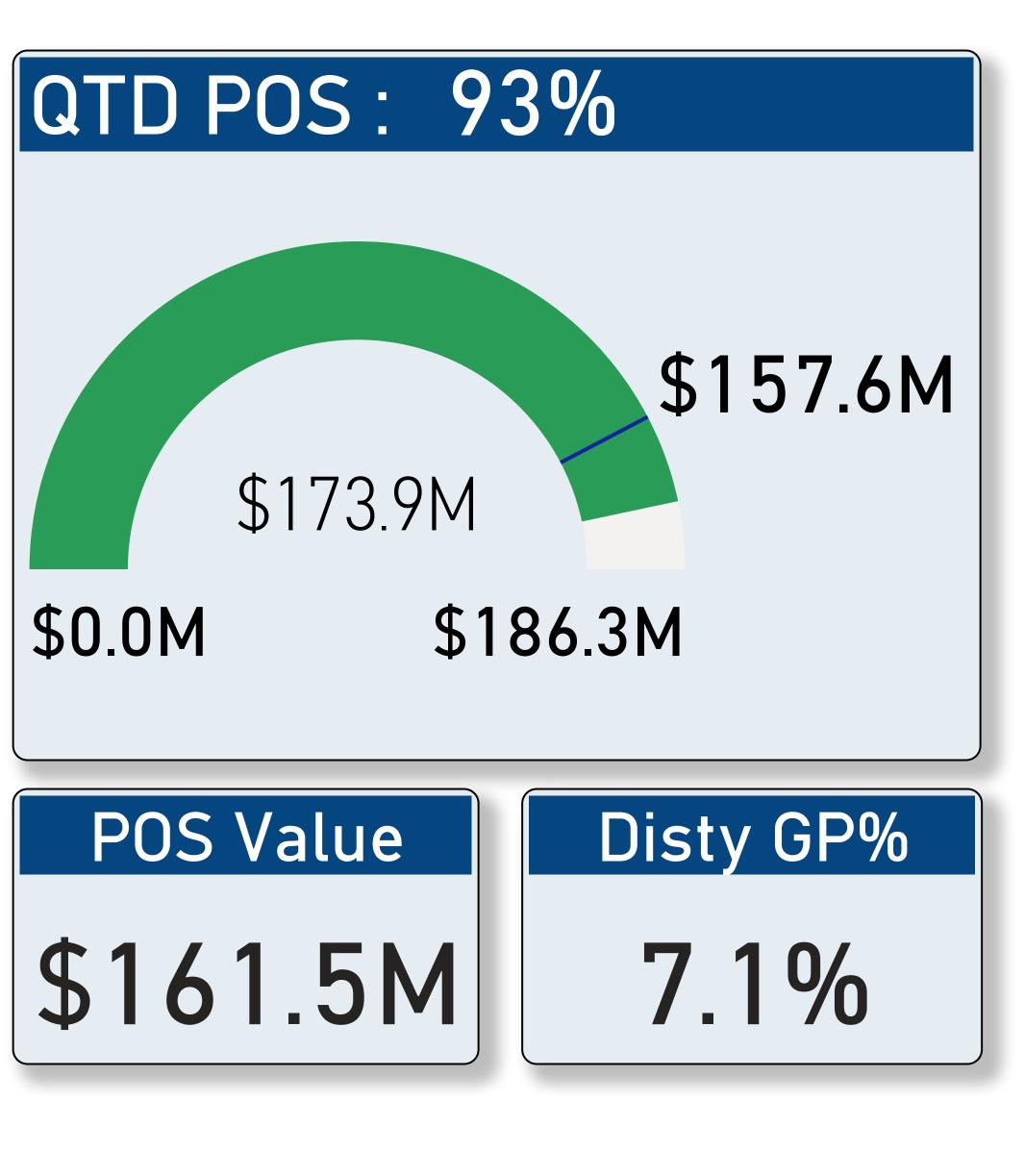
Region (Disti Territory: AP)



Disti







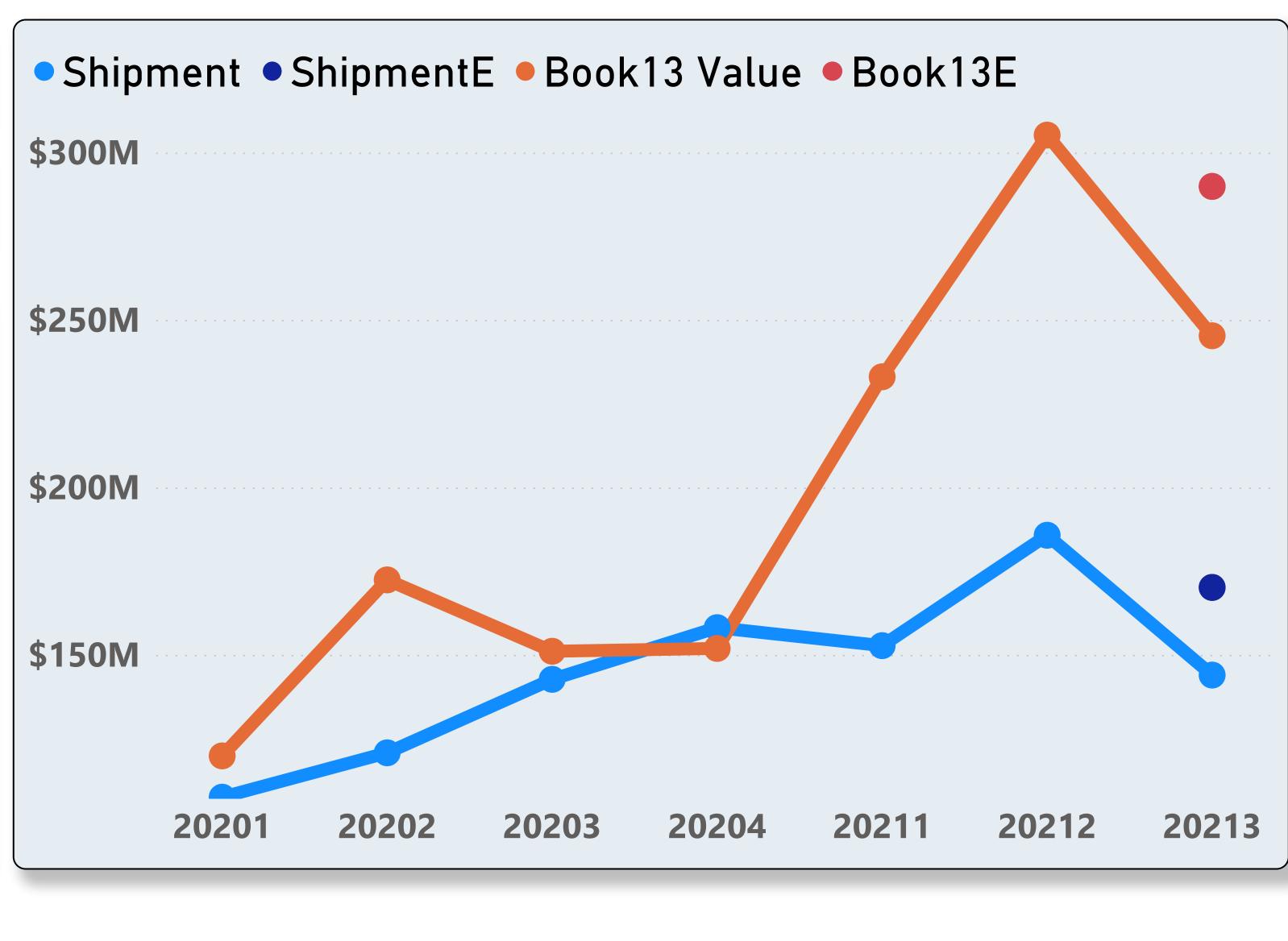


POS in WK12

AS

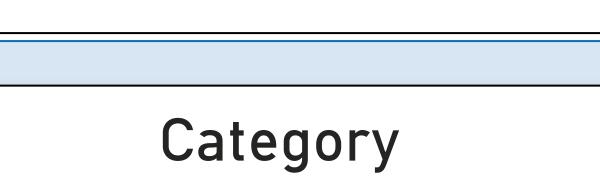


KR



All

TA



**FCST** 

Branch Reg

PQ

QTD

QoQ%

PY

FIRM

WK12ECBL

Category	1_DLQ		2_EOQ		3_EONQ		4_BEYOND		Total		
Region_ecbl	BL\$(CRD)	BL\$(GID)									
	\$3.0M	\$0.4M	\$0.2M	\$0.1M	\$3.0M	\$3.3M	\$4.5M	\$6.8M	\$10.7M	\$10.7M	
ARROW AU/NZ	\$2.9M	\$0.4M	\$0.2M	\$0.1M	\$2.6M	\$2.9M	\$4.0M	\$6.4M	\$9.8M	\$9.8M	
EXCELPOINT AUSTR	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.4M	\$0.5M	\$0.5M	\$0.4M	\$0.9M	\$0.9M	
	\$49.0M	\$2.6M	\$3.4M	\$2.3M	\$53.0M	\$62.4M	\$137.9M	\$176.1M	\$243.3M	\$243.3M	
ARROW APR	\$32.3M	\$2.4M	\$2.1M	\$0.9M	\$32.5M	\$38.5M	\$89.1M	\$114.4M	\$156.0M	\$156.0M	
CYTECH/AP	\$2.2M	\$0.1M	\$0.3M	\$0.4M	\$5.1M	\$4.8M	\$14.5M	\$16.8M	\$22.1M	\$22.1M	
EXCELPOINT	\$14.6M	\$0.1M	\$1.0M	\$1.0M	\$15.3M	\$19.1M	\$34.3M	\$44.9M	\$65.2M	\$65.2M	
	\$8.0M	\$1.3M	\$1.5M	\$0.3M	\$7.1M	\$10.0M	\$14.1M	\$19.2M	\$30.7M	\$30.7M	
ARROW INDIA	\$4.3M	\$1.0M	\$1.2M	\$0.1M	\$5.2M	\$8.0M	\$9.9M	\$11.5M	\$20.6M	\$20.6M	
CYTECH/AP	\$1.6M	\$0.3M	\$0.3M	\$0.1M	\$1.0M	\$0.7M	\$2.0M	\$3.7M	\$4.8M	\$4.8M	
EXCELPOINT INDIA	\$2.1M		\$0.1M	\$0.1M	\$1.0M	\$1.3M	\$2.2M	\$4.0M	\$5.4M	\$5.4M	
□ KR	\$11.5M	\$1.9M	\$1.4M	\$1.2M	\$23.8M	\$26.3M	\$64.1M	\$71.4M	\$100.8M	\$100.8M	
ANALOG WORLD	\$0.5M		\$0.8M	\$0.6M	\$13.6M	\$14.8M	\$35.8M	\$35.4M	\$50.7M	\$50.7M	
ARROW APR	\$8.2M	\$1.9M	\$0.3M	\$0.6M	\$8.3M	\$9.4M	\$22.8M	\$27.8M	\$39.7M	\$39.7M	
SHEENBANG/KR	\$2.7M		\$0.3M	\$0.1M	\$1.9M	\$2.0M	\$5.5M	\$8.3M	\$10.4M	\$10.4M	
□ TA	\$44.2M	\$2.9M	\$11.9M	\$3.9M	\$84.0M	\$83.1M	\$187.6M	\$237.9M	\$327.7M	\$327.7M	
ANSWER TECH	\$7.5M	\$0.3M	\$5.6M	\$2.0M	\$30.8M	\$30.7M	\$66.4M	\$77.3M	\$110.3M	\$110.3M	
ARROW APR	\$33.4M	\$2.6M	\$1.3M	\$1.2M	\$26.9M	\$28.8M	\$62.9M	\$92.0M	\$124.6M	\$124.6M	
MORRIHAN	\$3.2M		\$5.0M	\$0.6M	\$26.3M	\$23.7M	\$58.3M	\$68.6M	\$92.8M	\$92.8M	
Total	\$115.7M	\$9.0M	\$18.4M	\$7.8M	\$170.9M	\$185.1M	\$408.2M	\$511.3M	\$713.2M	\$713.2M	

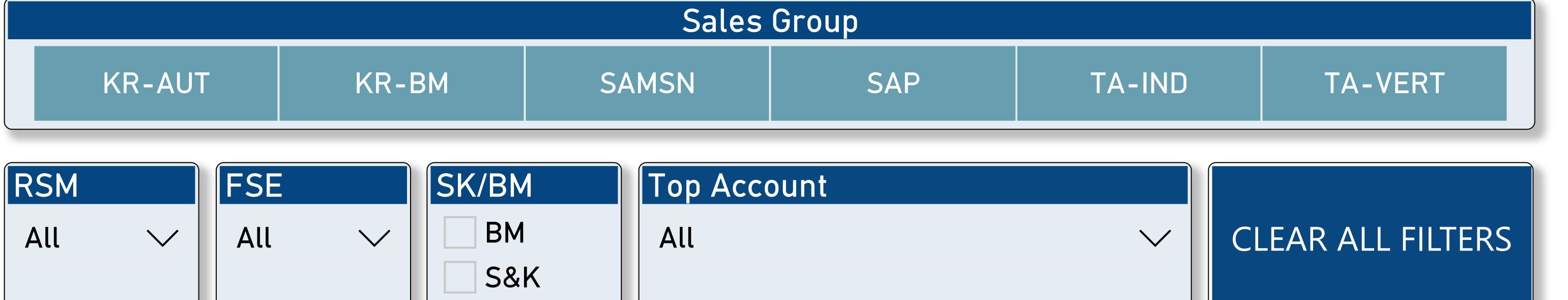
### RP Goal CurrQtr QTD+ECBL Variance QTD+ECBL Variance YTD

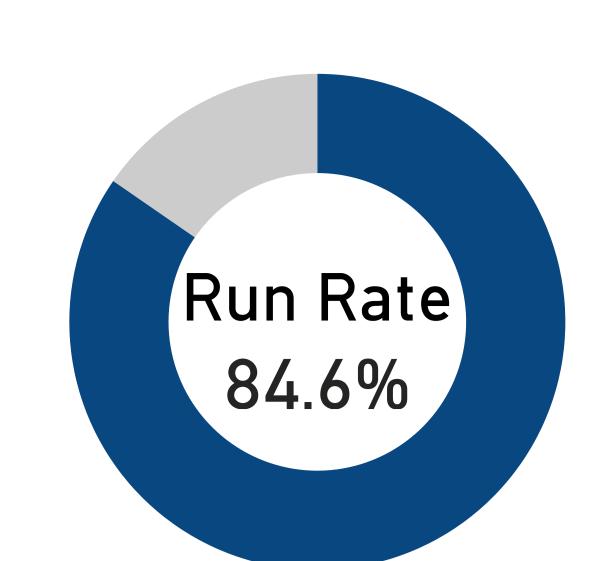
P0S Estimate

								ECBL(ex cl FCST)	(excl FCST)	(excl FCST)	(Incl FCST)	(incl FCST)
<b>E</b> AL	\$4.6M	\$3.8M	-1%	\$12.9M	\$12.2M	9%	\$3.5M	\$0.4M	\$4.2M	\$0.7M	\$4.4M	\$0.9M
ARROW	\$4.3M	\$3.4M	-7%	\$11.9M	\$11.2M	6%	\$3.2M	\$0.4M	\$3.8M	\$0.6M	\$4.0M	\$0.8M
EXCELPOINT	\$0.3M	\$0.4M	90%	\$1.0M	\$0.9M	44%	\$0.3M	\$0.0M	\$0.4M	\$0.1M	\$0.4M	\$0.1M
☐ AS	\$56.4M	\$54.4M	18%	\$189.0M	\$165.4M	27%	\$57.5M	\$4.2M	\$58.6M	\$1.1M	\$61.6M	\$4.1M
ARROW	\$34.6M	\$33.0M	20%	\$108.5M	\$102.6M	32%	\$35.0M	\$2.0M	\$35.0M	(\$0.0M)	\$37.4M	\$2.4M
EXCELPOINT	\$17.5M	\$16.8M	12%	\$65.0M	\$50.3M	16%	\$18.2M	\$1.5M	\$18.2M	\$0.0M	\$18.8M	\$0.6M
MACNICA	\$4.3M	\$4.6M	30%	\$15.5M	\$12.5M	41%	\$4.3M	\$0.8M	\$5.4M	\$1.1M	\$5.4M	\$1.1M
	\$8.9M	\$7.3M	-1%	\$33.8M	\$25.4M	0%	\$8.8M	\$0.9M	\$8.2M	(\$0.5M)	\$9.2M	\$0.5M
ARROW	\$5.4M	\$4.4M	0%	\$20.5M	\$15.4M	7%	\$5.4M	\$0.3M	\$4.7M	(\$0.7M)	\$5.7M	\$0.3M
EXCELPOINT	\$2.3M	\$1.7M	-18%	\$8.6M	\$6.6M	-19%	\$2.2M	\$0.3M	\$2.0M	(\$0.2M)	\$2.0M	(\$0.2M)
MACNICA	\$1.2M	\$1.2M	29%	\$4.7M	\$3.4M	11%	\$1.2M	\$0.4M	\$1.5M	\$0.3M	\$1.5M	\$0.3M
□ KR	\$23.1M	\$22.3M	16%	\$78.5M	\$66.0M	38%	\$25.6M	\$3.4M	\$25.6M	\$0.0M	\$27.4M	\$1.8M
ANGWLD	\$11.5M	\$11.3M	15%	\$43.0M	\$33.0M	25%	\$14.0M	\$2.0M	\$13.3M	(\$0.7M)	\$13.3M	(\$0.7M)
ARROW	\$9.5M	\$8.4M	9%	\$28.3M	\$26.8M	40%	\$9.1M	\$1.2M	\$9.7M	\$0.6M	\$11.3M	\$2.2M
SHEENBANG	\$2.1M	\$2.5M	60%	\$7.1M	\$6.2M	145%	\$2.5M	\$0.1M	\$2.7M	\$0.2M	\$2.8M	\$0.3M
☐ TA	\$76.4M	\$86.1M	30%	\$218.1M	\$228.1M	89%	\$91.0M	\$6.3M	\$92.4M	\$1.4M	\$95.5M	\$4.5M
ANSTEK	\$28.5M	\$35.1M	42%	\$80.9M	\$85.7M	84%	\$35.0M	\$2.6M	\$37.7M	\$2.7M	\$38.7M	\$3.7M
ARROW	\$30.3M	\$26.4M	6%	\$81.5M	\$84.2M	95%	\$32.0M	\$2.7M	\$29.2M	(\$2.8M)	\$31.1M	(\$0.9M)
MORRIHAN	\$17.5M	\$24.6M	49%	\$55.6M	\$58.3M	90%	\$24.0M	\$0.9M	\$25.5M	\$1.5M	\$25.7M	\$1.7M
Total	\$169.4M	\$173.9M	22%	\$532.3M	\$497.1M	51%	\$186.3M	\$15.1M	\$189.0M	\$2.7M	\$198.1M	\$11.8M

## Sales Dashboard

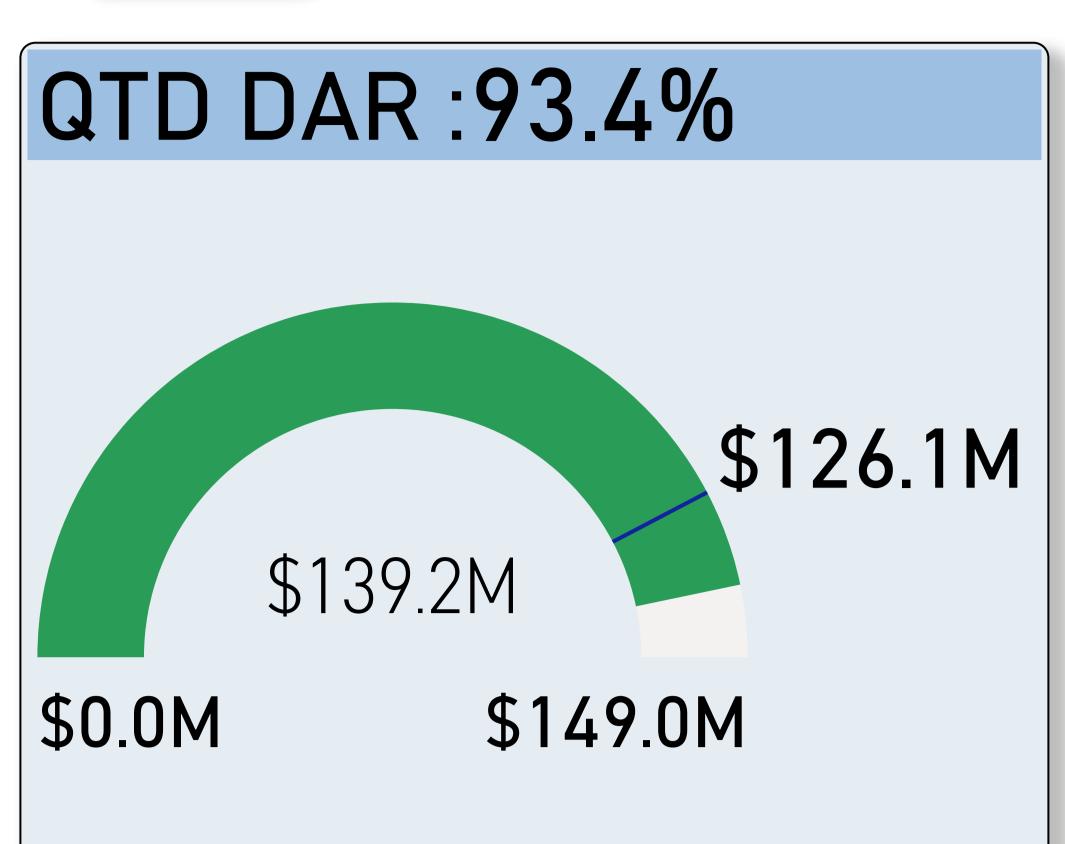
Last Refreshed (UTC+8)
7/19/2021 5:51:24 PM
3Q21
Revenue: WK11/ Pipeline: WK37



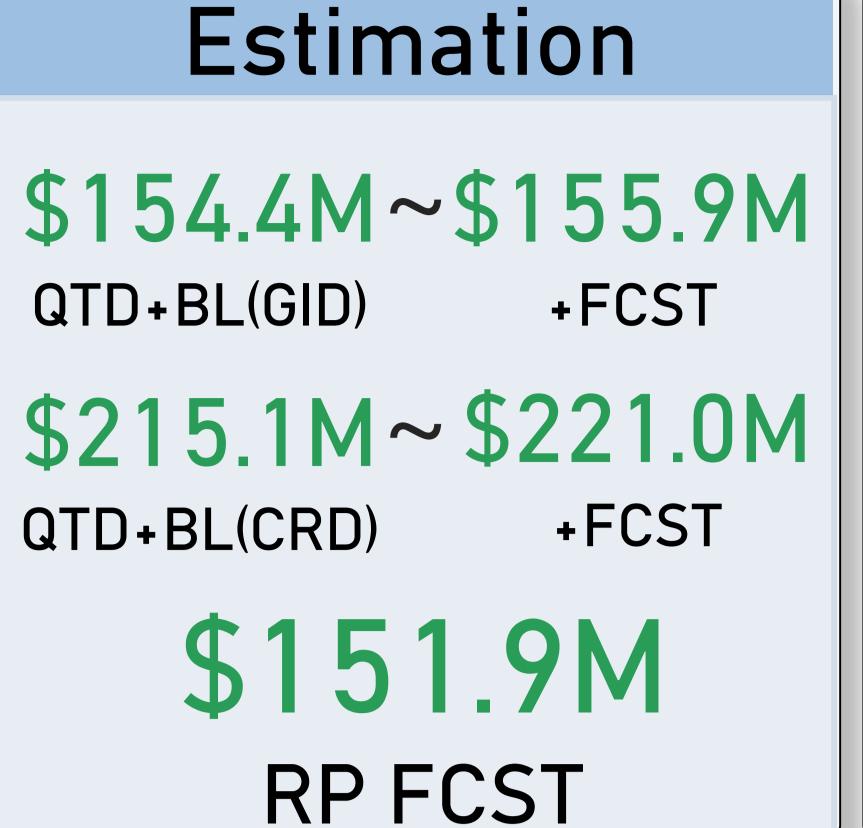




### DAR Revenue Overview

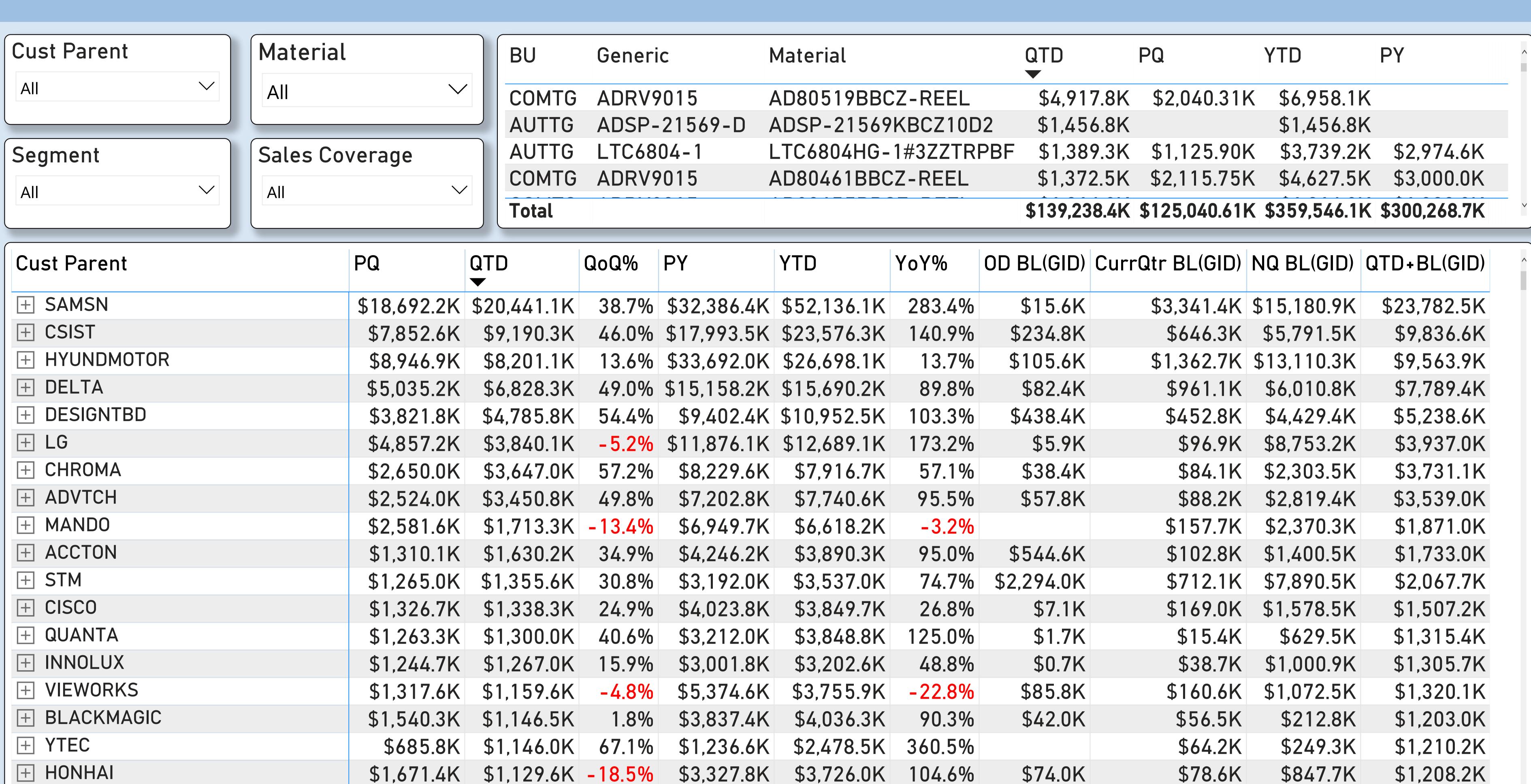




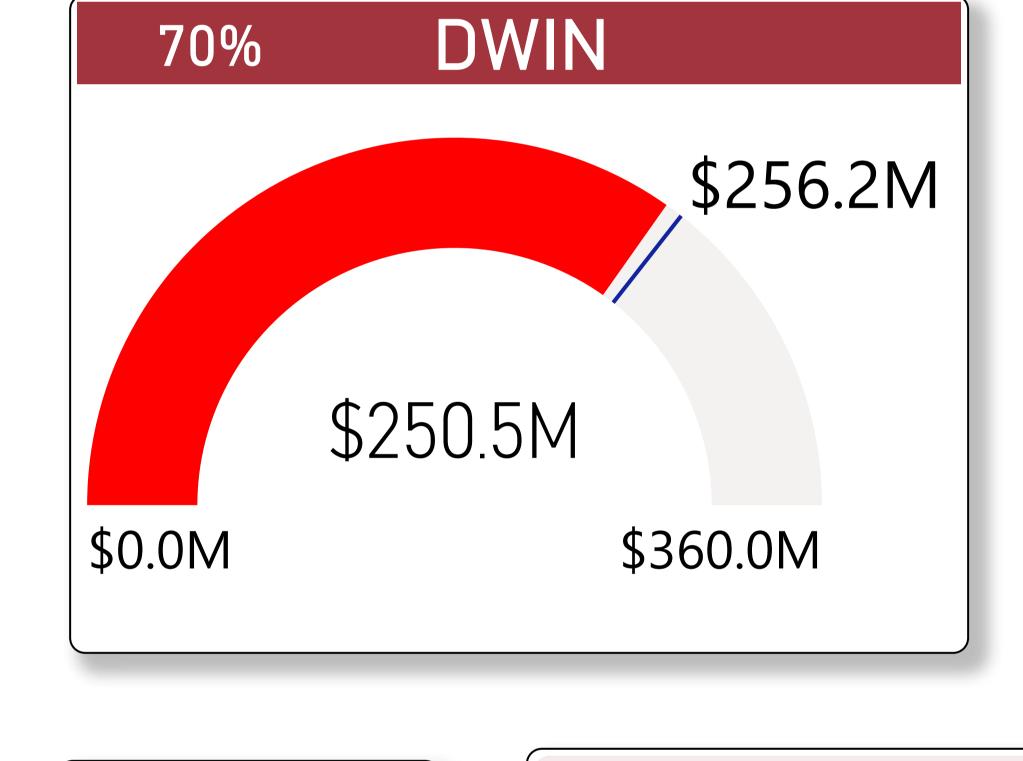


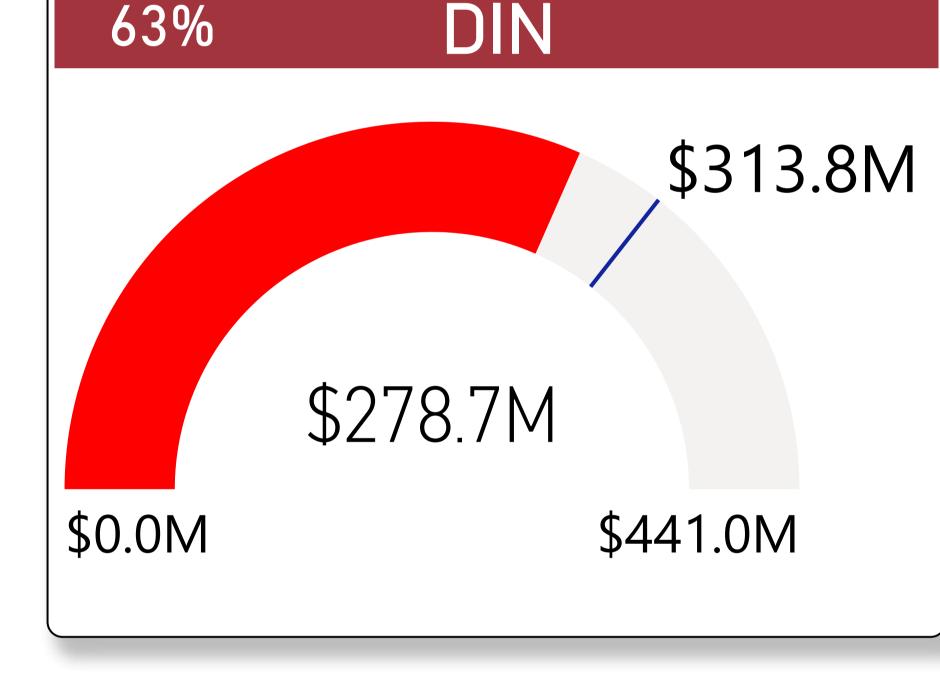


## DAR Revenue Details

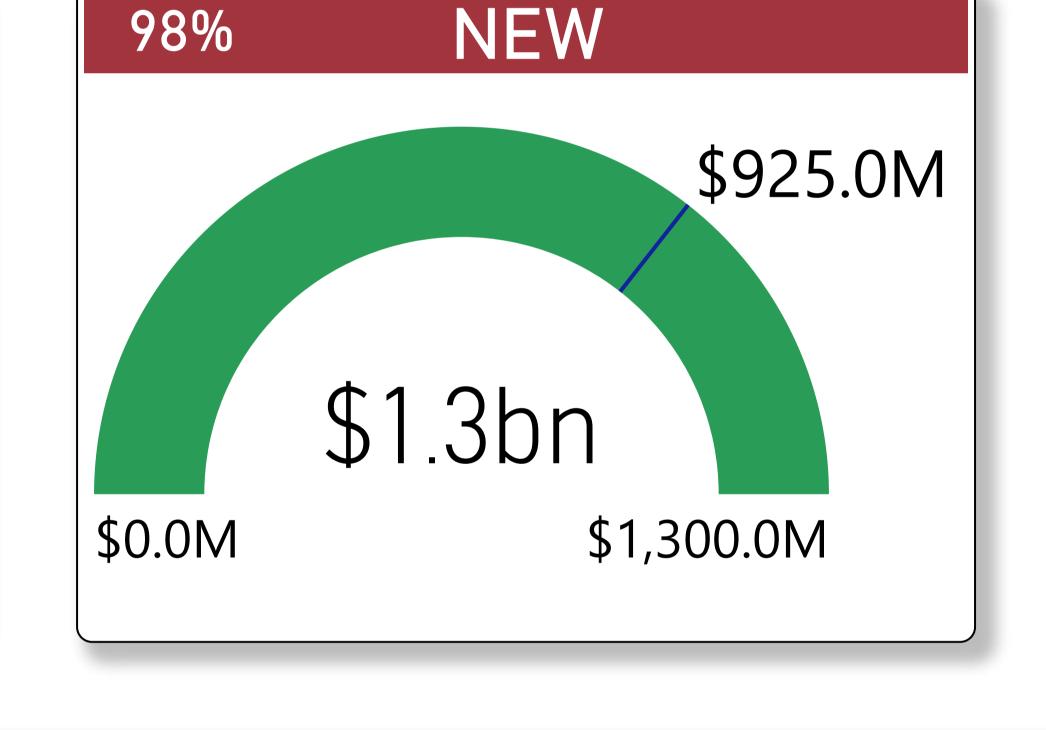


## Pipeline Overview

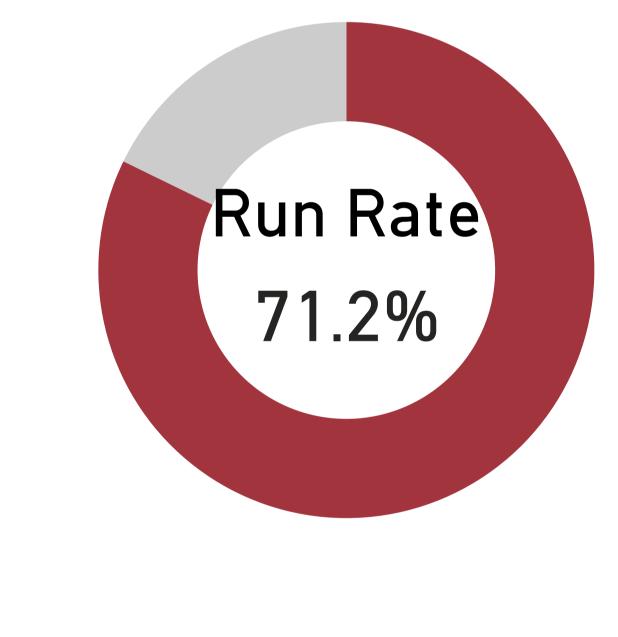




\$135,340.2K \$139,210.6K 23.5% \$386,480.7K \$385,117.2K



71.9% \$13,939.1K



\$155,893.4K

\$16,682.7K \$142,078.9K

Lost YTD
\$220.5M

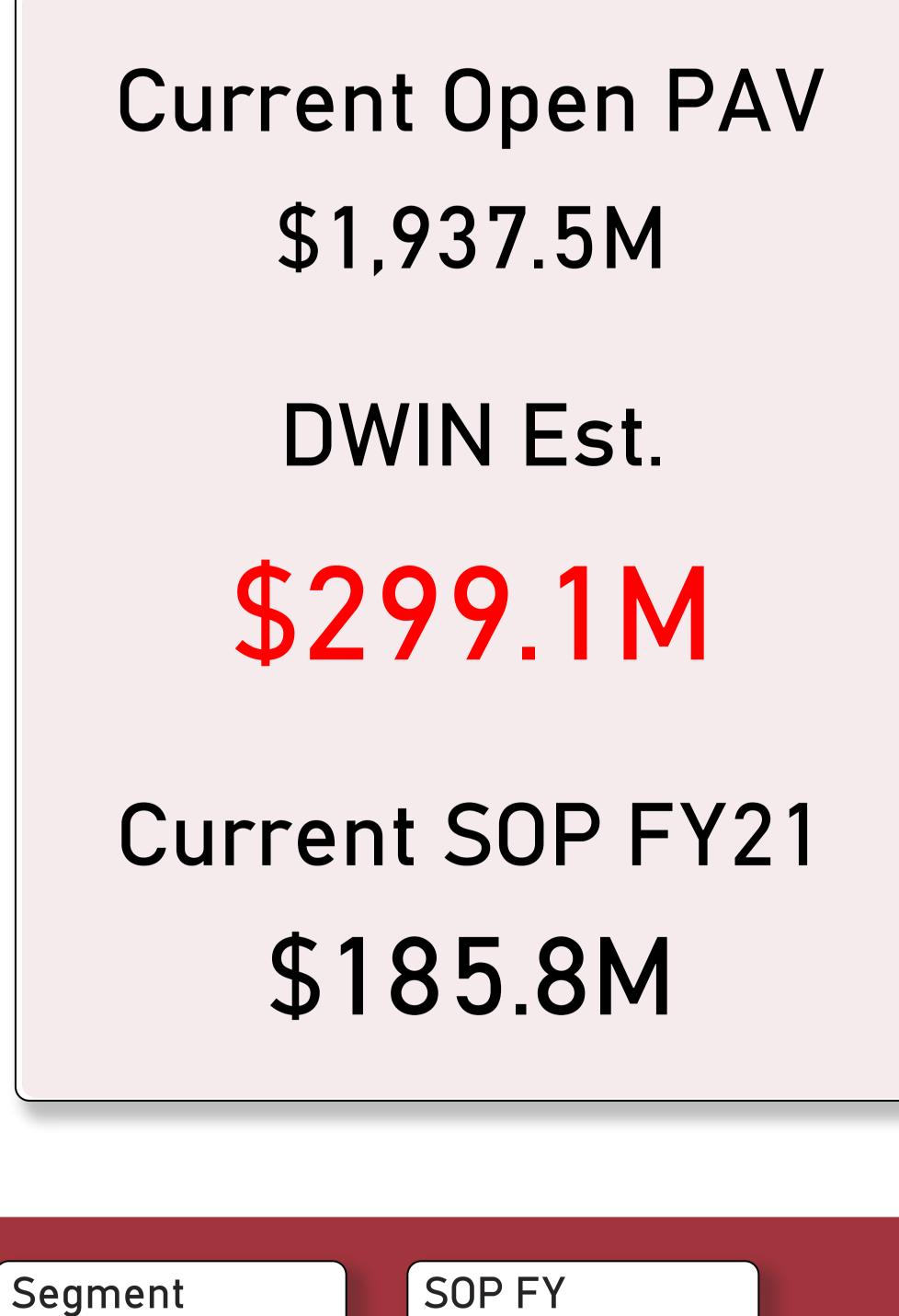
SOP21 Begin
\$602.2M

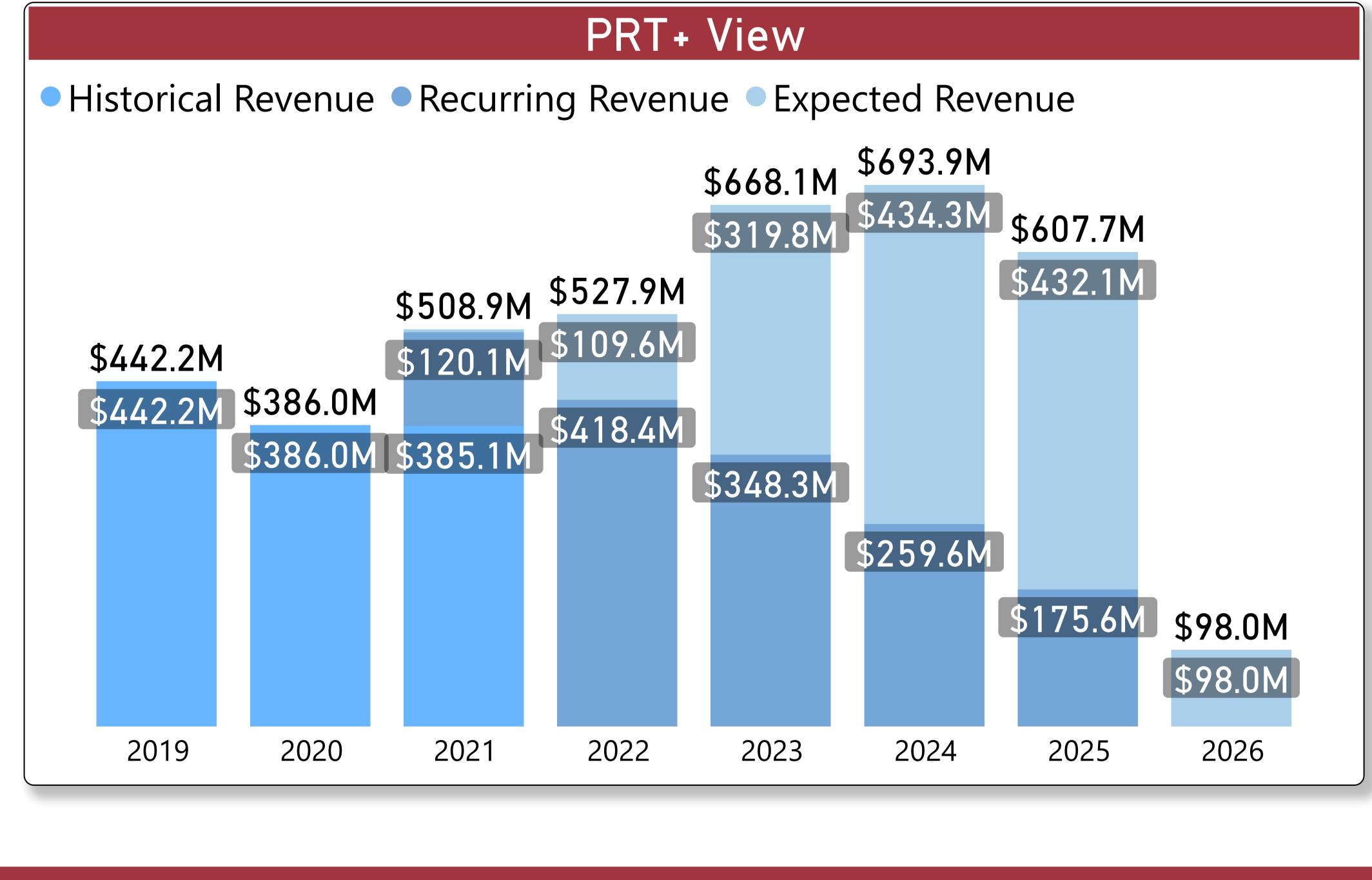
Conv. Rate
42%

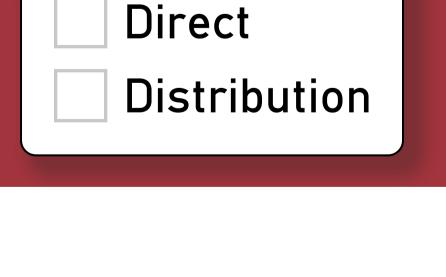
DWIN YTD
\$250.5M

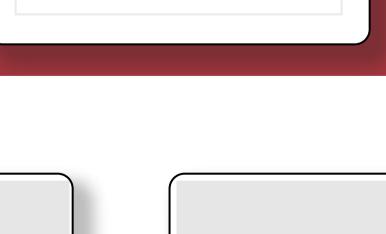
Select all

Total







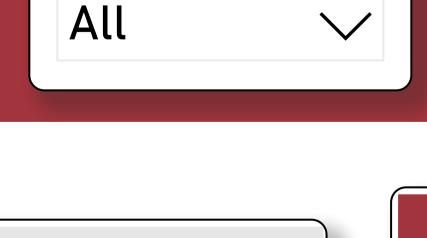


**\** 

All

SAMSN Mobile Gear... 2119149

**Total** 



2306377

Pipeline Details

						LOST	OPEN		
OppURL	OppName	Opp Number	Account Number	Generic	Owner	BP Stage	Status Code	Opp Type	DWIN_YTD
<b>⊘</b>	SAMSN - Galaxy S8	3020992	2306377	ADPD143RI	KPARK	Validation	Production	Direct	\$21,000K
(C)	ALL REAL TECHNOL	791482	2350807	7B34	_	Validation	Production	Distribution	\$20,000K
(S)	MANDO-ESC/MHE	0010468	2262999	ADXRS620	ASHIM	Validation	Production	Direct	\$14,610K
(S)	BSE_digital microph	0003010	2240879	ADAU1301-02	JLEE3	Validation	Production	Direct	\$14,400K
(S)	HONHAI - G-CNSBG	4048462	2199546	ADRV9025A	<b>Brant Chen</b>	Validation	Production	Distribution	\$13,000K
(S)	SAMSN - BMS for M	3112490	2315296	LTC6804-1	SKIM	Validation	Production	Direct	\$12,510K
(S)	LG Innotek_Low_VC	2006788	2018982	AD5816	JKANG2	Validation	Production	Direct	\$12,000K
(S)	SAMSN_Mobile_Gala	2210252	2306377	ADPD143RI	KPARK	Validation	Production	Direct	\$10,920K
(S)	Asus-Highend VGA	0001804	2058277	AD9985A	VL02	Validation	Production	Direct	\$8,180K
(C)	SAMSN - BTS- Mass	3031327	2250167	_	SLEE2	Validation	Production	Direct	\$8,000K
(S)	MITRA STAR TECH (T	2113648	2116807	AD9363	CCHEN	Validation	Production	Distribution	\$7,960K
(S)	LG-LCD-156WB/L	3114908	2213753	ADD5201	JKANG2	Validation	Production	Direct	\$7,900K
(S)	BSE_digital microph	0003011	2240879	ADAU1301-00	JLEE3	Validation	Production	Direct	\$7,500K
(S)	Viewquest - TH83i	0017832	2178640	ADD19000	VL02	Validation	Production	Direct	\$7,500K
(S)	BSE_digital microph	0003011	2240879	ADAU1301-00A	JLEE3	Validation	Production	Direct	\$7,000K
(S)	SAMSN_Mobile_ADP	2107990	2306377	ADPD142RG	KPARK	Validation	Production	Direct	\$6,456K
(S)	SAMSN - DSC L4VE	0014642	2017578	ADDI9000	MJUNG	Validation	Production	Direct	\$6,200K
(S)	SAMSN - DSC Mondr	0014645	2017578	ADD19000	MJUNG	Validation	Production	Direct	\$6,000K
(S)	SAMSN - BTS- Mass	3021997	2250167	AD9370	SLEE2	Validation	Production	Direct	\$5,718K
(S)	SAMSN - Compact D	0014623	2017578	ADDI9001	MJUNG	Validation	Production	Direct	\$5,700K
(S)	SAMSN-DSC_VE_AF	2040311	2259129	ADDI9010	MJUNG	Validation	Production	Direct	\$5,160K
(S)	CONTELA(KR) - Cont	2026965	2251531	AD9362	JLEE3	Validation	Production	Distribution	\$5,000K
<b>⊘</b>	Samsung DSC AFE/TG	0014799	2017578	ADDI9000	MJUNG	Validation	Production	Direct	\$4,650K
(S)	SAMSN - Compact D	0014623	2017578	ADDI9000	MJUNG	Validation	Production	Direct	\$4,500K
(S)	RAITEK LTD - DM30	2214818	2324832	AD9625	Kenton Chu	Validation	Production	Distribution	\$4,200K
@	SAMSN_Mobile_ADP	2114393	2306377	ADPD142RI	KPARK	Validation	Production	Direct	\$4,125K

**KPARK** 

ADPD153GGRI

Validation

Direct

Production

\$4,075K

\$250,479K



Win Line Status

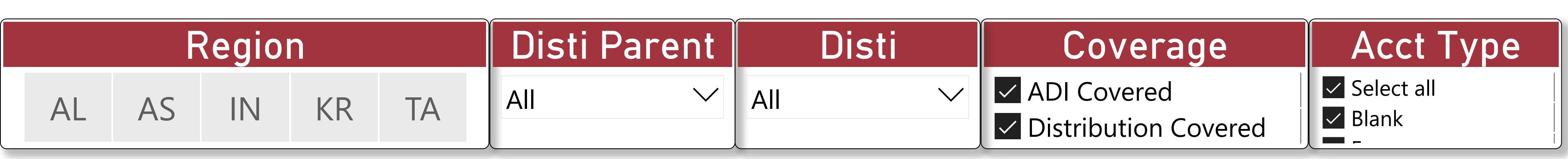
PENDING

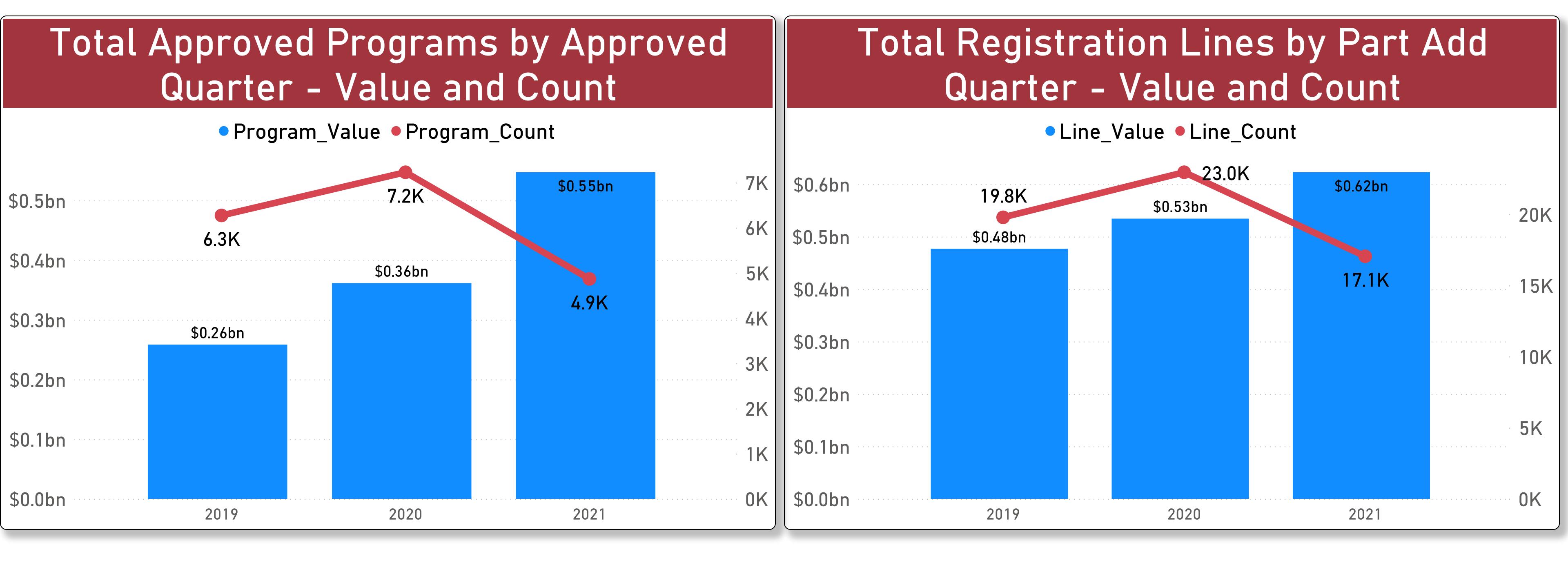
Line Status

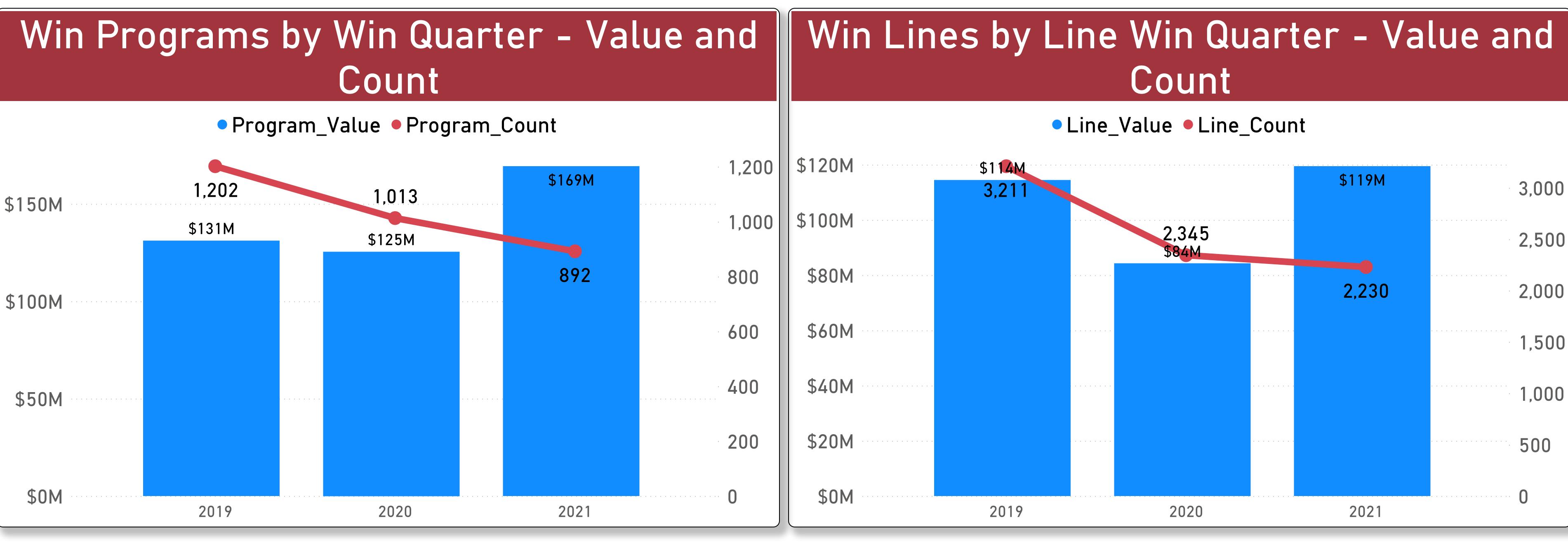
Approved

## Channel Registration Dashboard









## Registration Details

T2A

Yes

**PPGTG** 

**OTHRS** 

**Program Start** 

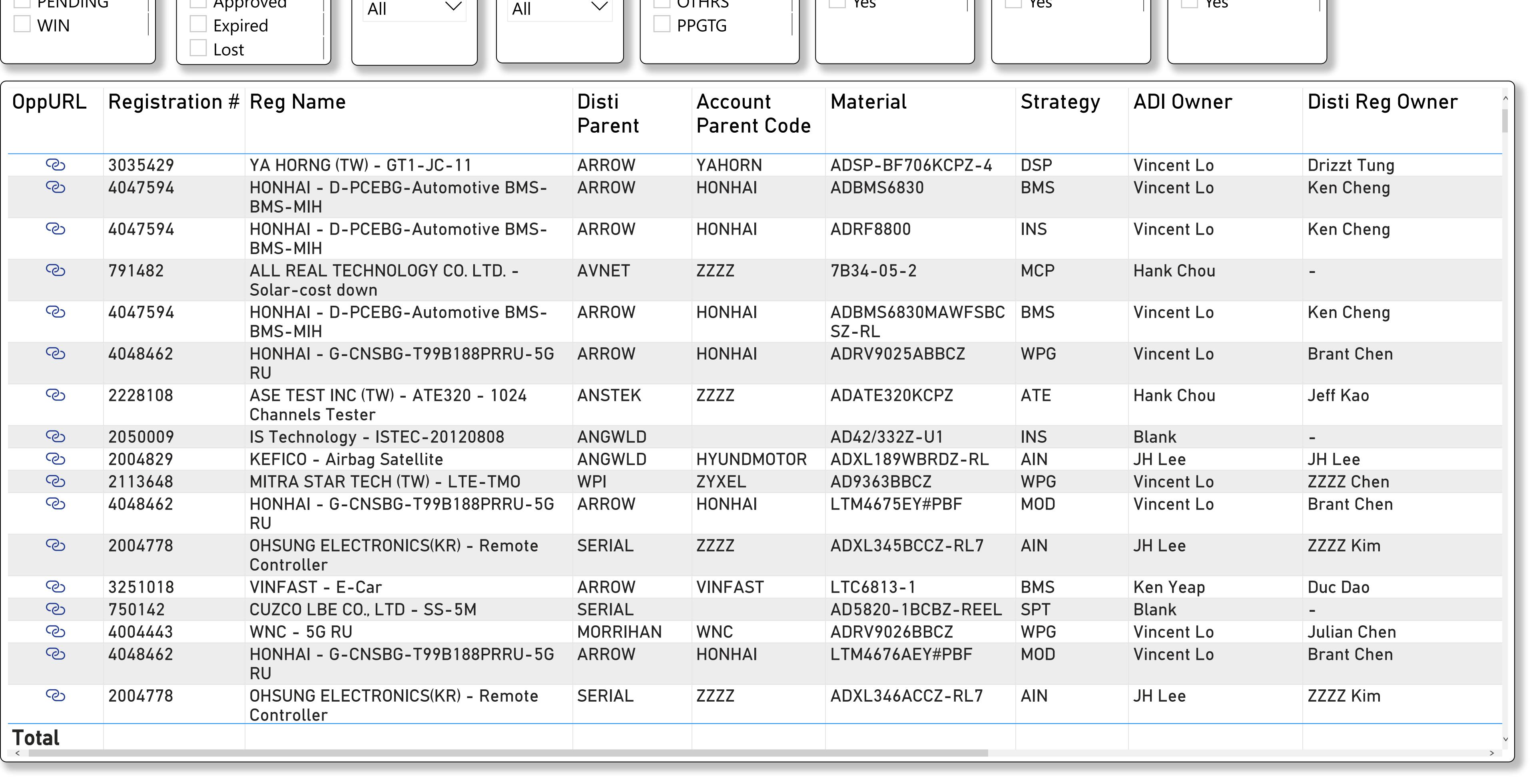
Yes

CIC/CAC

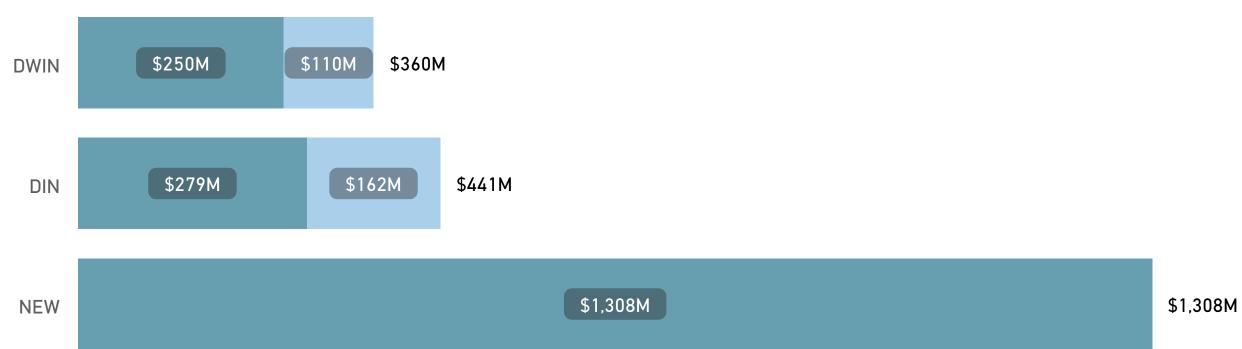
Yes

Segment

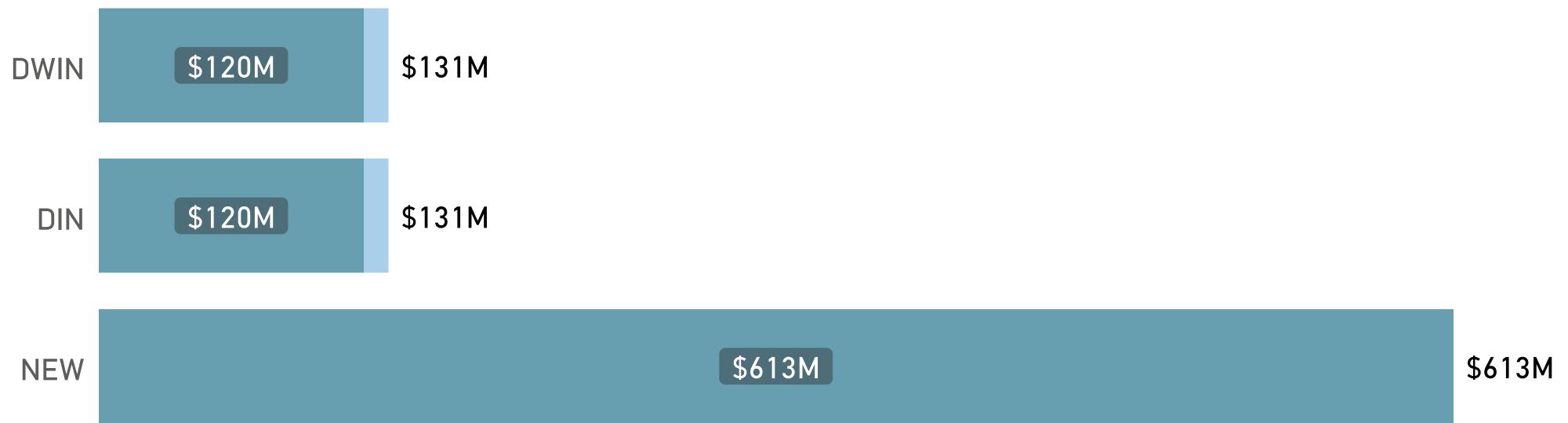
SOP FY



### YTDRemaining Goal



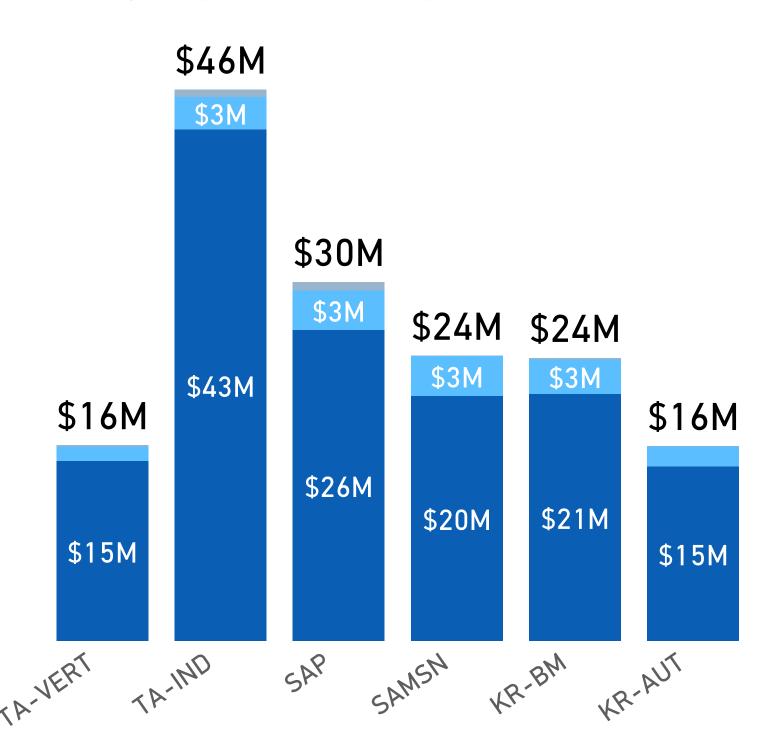
### YTDRemaining Goal



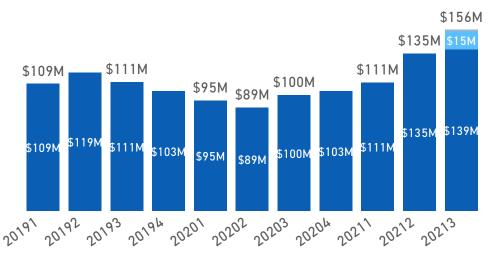
### YTDRemaining Goal



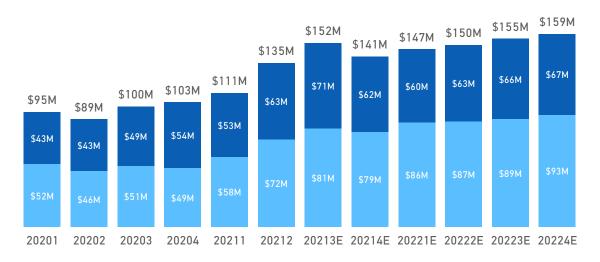




DAR\_Revenue
 CurrQtr BL(Act)(GID)
 CurrQtr BL(ZFOR)(GID)



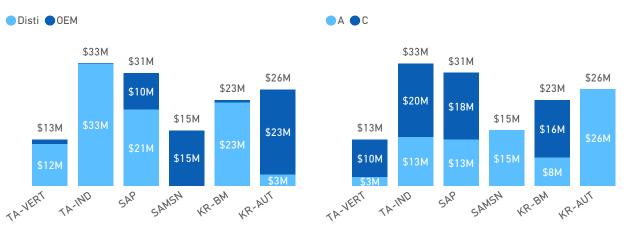


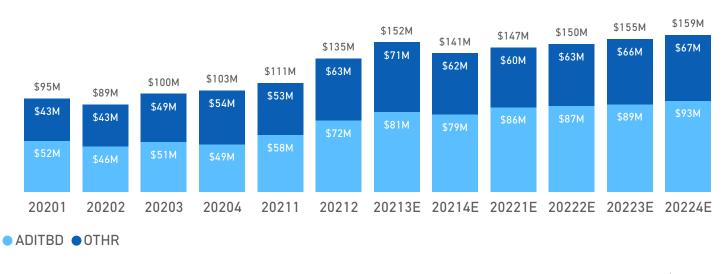


### RP QoQ% RP YoY% CurrentQtr CurrentQtr 53% 12%

NextQtr **-7%** 

NextQtr 37%

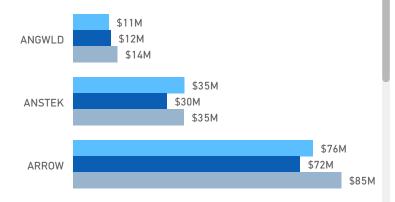






### QTD(RS) QTD(RP)POS







Disti Name	INV Wks	INV
	5.0	111,865,5
ANALOG WORLD CO. LTD.	5.4	11,041,1
ANSWER TECHNOLOGY CO. LTD	6.9	36,303,1
ARROW ELECTRONICS ASIA (S) PTE. LTD	4.2	32,741,9
ARROW ELECTRONICS ASIA(S)PTE LTD (I	5.2	3,887,3
ARROW ELECTRONICS AUSTRALIA	1.9	804,0
EXCELPOINT SYSTEMS (INDIA) PVT LTD	4.4	1,021,2
EXCELPOINT SYSTEMS PTE LTD (SINGAPO	4.8	8,690,9
EXCELPOINT SYSTEMS PTE. LTD. (AUSTR	7.7	315,6
MACNICA CYTECH PTE LTD	5.0	2,685,70
MORRIHAN INTERNATIONAL CORP	5.2	13,290,7 🗸
CUETNEANO EL FOTRONIOC DO LTD	′ ^	1003/1

Disti Parent	BB Ratio
ANGWLD	1
ANSTEK	1
ARROW	1
EXCELPOINT	1
MACNICA	1
MORRIHAN	1
SHEENBANG	1
	_

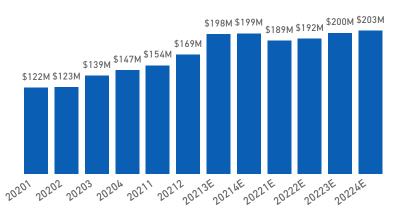
### RP QoQ% RP YoY% CurrentQtr CurrentQtr 17% 42% NextQtr NextQtr

1%

35%

### QTD(RS) CurrQtr ECBL(GID)





					¢00.014	\$98.0M
					\$90.2M	
		\$71.6M	\$74.5M	\$74.4M		# / O OM
\$62.3M	\$63.7M				\$44.2M	\$48.8M
\$29.0M	\$29.9M	\$32.6M	\$34.3M	\$35.6M		
\$22.5M	\$21.2M	\$25.6M	\$27.0M	\$25.6M	\$28.2M	\$31.1M
\$10.8M	\$12.6M	\$13.3M	\$13.2M	\$13.2M	\$17.7M	\$18.1M
20201	20202	20203	20204	20211	20212	20213

