

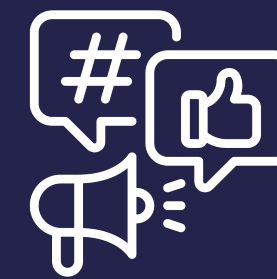


Business Insights 360



Info

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



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.



Finance View

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



Supply Chain View

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



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.



Support

Get your issues resolved by connecting to our support specialist.



Market

All

Region

All

Customer

All

Year

2022EST

Quarter

All

Year to Date/Go

All



NET SALES

\$3.74bn

(+353.5%)

GM%

38.08%

(+4.37%)

Net Profit

(\$522.42M)

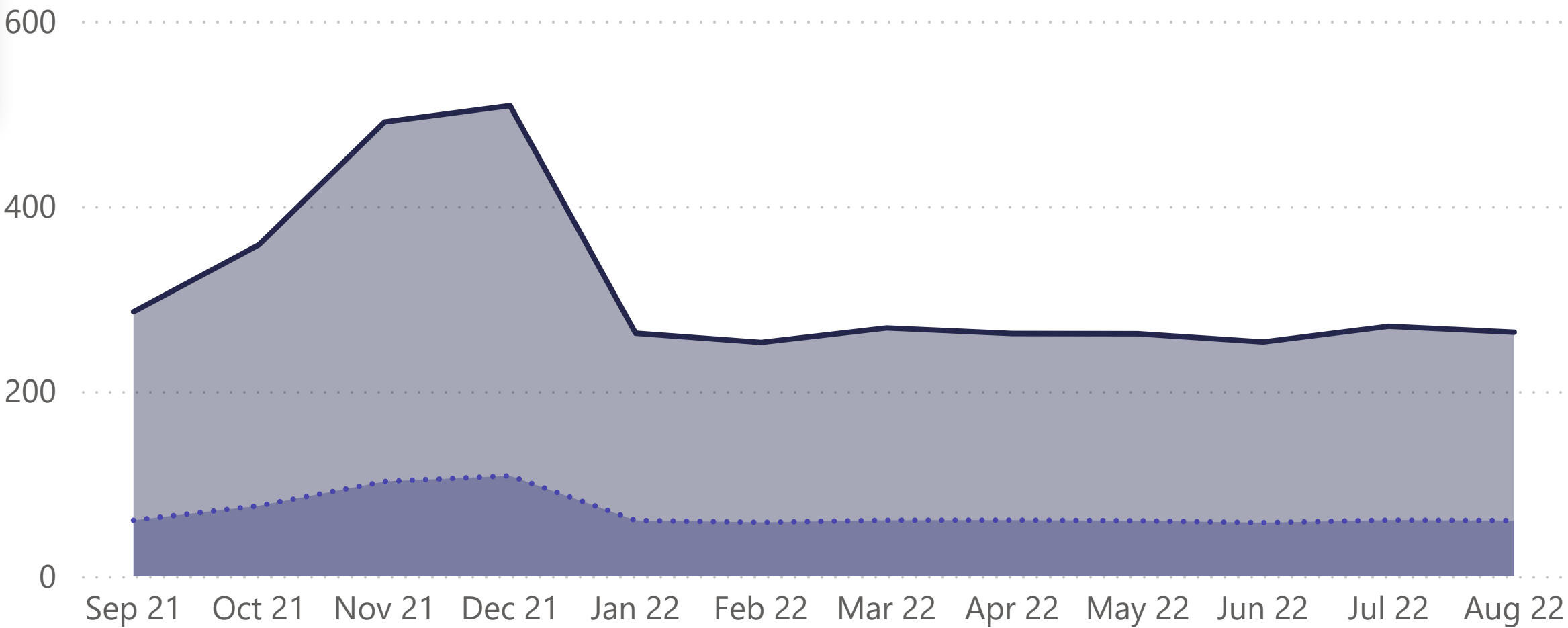
(-855.93%)

PROFIT AND LOSS STATEMENT

Line Item	2022EST	LY	YOY	YOY %
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
- Post Discounts	1,243.54	281.64	961.90	341.54
- Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
- Freight Cost	100.49	22.05	78.43	355.64
- Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM / Unit	15.76	5.99	9.77	162.95
-Operational Exp	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93
Net Profit %	-0.14	-0.07	-0.07	110.79

Net Sales Performance Over Time

Selected Yr-1 Selected Yr



Market	P & L values	P&L YOY %
India	945.34	348.72%
USA	770.26	483.31%
South Korea	300.59	369.60%
Canada	251.83	448.76%
United Kingdom	176.19	293.89%
China	147.43	393.51%
Philippines	129.23	208.57%
Australia	119.33	332.38%
Norway	102.93	409.84%
France	98.75	161.12%
Indonesia	96.61	298.56%
Spain	88.35	387.21%

Segment	P & L values	P&L YOY %
Accessories	454.10	85.46%
Desktop	711.08	1431.55%
Networking	38.43	-14.89%
Notebook	1,580.43	493.06%
Peripherals	897.54	439.03%
Storage	54.59	0.32%



Market

All

Region

All

Customer

All

Year

2022EST

Quarter

All

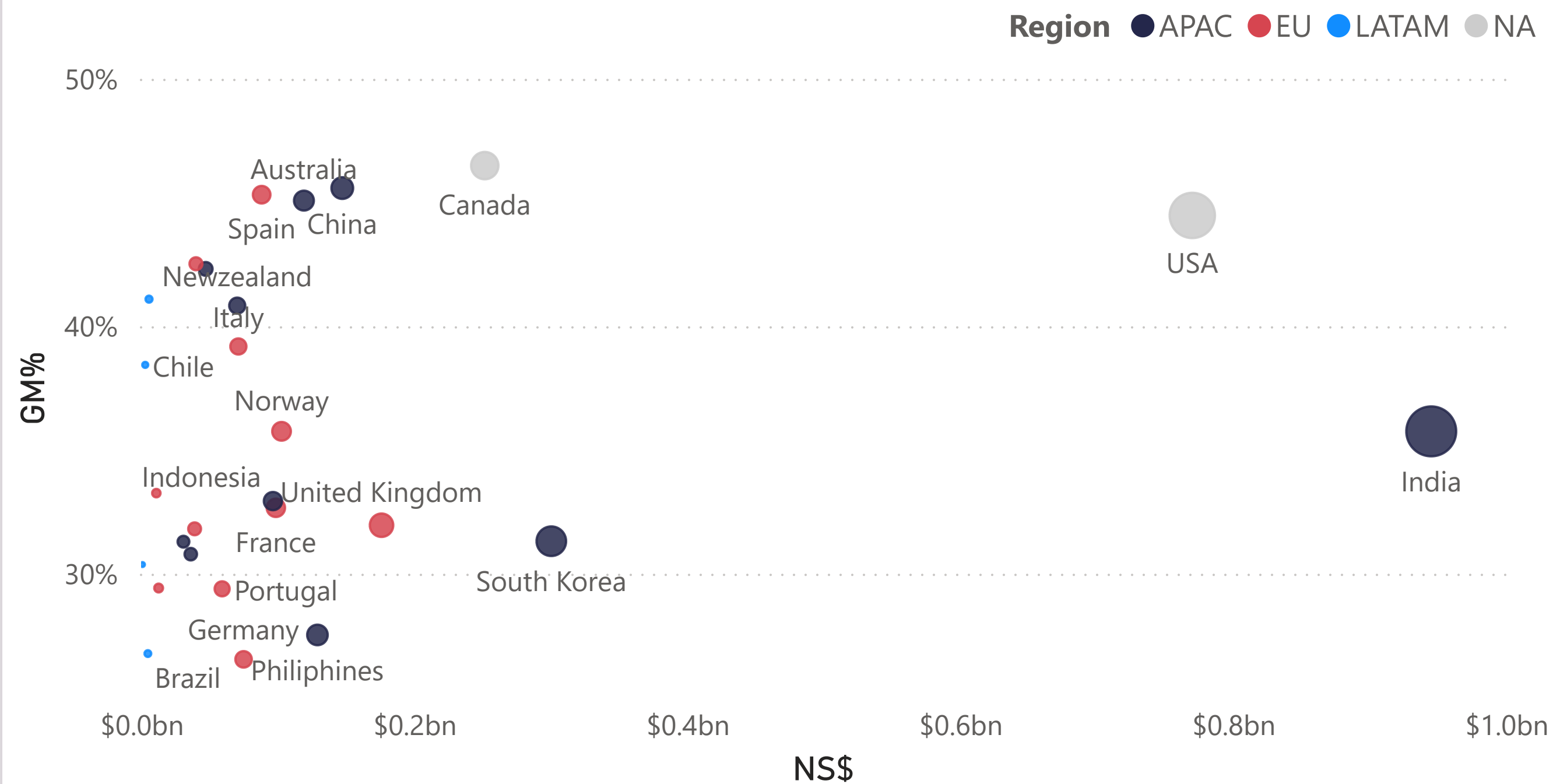
Year to Date/Go

All

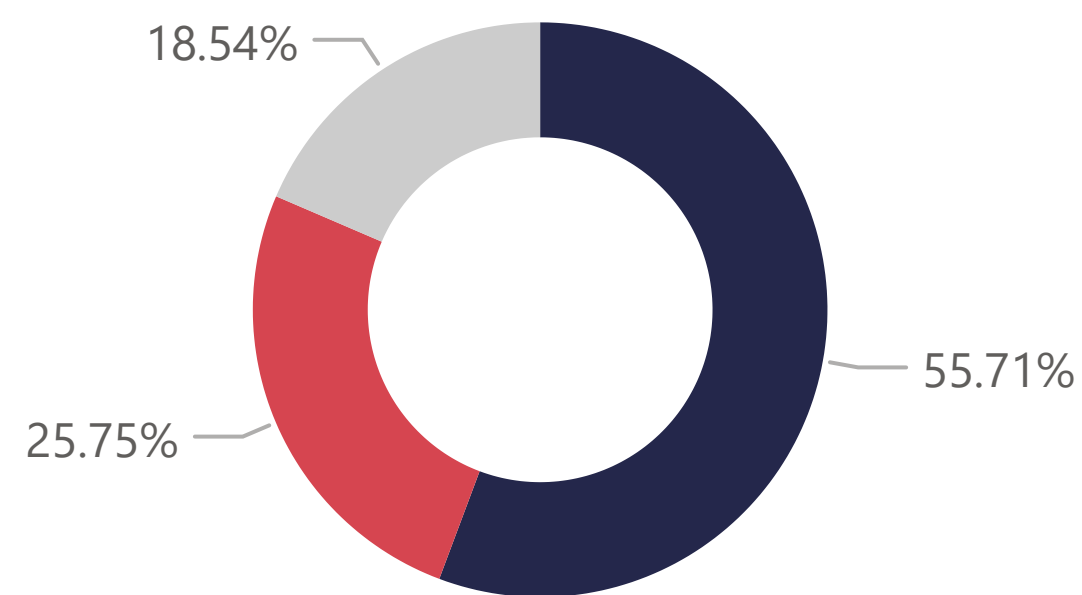


Customer	NS\$	GS\$	GM%
Amazon	\$496.9M	\$1,001.6M	36.78%
AltiQ Exclusive	\$307.2M	\$512.5M	47.22%
Atliq e Store	\$304.1M	\$613.4M	36.88%
Flipkart	\$138.5M	\$253.6M	42.14%
Sage	\$127.9M	\$282.4M	31.53%
Leader	\$117.3M	\$262.8M	30.70%
Neptune	\$105.7M	\$176.4M	46.70%
Ebay	\$91.6M	\$186.2M	36.09%
Acclaimed Stores	\$73.4M	\$139.7M	40.32%
walmart	\$72.4M	\$124.1M	45.66%
Electricalslytical	\$68.0M	\$135.9M	37.24%
Electricalsocity	\$67.8M	\$137.9M	36.03%
Staples	\$64.2M	\$124.6M	38.92%
Costco	\$61.8M	\$119.6M	39.07%
Propel	\$61.6M	\$122.5M	37.38%
Path	\$59.3M	\$106.1M	43.50%
Viiav Sales	\$55.1M	\$108.5M	27.96%

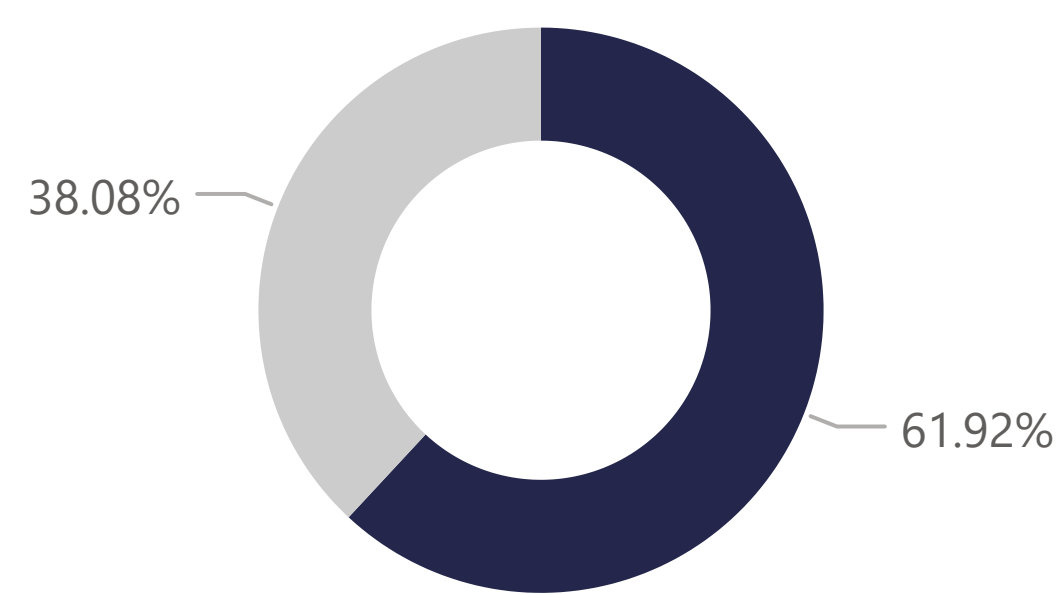
NS\$, GS\$ and NS\$ by Market and Region



● Net Sales ● Pre Invoice Deduction ● Post Invoice Disco...



● Total COGS ● Gross Margin



Segment	NS\$	GS\$	GM%
Accessories	\$454.1M	\$895.4M	38.01%
Desktop	\$711.1M	\$1,403.2M	38.31%
Networking	\$38.4M	\$75.9M	38.45%
Notebook	\$1,580.4M	\$3,116.3M	38.03%
Peripherals	\$897.5M	\$1,771.8M	38.02%
Storage	\$54.6M	\$107.6M	38.33%



Finance View



Sales View



Marketing View



Supply Chain View

Market

All

Region

All

Customer

All

Year

2022EST

Quarter

All

Year to Date/Go

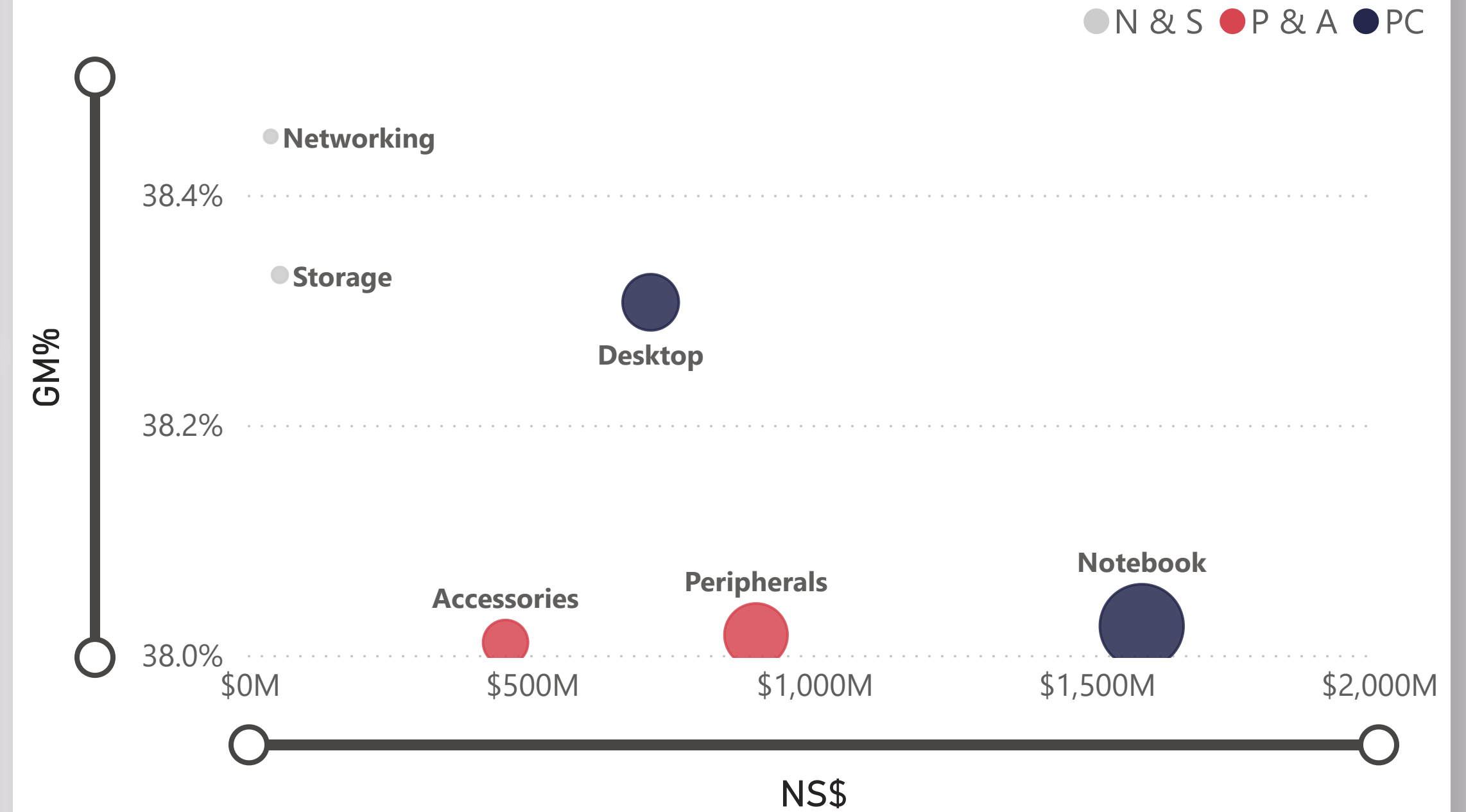
All



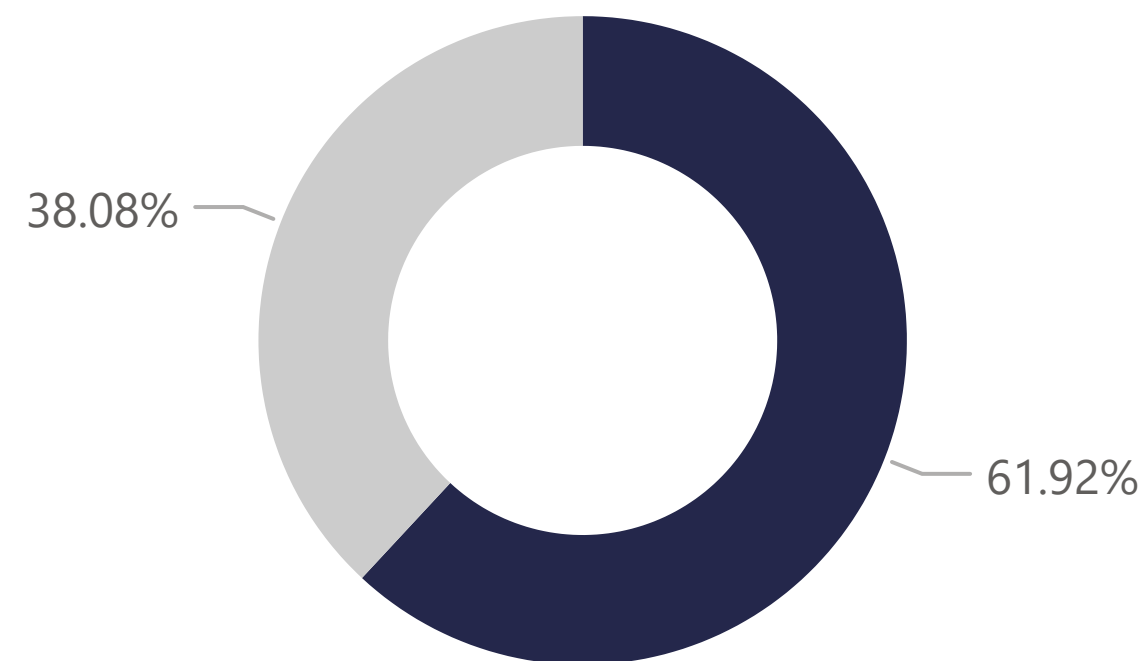
Segment	NS\$	GS\$	GM%	Net Profit	Net Profit %
<input type="checkbox"/> Networking	\$38.4M	\$75.9M	38.45%	(\$5.27M)	-13.72%
<input type="checkbox"/> Storage	\$54.6M	\$107.6M	38.33%	(\$7.51M)	-13.76%
<input type="checkbox"/> Desktop	\$711.1M	\$1,403.2M	38.31%	(\$97.79M)	-13.75%
<input type="checkbox"/> Notebook	\$1,580.4M	\$3,116.3M	38.03%	(\$222.16M)	-14.06%
<input type="checkbox"/> Peripherals	\$897.5M	\$1,771.8M	38.02%	(\$125.91M)	-14.03%
<input type="checkbox"/> Accessories	\$454.1M	\$895.4M	38.01%	(\$63.78M)	-14.05%

Region	NS\$	GS\$	GM%	Net Profit	Net Profit %
<input type="checkbox"/> NA	\$1,022.1M	\$1,775.6M	44.97%	(\$145.31M)	-14.22%
<input type="checkbox"/> APAC	\$1,923.8M	\$3,935.5M	35.88%	(\$281.16M)	-14.62%
<input type="checkbox"/> LATAM	\$14.8M	\$30.7M	35.02%	(\$0.44M)	-2.95%
<input type="checkbox"/> EU	\$775.5M	\$1,628.3M	34.53%	(\$95.52M)	-12.32%

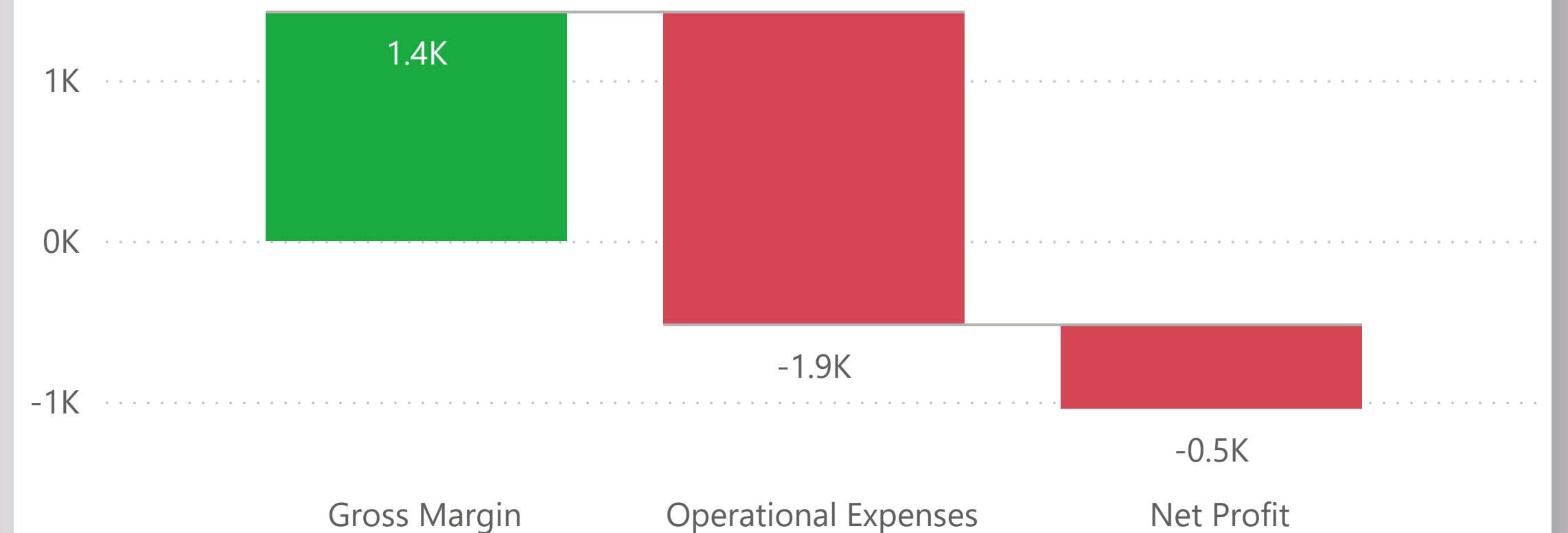
NS\$, GS\$ and NS\$ by Segment and Division



● Total COGS ● Gross Margin



● Increase ● Decrease



Market

All

Region

All

Customer

All

Year

2022EST

Quarter

All

Year to Date/Go

All



81.17%

Forecast Accuracy %

-3M

Net Error

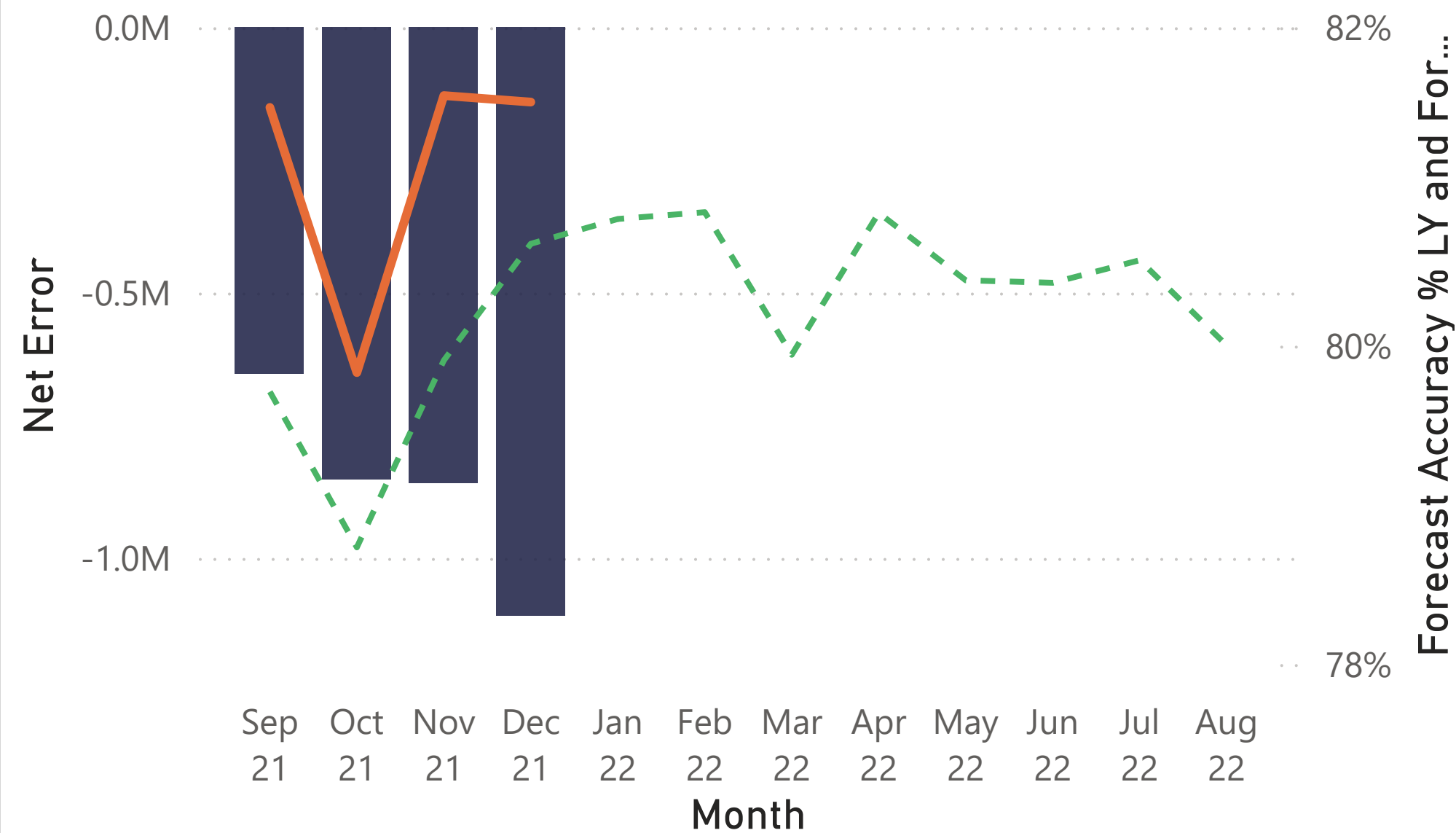
7M

ABS Error

Segment	forcast Accuracy %	Net Error	Net Error %
<input checked="" type="checkbox"/> Accessories	87.42%	341468	1.72%
<input checked="" type="checkbox"/> Desktop	87.53%	78576	10.24%
<input checked="" type="checkbox"/> Networking	93.06%	-12967	-1.69%
<input checked="" type="checkbox"/> Notebook	87.24%	-47221	-1.69%
<input checked="" type="checkbox"/> Peripherals	68.17%	-3204280	-31.83%
<input checked="" type="checkbox"/> Storage	71.50%	-628266	-25.61%

Net Error, Forecast Accuracy % LY and Forecast Accuracy % by Month

● Net Error ● Forecast Accuracy % LY ● Forecast Accuracy %



Customer	Forecast Accuracy %	Net Error	Risk *	Net Error %
Acclaimed Stores	57.74%	83037	EI	10.74%
All-Out	43.96%	-150	OOS	-0.32%
AltiQ Exclusive	71.42%	-221177	OOS	-8.73%
Amazon	73.79%	-464694	OOS	-9.22%
Argos (Sainsbury's)	54.78%	-23040	OOS	-17.60%
Atlas Stores	49.53%	-4182	OOS	-2.31%
Atliq e Store	74.22%	-294868	OOS	-9.65%
Atliq Exclusive	29.71%	-138065	OOS	-28.62%
BestBuy	46.60%	81179	EI	16.72%
Billa	42.63%	3704	EI	3.91%
Boulanger	52.69%	-48802	OOS	-20.21%
Chip 7	34.56%	-85293	OOS	-35.01%
Chiptec	50.49%	-20102	OOS	-11.36%
Circuit City	46.17%	85248	EI	16.55%
Control	52.06%	64731	EI	13.01%
Coolblue	47.66%	-34790	OOS	-15.34%
Costco	51.95%	101913	EI	15.79%
Croma	36.58%	-77649	OOS	-16.54%
Currys (Dixons Carphone)	54.29%	8104	EI	6.00%
Digimarket	28.21%	-95328	OOS	-46.59%
Ebay	52.27%	-19127	OOS	-2.02%
Electricalsara Stores	48.62%	-11256	OOS	-11.41%
Electricalsbea Stores	55.74%	-6352	OOS	-9.56%
Electricalslance Stores	41.07%	-39358	OOS	-41.89%
Electricalslytical	45.55%	-102814	OOS	-16.07%
Electricalsociety	36.28%	-224226	OOS	-34.43%
Electricalsquipo Stores	48.72%	-8961	OOS	-5.03%
Electricals...	20.00%	80430	OOS	55.050%

**EI - Excess Inventory

OOS- Out Of Stock