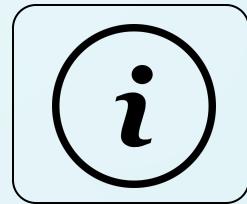




Business Insights 360



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..



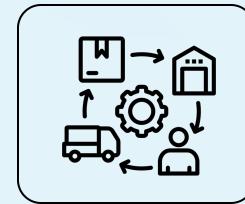
Sales View

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 View

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, market

All

customer

All

segment, category, product

All

2018

2019

2020

2021

>

Q1

Q2

Q3

>

YTD

YTG

\$267.98M

LY: \$111.37M
(+140.61%)
Net Sales

37.10%

LY: 41.20% (-9.95%)
GM %

-0.85%

LY: 2.21% (-138.68%)
Net Profit %

Profit and Loss Statement

Net Sales Performance Over Time

Line Item	2020	LY	YoY	YoY %
+ net profit %	-0.85	2.21	-3.06	-138.68
+ net profit	-2.29	2.46	-4.75	-193.08
+ operational expense	-101.71	-43.43	-58.28	134.21
+ GM / Unit	4.79	4.25	0.53	12.49
+ Gross Margin %	37.10	41.20	-4.10	-9.95
+ Gross Margin	99.42	45.89	53.53	116.66
+ Total COGS	168.56	65.49	103.07	157.39
+ - Other Cost	1.10	0.51	0.59	115.02
+ - Freight Cost	7.16	2.64	4.52	171.46
+ - Manufacturing Cost	160.30	62.34	97.96	157.14
+ Net Sales	267.98	111.37	156.60	140.61
+ Total Post Invoice Deduction	143.27	50.25	93.02	185.13
+ - Post Deductions	47.43	20.53	26.90	131.02
+ - Post Discounts	95.85	29.72	66.13	222.51
+ Net Invoice Sales	411.25	161.62	249.63	154.45
+ Pre Invoice Deduction	124.69	47.44	77.26	162.85
+ Gross Sales	535.95	209.06	326.88	156.36

Net Sales Performance Over Time



Top/Bottom Products and Customers by Net Sales

region	P & L values	P & L YoY change %	segment	P & L values	P & L YoY change %
+ EU	55.79	224.03	+ Accessories	66.23	136.21
+ NA	62.21	182.70	+ Desktop	0.95	0.00
+ LATAM	2.00	141.89	+ Networking	26.22	51.00
+ APAC	147.98	107.48	+ Notebook	86.39	166.63
Total	267.98	140.61	+ Peripherals	60.63	207.22
			+ Storage	27.56	99.17
			Total	267.98	140.61



region, market

All

customer

All

segment, category, product

All

2018

2019

2020

2021

2022

EST

Q1

Q2



YTD

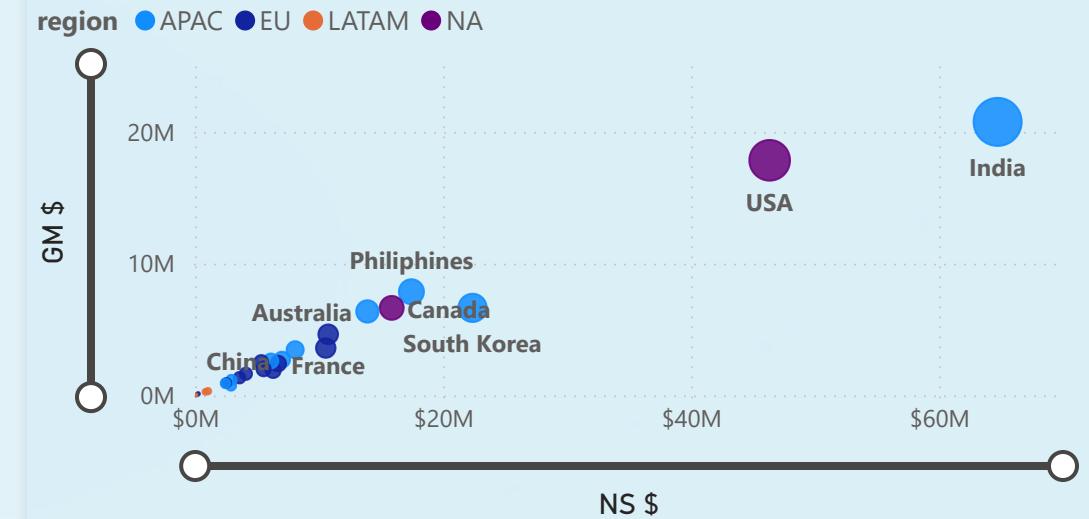
YTG



Customer Performance

customer	NS \$	GM \$	GM %
Unity Stores	\$0.50M	0.12M	23.13%
Nova	\$0.01M	0.00M	24.46%
Leader	\$7.73M	2.04M	26.36%
Vijay Sales	\$2.79M	0.74M	26.61%
Electricalslytical	\$3.41M	0.93M	27.32%
Atliq Exclusive	\$2.69M	0.78M	28.96%
Girias	\$2.68M	0.78M	29.09%
Ezone	\$2.64M	0.78M	29.37%
Notebillig	\$0.51M	0.15M	30.21%
Fnac-Darty	\$1.07M	0.33M	30.75%
Saturn	\$0.50M	0.15M	30.81%
Total	\$267.98M	99.42M	37.10%

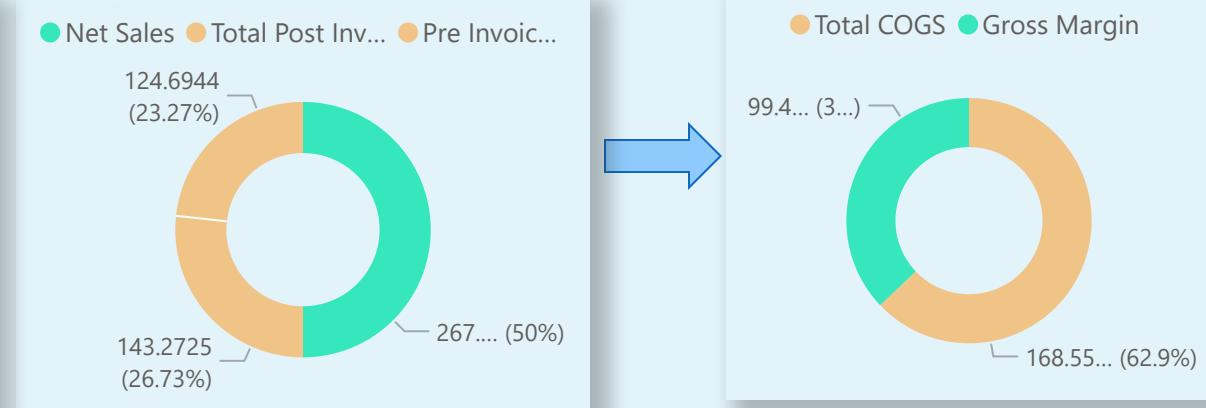
Performance Matrix



Product Performance

segment	NS \$	GM \$	GM %
Storage	\$27.56M	9.93M	36.05%
Peripherals	\$60.63M	22.72M	37.47%
Notebook	\$86.39M	32.04M	37.08%
Networking	\$26.22M	9.83M	37.51%
Desktop	\$0.95M	0.35M	36.47%
Accessories	\$66.23M	24.56M	37.07%
Total	\$267.98M	99.42M	37.10%

Unit Economics





region, market

All

customer

All

segment, category, product

All

2018

2019

2020

2021

2022

EST

Q1

Q2



YTD

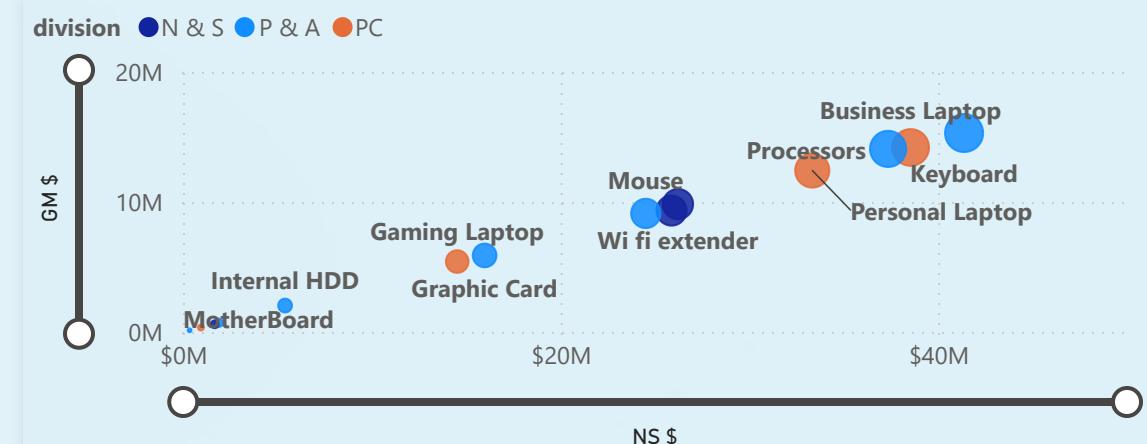
YTG



Product Performance

segment	NS \$	GM \$	GM %	net profit \$	net profit %
Storage	\$27.56M	9.93M	36.05%	-0.49M	-1.78%
Peripherals	\$60.63M	22.72M	37.47%	-0.29M	-0.48%
Notebook	\$86.39M	32.04M	37.08%	-0.79M	-0.92%
Networking	\$26.22M	9.83M	37.51%	-0.12M	-0.47%
Desktop	\$0.95M	0.35M	36.47%	-0.03M	-2.88%
Accessories	\$66.23M	24.56M	37.07%	-0.56M	-0.85%
Total	\$267.98M	99.42M	37.10%	-2.29M	-0.85%

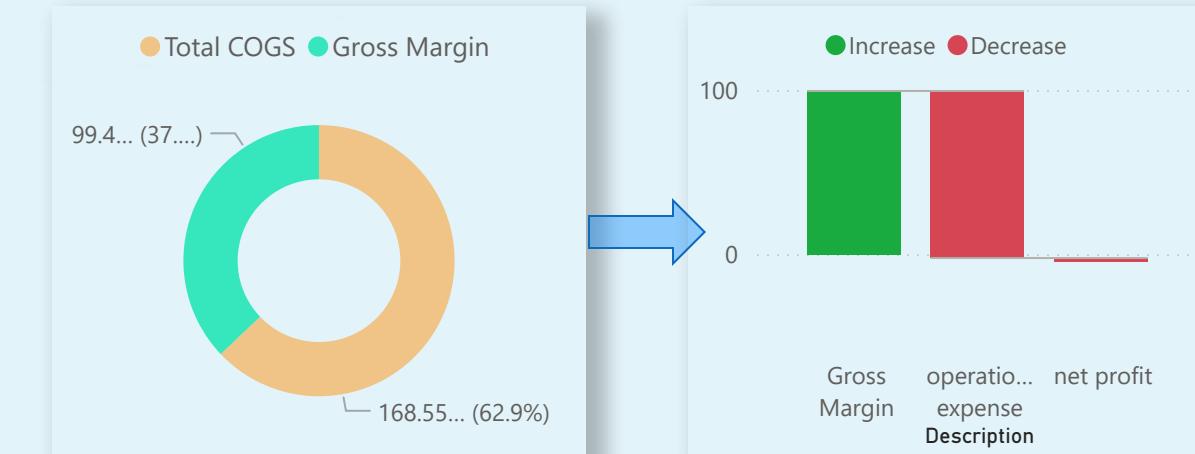
Performance Matrix



Region/Market/Customer Performance

region	NS \$	GM \$	GM %	net profit \$	net profit %
LATAM	\$2.00M	0.62M	30.96%	0.00M	-0.08%
APAC	\$147.98M	53.23M	35.97%	-1.52M	-1.03%
EU	\$55.79M	21.10M	37.82%	0.35M	0.62%
NA	\$62.21M	24.48M	39.35%	-1.11M	-1.79%
Total	\$267.98M	99.42M	37.10%	-2.29M	-0.85%

Unit Economics





region, market

All

customer

All

segment, category, product

All

2018

2019

2020

2021

2022

EST

Q1

Q2

Q3

Q4

YTD

YTG

72.99%!

LY: 86.45%
(-15.57%)

Forecast Accuracy

491.6K!

LY: 637.5K
(-22.88%)

Net Error

5.74M✓

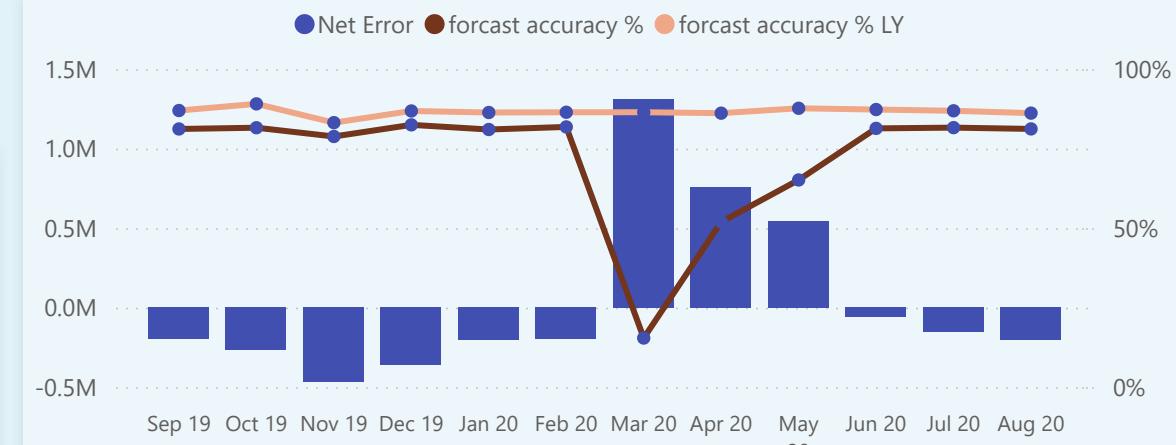
LY: 1.55M
(+271.06%)

ABS Error



customer	forecast accuracy %	forecast accuracy % LY	Net Error	Risk	Net Error %
Zone	40.90%	45.68%	19720	Excess Inventory	11.51%
walmart	34.80%	32.57%	21835	Excess Inventory	7.77%
Viveks	32.48%	46.18%	28753	Excess Inventory	10.37%
Vijay Sales	34.48%	44.36%	51889	Excess Inventory	17.23%
Unity Stores	27.53%	43.82%	-1673	Out of Stock	-3.64%
UniEuro	45.77%	32.17%	62607	Excess Inventory	27.48%
Taobao	-4.05%	4.43%	-50872	Out of Stock	-67.95%
Synthetic	38.32%	47.83%	261010	Excess Inventory	40.23%
Surface Stores	42.94%	45.22%	31181	Excess Inventory	36.74%
Staples	35.69%	33.85%	11720	Excess Inventory	4.22%
Sound	41.27%	51.26%	76763	Excess Inventory	34.71%
Sorefoz	41.33%	32.03%	51093	Excess Inventory	32.22%
Saturn	25.11%	41.12%	-3046	Out of Stock	-7.64%
Sage	35.92%	46.85%	142746	Excess Inventory	16.73%
Relief	42.81%	16.73%	58627	Excess Inventory	36.28%
Reliance Digital	38.76%	46.67%	64515	Excess Inventory	19.64%
Radio Shack	7.10%	28.64%	-44918	Out of Stock	-34.68%
Radio Popular	50.36%	58.50%	39157	Excess Inventory	19.89%
Propel	33.27%	46.36%	46283	Excess Inventory	14.76%
Premium Stores	42.85%	44.40%	60275	Excess Inventory	35.29%
Power	10.10%	55.00%	252	Out of Stock	0.10%
Total	72.99%	86.45%	491599	Excess Inventory	2.31%

Accuracy and Net Error Trend



Key Metrics By Products

segment	forecast accuracy %	forecast accuracy % LY	Net Error	Risk	Net Error %
Storage	81.01%	80.25%	698487	Excess Inventory	14.86%
Peripherals	75.18%	85.06%	193476	Excess Inventory	7.43%
Notebook	76.65%	83.02%	146640	Excess Inventory	22.59%
Networking	52.50%	81.50%	-379134	Out of Stock	-28.90%
Desktop	70.07%		-52	Out of Stock	-2.00%
Accessories	71.42%	90.20%	-167818	Out of Stock	-1.40%
Total	72.99%	86.45%	491599	Excess Inventory	2.31%