

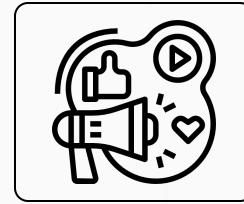
Download **user manual** and get to know the key information of this tool.



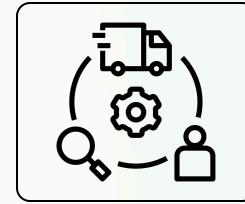
Get **P & L statement** for any customer / product / country or aggregation of the above over any time period and More..



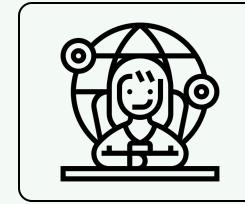
Analyze the performance of your customer(s) over key metrics like Net Sales, Gross Margin and view the same in **profitability / Growth matrix**.



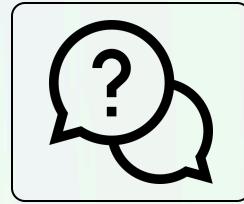
Analyze the performance of your product(s) over key metrics like Net Sales, Gross Margin and view the same in **profitability / Growth matrix**.



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



A **top level dashboard** for executives consolidating top insights from all dimensions of business.



Get your **issues resolved** by connecting to our support specialist.



FILTERS

2019 2020 2021 2022 2023 Est

Q1 Q2 Q3 Q4

YTD YTG

by region/country

All

by store

All

segment

All

Abbreviations

BM = Benchmark | LY=Last Year

GM = Gross Margin | NS = Net Sales

NP= Net Profit | Chg = Change

All values in Million \$

₹ 241.09M

NS

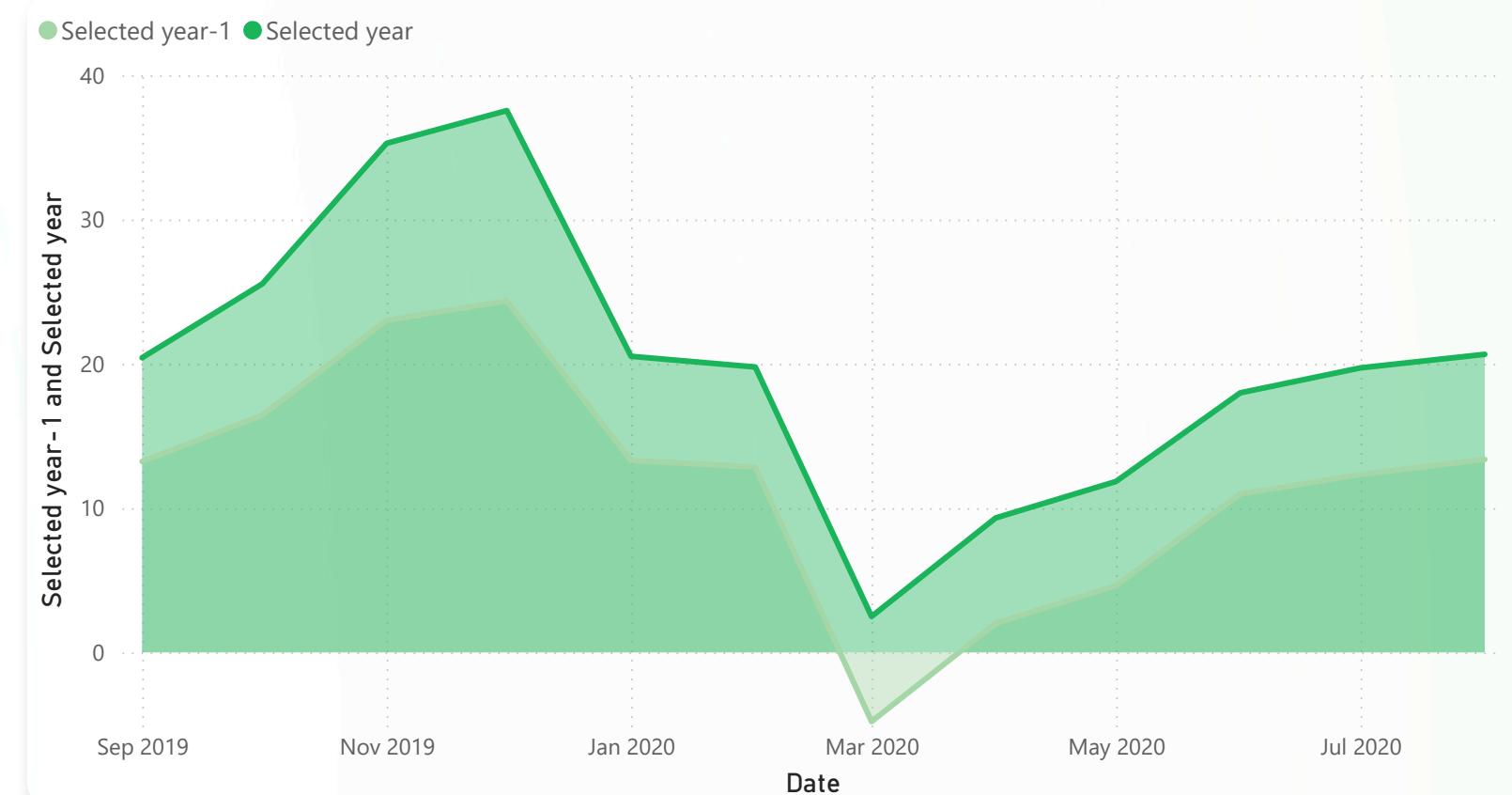
30.43%

GM%

-7.57%

Net_profit%

Net Sales Performance over time



Top/Bottom Products & Customers By Net Sales

region	P & L values	P & L YOY chg %
APAC	132.27	109.37
EU	50.43	226.03
LATAM	1.85	149.60
NA	56.54	182.98
Total	241.09	142.63

category	P & L values	P & L YOY chg %
Wi fi extender	23.60	52.37
Networking	23.60	52.37
USB Flash Drives	1.51	0.00
Processors	33.60	234.71
Personal Laptop	29.99	166.58
Personal Desktop	0.85	0.00
Mouse	22.05	133.95
MotherBoard	1.71	432.52
Total	241.09	142.63

Profit and loss statement

line item	2020	LY	YoY Chg	YoY Chg %
Net profit%	-7.57	-4.67	-2.90	62.17
Net profit	-18.25	-4.64	-13.61	293.47
Operational expense	91.61	38.85	52.75	135.77
GM / Unit	3.53	3.17	0.36	11.31
Gross Margin %	30.43	34.44	-4.01	-11.63
Gross Margin	73.36	34.22	39.14	114.40
Total COGS	167.73	65.15	102.58	157.45
- Other Cost	0.99	0.46	0.53	117.01
- Freight Cost	6.44	2.36	4.09	173.51
- Manufacturing Cost	160.30	62.34	97.96	157.14
Net Sales	241.09	99.37	141.72	142.63
Total Post Invoice Deduction	128.76	44.91	83.86	186.74
- Post Deductions	42.70	18.34	24.36	132.79
- Post Discounts	86.06	26.56	59.50	224.00
Net Invoice Sales	369.85	144.27	225.58	156.36
Pre Invoice Deduction	166.09	64.79	101.30	156.36
Gross Sales	535.95	209.06	326.88	156.36



FILTERS

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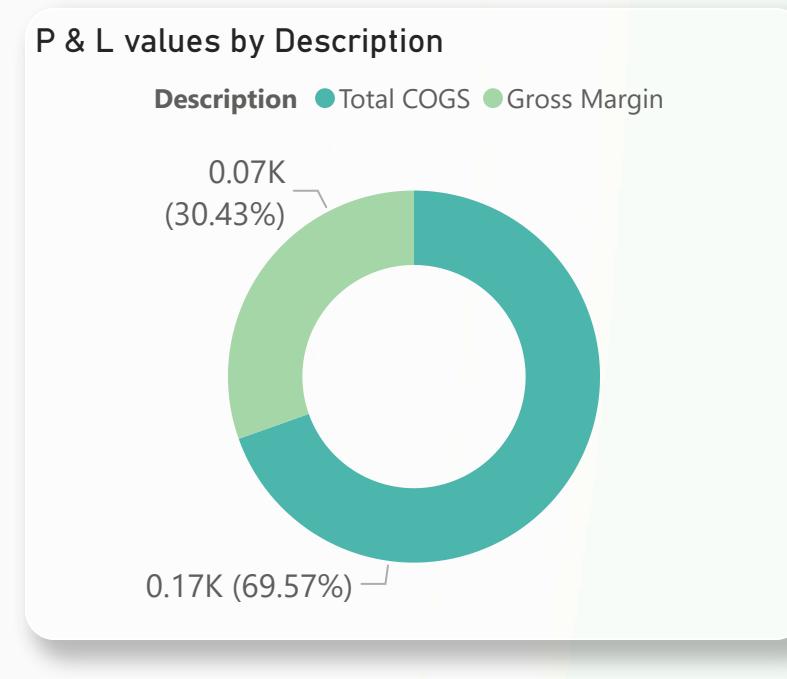
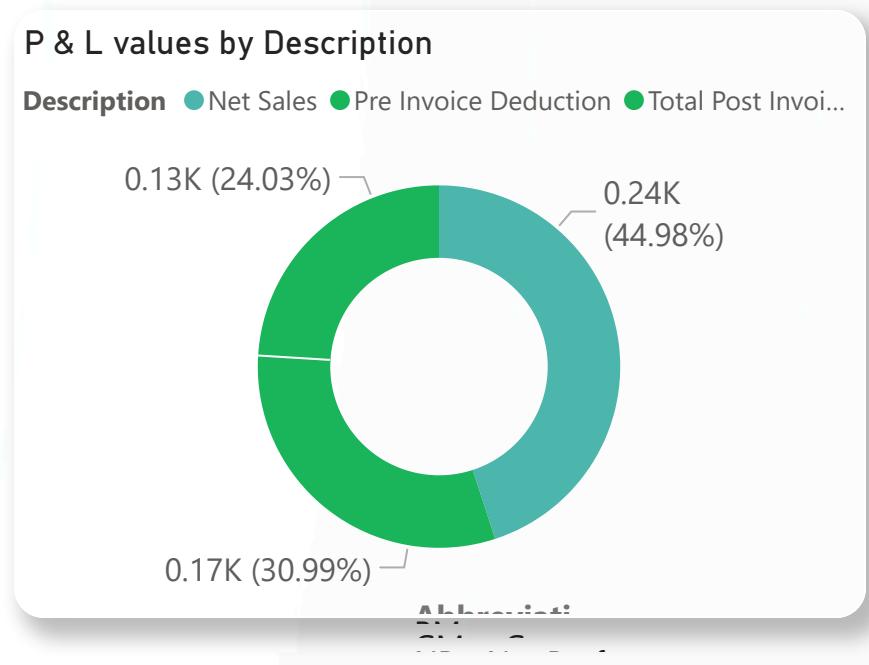
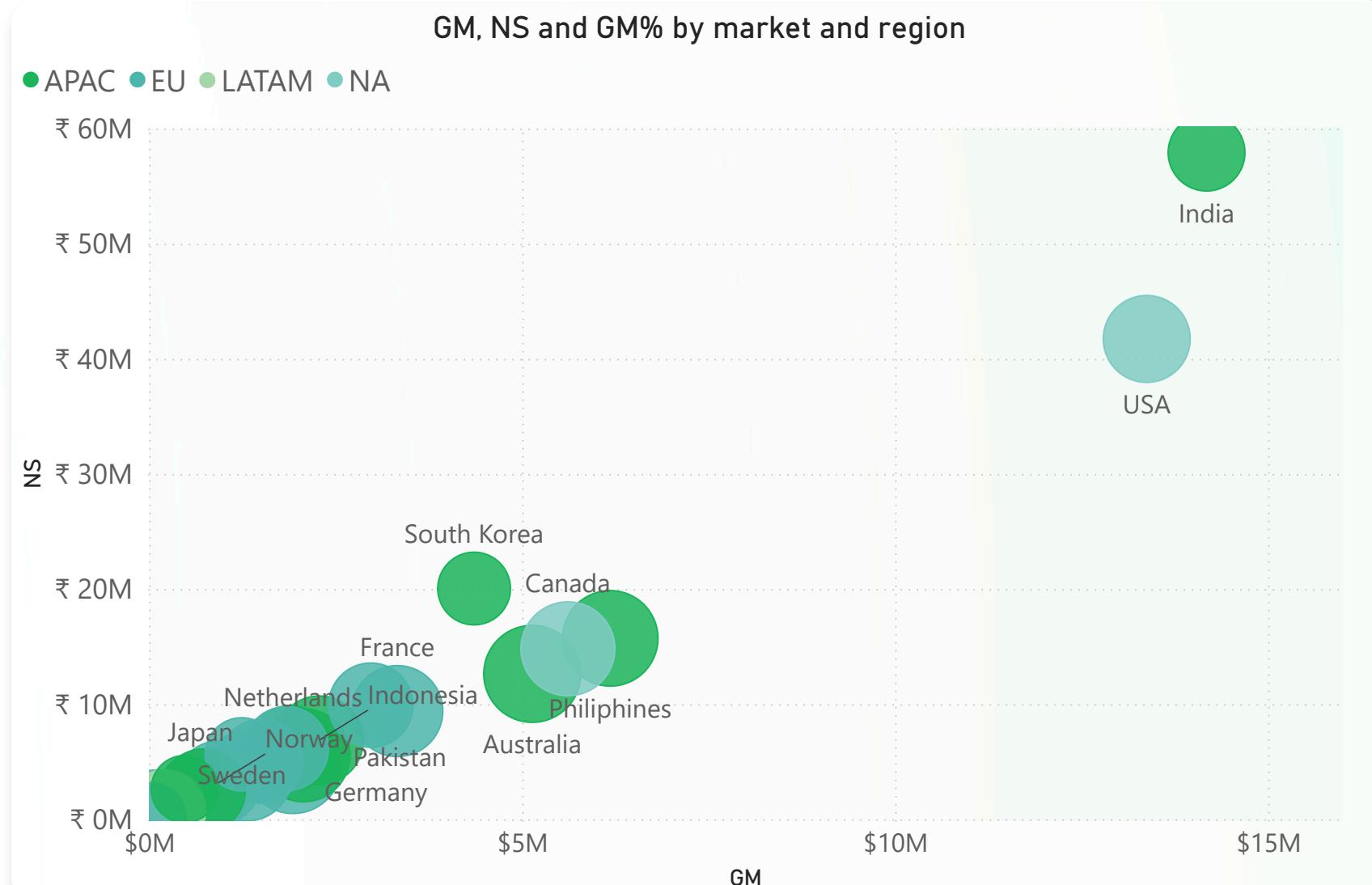
by region/country
All

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Abbreviations
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All values in Million \$



customer	NS	GM	GM%
Acclaimed Stores	₹ 3.46M	\$1.12M	32.48%
All-Out	₹ 0.19M	\$0.06M	30.94%
AltiQ Exclusive	₹ 15.12M	\$4.73M	31.29%
Amazon	₹ 44.40M	\$13.69M	30.83%
Argos (Sainsbury's)	₹ 0.91M	\$0.26M	28.30%
Atlas Stores	₹ 0.77M	\$0.23M	29.84%
Atliq e Store	₹ 28.79M	\$9.03M	31.36%
Atliq Exclusive	₹ 2.53M	\$0.62M	24.62%
BestBuy	₹ 2.10M	\$0.67M	32.11%
Billa	₹ 0.52M	\$0.15M	29.90%
Boulanger	₹ 0.96M	\$0.25M	26.22%
Chip 7	₹ 1.60M	\$0.52M	32.75%
Chiptec	₹ 0.48M	\$0.15M	30.36%
Circuit City	₹ 2.22M	\$0.71M	31.95%
Control	₹ 2.47M	\$0.78M	31.54%
Coolblue	₹ 1.33M	\$0.36M	27.10%
Costco	₹ 3.27M	\$1.11M	33.86%
Total	₹ 241.09M	\$73.36M	30.43%



FILTERS

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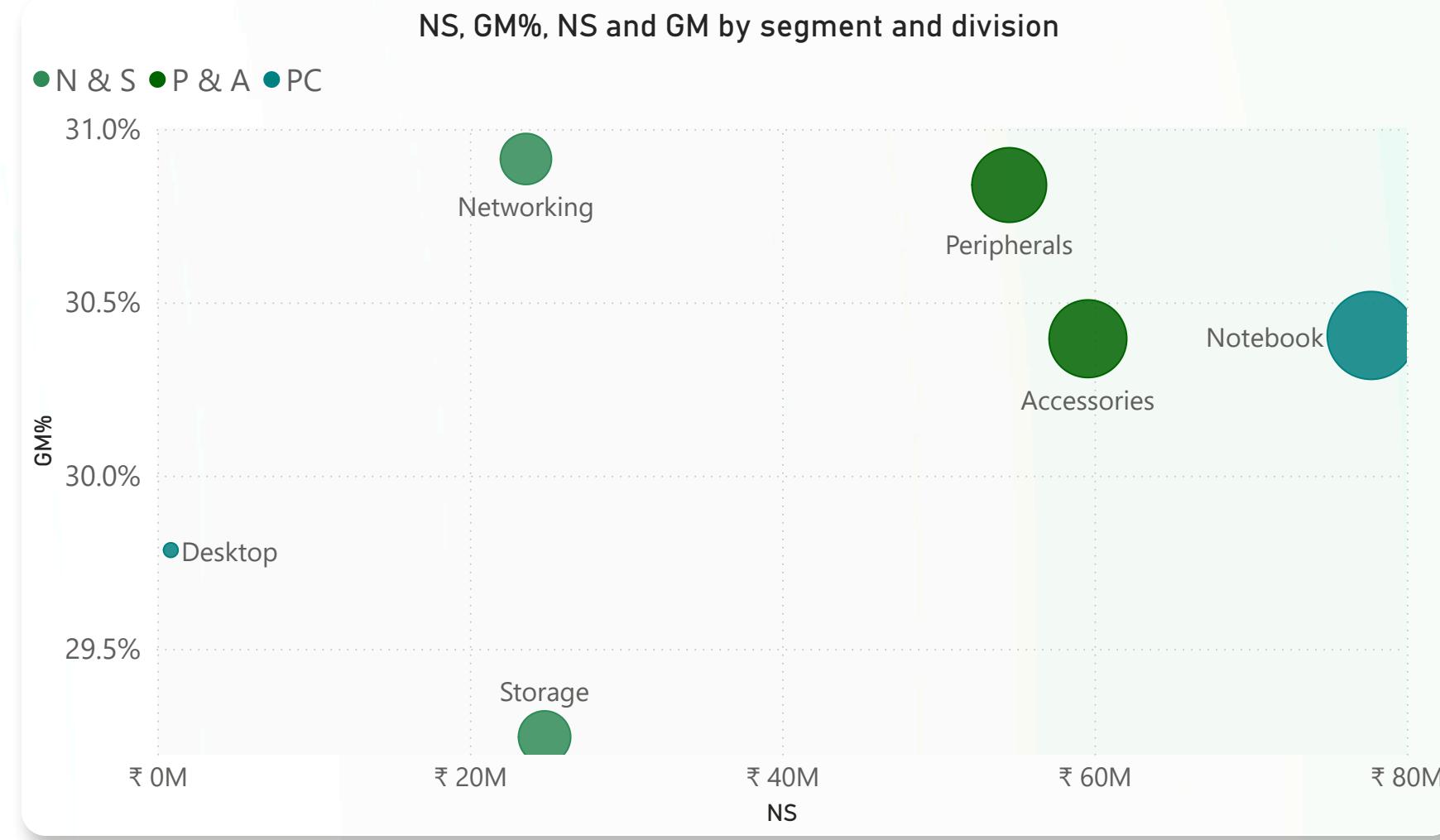
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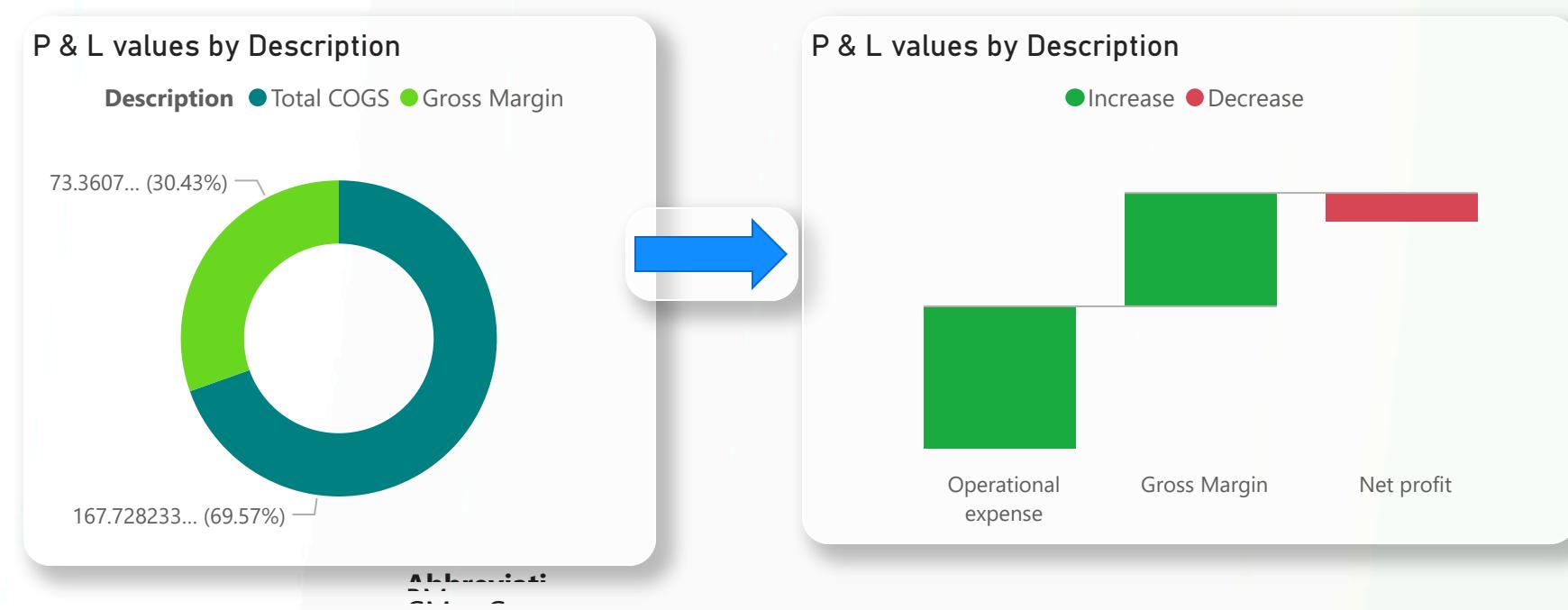
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segment	NS	GM	GM%	Net_profit	Net_profit %
Networking	₹ 23.60M	\$7.29M	30.91%	-1.68M	-7.10%
Peripherals	₹ 54.54M	\$16.82M	30.84%	-3.90M	-7.16%
Notebook	₹ 77.72M	\$23.63M	30.40%	-5.94M	-7.64%
Accessories	₹ 59.58M	\$18.11M	30.40%	-4.51M	-7.57%
Desktop	₹ 0.85M	\$0.25M	29.79%	-0.08M	-9.57%
Storage	₹ 24.79M	\$7.25M	29.25%	-2.14M	-8.62%
Total	₹ 241.09M	\$73.36M	30.43%	-18.25M	-7.57%





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6M

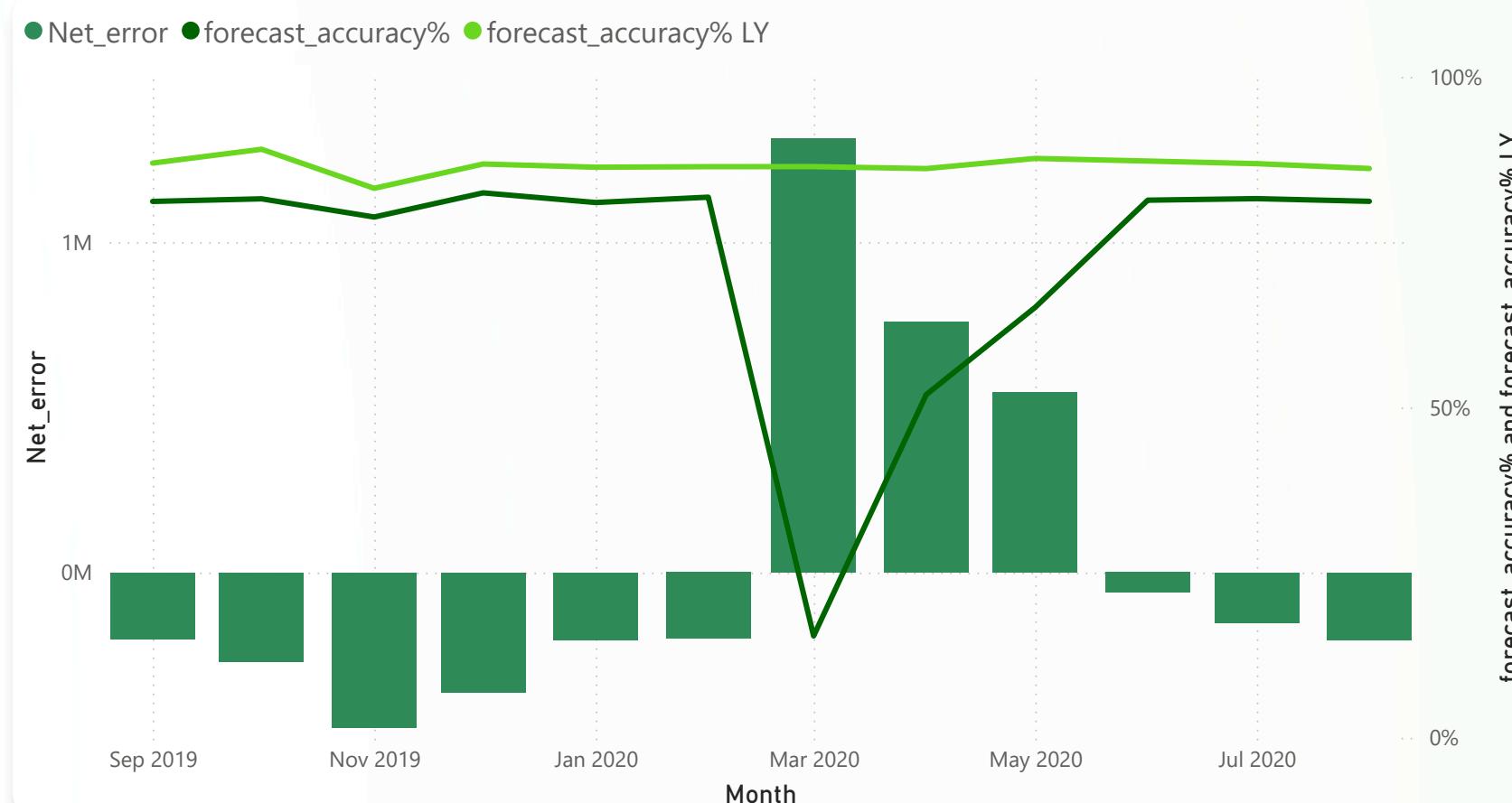
absolute_error

492K

Net_error

72.99%

forecast_accuracy%



segment	forecast_accuracy%	Net_error	Risk
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Networking	52.50%	-379134	Out of stock
Accessories	71.42%	-167818	Out of stock
Desktop	70.07%	-52	Out of stock
Notebook	76.65%	146640	Excess inventory

customer

customer	forecast_accuracy%	forecast_accuracy% LY	Net_error	Net_error%	Risk
Acclaimed Stores	8.69%	56.42%	-83357	-39.76%	Out of stock
Amazon	48.43%	78.07%	-91737	-31.93%	Out of stock
Atliqe Store	55.24%	76.51%	-54432	-28.48%	Out of stock
BestBuy	7.31%	26.90%	-44305	-32.55%	Out of stock
Billa	26.05%	36.08%	-2483	-5.80%	Out of stock
Boulanger	38.12%	45.56%	-7244	-8.78%	Out of stock
Chiptec	27.04%		-4136	-10.85%	Out of stock
Circuit City	9.90%	26.23%	-47555	-34.82%	Out of stock
Control	30.41%	36.19%	-20992	-11.29%	Out of stock
Ebay	18.21%	51.05%	-23196	-55.58%	Out of stock
Euronics	42.25%	57.34%	-3198	-3.48%	Out of stock
Flawless Stores	38.59%	47.26%	-2163	-4.35%	Out of stock
Flipkart	11.82%	50.68%	-33023	-59.99%	Out of stock
Fnac-Darty	36.34%	51.50%	-7236	-8.27%	Out of stock
Info Stores	35.71%	44.65%	-1700	-3.66%	Out of stock



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30.43%

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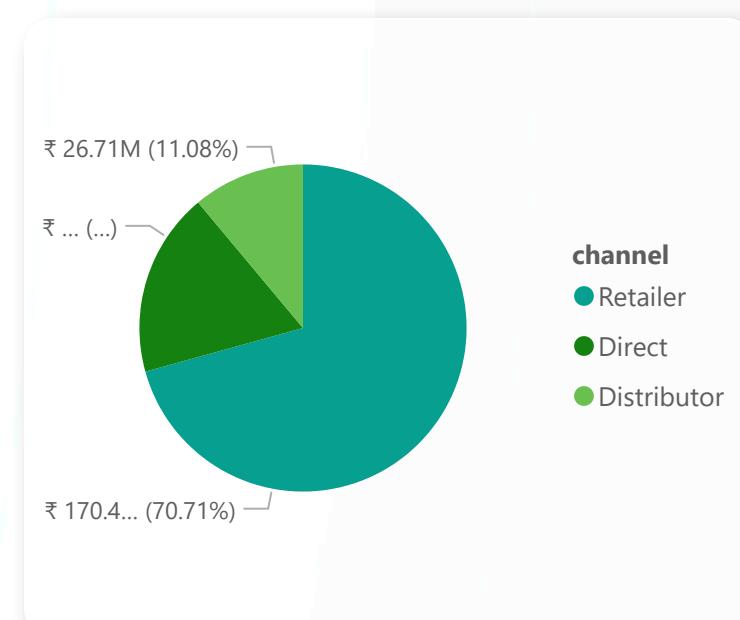
-7.57%

Net_profit%

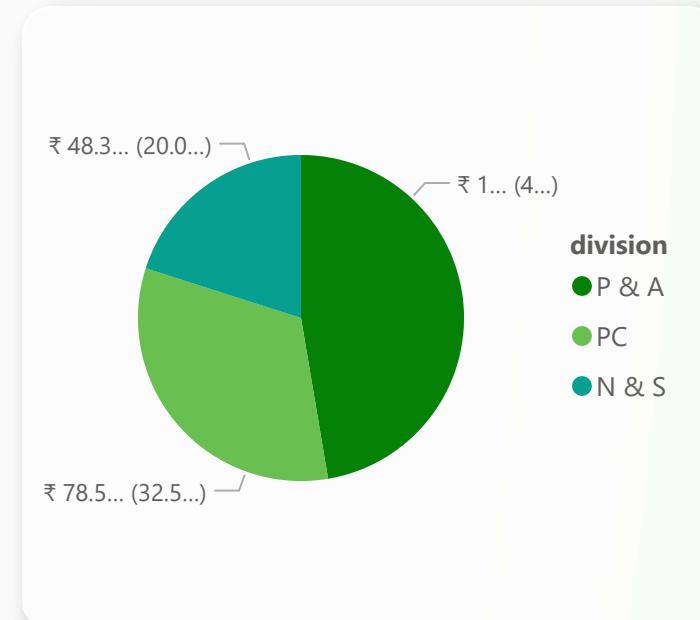
Key insights by Sub_Zone

sub_zone	NS	RC%	GM	Net_profit%	market_sh	Net_error%	Risk
re%							
SE	₹ 22.40M	9.29%	\$ 6.81M	-0.29%	6.59%	11.01%	Excess inventory
India	₹ 57.91M	24.02%	\$ 14.17M	-22.33%	5.11%	-0.82%	Out of stock
ROA	₹ 59.10M	24.52%	\$ 18.21M	1.52%	3.18%	9.35%	Excess inventory
NE	₹ 28.04M	11.63%	\$ 9.09M	-10.33%	2.52%	8.34%	Excess inventory
NA	₹ 56.54M	23.45%	\$ 18.99M	-7.48%	1.82%	-22.10%	Out of stock
ANZ	₹ 15.26M	6.33%	\$ 5.62M	7.07%	0.54%	24.23%	Excess inventory
LATAM	₹ 1.85M	0.77%	\$ 0.47M	-5.39%	0.12%	1.20%	Excess inventory

Revenue by Channel



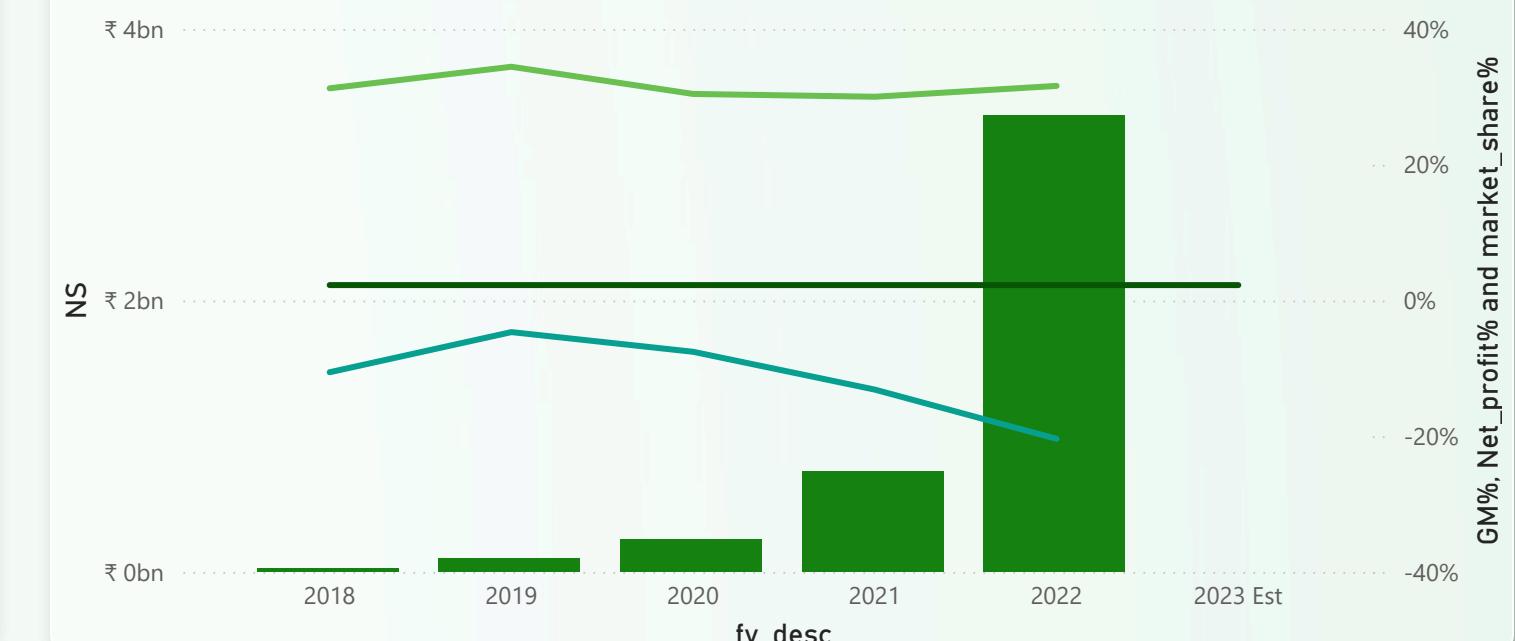
Revenue by Division



Yearly trend by Revenue GM% Net profit % PC market share %

NS, GM%, Net_profit% and market_share% by fy_desc

● NS ● GM% ● Net_profit% ● market_share%



Top 5 customers by Revenue

customer	RC%	GM%
AltiQ Exclusive	6.27%	31.29%
Amazon	18.42%	30.83%
Atliq e Store	11.94%	31.36%
Flipkart	4.17%	28.04%
Sage	3.11%	24.08%
Total	43.91%	30.30%

Top 5 products by Revenue

product	RC%	GM%
AQ BZ Compact	4.26%	29.75%
AQ BZ Gen Y	4.51%	30.31%
AQ Lite	4.31%	29.74%
AQ Wi Power Dx1	4.42%	30.31%
AQ Wi Power Dx2	5.37%	31.41%
Total	22.86%	30.36%