

Business Overview

2019202020212022

Net Sales

19.93M

Profit

10.81M

Profit %

54.26 %

Stock Value

3.40M

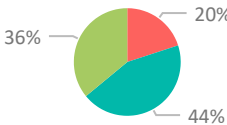
Receiv Balance

4.88M

Receiv Overdue

78.24 %

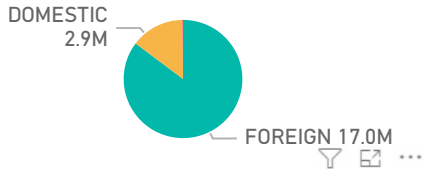
Stock Value by Aging



Customer Table

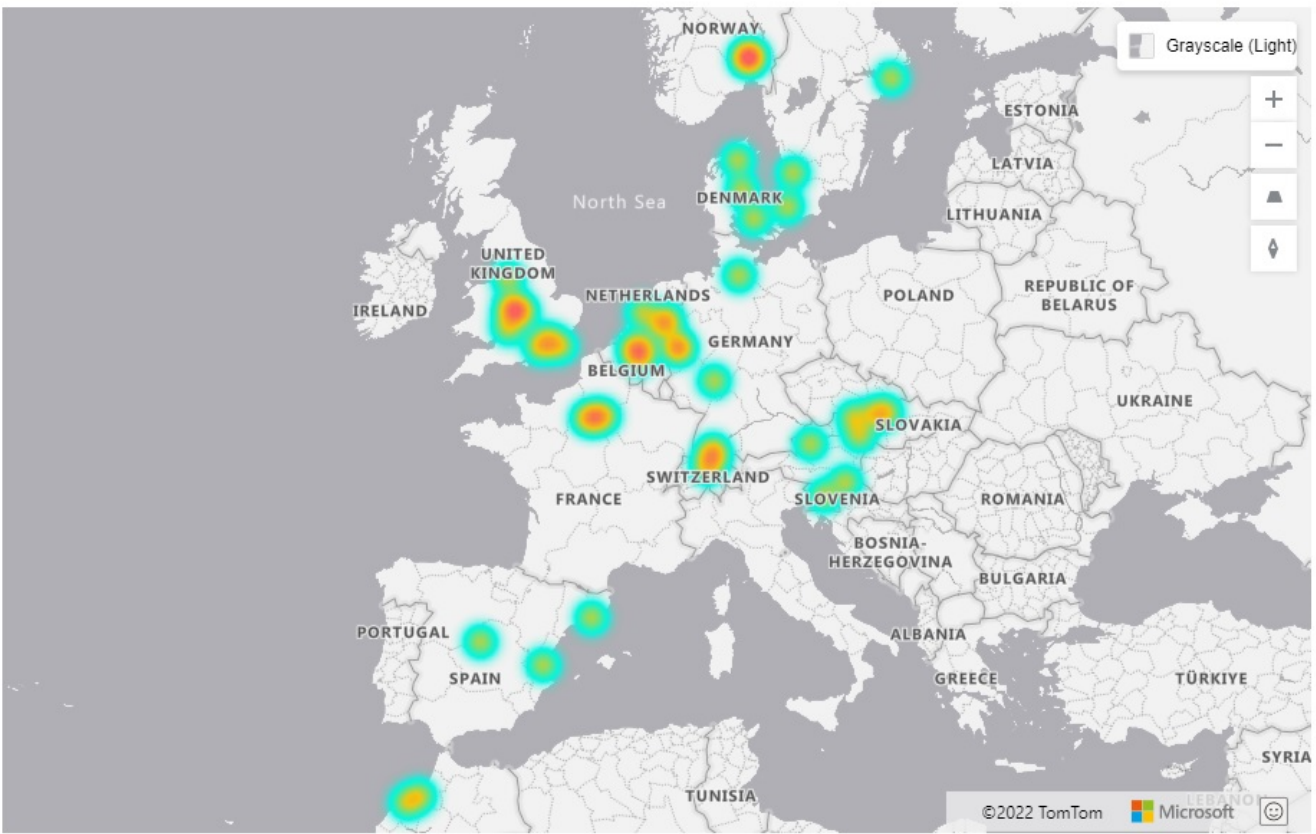
Net Sales	Profit	Profit %	Receiv Balance	Receiv Overdue	Receiv Balance
19.93M	10.81M	54.26 %	4.88M	78.24 %	4.88M

2019	2020	2021	2022
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Customer Name	Net Sales	Net Sales YTD Variance	Profit %	Days Last Sale	# Invoices	Rec Balance	Overdue %
Gagn & Gaman	↓ 1,053,890	-20,990	52.92 %	7	135	98,064	77.79 %
Hotel Pferdesee	↑ 894,503	43,517	52.36 %	3	127	! 149,289	64.50 %
Progressive Home Furnis...	↑ 875,593	175,279	68.85 %		115	9,025	194.90 %
Candoxy Canada Inc.	↑ 867,192	203,769	51.33 %	6	120	! 167,717	27.48 %
Marsholm Karmstol	↑ 833,790	21,500	58.14 %	3	87	59,081	57.29 %
Sonn matt Design	↑ 800,869	99,389	49.54 %	5	89	! 121,091	81.62 %
Möbel Scherrer AG	↑ 705,199	126,309	56.71 %	10	78	54,973	95.47 %
Highlights Electronics Sd...	↑ 695,553	150,535	56.99 %	10	100	! 108,264	88.42 %
Klubben	↓ 619,854	-47,784	53.56 %	5	86	! 134,655	80.89 %
Libros S.A.	↑ 612,540	48,096	52.33 %	1	71	25,979	15.28 %
Blanemark Hifi Shops	↑ 557,532	213,906	58.76 %	8	114	52,442	87.81 %
Designstudio Gmunden	↑ 543,282	2,462	62.80 %	3	119	! 108,959	94.28 %
The Device Shop	↑ 536,364	173,054	51.10 %	7	89	! 114,916	42.01 %
J & V v.o.s.	↑ 529,275	73,988	47.36 %	7	84	45,219	21.23 %
London Candoxy Storage...	↑ 527,956	162,909	64.10 %	6	85	27,076	63.88 %
Selangorian Ltd.	↑ 505,683	113,293	47.39 %		78	! 170,033	89.84 %
Englunds Kontorsmöbler ...	↑ 482,931	39,031	60.48 %		52	31,166	79.74 %
Parmentier Boutique	↑ 482,315	132,230	59.06 %	5	73	39,121	76.84 %
Somadis	↑ 473,370	24,193	59.64 %	3	82	58,385	80.59 %
Meersen Meubelen	↑ 470,792	20,987	57.07 %	6	61	! 115,465	94.25 %
Nieuwe Zandpoort NV	↓ 453,960	-33,075	57.56 %	13	53	65,487	72.78 %
Helguera industrial	↑ 428,380	101,275	44.61 %	4	60	94,889	74.66 %
Afrifield Corporation	↓ 424,614	-55,204	54.10 %	9	59	44,581	30.59 %
Candoxy Kontor A/S	↑ 417,490	31,915	53.63 %	6	59	80,202	33.35 %
Lovina Contractors	↑ 413,651	16,714	55.95 %	6	68	88,238	97.02 %
Möbel Siegfried	↑ 412,935	180,578	56.90 %	19	91	27,504	96.53 %
Cronus Cardoxy Procure...	↓ 401,890	-35,338	48.17 %	19	55	3,061	100.00 %
Total	19,927,168	3,352,834	54.26 %		3,074	4,877,025	78.24 %

Customer Posting Group	Net Sales	Net Sales YTD Variance	Profit %	# Invoices	Receivables Balance	Overdue %
FOREIGN	↑ 16,993,204	2,806,270	54.66 %	2,483	3,508,207	75.78 %
DOMESTIC	↑ 2,890,645	503,245	51.97 %	576	1,315,963	83.93 %
EU	↑ 43,319	43,319	50.33 %	15	52,854	100.00 %
Total	19,927,168	3,352,834	54.26 %	3,074	4,877,025	78.24 %



Country	Net Sales	LY	Salesperson	Net Sales	LY	Area Code	Net Sales	LY
GB	↓ 2,890,645	2,939,818	JR	↓ 5,531,957	5,896,684	30	↑ 7,447,824	5,869,929
DE	↑ 1,740,056	1,010,328	RL	↑ 4,518,375	2,981,822	40	↑ 5,589,471	4,592,382
CH	↑ 1,530,584	842,150	MD	↑ 4,242,765	3,212,316	70	↑ 2,509,453	1,561,942
CA	↑ 1,483,372	606,842	BD	↑ 3,637,956	3,101,040	80	↑ 2,229,053	2,082,080
SE	↑ 1,333,388	775,259	LM	↑ 895,479	141,662	50	↑ 1,782,010	1,399,170
ES	↑ 1,101,972	690,593	PS	↑ 726,481	176,920	20	↑ 335,379	-14,165
IS	↑ 1,090,481	759,841	AH	↑ 338,572		60	↑ 29,647	13,079
US	↑ 986,145	454,383	N/A	↑ 24,592	13,079	60	↑ 29,647	13,079
AT	↓ 981,922	1,139,501	PK	↑ 10,990		N/A	↓ 4,331	19,105
BE	↑ 904,895	665,466	Total	19,927,168	15,523,523	Total	19,927,168	15,523,523
Total	19,927,168	15,523,523						

Customer 360

2019202020212022

Hotel Pferdesee

TOP Customer by Net Sales

2

TOP Customer by Profit

4

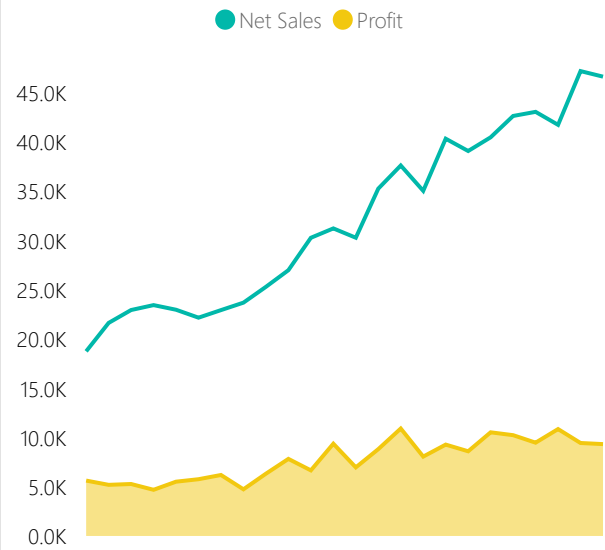
hotelClear

All

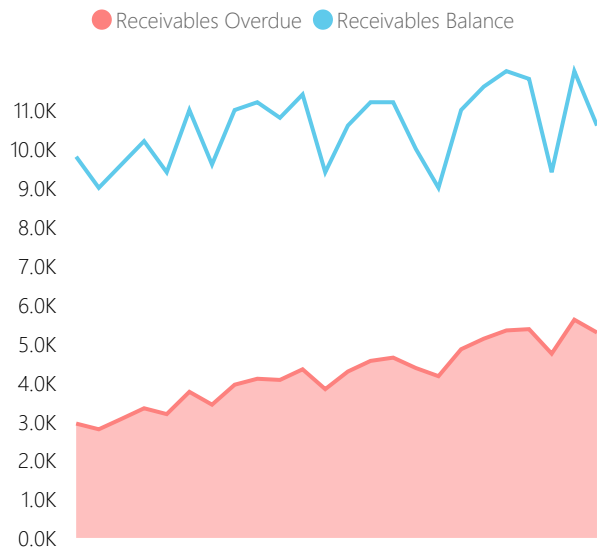
X Hotel Pferdesee

Customer Name	Net Sales	Days Last	Overdue %
Gagn & Gaman	1,053,890	7	77.79 %
Hotel Pferdesee	894,503	3	64.50 %
Progressive Home ...	875,593		194.90 %
Candoxy Canada Inc.	867,192	6	27.48 %
Marsholm Karmstol	833,790	3	57.29 %
Sonnmat Design	800,869	5	81.62 %
Möbel Scherrer AG	705,199	10	95.47 %
Highlights Electron...	695,553	10	88.42 %
Klubben	619,854	5	80.89 %
Libros S.A.	612,540	1	15.28 %
Blanemark Hifi Sho...	557,532	8	87.81 %
Designstudio Gmu...	543,282	3	94.28 %
The Device Shop	536,364	7	42.01 %
J & V v.o.s.	529,275	7	21.23 %
London Candoxy St...	527,956	6	63.88 %
Selangorian Ltd.	505,683		89.84 %
Englunds Kontors...	482,931		79.74 %
Parmentier Boutique	482,315	5	76.84 %
Somadis	473,370	3	80.59 %
Meersen Meubelen	470,792	6	94.25 %
Nieuwe Zandpoort ...	453,960	13	72.78 %
Helguera industrial	428,380	4	74.66 %
Afrifield Corporation	424,614	9	30.59 %
Candoxy Kontor A/S	417,490	6	33.35 %
Lovina Contractors	413,651	6	97.02 %
Möbel Siegfried	412,935	▲ 19	96.53 %
Cronus Candoxy Pr...	401,890	▲ 19	100.00 %
Beef House	393,228	6	86.85 %
MEMA Ljubljana d....	378,361	13	18.92 %
Otis McAllister	376,331	5	100.00 %
Centromerkur d.o.o.	368,683	7	80.34 %
Ravel Mïbler	350,376	10	85.98 %
Karoo Supermarkets	276,288	5	76.19 %
ElectroMAROC	220,177	▲ 16	53.60 %
John Haddock Insu...	195,838		98.75 %
Candoxy Nederlan...	142,468	10	99.19 %
The Cannon Group...	109,921		88.65 %
Elkhorn Airport	88,225	7	35.79 %
Woonboulevard Ku	75,062	7	42.34 %
Total	19,927,168		78.24 %

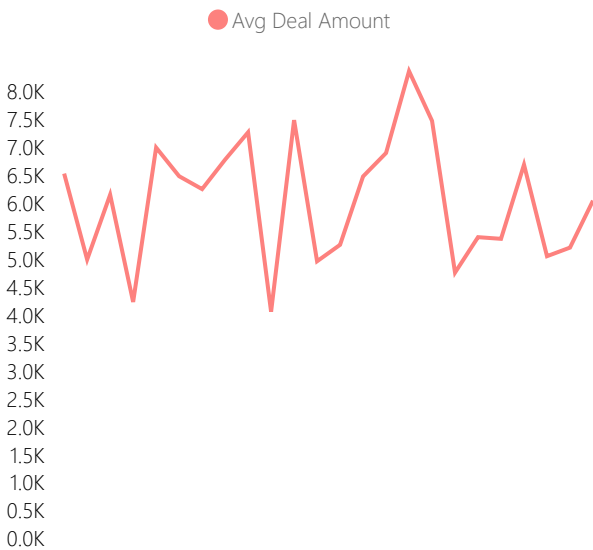
Net Sales & Profit



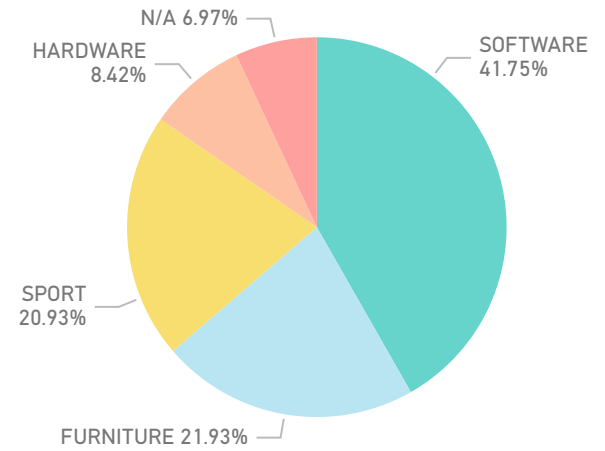
Accounts Receivables



Avg Invoice Amount



Net Sales by Item Category Group



Top Selling Items

Item Description	Net Sales	Net Sales YTD Var	Profit %	Sales Invoiced Qty	# Invoices	Avg Sales Price	Days Since Last Sale
BI4Dynamics NAV	▼ 318,061	-102,592	42.76 %	67	8	4,747.18	▲ 113
Touring Bicycle	▲ 146,200	23,800	96.76 %	45	8	3,248.89	3
CALGARY Whiteboard	▼ 49,715	-11,600	39.81 %	60	5	828.58	14
Bicycle	▲ 23,364	23,364	-64.80 %	26	7	898.62	9
SAPPORO Whiteboard	▲ 23,200		32.20 %	28	2	828.58	▲ 63
BI4Dynamics AX	▲ 21,272	21,272	38.64 %	14	1	1,519.46	▲ 336
ATHENS Euro Chair	▲ 13,572	2,468	47.44 %	22	3	616.93	14
ALBERTVILLE Whiteboard	▲ 13,257		39.41 %	16	4	828.58	▲ 47
MS Dynamics NAV Lite	▲ 10,388	2,078	42.09 %	70	5	148.40	14
Loudspeaker, Sezam	▲ 10,112	3,002	68.25 %	128	4	79.00	▲ 31
MUNICH Swivel Chair	▲ 8,902	2,811	41.20 %	76	9	117.13	3
MS Dynamics AX Lite	▲ 8,519	8,519	100.00 %	79	2	107.84	7
SEOUL Guest Chair	▲ 8,319	1,664	38.53 %	70	5	118.85	▲ 47
TOKYO Guest Chair	▼ 8,081	-1,664	38.89 %	68	7	118.84	▲ 80
ATLANTA Whiteboard	▼ 7,752	-7,752	26.34 %	9	1	861.36	▲ 397
Podestral	▲ 7,485		17.88 %	28	2	267.32	▲ 62
Total	768,208	4,463	51.55 %	3,270	114	234.93	3

Item Table

Net Sales

Net Sales Varian %

Stock Value

Avg Stock Value

Stock Turn Days

Stock Turn Days

Stock Value by Location

2019202020212022

7.08M

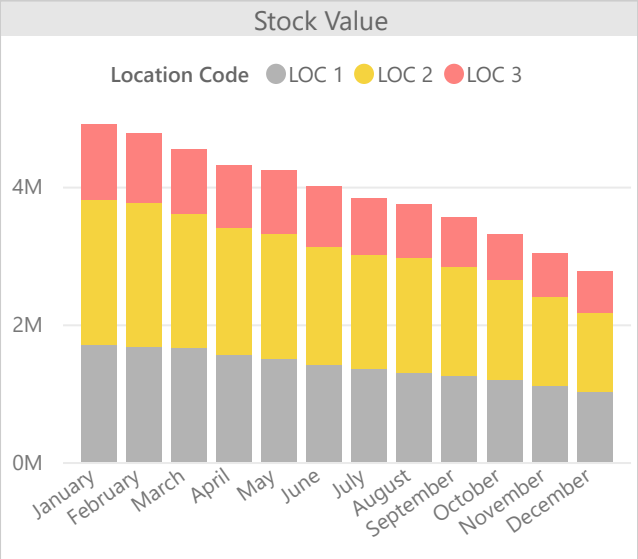
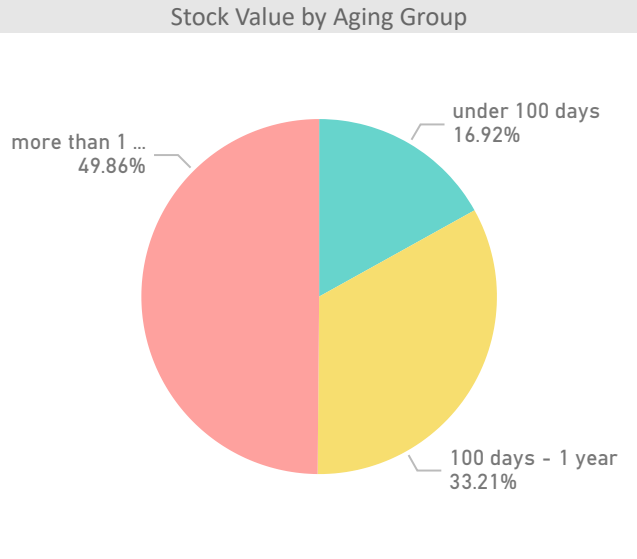
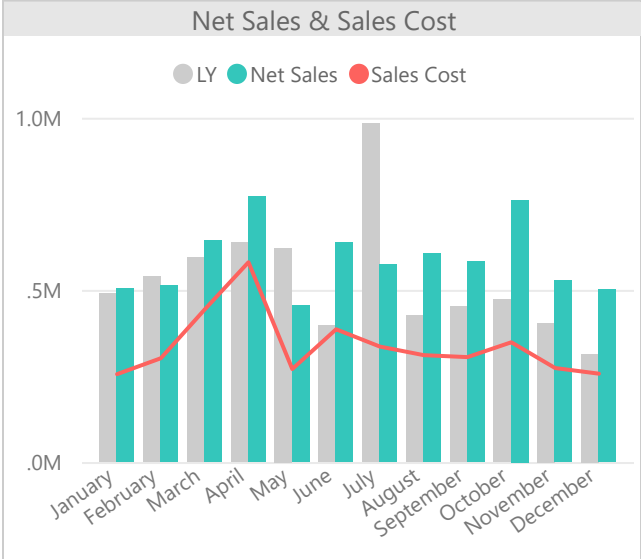
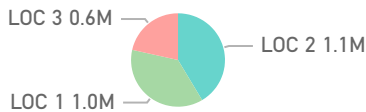
11.79 %

2.87M

4.05M

360

3



TOP Selling Items								
Item Category Group	Vendor	Net Sales	Net Sales YTD Var	Profit %	Sales Qty	Avg Sales Price	Stock Value	Stock Left Days
FURNITURE								
ATHENS Euro Chair	CoolWood Technologies	↑	371,424	112,080	22.83 %	582	638.19	82,490
SAPPORO Whiteboard	CoolWood Technologies	↑	368,133	207,535	18.32 %	407	904.50	185,530
CALGARY Whiteboard	AR Day Property Management	↑	270,970	132,681	25.32 %	308	879.77	107,212
ALBERTVILLE Whiteboard	AR Day Property Management	↑	242,530	195,204	26.46 %	267	908.35	95,485
ATLANTA Whiteboard	CoolWood Technologies	↓	229,531	-26,249	18.14 %	260	882.81	138,710
SARAJEVO Whiteboard	CoolWood Technologies	↑	214,505	125,775	25.74 %	233	920.62	85,029
GRENOBLE Whiteboard	CoolWood Technologies	↑	176,244	90,413	18.87 %	194	908.47	103,685
INNSBRUCK Storage Unit	AR Day Property Management	↑	97,293	28,387	36.11 %	383	254.03	41,446
PARIS Guest Chair	AR Day Property Management	↓	89,884	-91,398	21.79 %	728	123.47	72,253
ST.MORITZ Storage Unit	London Postmaster	↑	81,522	39,153	42.73 %	261	312.35	24,946
CAPETOWN Leisure Chair	AR Day Property Management	↓	79,287	-34,200	20.19 %	192	412.96	37,142
MUNICH Swivel Chair	CoolWood Technologies	↑	64,079	4,013	23.12 %	529	121.13	27,809
SOFTWARE								
BI4Dynamics NAV	London Postmaster	↑	1,638,487	823,168	31.75 %	349	4,694.80	622,578
BI4Dynamics AX	London Postmaster	↑	299,602	166,336	23.22 %	191	1,568.60	165,952
BI4Dynamics CRM	London Postmaster	↑	280,825	146,862	27.95 %	341	823.53	97,960
MS Dynamics CRM Lite	BI4DYNAMICS Ltd.	↑	64,840	14,923	26.42 %	252	257.30	26,411
SPORT								

Item Category Code	Net Sales	Net Sales YTD Var	Profit %	Stock Value	Stock Left Days	GMROI
FURNITURE	↑ 2,774,338	493,258	25.09 %	1,285,176	341	⚠ 0.36
SOFTWARE	↑ 2,449,462	1,251,442	31.62 %	954,750	216	⚠ 0.56
SPORT	↓ 1,237,307	-1,319,154	92.77 %	177,177	296	✅ 5.79
HARDWARE	↑ 612,664	319,241	63.94 %	357,071	571	⚠ 0.95
N/A	1,597	1,597	100.00 %	97,430	6,173	⚠ 0.03
CHAIR				0	NaN	
TABLE				0	NaN	
Total	7,075,368	746,383	42.56 %	2,871,605	645	0.75

Business Group	Net Sales	LY
OFFICE	↑ 2,889,063	2,601,898
INDUSTRIAL	↑ 2,848,144	2,596,490
HOME	↑ 909,054	600,297
INTERCOMPANY	↓ 427,511	530,299
N/A	↑ 1,063	
OFFICE - Office	↑ 533	
Total	7,075,368	6,328,985

Location Code	Net Sales	LY
LOC 2	↑ 3,530,846	1,700,403
LOC 1	↓ 2,119,843	2,958,231
LOC 3	↓ 1,423,083	1,670,352
BLUE	↑ 1,597	
Total	7,075,368	6,328,985

Sales by Item

2019202020212022

Item Description	Net Sales	Profit %	Stock Left Days
BI4Dynamics NAV	1,944,815	55.06 %	1
Touring Bicycle	1,370,260	96.54 %	16
BI4Dynamics AX	486,154	54.58 %	1
SAPPORO Whiteboard	453,249	52.40 %	▲ 11
ATHENS Euro Chair	424,898	77.87 %	50
BI4Dynamics CRM	381,515	65.10 %	▲ 2
CALGARY Whiteboard	300,190	54.36 %	▲ 13
ATLANTA Whiteboard	288,017	45.60 %	▲ 13
ALBERTVILLE Whiteboard	261,523	54.98 %	▲ 11
SARAJEVO Whiteboard	227,031	52.20 %	▲ 11
Team Work Computer	155,965	57.91 %	▲ 3
MS Dynamics NAV Lite	150,668	29.58 %	1
24" Ultrascan	133,944	54.98 %	0
MS Dynamics GP	129,368	55.31 %	28
Back Wheel	110,400	61.10 %	32
PARIS Guest Chair	109,600	48.34 %	86
Front Wheel	105,698	88.77 %	46
Bicycle	99,771	-180.97 %	44
Loudspeaker 40W	94,259	69.80 %	33
OSLO Storage Unit	91,760	65.13 %	▲ 11
CAPETOWN Leisure Chair	91,062	50.45 %	▲ 2
Stand for Loudspeakers	86,811	78.44 %	▲ 5
MS Dynamics AX Lite	84,616	99.74 %	0
Loudspeaker, Sezam	84,400	64.82 %	▲ 7
Front Hub	76,282	98.04 %	41
MUNICH Swivel Chair	72,178	53.26 %	▲ 14
Pedestal	68,949	48.82 %	▲ 12
Chip 32 MB	60,501	56.03 %	▲ 6
INNSBRUCK Storage Unit	54,898	60.23 %	51
512 MB PC800 ECC	48,607	68.45 %	▲ 2
MOSCOW Swivel Chair	43,639	54.64 %	▲ 11
SEOUL Guest Chair	42,529	50.22 %	▲ 12
8x/4x/32x IDE CD RW	40,167	32.58 %	0
Base	35,115	61.25 %	154
CHAMONIX Storage	31,580	52.26 %	28
Total	8,953,980	61.00 %	826

ALBERTVILLE Whiteboard

TOP Item by Net Sales

9

TOP Item by Stock

15

albeClear

All

ALBERTVILLE Whit...

