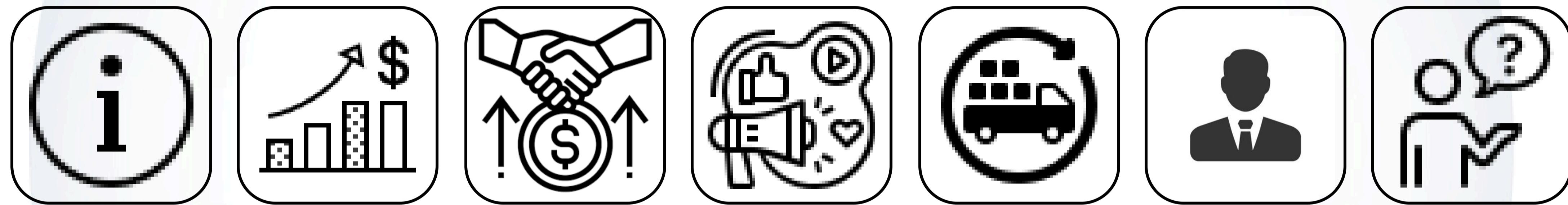




# Business Insights 360



Info

Finance View

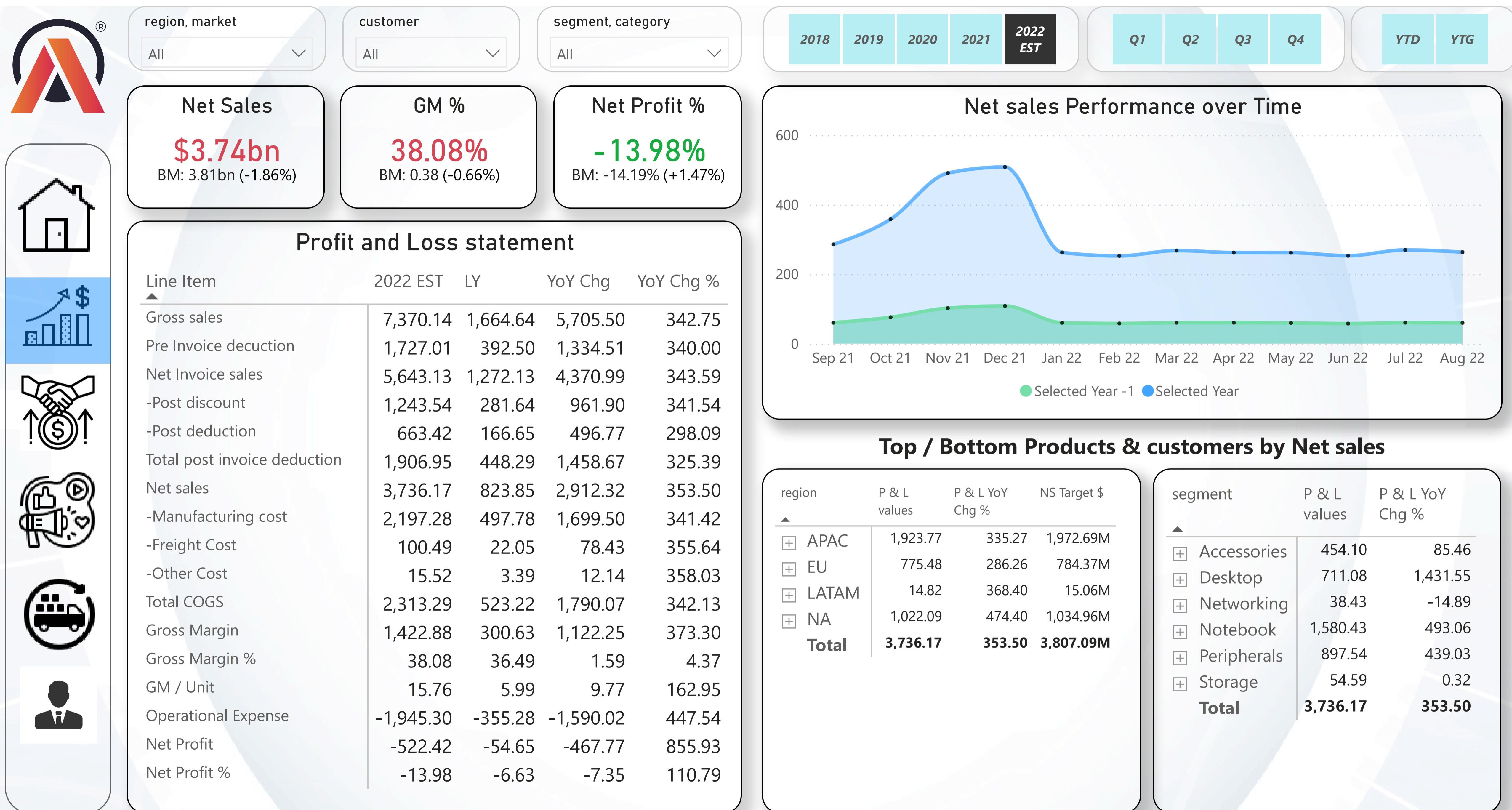
Sales View

Marketing

Supply Chain View

Executive view

Support



BM = Benchmark, LY = Last Year, EI = Excess Inventory, OOS = Out of Stock



region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022

EST

Q1

Q2

Q3

Q4

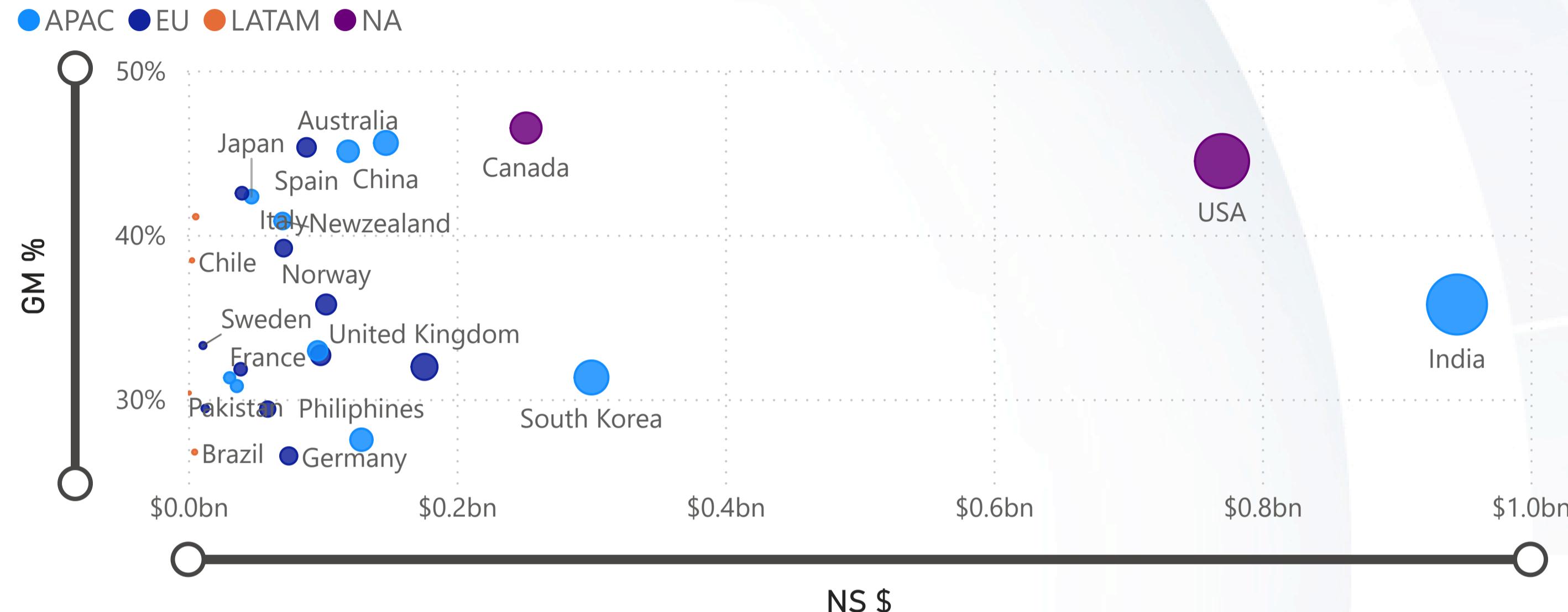
YTD

YTG

## Customer Performance

customer	NS \$	GM \$	GM %
Nova	\$1.71M	0.52M	30.20%
All-Out	\$4.41M	1.68M	38.17%
Unity Stores	\$6.29M	2.13M	33.91%
Otto	\$6.47M	1.56M	24.16%
Saturn	\$6.49M	1.72M	26.49%
Notebillig	\$6.66M	1.52M	22.81%
Billa	\$6.82M	1.62M	23.80%
Electricalsbea Stores	\$6.95M	2.72M	39.08%
<b>Total</b>	<b>\$3,736.17M</b>	<b>1,422.88M</b>	<b>38.08%</b>

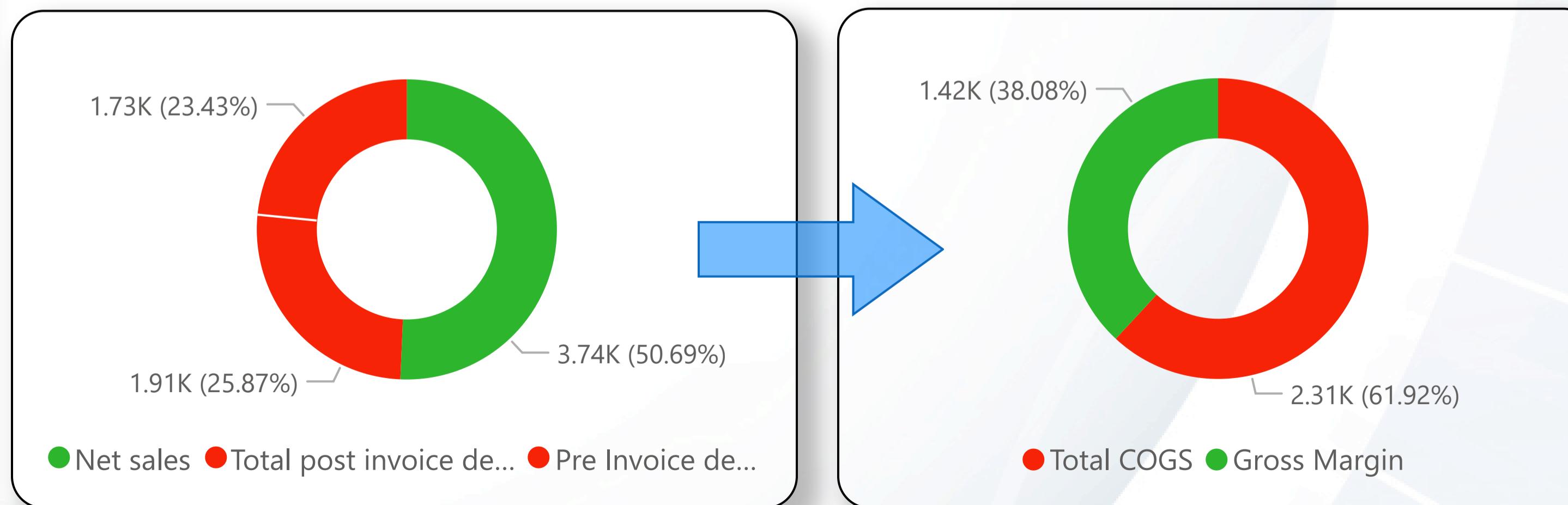
## Performance Matrix



## Product Performance

segment	NS \$	GM \$	GM %
+ Notebook	\$1,580.43M	600.96M	38.03%
+ Peripherals	\$897.54M	341.22M	38.02%
+ Desktop	\$711.08M	272.39M	38.31%
+ Accessories	\$454.10M	172.61M	38.01%
+ Storage	\$54.59M	20.93M	38.33%
+ Networking	\$38.43M	14.78M	38.45%
<b>Total</b>	<b>\$3,736.17M</b>	<b>1,422.88M</b>	<b>38.08%</b>

## Unit Economics





region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022  
EST

Q1

Q2

Q3

Q4

YTD

YTG

## Forecast Accuracy

81.17%

LY: 80.21% (+1.2%)

## Net Error

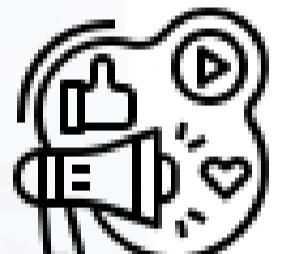
-3472.69K

LY: -751.71K (-361.97%)

## ABS Error

6899.0K

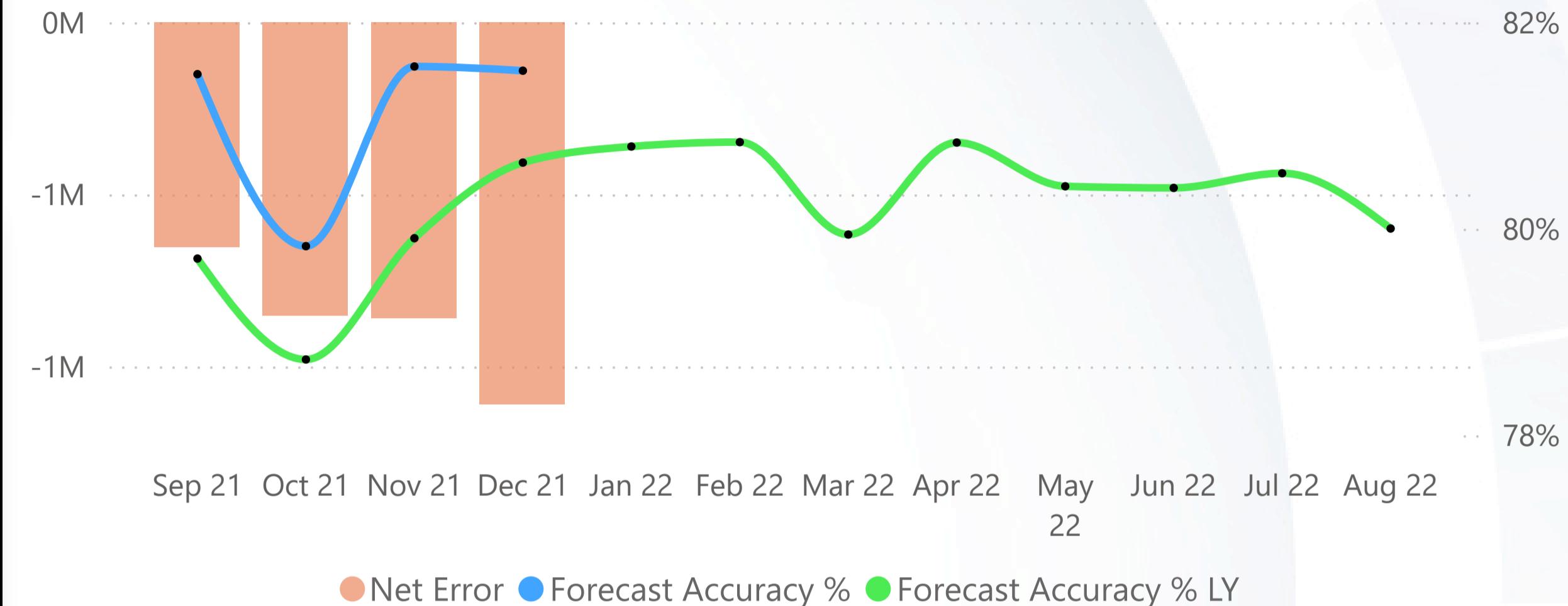
LY: 9780.7K (-29.46%)



## Key metrics by Customer

customer	Forecast Accuracy %	Net Error	Net Error %	Forecast Accuracy % LY	Risk
All-Out	43.96%	-0.2K	-0.32%	29.09%	OOS
Amazon	73.79%	-464.7K	-9.22%	74.54%	OOS
Argos (Sainsbury's)	54.78%	-23.0K	-17.60%	56.08%	OOS
Atlas Stores	49.53%	-4.2K	-2.31%	48.16%	OOS
Atliq e Store	74.22%	-294.9K	-9.65%	74.59%	OOS
Atliq Exclusive	70.35%	-359.2K	-11.91%	71.69%	OOS
Boulanger	52.69%	-48.8K	-20.21%	58.77%	OOS
Chip 7	34.56%	-85.3K	-35.01%	53.44%	OOS
Chiptec	50.49%	-20.1K	-11.36%	52.54%	OOS
Coolblue	47.66%	-34.8K	-15.34%	52.95%	OOS
Croma	36.58%	-77.6K	-16.54%	42.78%	OOS
Digimarket	28.21%	-95.3K	-46.59%	40.79%	OOS
Ebay	52.27%	-19.1K	-2.02%	50.49%	OOS
<b>Total</b>	<b>81.17%</b>	<b>-3472.7K</b>	<b>-9.48%</b>	<b>80.21%</b>	<b>OOS</b>

## Accuracy / Net Error Trend



## Key Metrics By Product

segment	Forecast Accuracy %	Net Error	Net Error %	Forecast Accuracy % LY	Risk
Accessories	87.42%	341.5K	1.72%	77.66%	EI
Desktop	87.53%	78.6K	10.24%	84.37%	EI
Networking	93.06%	-13.0K	-1.69%	90.40%	OOS
Notebook	87.24%	-47.2K	-1.69%	79.99%	OOS
Peripherals	68.17%	-3204.3K	-31.83%	83.23%	OOS
Storage	71.50%	-628.3K	-25.61%	83.54%	OOS
<b>Total</b>	<b>81.17%</b>	<b>-3472.7K</b>	<b>-9.48%</b>	<b>80.21%</b>	<b>OOS</b>

BM = Benchmark. LY = Last Year. EI = Excess Inventory. OOS = Out of Stock



region, market

All

customer

All

segment, category

All

2018

2019

2020

2021

2022  
EST

Q1

Q2

Q3

Q4

YTD

YTG

## Product Performance

segment

NS \$

GM \$

GM %

Net profit

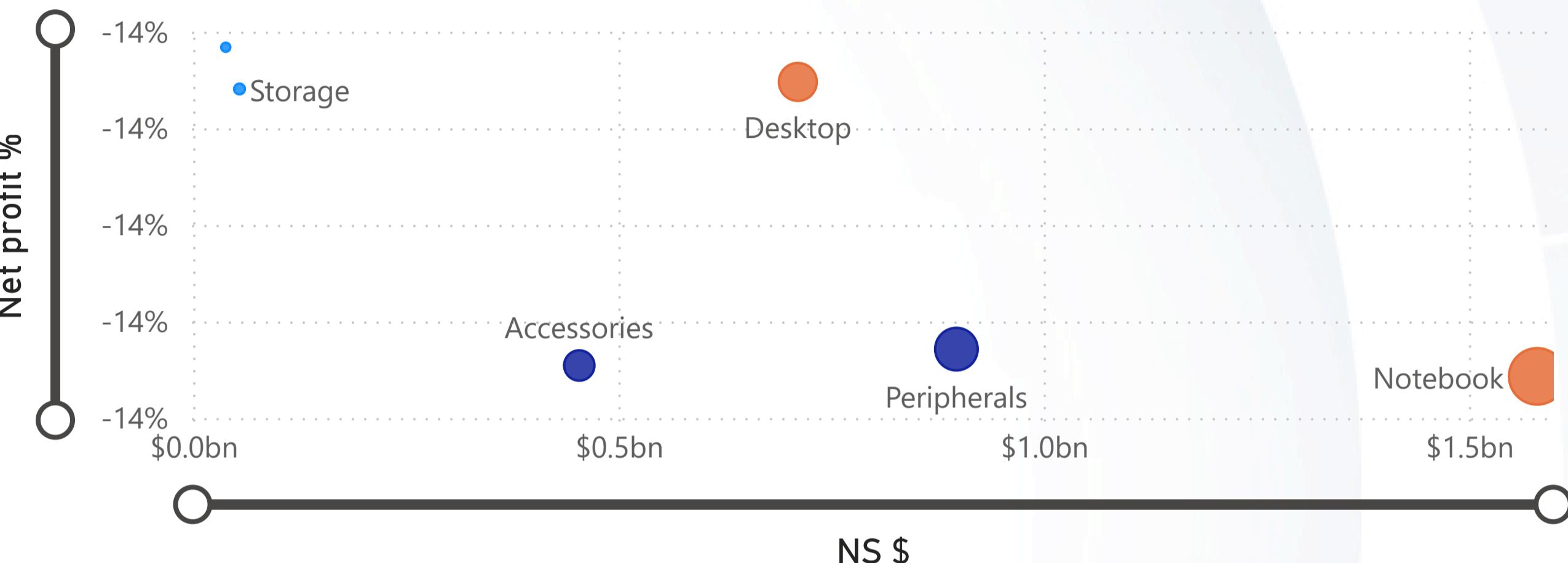
\$ Net profit %

[+]	Networking	\$38.43M	14.78M	38.45%	-5.27M	-13.72%
[+]	Storage	\$54.59M	20.93M	38.33%	-7.51M	-13.76%
[+]	Accessories	\$454.10M	172.61M	38.01%	-63.78M	-14.05%
[+]	Desktop	\$711.08M	272.39M	38.31%	-97.79M	-13.75%
[+]	Peripherals	\$897.54M	341.22M	38.02%	-125.91M	-14.03%
[+]	Notebook	\$1,580.43M	600.96M	38.03%	-222.16M	-14.06%
<b>Total</b>		<b>\$3,736.17M</b>	<b>1,422.88M</b>	<b>38.08%</b>	<b>-522.42M</b>	<b>-13.98%</b>

Show GM %

## Performance Matrix

division ● N &amp; S ● P &amp; A ● PC



## Region / Market / Customer Performance

region

NS \$

GM \$

GM %

Net profit \$

Net profit %

LATAM

\$14.82M

5.19M

35.02%

-0.44M

-2.95%

EU

\$775.48M

267.80M

34.53%

-95.52M

-12.32%

NA

\$1,022.09M

459.68M

44.97%

-145.31M

-14.22%

APAC

\$1,923.77M

690.21M

35.88%

-281.16M

-14.62%

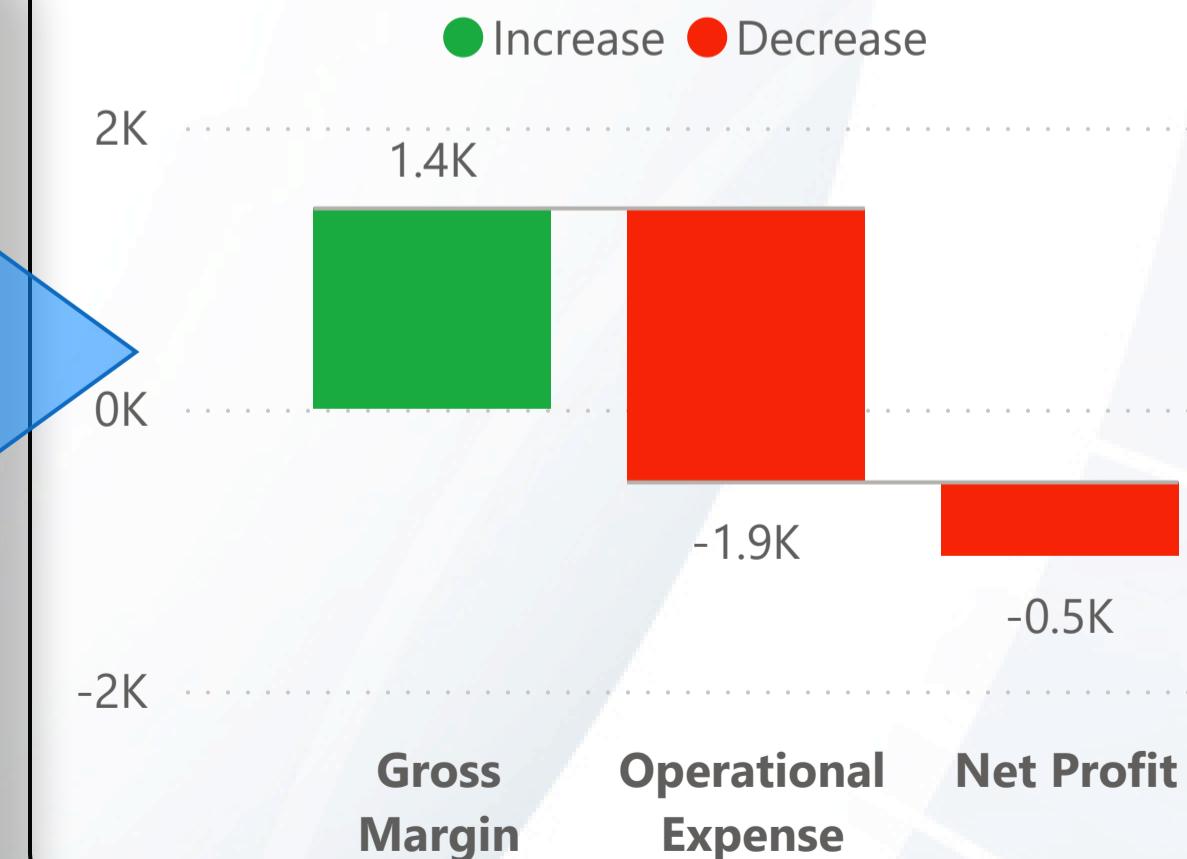
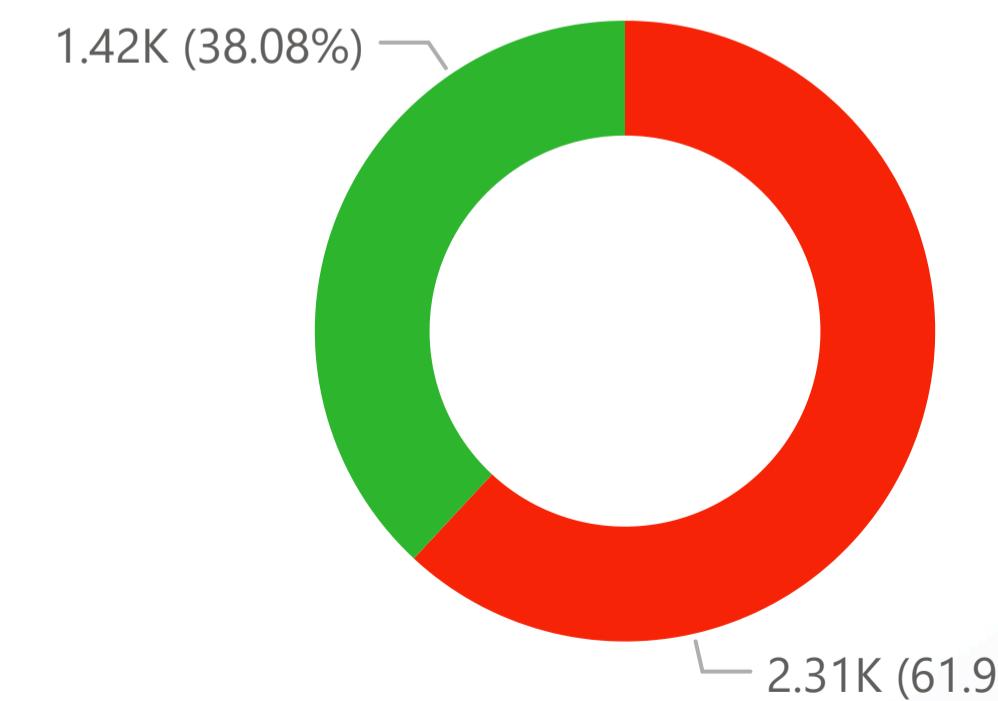
**Total****\$3,736.17M****1,422.88M****38.08%****-522.42M****-13.98%**

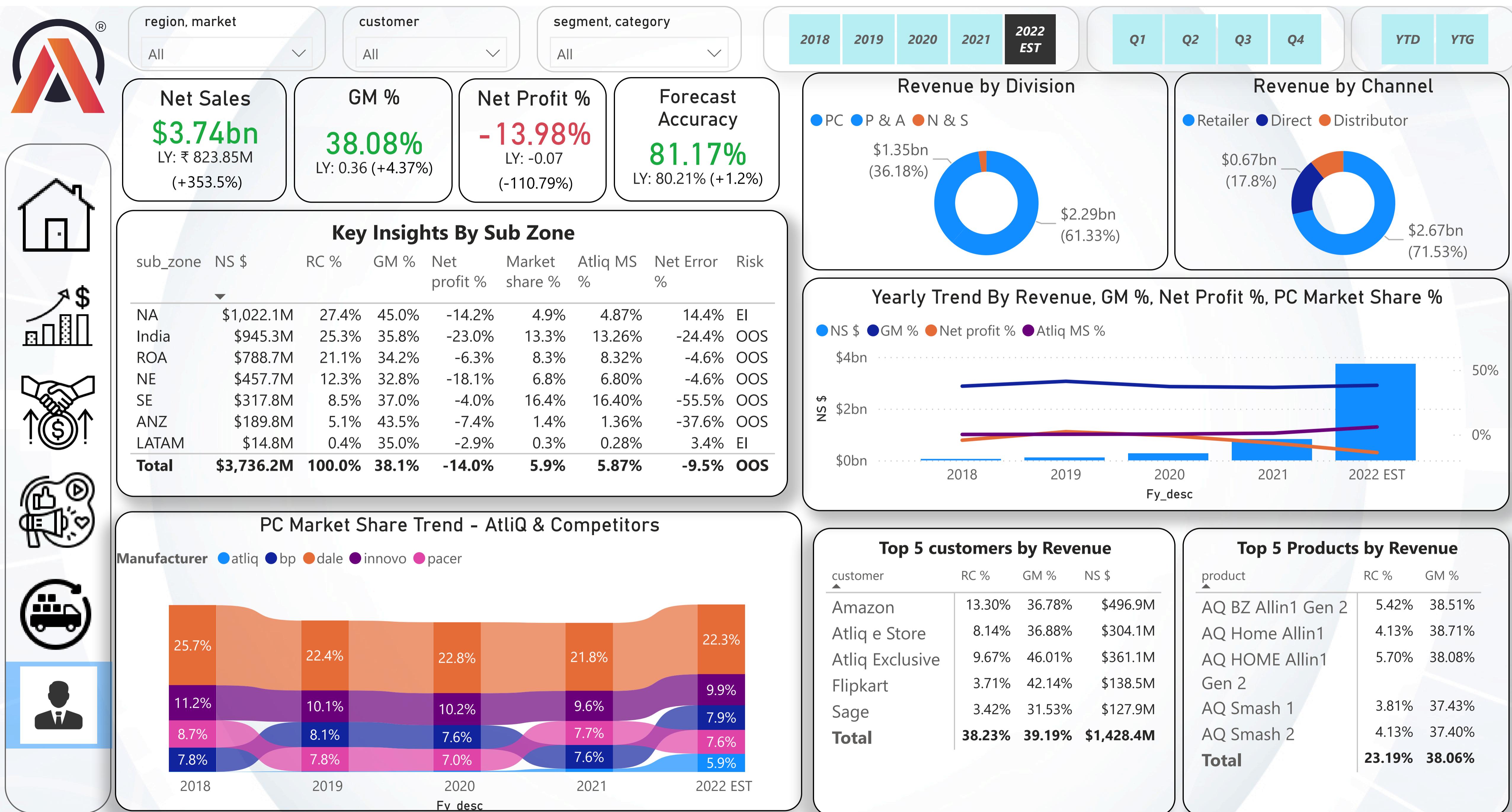
## Unit Economics

1.42K (38.08%)

2.31K (61.92%)

● Total COGS ● Gross Margin





**BM = Benchmark, LY = Last Year, EI = Excess Inventory, OOS = Out of Stock**