

Business Insight 360

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Finance View

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

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.

Values are in Dollars & Millions

[Information](#) [Support](#)

BUSINESS INSIGHT 360

FINANCE SALES MARKETING SUPPLY CHAIN EXECUTIVE

All Regions

All Markets

All Stores

All Categories

vs LY

2022 Est

\$3.74bn

Net Sales

38.08%

GM %

-13.98%

Net Profit %

Net Sales Performance Over Time

Top / Bottom Products & Customers by Net Sales

REGION	Value	Chg %	Primary Parameter
APAC	1,923.77	335.27	REGION
NA	1,022.09	474.40	CATEGORY
EU	775.48	286.26	Secondary Parameter
LATAM	14.82	368.40	Market
Total	3,736.17	353.50	Product

Profit & Loss Statement

Line Item	2022 Est	BM	Chg	Chg %
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 Expense	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93
Net Profit %	-13.98	-6.63	-7.35	110.79

BM = Benchmark | LY=Last Year | GM = Gross Margin | NS = Net Sales | NP= Net Profit | Chg = Change All Values are in Million \$



