



Business Insights 360



Info

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



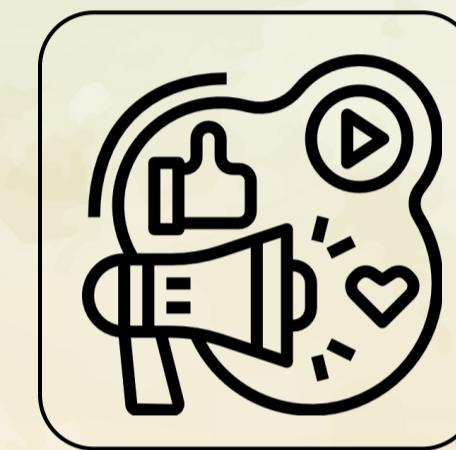
Finance View

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



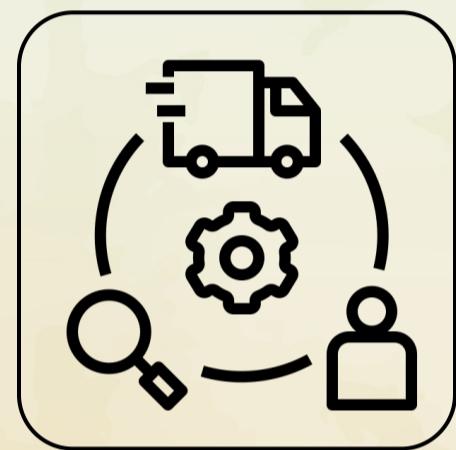
Sales View

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



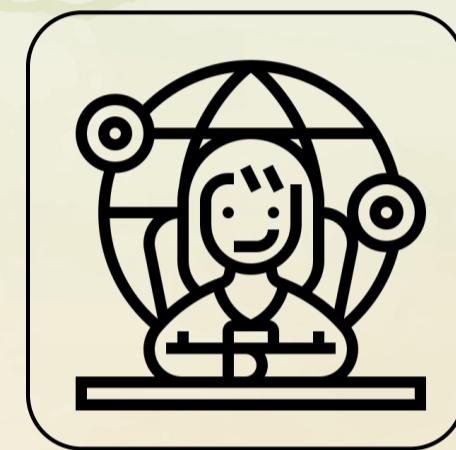
Marketing View

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

2019

2020

2021

2022

Est

Q1

Q2

YTD

YTG

\$1.64bn ✓
LY: ₹ 346.81M
(+373.72%)

Net sales

37.75% ✓
LY: 36.46% (+3.52%)

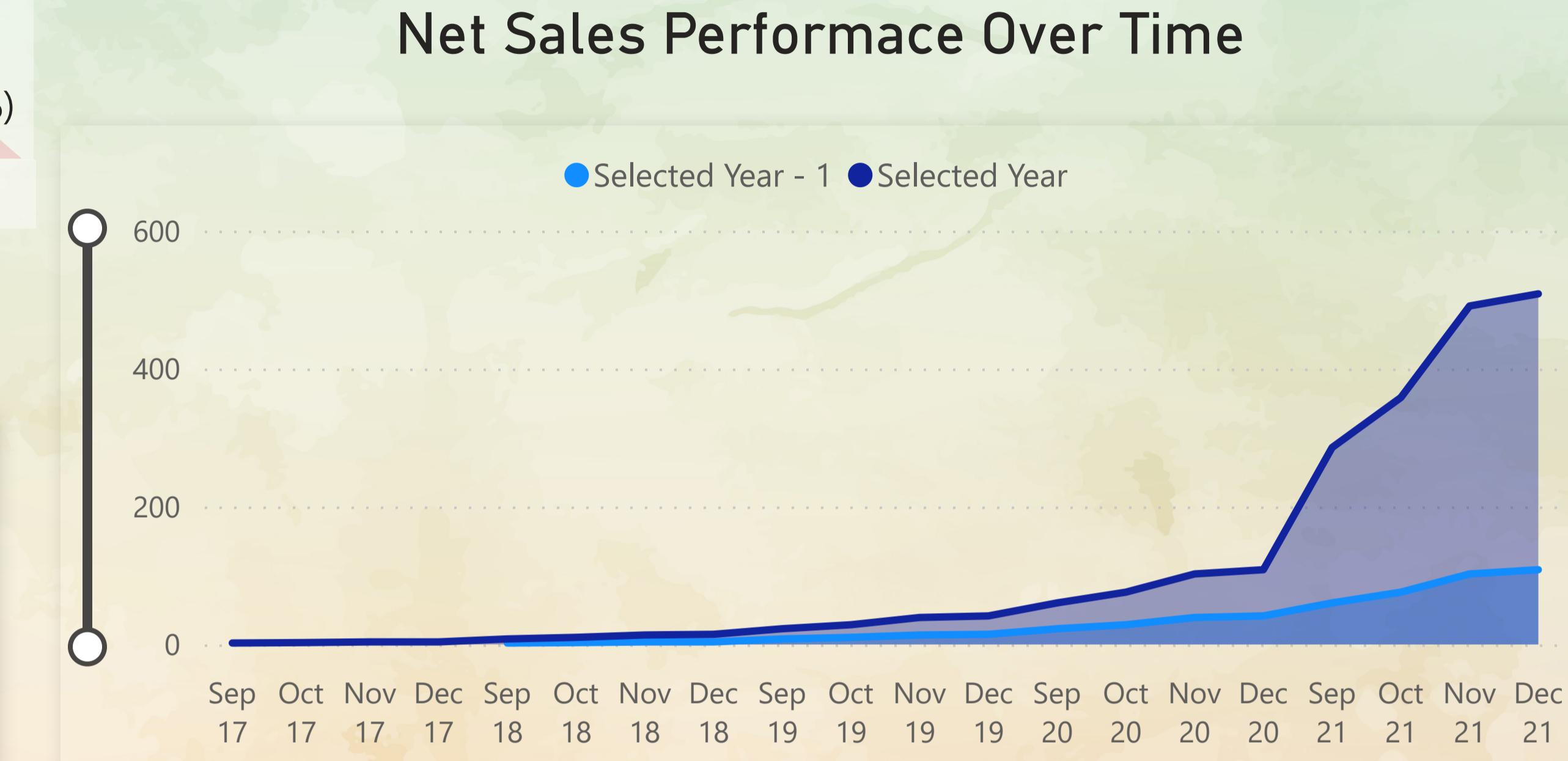
Gross Margin %

-14.13% !
LY: -0.07 (-112.81%)

Net Profit %

Profit & Loss Statement

Line Item	LY	YoY Chg	YoY Chg %
Gross Sales	1,077.41	3,258.68	302.45
Pre Invoice Deduction	252.92	764.20	302.15
Net Invoice Sales	824.49	2,494.48	302.55
- Post Discounts	182.68	558.55	305.75
- Post Deductions	104.06	293.03	281.59
Total Post Invoice Deduction	286.74	851.58	296.98
Net Sales	537.75	1,642.91	305.51
- Manufacturing Cost	322.10	971.74	301.69
- Freight Cost	14.21	44.29	311.63
- Other Cost	2.22	6.74	303.51
Total COGS	338.53	1,022.77	302.12
Gross Margin	199.22	620.14	311.28
Gross Margin %	37.05	0.53	1.42
GM / Unit	5.35	5.24	98.05
total expense	-222.75	-852.29	382.62
Net Profit	-23.53	-232.15	986.53
Net Profit %	-4.38	-7.35	167.94



Top/Bottom Products & customers by Net Sales

region	P & L values	P & L YoY Chg %
APAC	1,180.26	296.62
EU	483.12	299.17
LATAM	8.62	234.56
NA	508.66	336.39
Total	2,180.66	305.51

segment	P & L values	P & L YoY Chg %
Accessories	341.86	126.36
Desktop	301.00	1,388.72
Networking	56.72	40.25
Notebook	855.31	397.07
Peripherals	555.98	400.20
Storage	69.80	62.89
Total	2,180.66	305.51



region

All

market

All

customer

All

2019

2020

2021

2022
Est

Q1

Q2

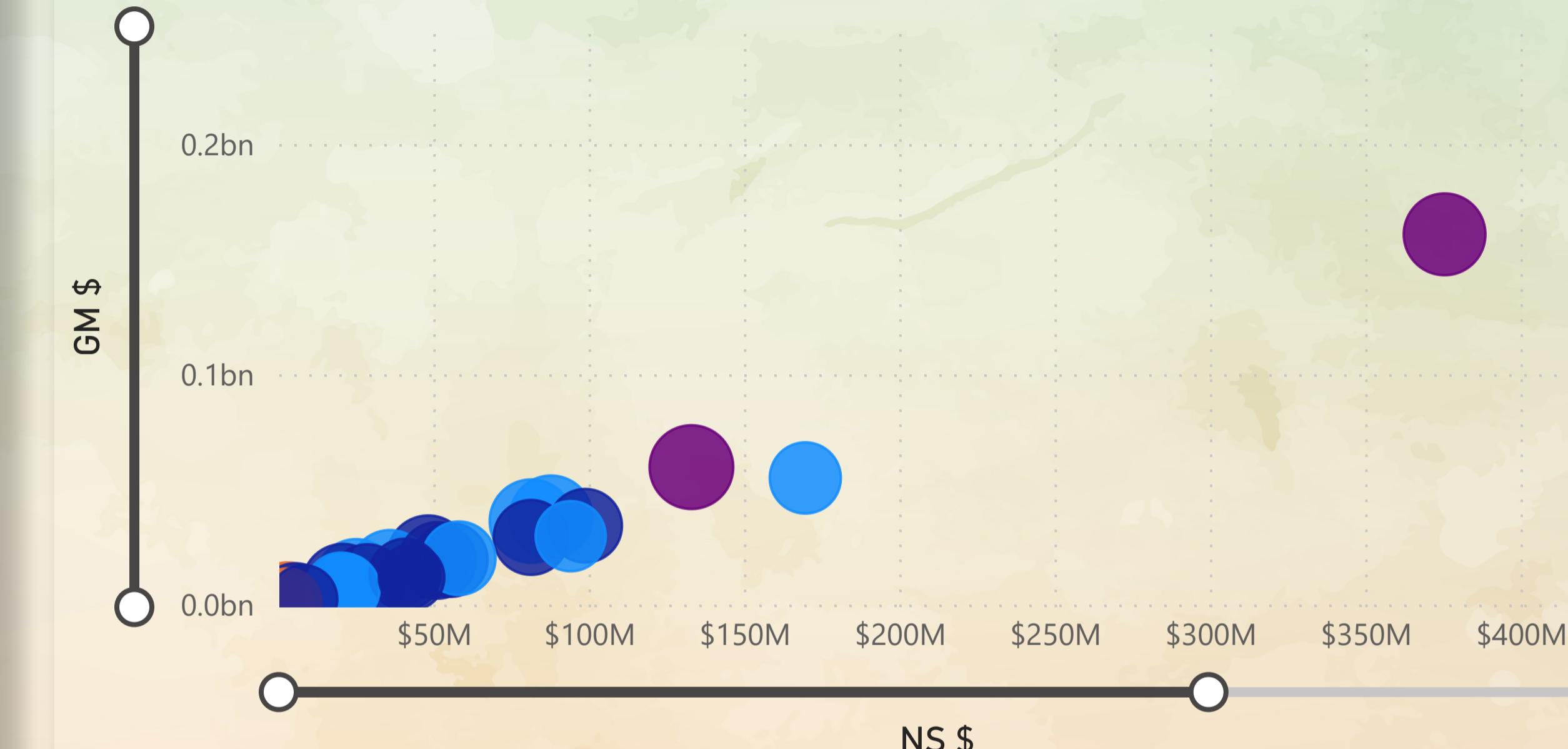
YTD

YTG

customer	NS \$	GM \$	GM %
Acclaimed Stores	\$38.95M	15.07M	38.70%
All-Out	\$2.57M	1.03M	39.95%
AltiQ Exclusive	\$178.45M	84.07M	47.11%
Amazon	\$291.58M	105.88M	36.31%
Argos (Sainsbury's)	\$8.62M	3.27M	37.93%
Atlas Stores	\$9.17M	3.09M	33.69%
Atliq e Store	\$178.70M	65.77M	36.81%
Atliq Exclusive	\$32.95M	12.17M	36.93%
BestBuy	\$24.50M	10.51M	42.90%
Billa	\$4.19M	1.09M	26.02%
Boulanger	\$15.39M	5.86M	38.06%
Chip 7	\$16.59M	5.72M	34.50%
Total	\$2,180.66M	819.36M	37.57%

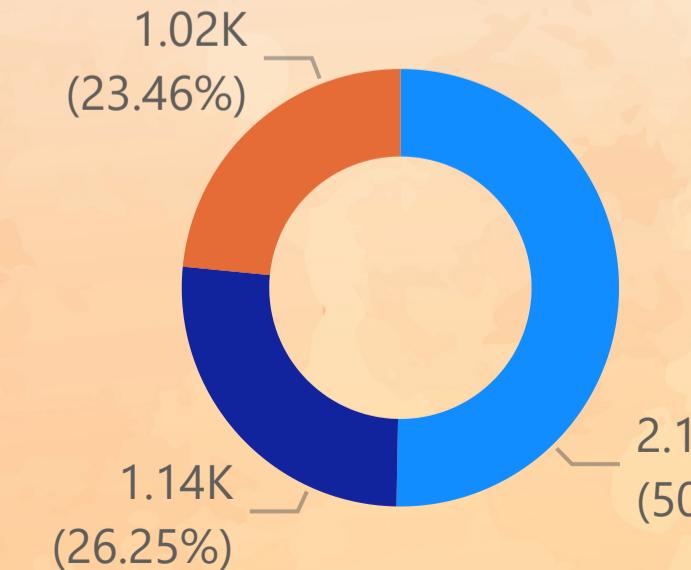
NS \$, GM \$ and GM % by market and region

region ● APAC ● EU ● LATAM ● NA



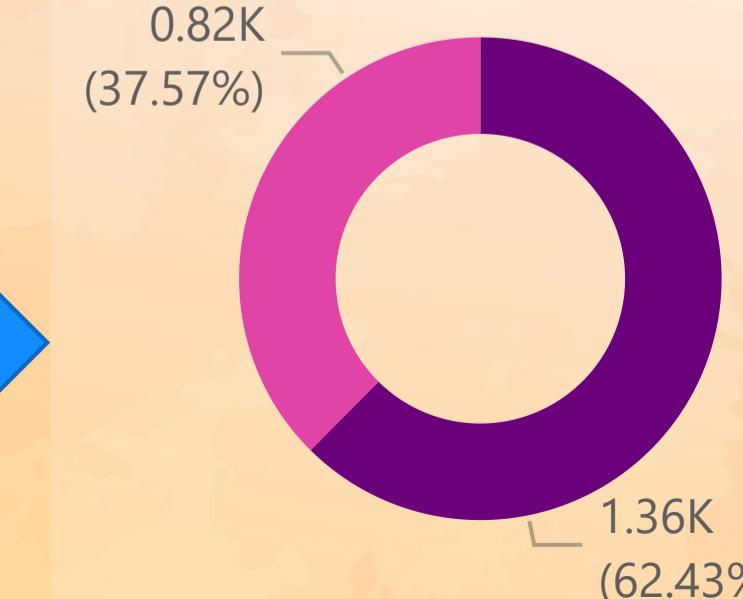
P & L values by Description

- Net Sales
- Total Post Inv...



P & L values by Description

- Total COGS
- Gross Margin



category

category	NS \$	GM \$	GM %
USB Flash Drives	\$4,686,391.73	1,677,902.49	35.80%
Internal HDD	\$26,217,871.07	9,929,185.37	37.87%
Batteries	\$39,554,178.27	14,724,486.54	37.23%
MotherBoard	\$56,093,780.52	21,411,516.87	38.17%
Wi fi extender	\$56,719,993.21	21,453,502.19	37.82%
External Solid State Drives	\$65,108,605.36	24,482,029.00	37.60%
Mouse	\$123,818,000.28	46,173,921.22	37.29%
Graphic Card	\$141,999,890.53	52,809,217.49	37.19%
Personal Desktop	\$142,878,859.61	54,192,621.47	37.93%
Total	\$2,180,656,096.89	819,357,780.93	37.57%



region, mar...

All



segment, c...

All



customer

All



2019

2020

2021

2022
Est

Q1

Q2

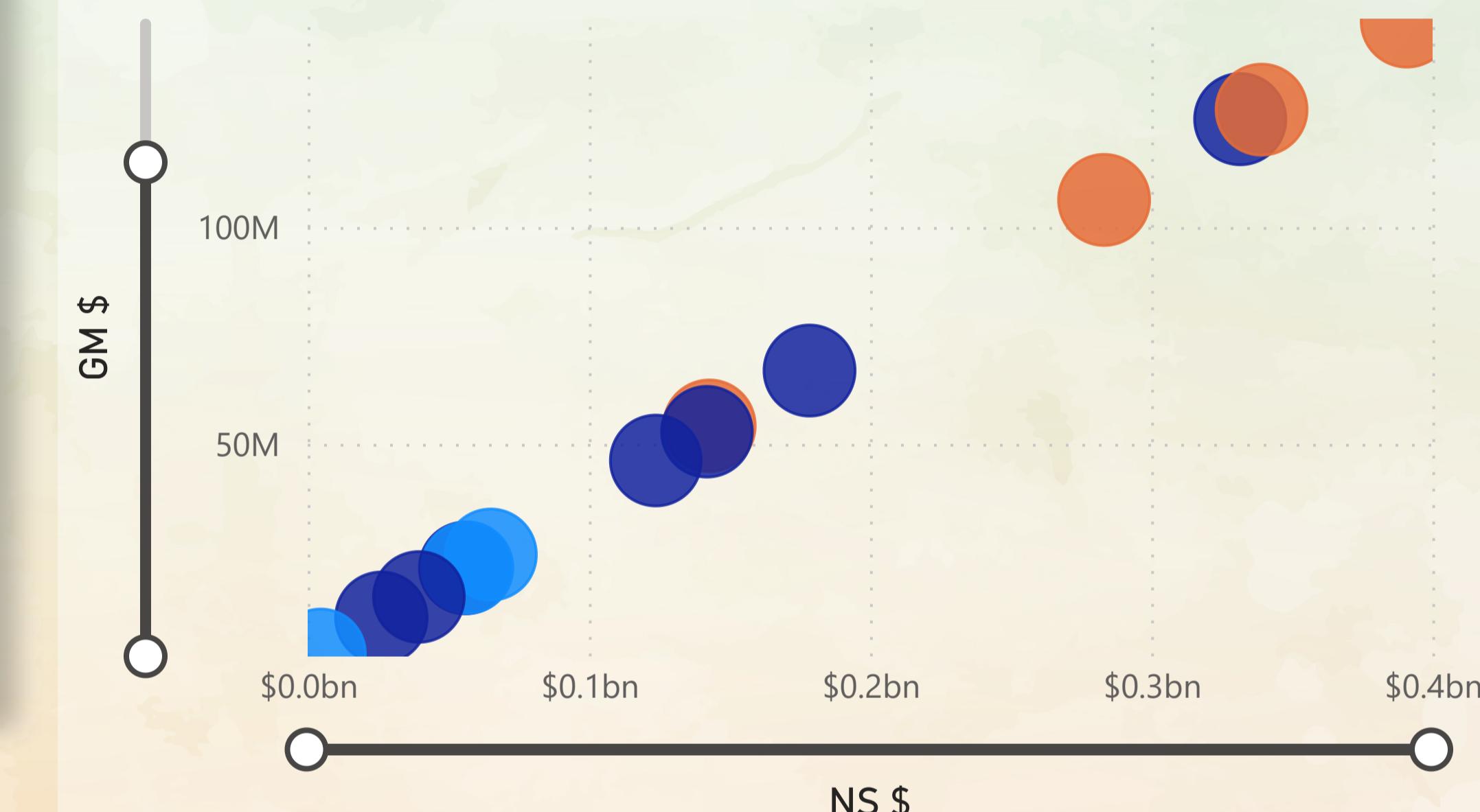
YTD

YTG

segment	NS \$	GM \$	GM %	Net Profit	Net profit %
Accessories	\$341.86M	127.81M	37.39%	-34.09M	-9.97%
Desktop	\$301.00M	113.82M	37.81%	-40.39M	-13.42%
Networking	\$56.72M	21.45M	37.82%	-3.47M	-6.12%
Notebook	\$855.31M	321.09M	37.54%	-104.86M	-12.26%
Peripherals	\$555.98M	209.03M	37.60%	-67.58M	-12.15%
Storage	\$69.79M	26.16M	37.48%	-5.29M	-7.58%
Total	\$2,180.66M	819.36M	37.57%	-255.69M	-11.73%

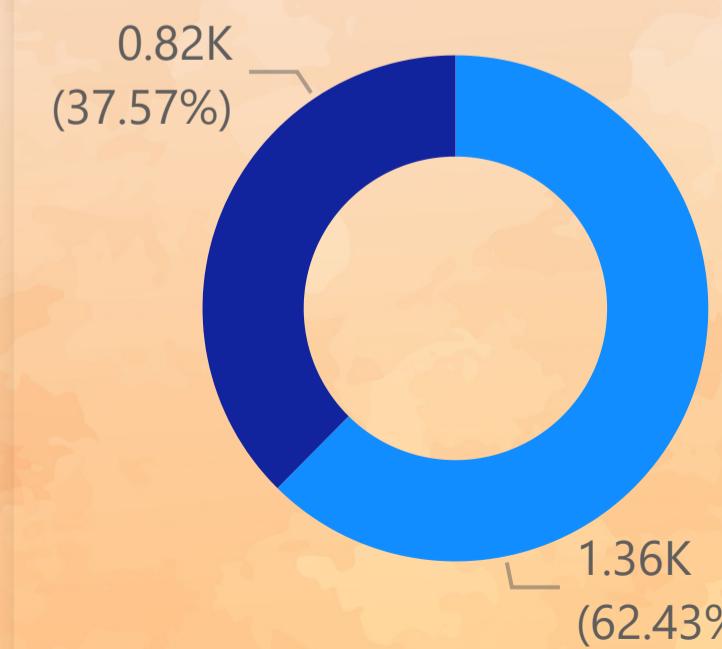
NS \$, GM \$ and GM % by category and division

division • N & S • P & A • PC



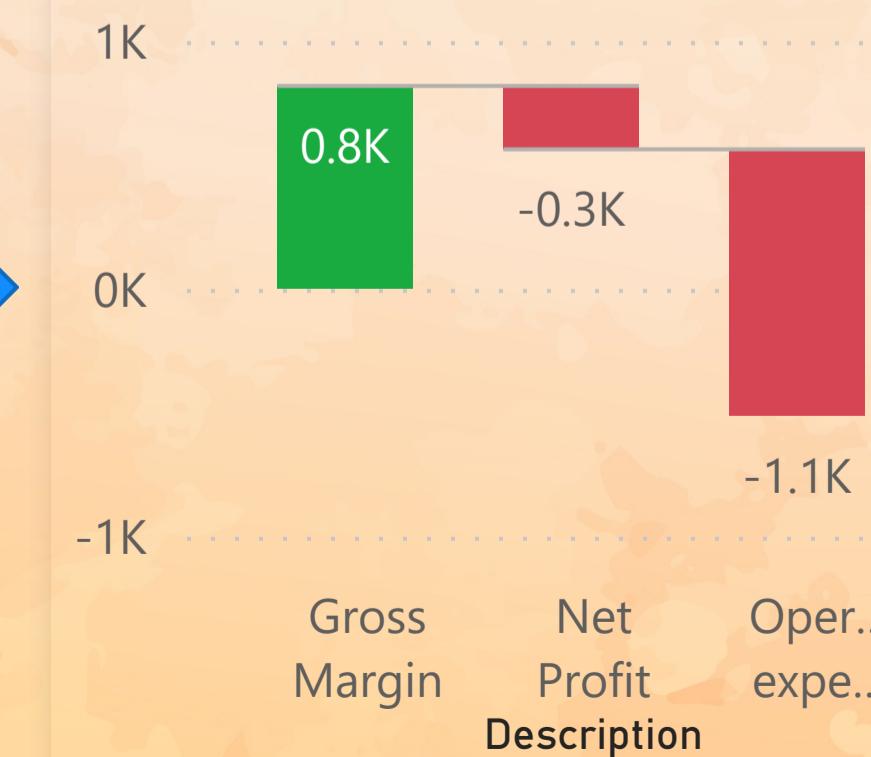
P & L values by Description

● Total COGS ● Gross Margin



P & L values by Description

● Increase ● Decrease



region, NS \$, GM \$, GM %, Net Profit, Net profit %

region	NS \$	GM \$	GM %	Net Profit	Net profit %
APAC	\$1,180.26M	424.41M	35.96%	-146.64M	-12.42%
EU	\$483.12M	171.34M	35.47%	-41.06M	-8.50%
LATAM	\$8.62M	3.07M	35.58%	-0.03M	-0.39%
NA	\$508.66M	220.54M	43.36%	-67.96M	-13.36%
Total	\$2,180.66M	819.36M	37.57%	-255.69M	-11.73%



region, ...

All

segment, c...

All

customer

All

2019

2020

2021

2022
Est

Q1

Q2

YTD

YTG

81.06%

18.94%

14M

Forecast accura...

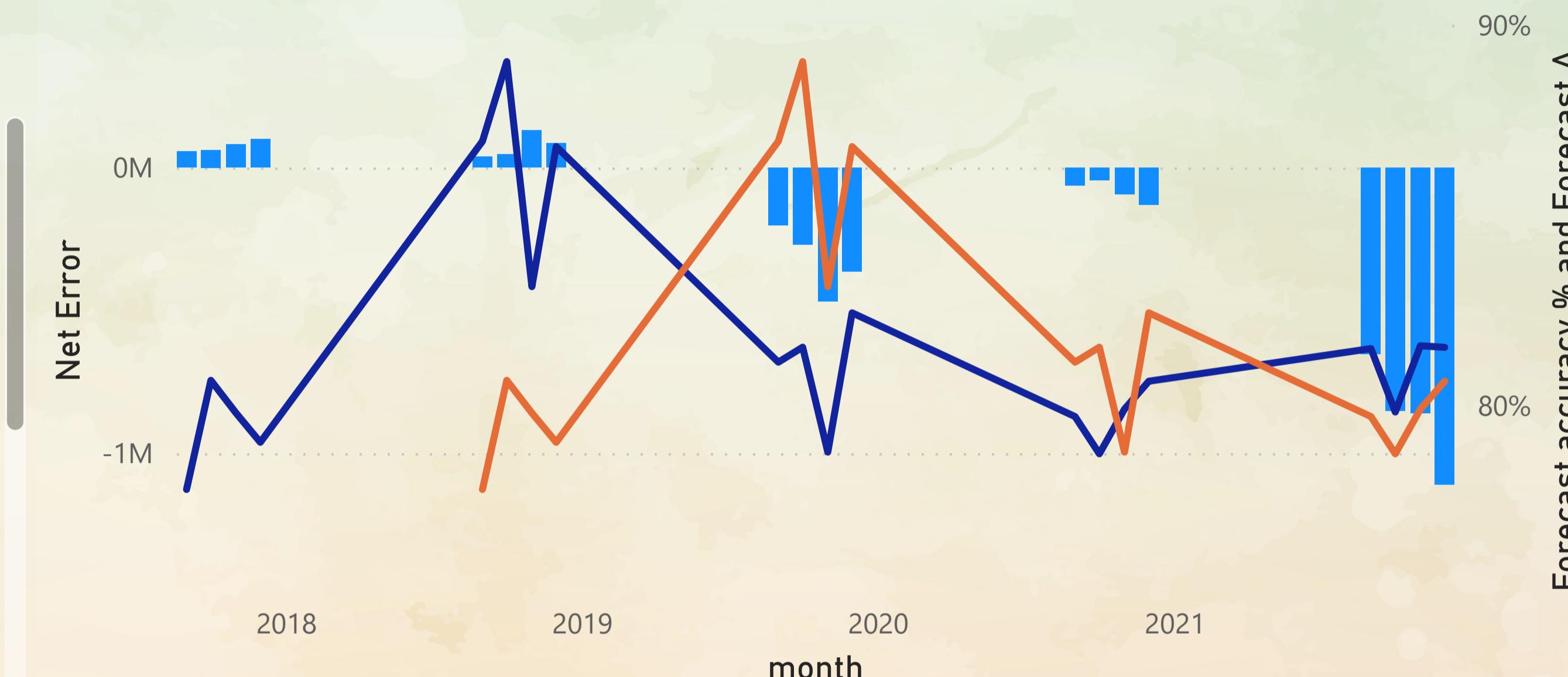
ABS Error %

ABS Error

customer	Forecast accuracy %	Forecast Accuracy % LY	Net Error	Net error %	Risk
Atliq e Store	74.44%	0.75	-382274	-6.3%	Out of Stock
Amazon	74.11%	0.74	-629585	-6.3%	Out of Stock
AltiQ Exclusive	71.37%	0.71	-358973	-7.2%	Out of Stock
Mbit	58.53%	0.62	-34280	-8.8%	Out of Stock
Expert	62.04%	0.61	-12421	-1.6%	Out of Stock
Radio Popular	55.74%	0.58	-28523	-5.1%	Out of Stock
Euronics	51.85%	0.57	-62139	-15.9%	Out of Stock
UniEuro	53.77%	0.57	-29069	-3.6%	Out of Stock
Argos (Sainsbury's)	55.37%	0.56	-28332	-10.3%	Out of Stock
Premium Stores	53.30%	0.55	19167	4.2%	Excess Inventory
Boulanger	53.64%	0.55	-30404	-6.4%	Out of Stock
Electricalslande Stores	48.27%	0.54	-41505	-19.6%	Out of Stock
Flawless Stores	52.09%	0.53	-17981	-10.3%	Out of Stock
Elkjøp	42.12%	0.53	-123898	-27.5%	Out of Stock
Sorefoz	41.21%	0.53	-93053	-22.6%	Out of Stock
Electricalsbea Stores	54.60%	0.53	-10605	-9.5%	Out of Stock
Power	53.41%	0.53	-8585	-3.7%	Out of Stock
Total	81.06%	0.81	-4505175	-6.2%	Out of Stock

Net Error, Forecast accuracy % and Forecast Accuracy % LY by month

● Net Error ● Forecast accuracy % ● Forecast Accuracy % LY



segment	Forecast accuracy %	Net Error	Risk
+			Out of Stock
Accessories	83.08%	-1229702	Out of Stock
Desktop	87.33%	84477	Excess Inventory
Networking	81.74%	-27883	Out of Stock
Notebook	86.35%	-57817	Out of Stock
Peripherals	72.45%	-3461736	Out of Stock
Storage	81.97%	187486	Excess Inventory
Total	81.06%	-4505175	Out of Stock