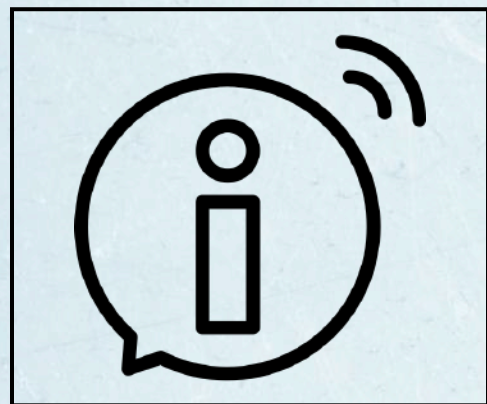




Business Insights 360



Info

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



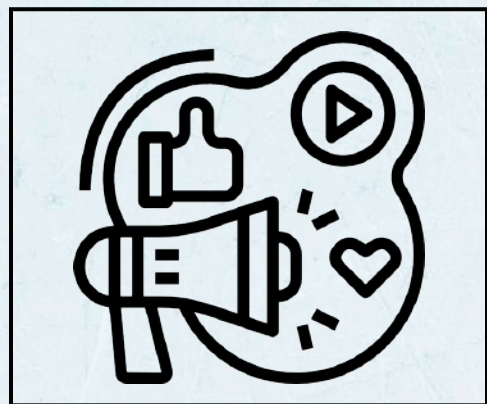
Finance View

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



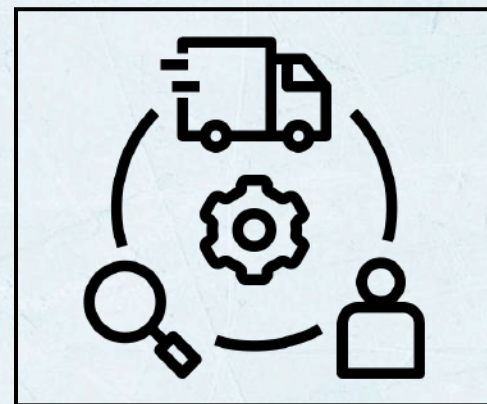
Sales View

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



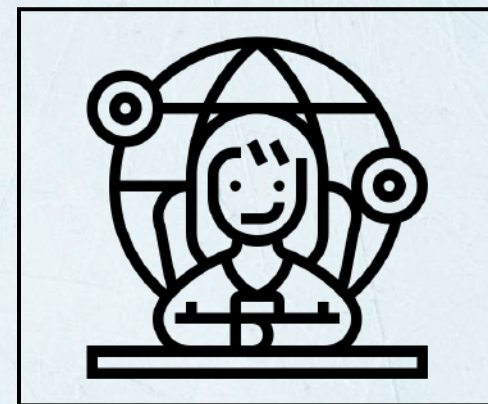
Market View

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, produ...

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTG

YTD

vs LY

vs Target

BM Targets is not available for the selected filters

\$823.85M✓

BM: (Blank) (+Infinity%)

Net Sales

36.49%✓

BM: (Blank) (+Infinity%)

GM %

-6.63%!

BM: (Blank) (-Infinity%)

Net Profit %

Profit and Loss Statement

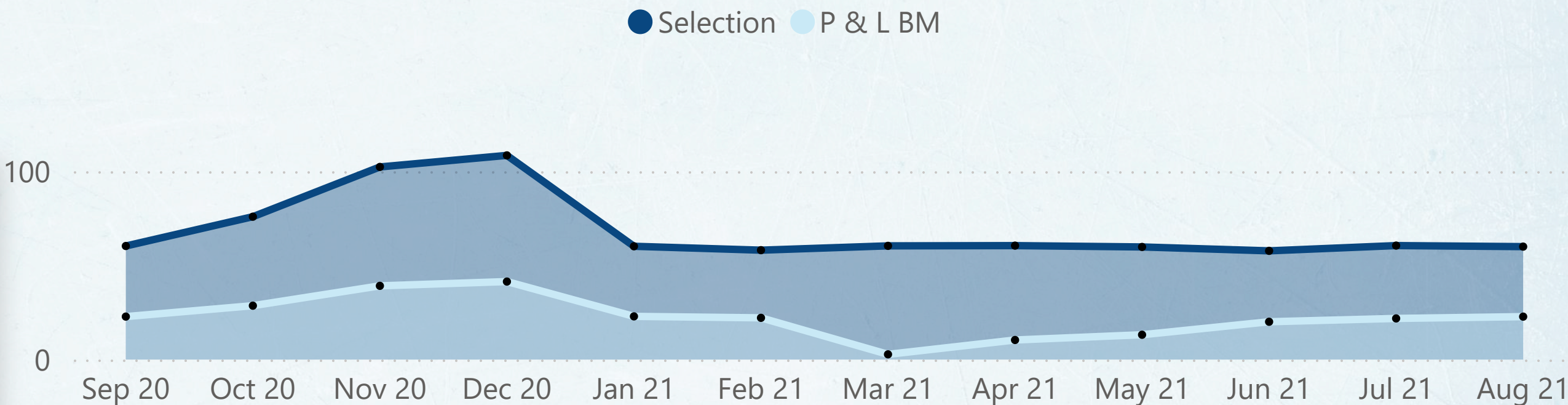
Line Item

2021

Gross Sales	1,664.64
Pre Invoice Deduction	392.50
Net Invoice Sales	1,272.13
- Post Discounts	281.64
- Post Deductions	166.65
Total Post Invoice Deduction	448.29
Net Sales	823.85
- Manufacturing Cost	497.78
- Freight Cost	22.05
- Other Cost	3.39
Total COGS	523.22
Gross Margin	300.63
Gross Margin %	36.49
GM / Unit	5.99
Operational Expense	-355.28
Net Profit	-54.65
Net Profit %	-6.63

Net Sales Performace Over Time

Net Sales Performace Over Time



Top / Bottom Products and Customers by Net Sales

region	P & L values	P & L Chg %
+	APAC	441.98
+	EU	200.77
+	LATAM	3.16
+	NA	177.94
	Total	823.85

segment	P & L values	P & L Chg %
+	Notebook	266.49
+	Accessories	244.85
+	Peripherals	166.51
+	Storage	54.42
+	Desktop	46.43
+	Networking	45.16
	Total	823.85

BM = Benchmark, LY = Last Year



region, market

customer

segment, category, produ...

All

All

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

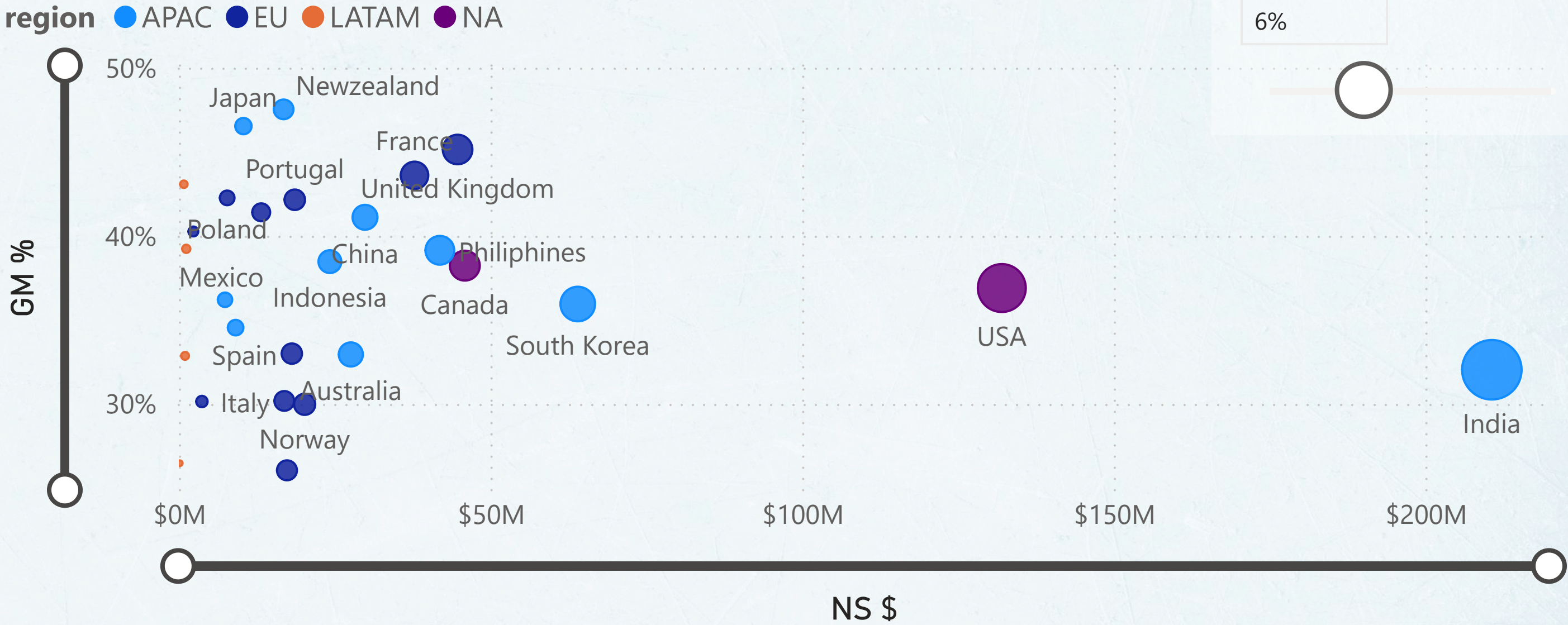
YTG

YTD

Customer Performance

customer	NS \$	GM \$	GM %
Amazon	\$109.03M	\$38.5910525722M	35.40%
Atliq e Store	\$70.31M	\$26.3961615285M	37.54%
AltiQ Exclusive	\$69.15M	\$31.8754750888M	46.10%
Sage	\$27.07M	\$9.5184975517M	35.16%
Flipkart	\$25.25M	\$7.6355190063M	30.23%
Leader	\$24.51M	\$8.3368018736M	34.01%
Neptune	\$21.00M	\$8.6484191335M	41.17%
Ebay	\$19.87M	\$7.1746249329M	36.10%
Electricalsocity	\$16.25M	\$5.659904413M	34.83%
Synthetic	\$16.10M	\$6.3176209773M	39.25%
Electricalslytical	\$15.64M	\$5.9214610977M	37.86%
Acclaimed Stores	\$14.32M	\$5.1798655918M	36.18%
Propel	\$14.14M	\$5.3385410897M	37.77%
Total	\$823.85M	\$300.628704252M	36.49%

Performance Metrics

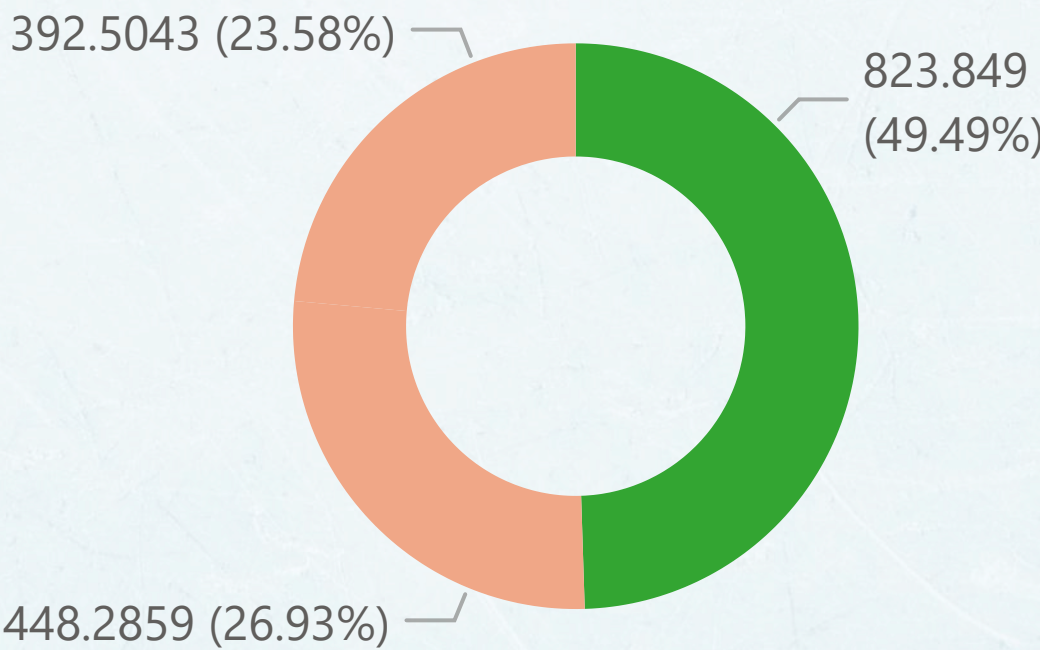


Product Performance

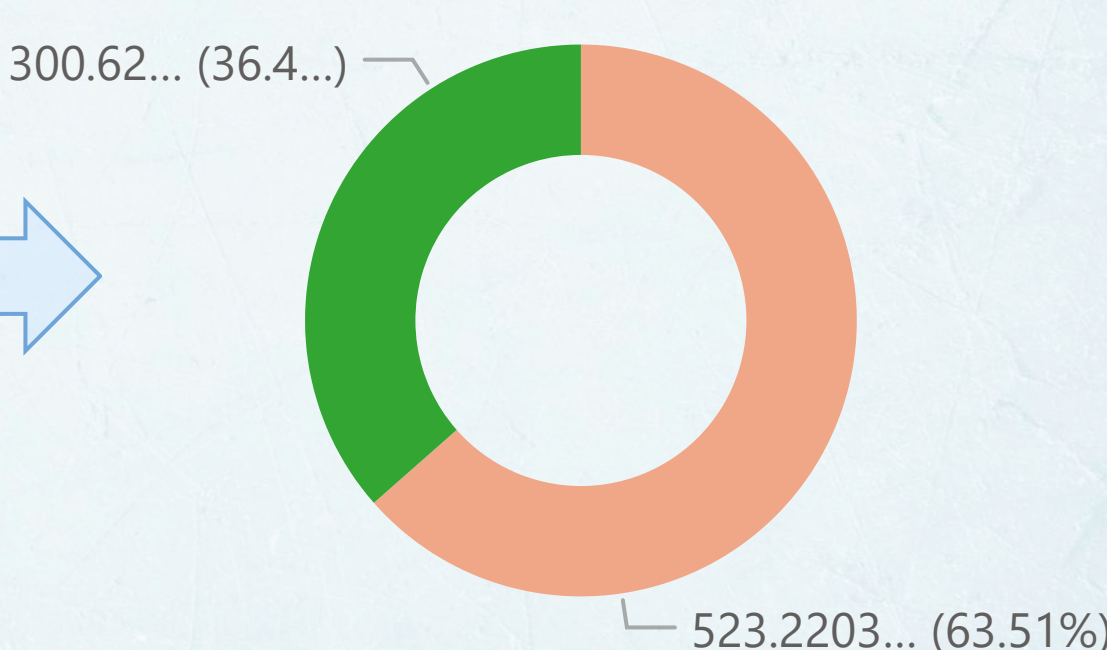
segment	NS \$	GM \$	GM %
Accessories	\$244.85M	\$89.30125604589M	36.47%
Desktop	\$46.43M	\$16.7943470587M	36.17%
Business Laptop	\$33.75M	\$12.1407521141M	35.97%
Personal Desktop	\$12.68M	\$4.6535949446M	36.70%
Networking	\$45.16M	\$16.5968982247M	36.75%
Notebook	\$266.49M	\$97.12477140687M	36.45%
Peripherals	\$166.51M	\$60.8094949453M	36.52%
Storage	\$54.42M	\$20.0019365705M	36.75%
Total	\$823.85M	\$300.628704252M	36.49%

Unit Economics

● Net Sales ● Total Post Invoice ... ● Pre Invoice ...



● Total COGS ● Gross Margin





region, market

All

customer

All

segment, category, produ...

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

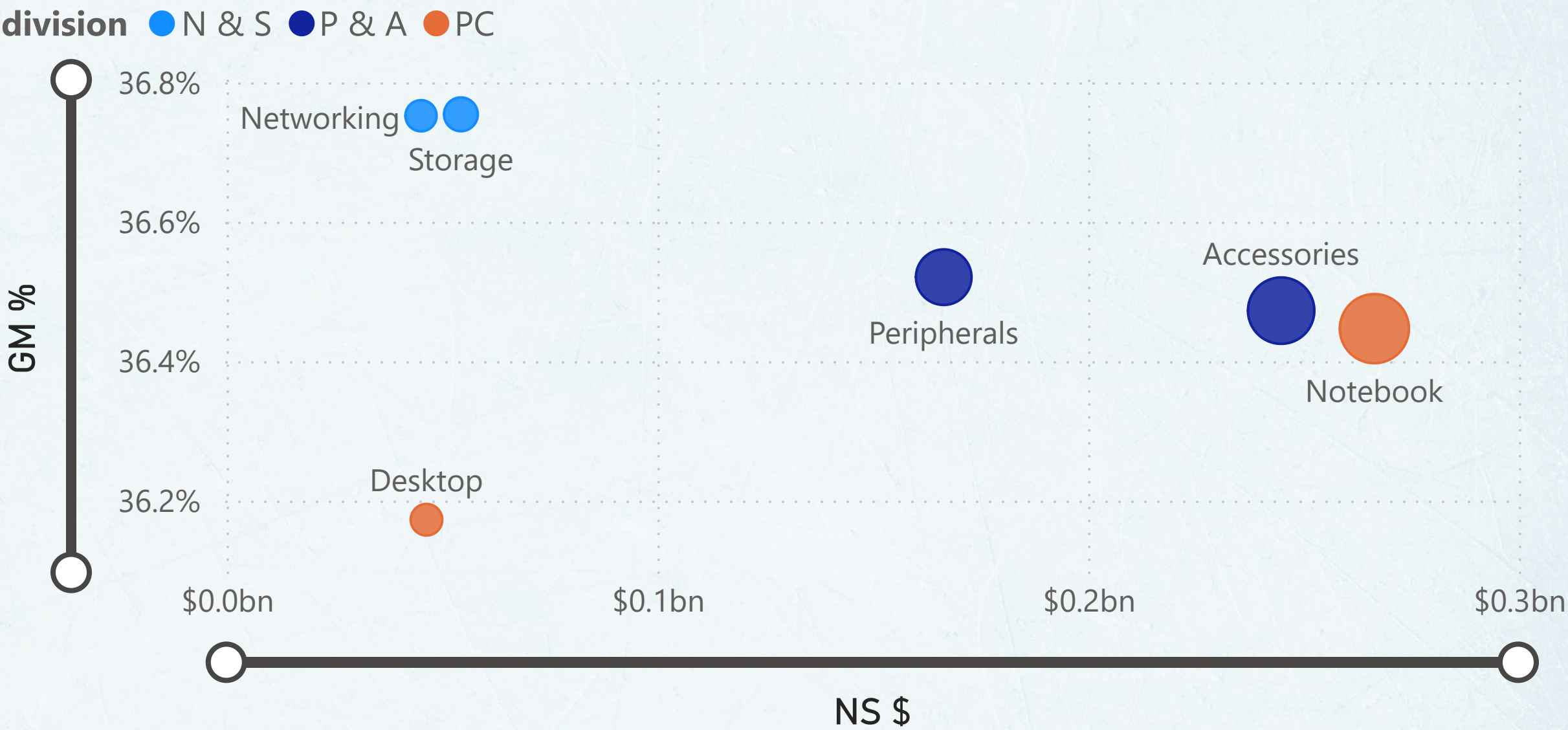
YTG

YTD

Show NP %

Performance Matrix

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Accessories	\$244.85M	\$89.30M	36.47%	(\$16.28M)	-6.65%
Desktop	\$46.43M	\$16.79M	36.17%	(\$3.27M)	-7.04%
Networking	\$45.16M	\$16.60M	36.75%	(\$2.91M)	-6.44%
Notebook	\$266.49M	\$97.12M	36.45%	(\$17.71M)	-6.64%
Peripherals	\$166.51M	\$60.81M	36.52%	(\$11.02M)	-6.62%
Storage	\$54.42M	\$20.00M	36.75%	(\$3.46M)	-6.36%
Total	\$823.85M	\$300.63M	36.49%	(\$54.65M)	-6.63%

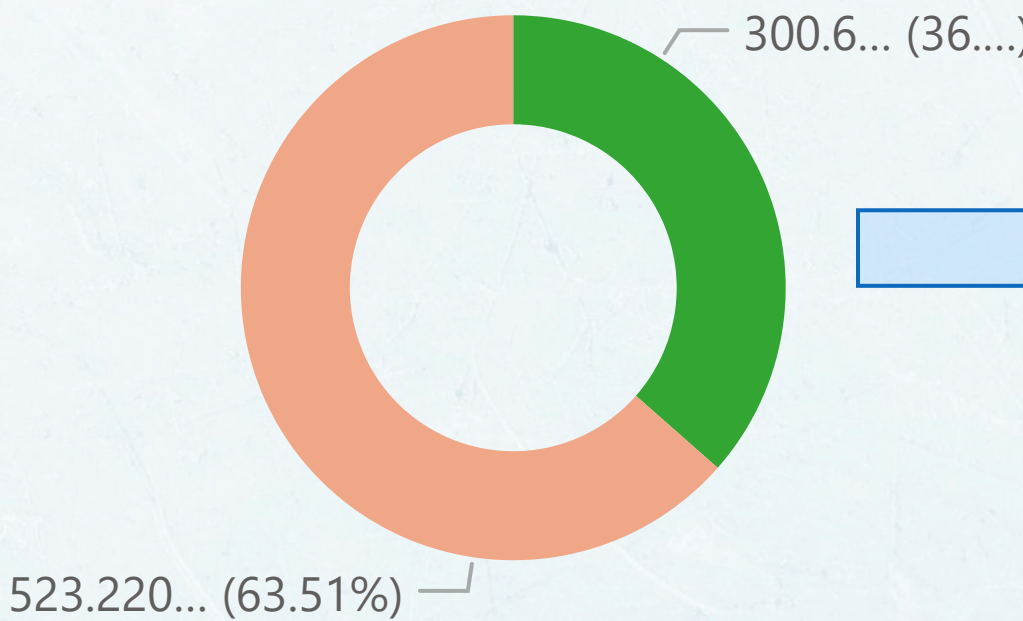


Region / Market / Customer performance

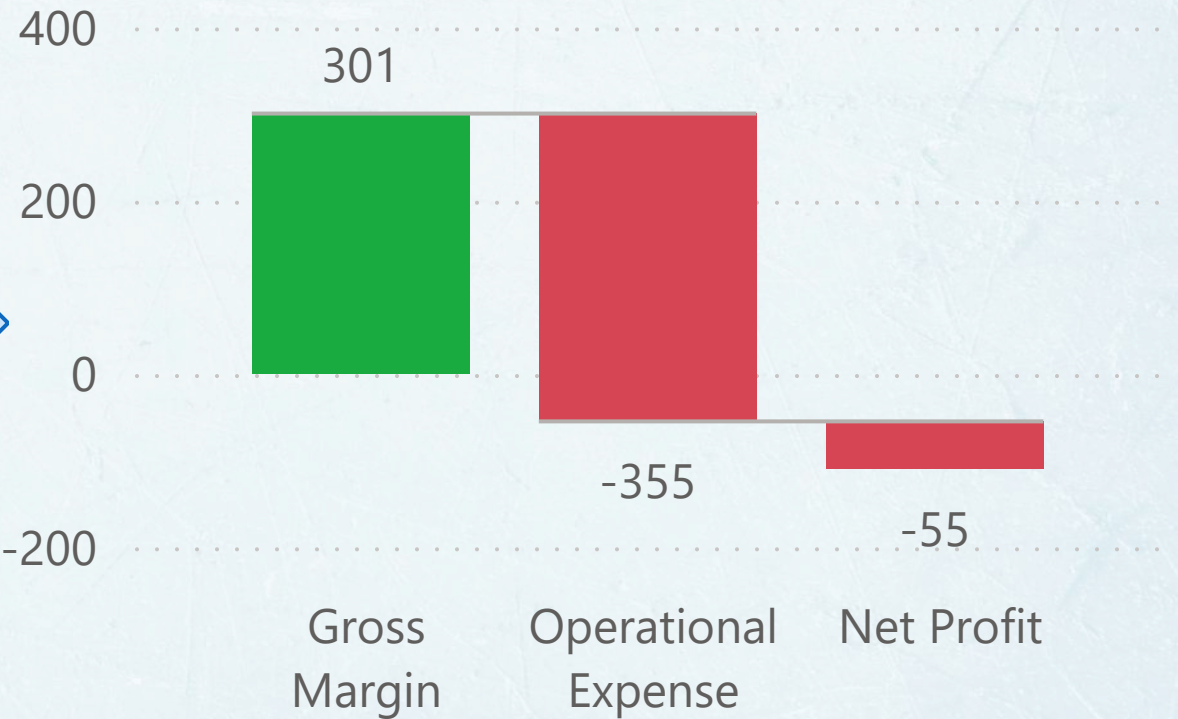
region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$441.98M	\$156.21M	35.34%	(\$33.33M)	-7.54%
EU	\$200.77M	\$76.98M	38.34%	\$2.81M	1.40%
LATAM	\$3.16M	\$1.19M	37.54%	\$0.20M	6.18%
NA	\$177.94M	\$66.25M	37.23%	(\$24.32M)	-13.67%
Total	\$823.85M	\$300.63M	36.49%	(\$54.65M)	-6.63%

Unit Economics

● Gross Margin ● Total COGS



● Increase ● Decrease





region, market

All

customer

All

segment, category, produ...

All

2019

2020

2021

2022
Est

Q1

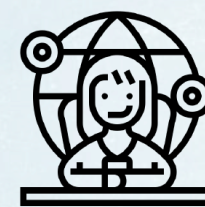
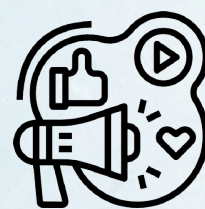
Q2

Q3

Q4

YTG

YTD



80.21%✓

LY: 72.99% (+9.88%)

Forecast Accuracy

-751.7K✓

LY: 491.6K (-252.91%)

Net Error

9780.7K!

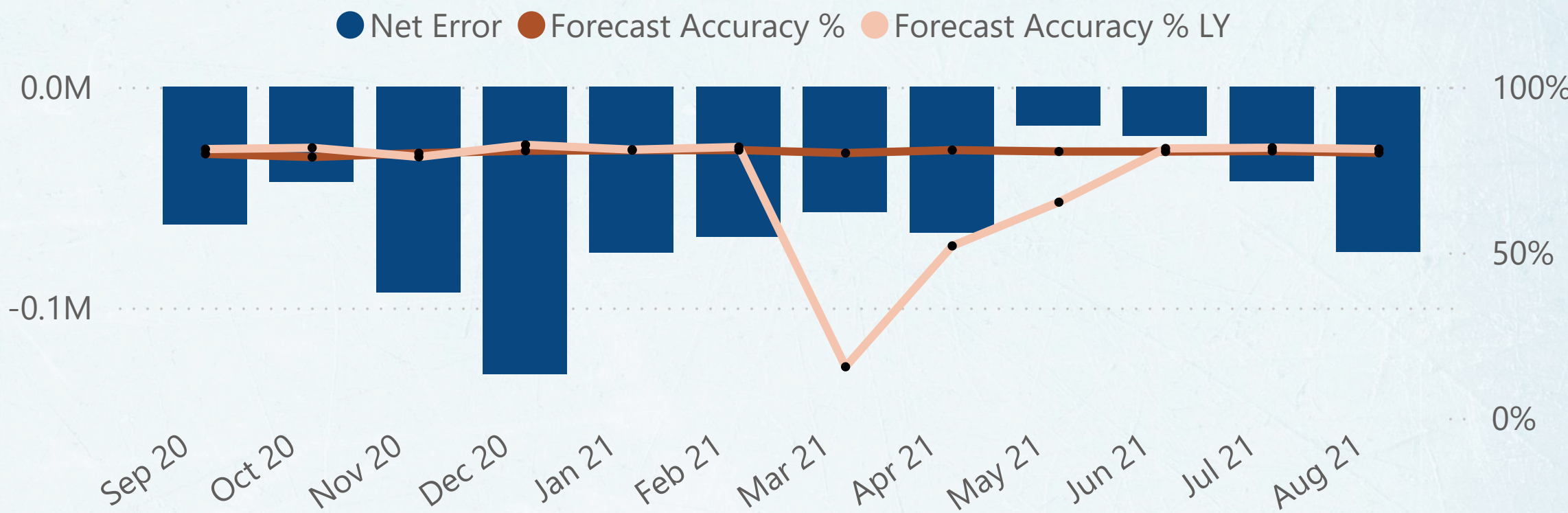
LY: 5743.2K (+70.3%)

ABS Error

Key Metrics by Customers

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Argos (Sainsbury's)	56.08%	43.27%	8033	4.14%	Excess Inventory
Atlas Stores	48.16%	39.19%	99521	29.63%	Excess Inventory
Atliq Exclusive	42.13%	32.66%	2714	0.35%	Excess Inventory
Boulanger	58.77%	38.12%	81786	18.34%	Excess Inventory
Chip 7	53.44%	41.32%	95124	18.82%	Excess Inventory
Chiptec	52.54%	27.04%	72175	22.07%	Excess Inventory
Coolblue	52.95%	43.16%	116840	26.87%	Excess Inventory
Croma	42.78%	35.49%	45046	5.96%	Excess Inventory
Electricalsara Stores	52.02%	32.38%	19891	12.43%	Excess Inventory
Electricalslytical	50.82%	39.26%	130903	12.24%	Excess Inventory
Electricalsocity	50.35%	42.87%	9221	0.91%	Excess Inventory
Electricalsquipo Stores	48.82%	39.26%	89614	27.16%	Excess Inventory
Elite	51.48%	40.14%	4296	1.36%	Excess Inventory
Epic Stores	52.19%	38.40%	11914	3.79%	Excess Inventory
Euronics	60.79%	42.25%	58391	15.34%	Excess Inventory
Expert	60.67%	48.84%	69286	11.97%	Excess Inventory
Expression	44.32%	37.52%	2997	0.37%	Excess Inventory
Ezone	44.11%	33.17%	26876	3.52%	Excess Inventory
Total	80.21%	72.99%	-751714	-1.52%	Out of Situation

Accuracy / Net Error Trend



Key Metrics By Product

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Profit %	Risk
Networking	90.40%	52.50%	227056	-6.44%	Excess Inventory
Desktop	84.37%	70.07%	16205	-7.04%	Excess Inventory
Storage	83.54%	81.01%	1507656	-6.36%	Excess Inventory
Peripherals	83.23%	75.18%	-318194	-6.62%	Out of Situation
Notebook	79.99%	76.65%	-51254	-6.64%	Out of Situation
Accessories	77.66%	71.42%	-2133183	-6.65%	Out of Situation
Total	80.21%	72.99%	-751714	-6.63%	Out of Situation