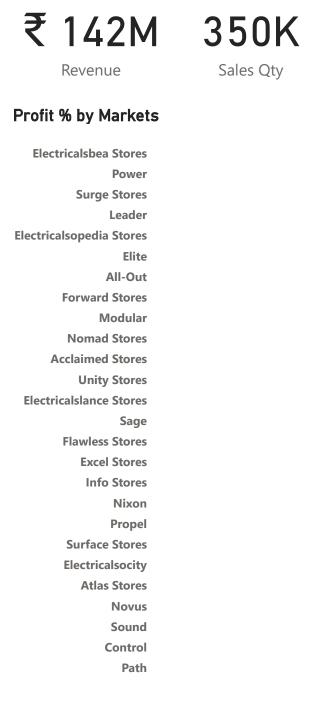
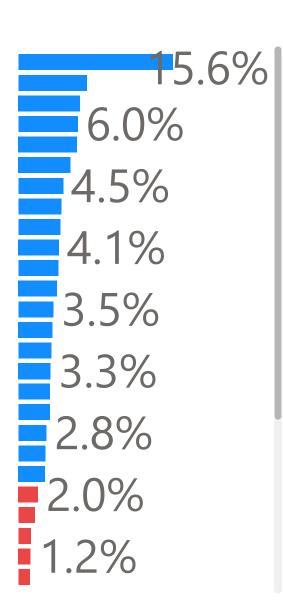
2017 Jan 20 Feb 20 Mar 20 Apr 20 May 20 ₹ 142M 2018 2019 2020 Jun 20 350K Revenue Sales Qty Revenue Trend ₹ 26.4M **Revenue by Markets** Sales Qty by Markets ₹ 25.3M ₹ 26.9M ₹ 25M 25.7M ₹ 23.3M Delhi NCR 0.14M Delhi NCR ₹ 78M 0.04M Mumbai Mumbai ₹ 20M 0.04M Nagpur **Ahmedabad** 0.04M Nagpur Kochi 0.03M **Bhopal** Ahmeda... ₹ 14.7M Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 Bhopal 0.02M **Top 5 Customers Top 5 Products** 0.01M Chennai Lucknow ₹ 66M **Electricalsara Stores** ₹ 4M Prod047 0.01M Kanpur ₹ 2M Hyderabad Hyderabad 0.01M Chennai ₹8M ₹ 4M **Excel Stores** Prod061 Bhubane... 0.00M **Patna** ₹ 1M ₹ 6M ₹3M **Premium Stores** Prod071 0.00M Kanpur Lucknow ₹ 0M ₹ 6M Electricalslytical ₹3M Prod065 0.00M ₹ 0M Surat Surat ₹ 5M ₹3M Info Stores Prod237 Bhubaneshwar 0.00M ₹ 0M Patna

Feb 20 2017 2018 2019 2020 Jan 20 Mar 20 Apr 20 May 20 Jun 20 ₹ 142M ₹ 2.1M 350K Sales Qty Total Profit Margin Revenue Revenue Trend ₹ 26.4M **Revenue Contribution % Profit Contribution % by Profit % by Markets** ₹ 25.3M by Markets Markets ₹ 26.9M ₹ 25M ₹ 23.3M ₹ 25.7M 10.5% Bhubanes... 23.9% 54.7% Delhi ... Mumbai Hyderabad ₹ 20M 22.1% Delhi ... Mum... Chennai 6.3% Ahme... Ahme... 19.0% Kochi ₹ 15M 9.4% **Nagpur** ₹ 14.7M Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 4.5% **Patna** 7.6% **Bhopal** Chennai **Top 5 Customers** 2.4% Mumbai Profit Margin Profit Margin % custmer name Revenue Revenue 6.2% 1.9% Kochi Kochi Contribution % Contribution % 2.3% Nagpur 5.2% 1.7% **Bhopal** Electricalsara Stores 46.2% Chen... ₹ 6,56,41,977 11.9% 0.4% **Excel Stores** ₹ 79,28,385 12.5% 3.3% 5.6% 2.2% **Ahmedabad** Kanpur 1.5% Hyder... 3.9% **Premium Stores** ₹ 58,99,748 4.1% 1.4% 0.5% Electricalslytical ₹ 55,37,904 3.9% 1.3% 0.5% 1.4% **Bhopal** 2.0% 0.8% Hyder... **Patna** Info Stores ₹ 50,64,374 3.6% 7.8% 3.2% 2.9% 2.5% 1.2% Control ₹ 41,82,662 0.9% Surat 0.6% 0.8% **Patna** Bhuba... 11.9% Surge Stores 2.8% 6.2% ₹ 39,53,600 **Logic Stores** ₹ 33,19,243 2.3% 0.6% 0.4% 0.6% Delhi NCR 0.3% 0.5% Luckn... Kanpur **Acclaimed Stores** ₹ 31,16,384 2.2% 6.1% 4.0% 0.4% Nixon ₹ 30,28,345 2.1% 4.7% 3.2% Kanpur Surat 0.2% Surat 0.1% **Epic Stores** ₹ 30,02,834 2.1% -6.8% -4.7% Lucknow -2.7% 1.8% 5.4% 4.3% 0.1% Lucknow **Forward Stores** ₹ 25,60,961 Bhub... 100.0% 100.0% 1.4% **Total** ₹ 14,22,24,545





Profit Target

2%

₹ 2.1M

Total Profit Margin





4%

Revenue Trend

■ Revenue LY ■ Revenue ■ Profit Margin %



Top 5 Customers

custmer_name	Revenue -	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹ 6,56,41,977	46.2%	11.9%	0.4%
Excel Stores	₹ 79,28,385	5.6%	12.5%	3.3%
Premium Stores	₹ 58,99,748	4.1%	1.4%	0.5%
Electricalslytical	₹ 55,37,904	3.9%	1.3%	0.5%
Info Stores	₹ 50,64,374	3.6%	7.8%	3.2%
Control	₹ 41,82,662	2.9%	2.5%	1.2%
Surge Stores	₹ 39,53,600	2.8%	11.9%	6.2%
Logic Stores	₹ 33,19,243	2.3%	0.6%	0.4%
Total	₹ 14,22,24,545	100.0%	100.0%	1.4%