

₹ 235M

Revenue

585K

Sales Qtv

2017

2018

2019

2020

Jun
17

Jul
17

Aug
17

Sep
17

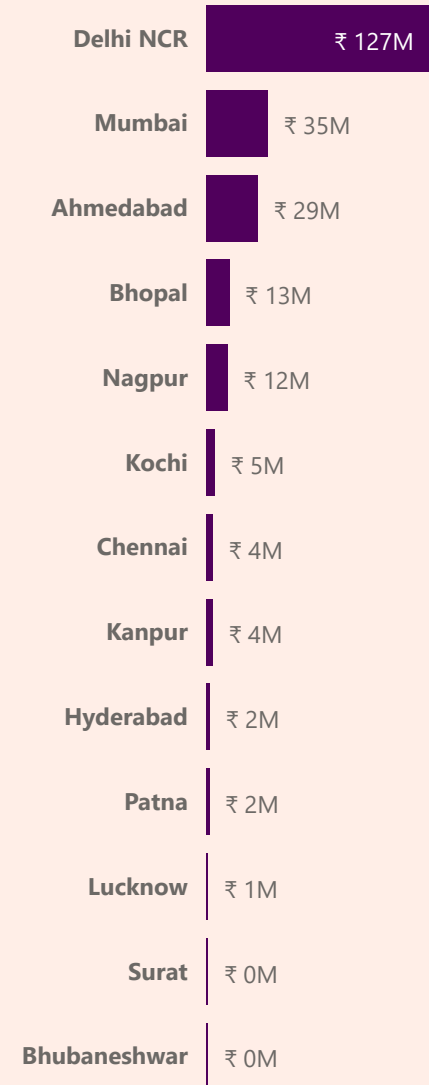
Oct
17

Nov
17

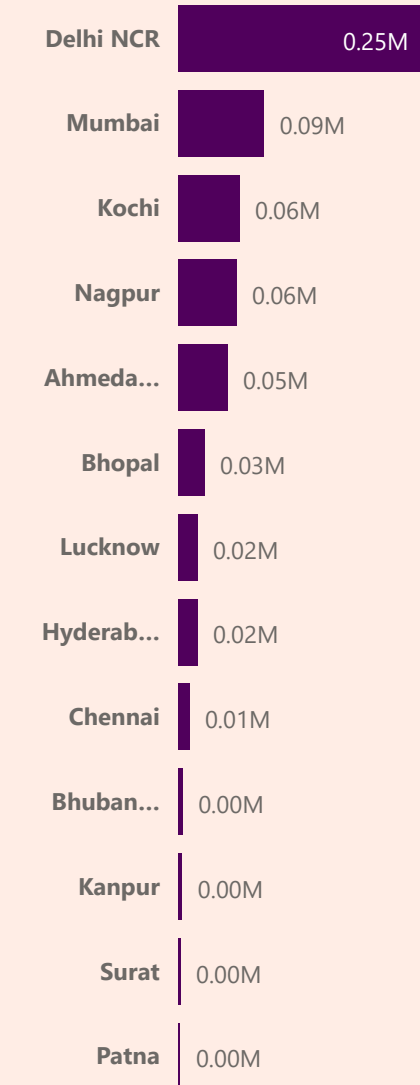
Dec
17



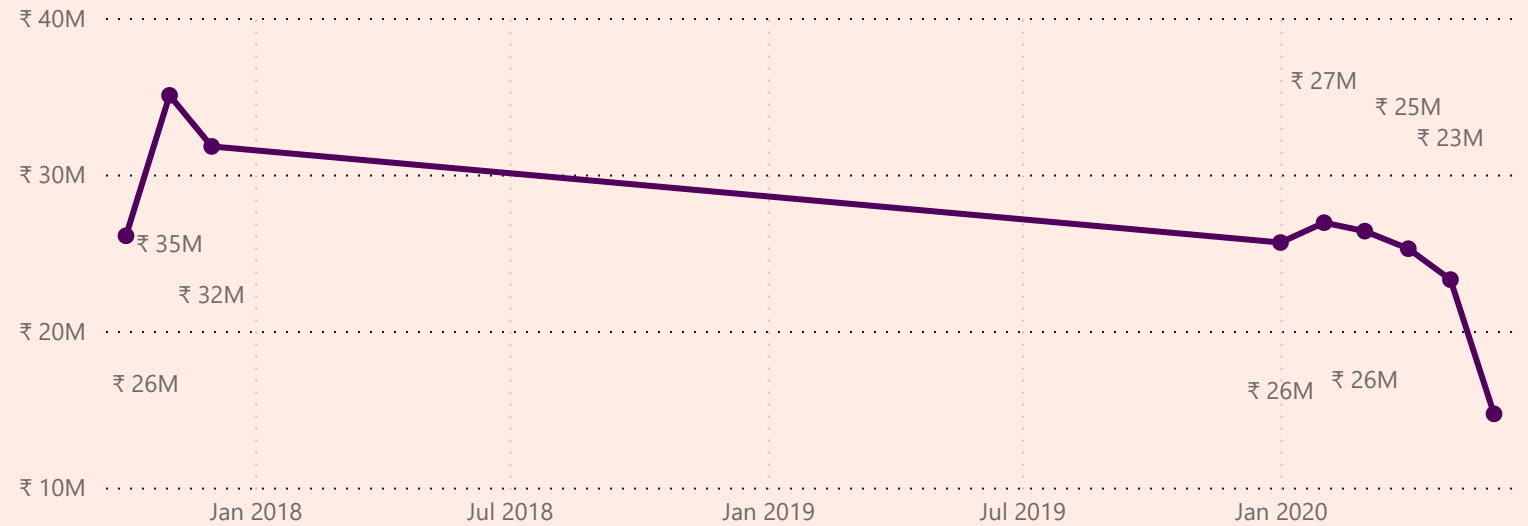
Revenue by Markets



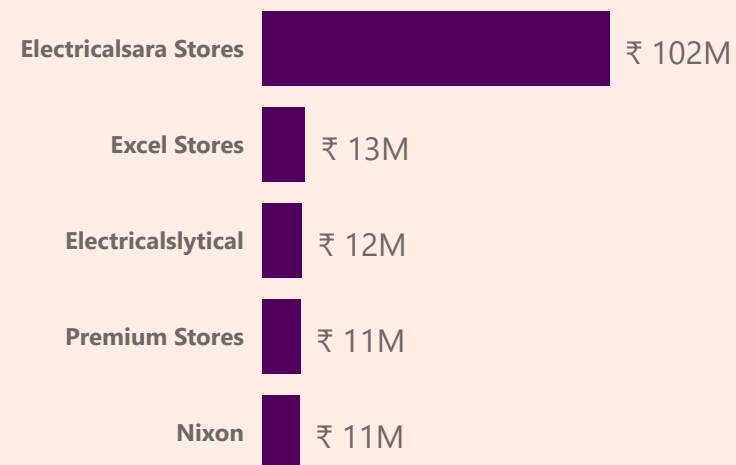
Sales Qty by Markets



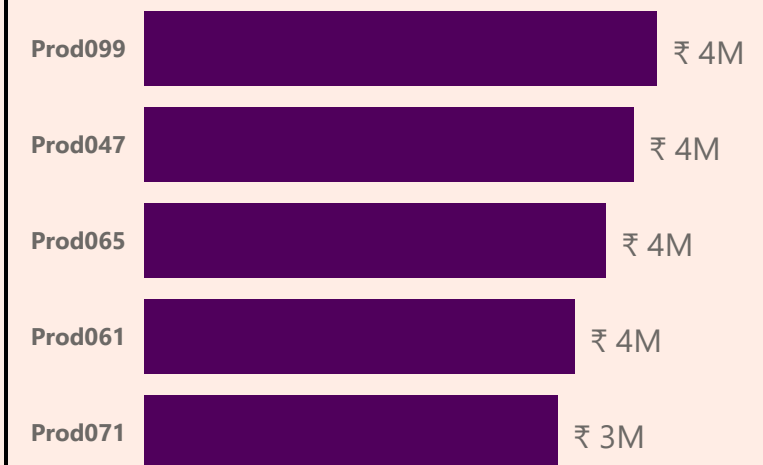
Revenue Trend



Top 5 Customers



Top 5 Products



Revenue Contribution % by Markets

Delhi...

53.7%

Mum...

15.0%

Ahm...

13.3%

Nagp...

5.5%

Bhopal

5.4%

Chen...

2.1%

Kochi

1.7%

Kanpur

1.4%

Hyde...

0.7%

Patna

0.5%

Luck...

0.3%

Surat

0.3%

Bhub...

0.1%

Beng...

0.1%

Profit Contribution % by Markets

Delhi ...

43.9%

Mumbai

25.6%

Ahme...

11.1%

Nagpur

7.3%

Bhopal

7.1%

Kochi

3.3%

Chennai

1.4%

Surat

1.2%

Hyder...

1.0%

Patna

0.9%

Bhuba...

0.1%

Luckn...

-0.6%

Benga...

-0.7%

Kanpur

-1.8%

Profit % by Markets

Surat

7.0%

Patna

4.1%

Bhubane...

4.0%

Kochi

4.0%

Mumbai

3.5%

Hyderabad

3.2%

Nagpur

2.7%

Bhopal

2.7%

Ahmeda...

1.7%

Delhi NCR

1.7%

Chennai

1.4%

Kanpur

-2.6%

Lucknow

-3.5%

Bengaluru

-20.8%

Revenue Trend

₹ 43M

₹ 38M

₹ 35M

₹ 32M

₹ 39M

₹ 31M

₹ 28M

₹ 31M

₹ 27M

₹ 26M

₹ 15M

Jan 2018

Jul 2018

Jan 2019

Jul 2019

Jan 2020

Top 5 Customers

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹ 238,692,954	42.9%	30.9%	1.5%
Electricalslytical	₹ 26,363,704	4.7%	6.6%	2.9%
Excel Stores	₹ 25,979,718	4.7%	3.4%	1.5%
Nixon	₹ 24,837,899	4.5%	9.1%	4.2%
Premium Stores	₹ 24,592,929	4.4%	5.9%	2.7%
Info Stores	₹ 20,105,852	3.6%	1.8%	1.0%
Control	₹ 19,185,767	3.5%	2.6%	1.6%
Surge Stores	₹ 16,576,307	3.0%	3.4%	2.3%
Acclaimed Stores	₹ 12,455,436	2.2%	2.8%	2.6%
Forward Stores	₹ 12,125,060	2.2%	2.6%	2.5%
Total	₹ 555,911,708	100.0%	100.0%	2.1%

₹ 142M

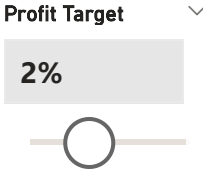
Revenue

350K

Sales Qty

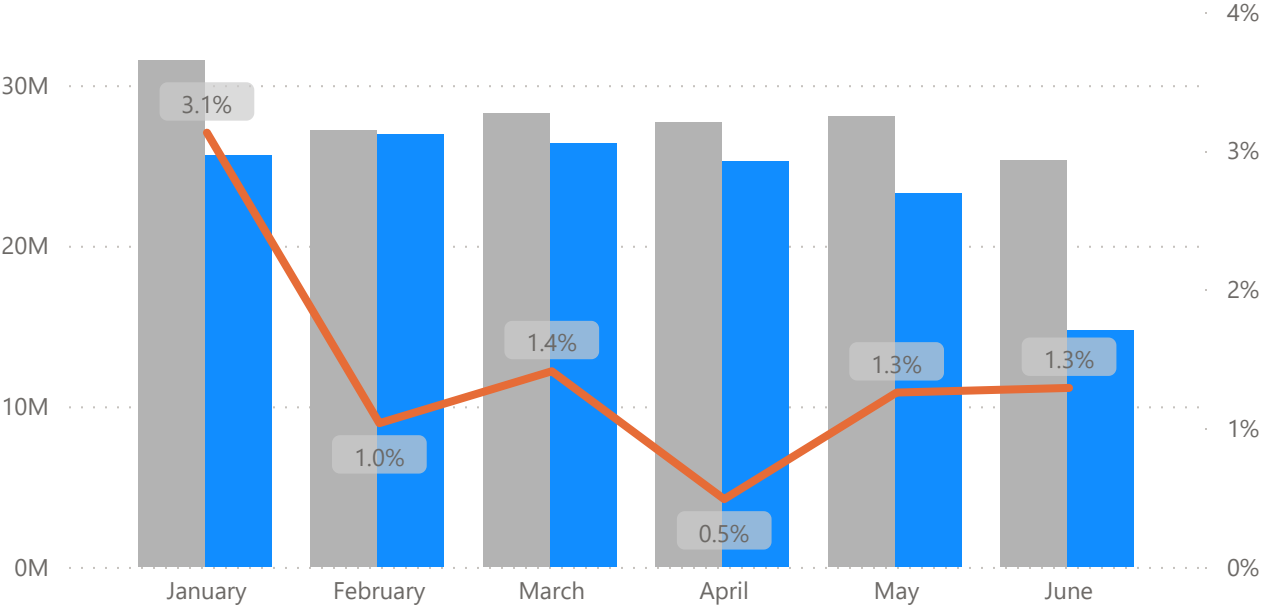
₹ 2.1M

Total Profit Margin

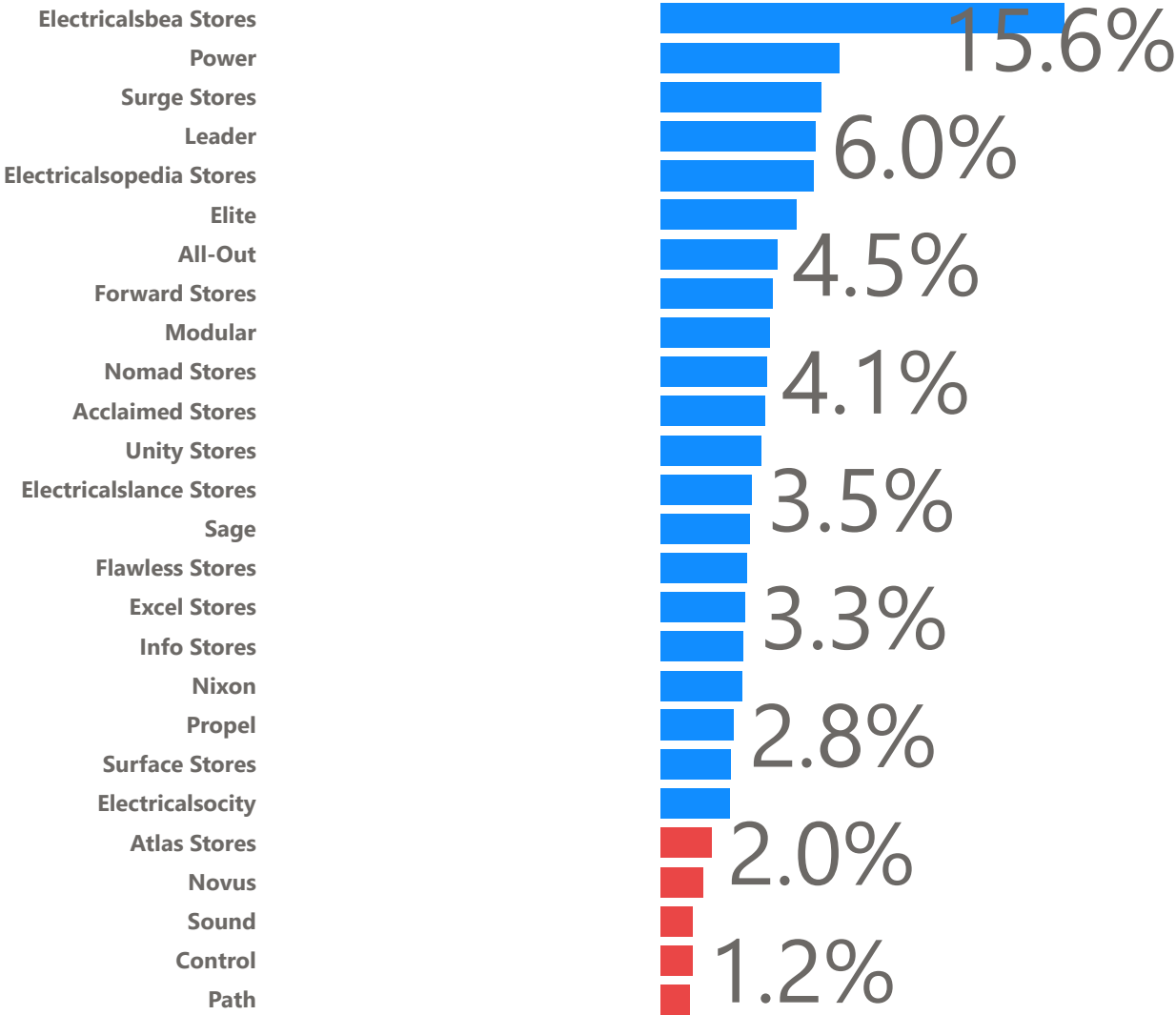


Revenue Trend

Revenue LY Revenue Profit Margin %



Profit % by Markets



Top 5 Customers

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹ 65,641,977	46.2%	11.9%	0.4%
Excel Stores	₹ 7,928,385	5.6%	12.5%	3.3%
Premium Stores	₹ 5,899,748	4.1%	1.4%	0.5%
Electricalslytical	₹ 5,537,904	3.9%	1.3%	0.5%
Info Stores	₹ 5,064,374	3.6%	7.8%	3.2%
Control	₹ 4,182,662	2.9%	2.5%	1.2%
Surge Stores	₹ 3,953,600	2.8%	11.9%	6.2%
Logic Stores	₹ 3,319,243	2.3%	0.6%	0.4%
Total	₹ 142,224,545	100.0%	100.0%	1.4%