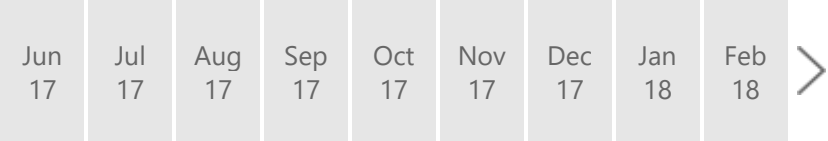
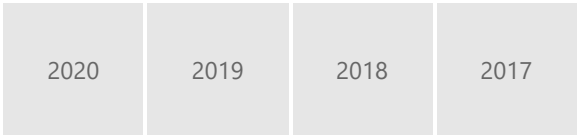


SALES INSIGHT DATA ANALYSIS

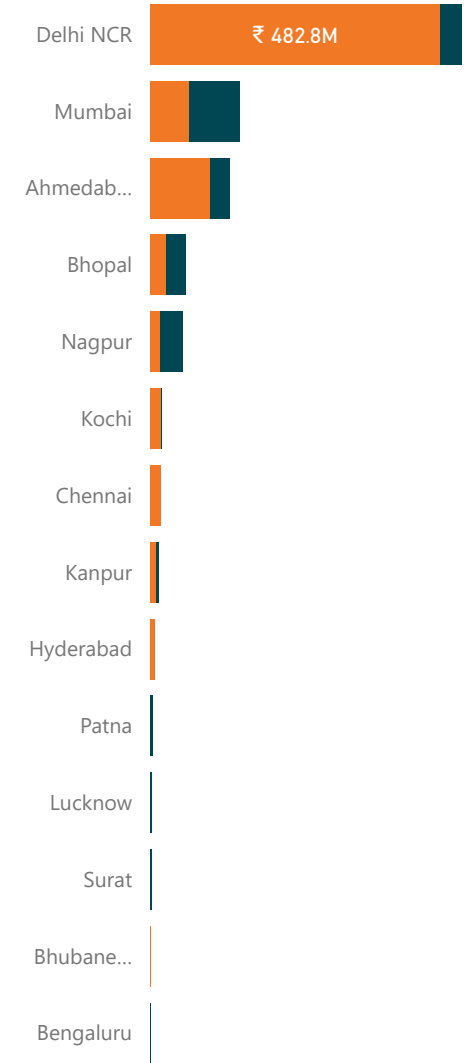
₹ 984.8M
Revenue

2M
Sales Qty



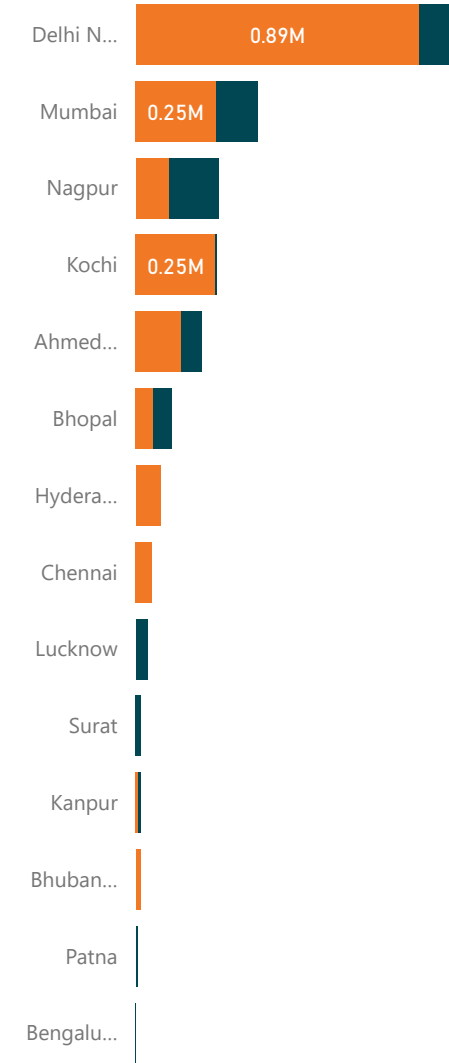
Revenue by Markets

custom... Brick & Mortar E-Commerce

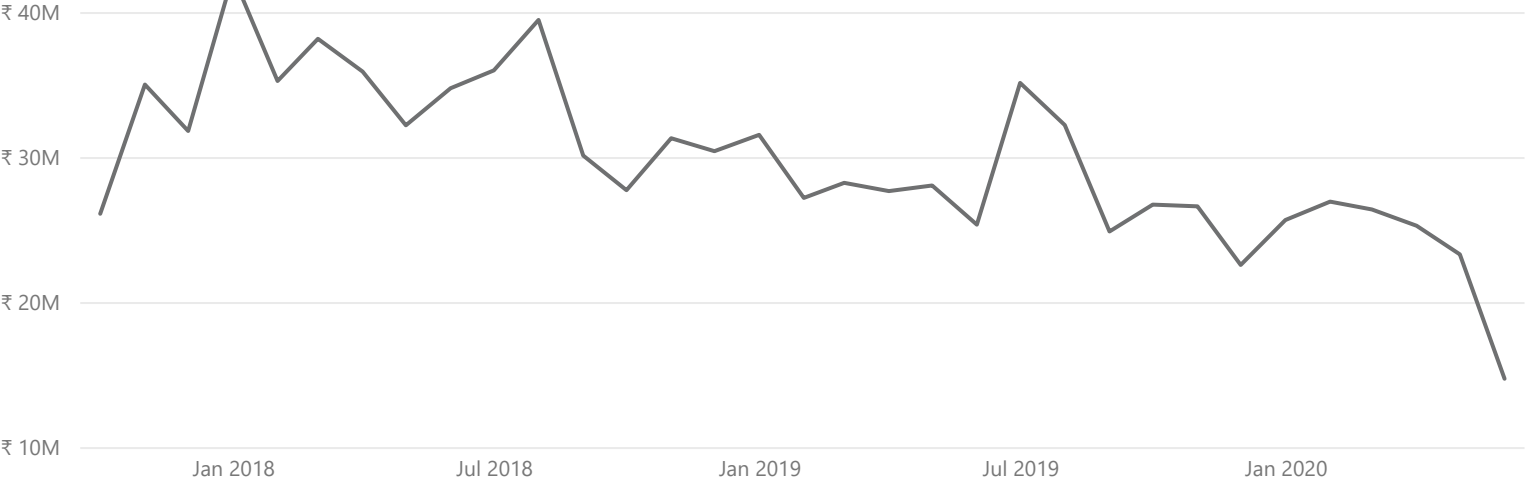


Sales Qty by Markets

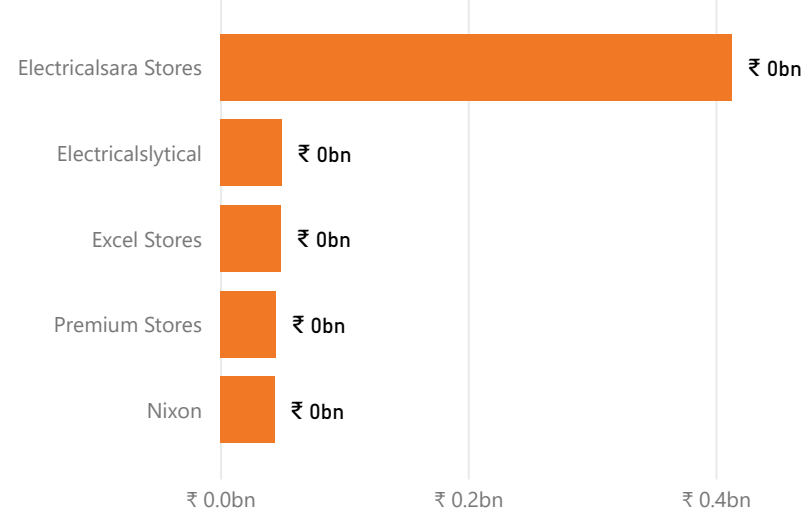
custom... Brick & Mortar E-Commerce



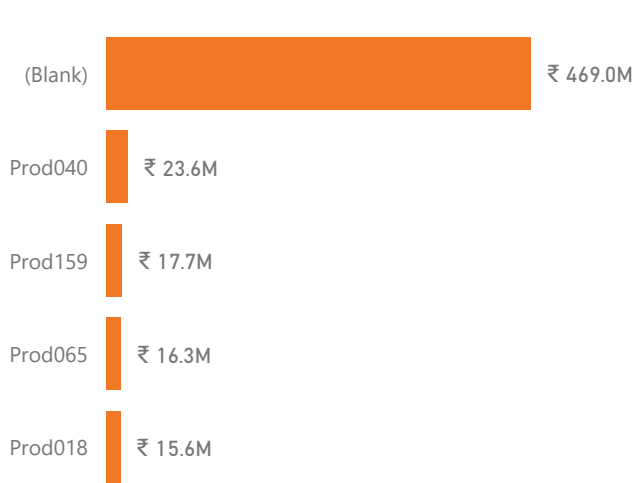
Revenue Trend



Top 5 Customers



Top 5 Products



₹ 985M

Revenue

2M

Sales Qty

₹ 24.7M

Total Profit Margin

2020

2019

2018

2017

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

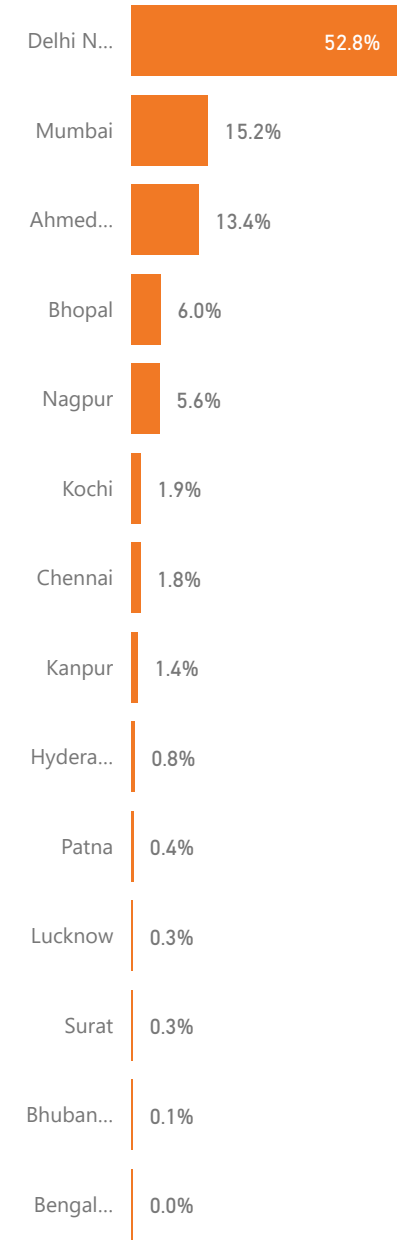
Dec 17

Jan 18

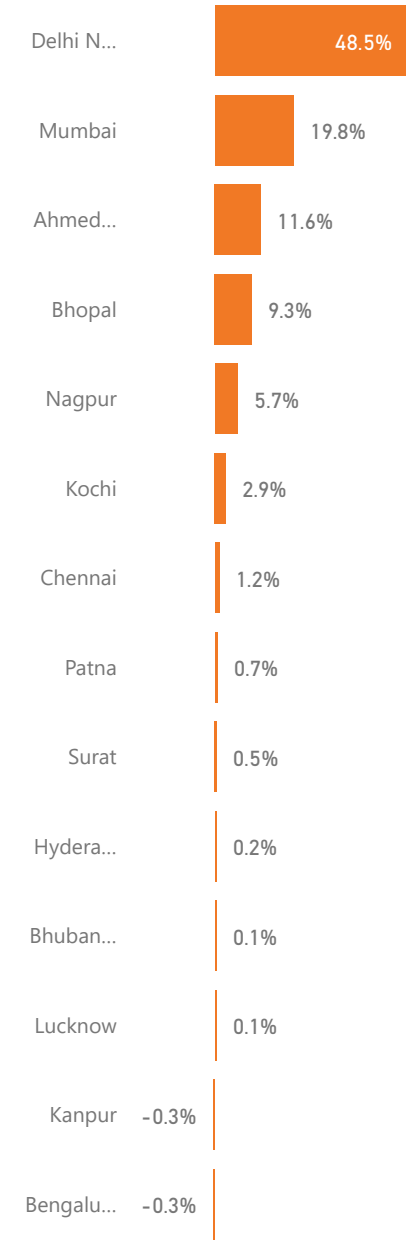
Feb 18



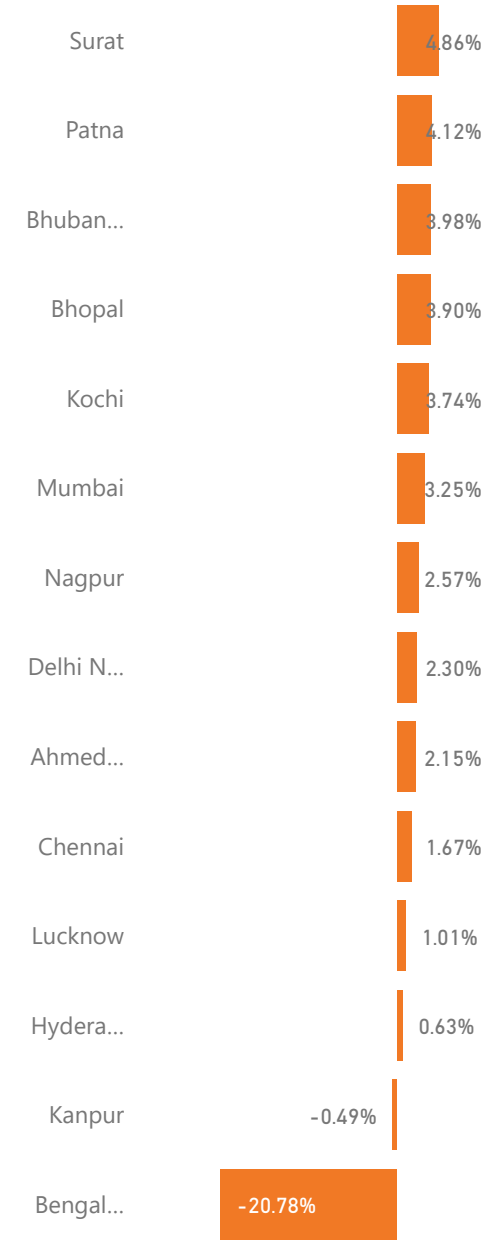
Revenue Contribution % By Market



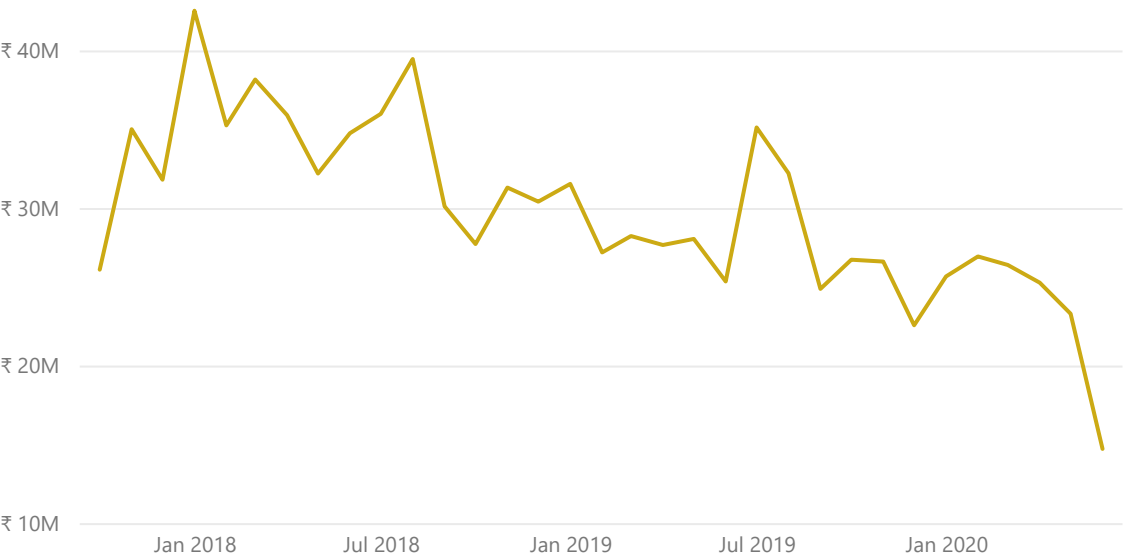
Profit Contribution % By Market



Profit % by Markets



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹ 413,333,588.0	42.0%	37.7%	2.25%
Nixon	₹ 43,893,083.0	4.5%	7.2%	4.07%
Electricalslytical	₹ 49,644,189.0	5.0%	6.8%	3.40%
Leader	₹ 16,529,970.0	1.7%	5.1%	7.54%
Premium Stores	₹ 44,906,666.0	4.6%	4.3%	2.35%
Control	₹ 31,771,997.0	3.2%	3.3%	2.60%
Electricalsocity	₹ 17,489,935.0	1.8%	2.9%	4.14%
Excel Stores	₹ 49,115,620.0	5.0%	2.8%	1.38%
Surge Stores	₹ 28,648,916.0	2.9%	2.7%	2.29%
Forward Stores	₹ 21,026,079.0	2.1%	2.3%	2.67%
Nomad Stores	₹ 17,739,351.0	1.8%	2.1%	2.89%
Surface Stores	₹ 15,242,562.0	1.5%	2.0%	3.22%
Logic Stores	₹ 13,201,366.0	1.3%	2.0%	3.69%
Modular	₹ 17,379,851.0	1.8%	1.8%	2.60%
Power	₹ 5,727,123.0	0.6%	1.4%	6.18%
Electricalsopedia Stores	₹ 10,281,203.0	1.0%	1.3%	3.21%
Epic Stores	₹ 18,750,440.0	1.9%	1.3%	1.76%
Acclaimed Stores	₹ 21,196,727.0	2.2%	1.3%	1.51%
Info Stores	₹ 35,100,033.0	3.6%	1.3%	0.90%
Total	₹ 984,813,463.0	100.0%	100.0%	2.50%

₹ 985M

Revenue

2M

Sales Qty

₹ 24.7M

Total Profit Margin

Profit Target

1%

2020

2019

2018

2017

Jun
17

Jul
17

Aug
17

Sep
17

Oct
17

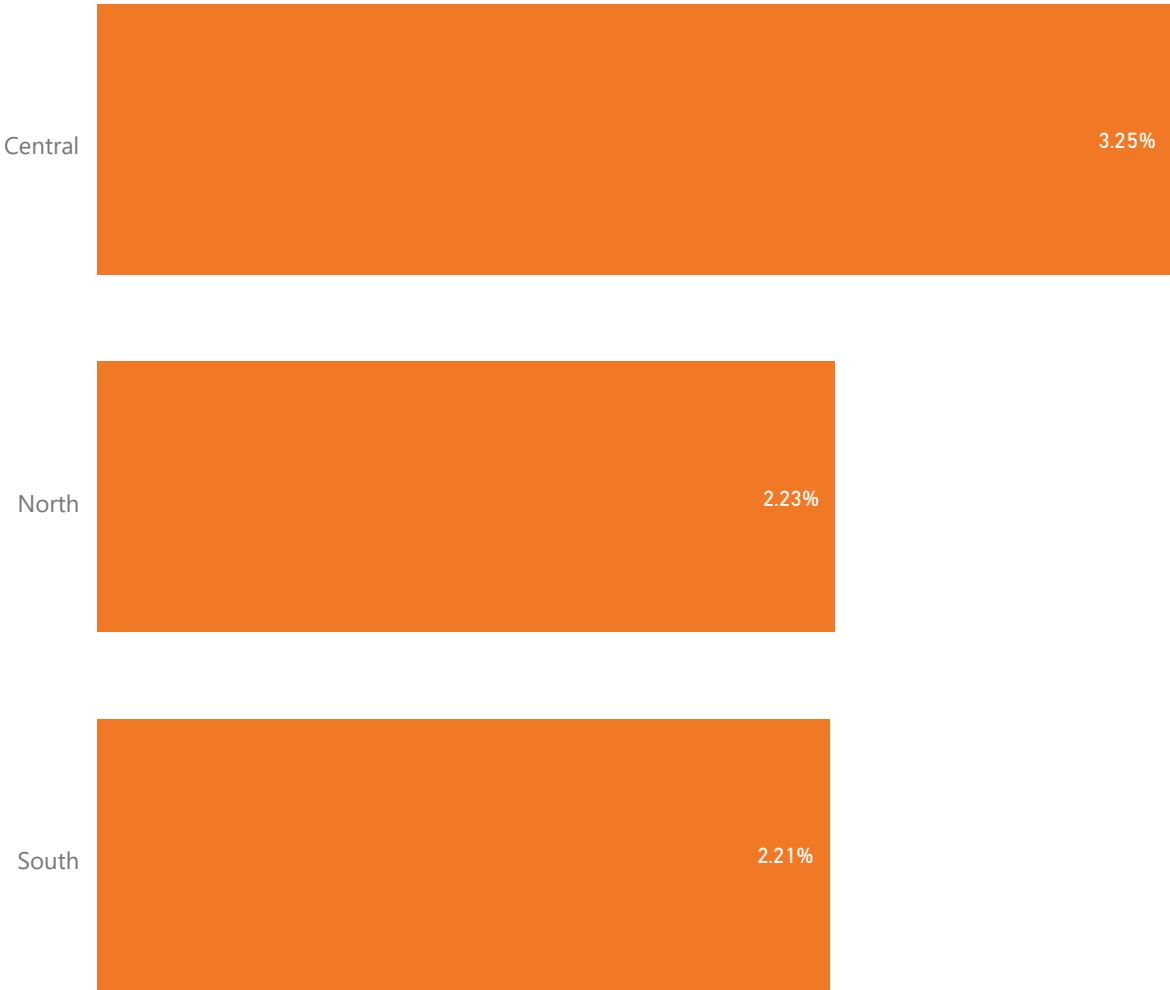
Nov
17

Dec
17

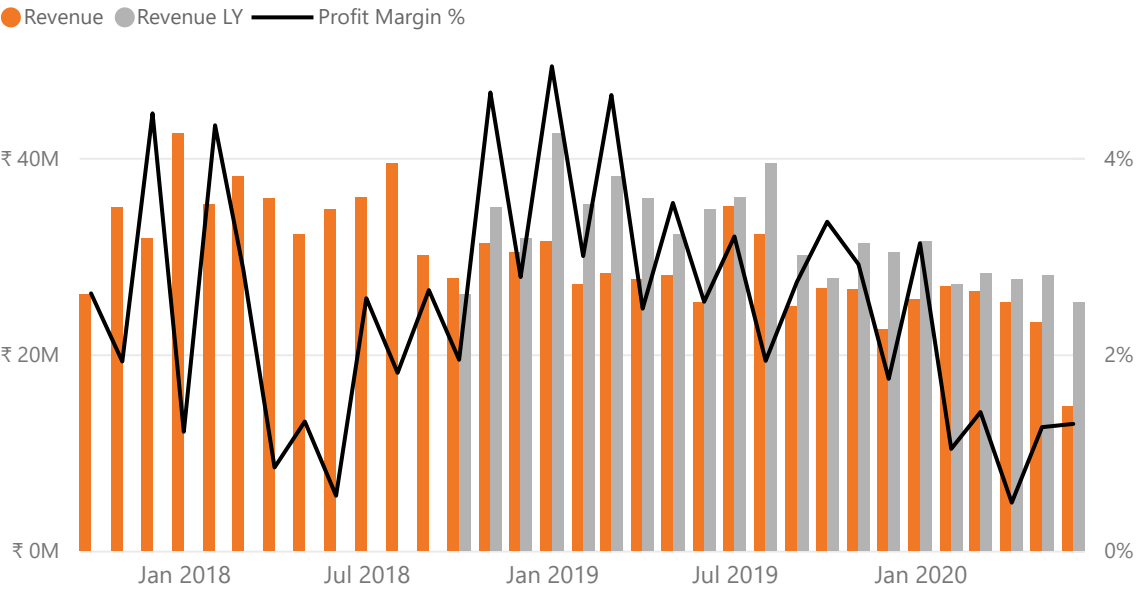
Jan
18

Feb
18

Revenue Contribution % By Market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
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Acclaimed Stores	₹ 21,196,727.0	2.2%	1.3%	1.51%
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Electricalsocity	₹ 17,489,935.0	1.8%	2.9%	4.14%
Modular	₹ 17,379,851.0	1.8%	1.8%	2.60%
Atlas Stores	₹ 16,666,713.0	1.7%	1.2%	1.78%
Leader	₹ 16,529,970.0	1.7%	5.1%	7.54%
Surface Stores	₹ 15,242,562.0	1.5%	2.0%	3.22%
Integration Stores	₹ 13,979,716.0	1.4%	1.0%	1.76%
Logic Stores	₹ 13,201,366.0	1.3%	2.0%	3.69%
Total	₹ 984,813,463.0	100.0%	100.0%	2.50%