



SALES INSIGHTS DASHBOARD

₹985M

Revenue

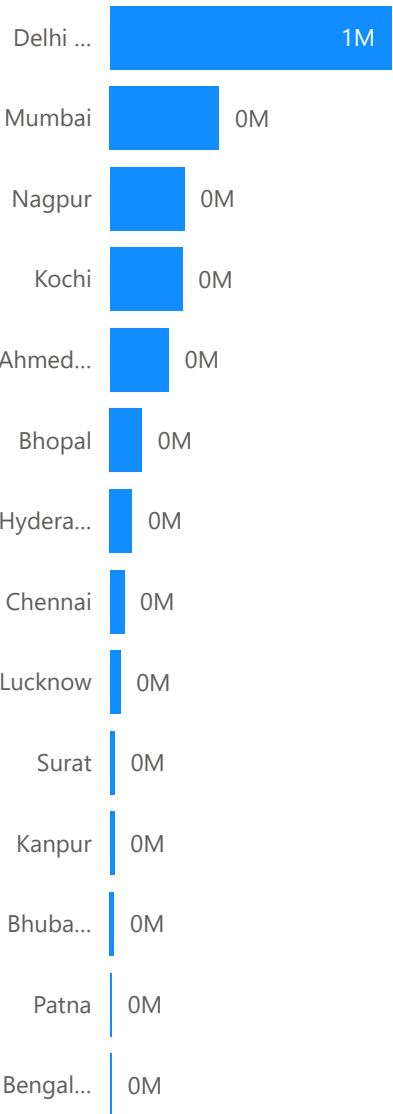
2M

Sales Qty

Revenue by Markets



Sales Qty by Markets



2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

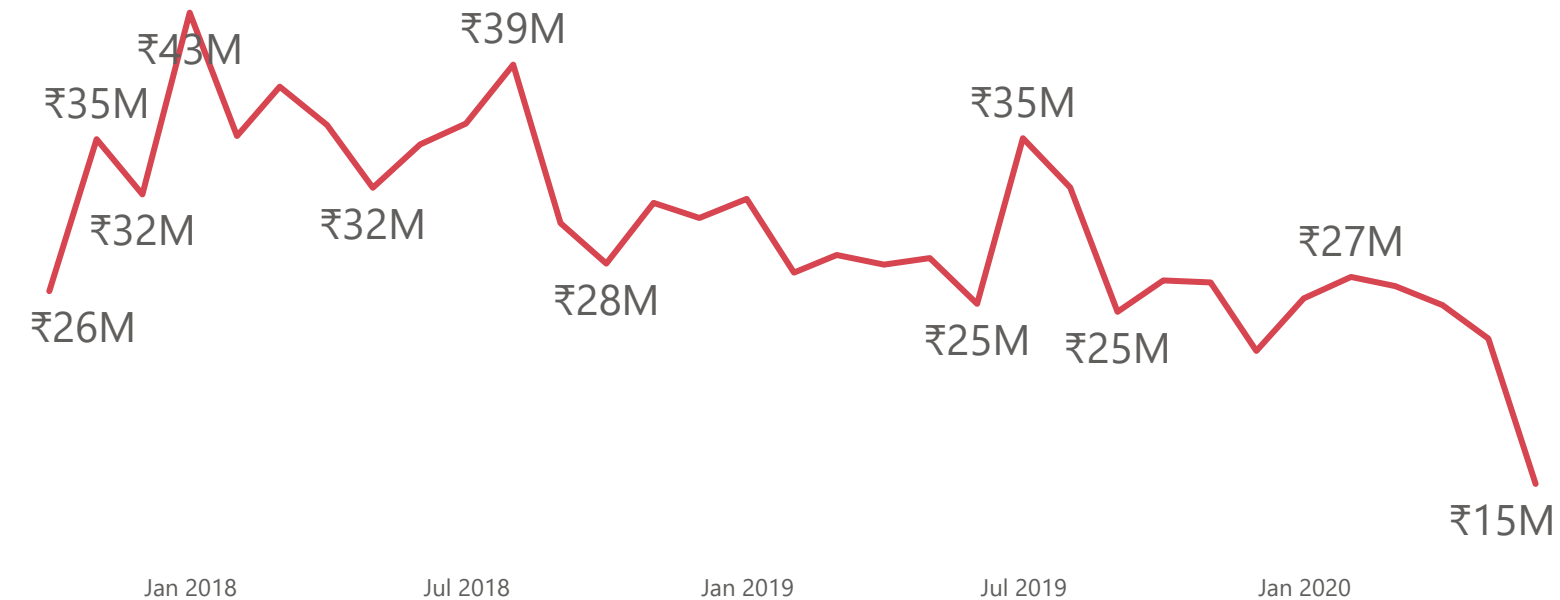
Jan 18

Feb 18

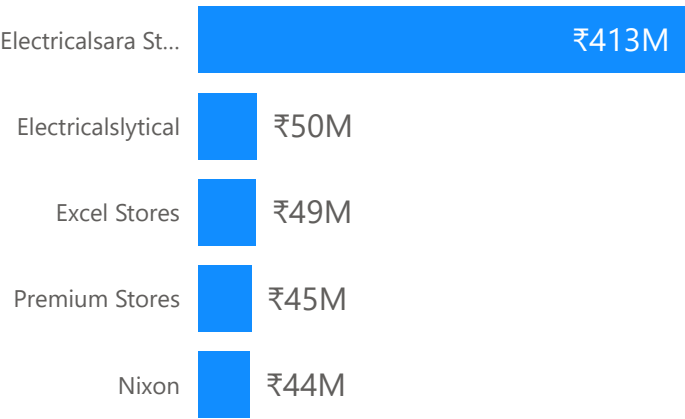
Mar 18



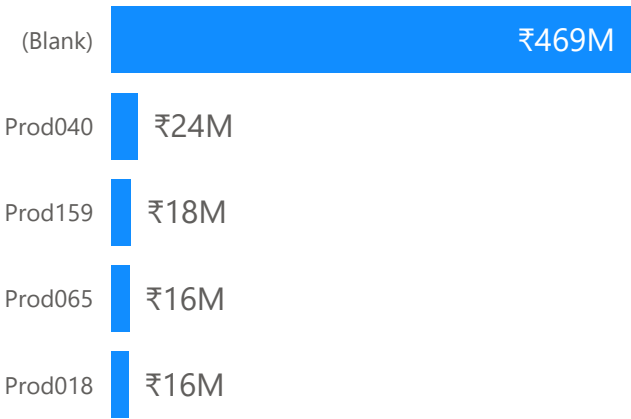
Revenue Trend



Top 5 Customers



Top 5 Products



PROFIT ANALYSIS

2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

Jan 18

Feb 18

Mar 18



₹985M

Revenue

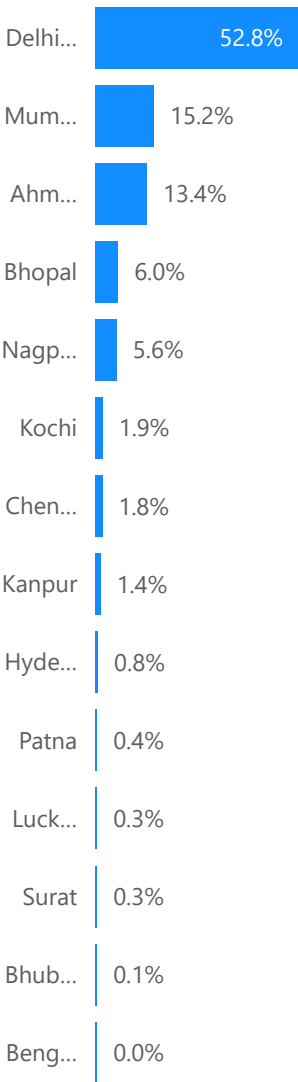
2M

Sales Qty

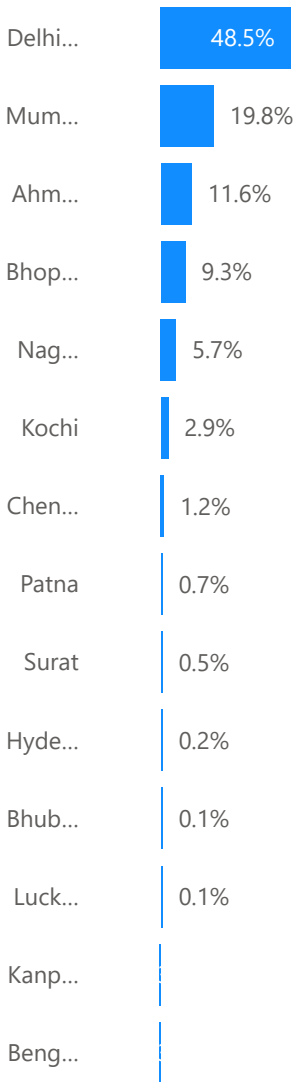
₹25M

Total Profit Margin

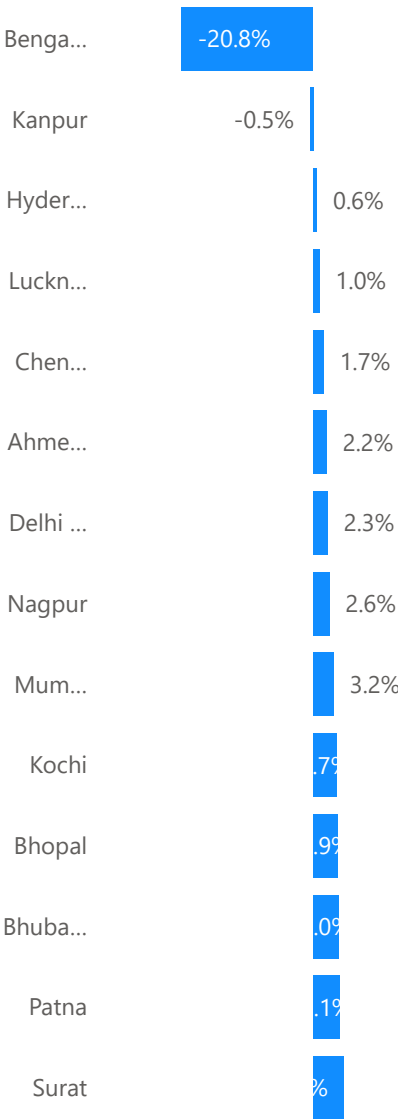
Revenue Contribution % by Market



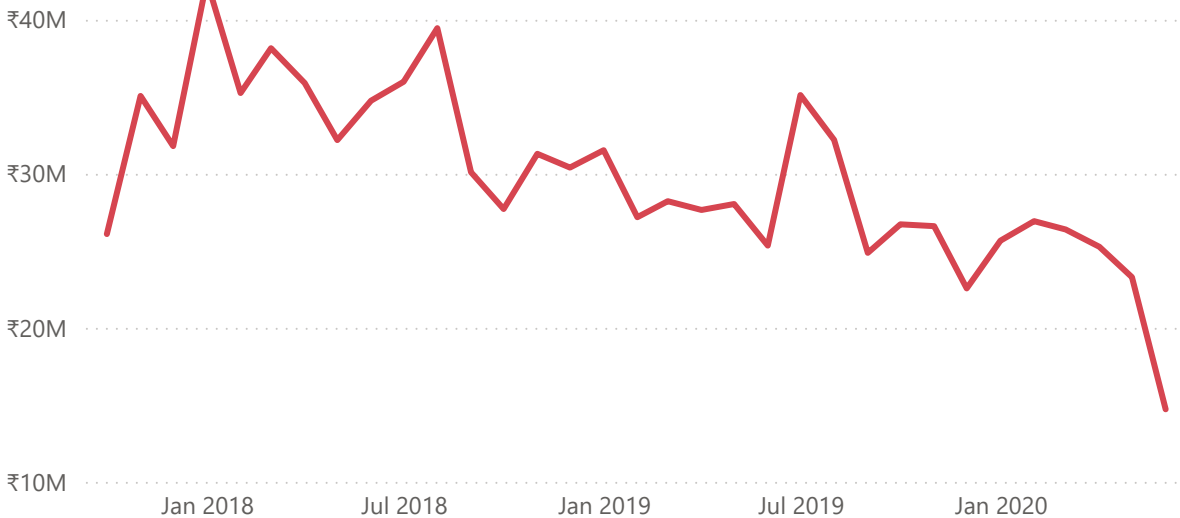
Profit Contribution % by Market



Profit % by market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalslance Stores	₹18,68,461	0.2%	-0.2%	-2.0%
Electricalsbea Stores	₹3,36,367	0.0%	0.0%	0.8%
Info Stores	₹3,51,00,033	3.6%	1.3%	0.9%
Insight	₹33,42,051	0.3%	0.1%	1.0%
Zone	₹50,67,349	0.5%	0.2%	1.2%
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.4%
Synthetic	₹61,73,068	0.6%	0.4%	1.4%
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.5%
Sage	₹22,52,506	0.2%	0.1%	1.5%
Path	₹1,29,95,938	1.3%	0.9%	1.6%
Epic Stores	₹1,87,50,440	1.9%	1.3%	1.8%
Integration Stores	₹1,39,79,716	1.4%	1.0%	1.8%
Atlas Stores	₹1,66,66,713	1.7%	1.2%	1.8%
Unity Stores	₹1,25,80,257	1.3%	0.9%	1.8%
Total	₹98,48,68,963	100.0%	100.0%	2.5%

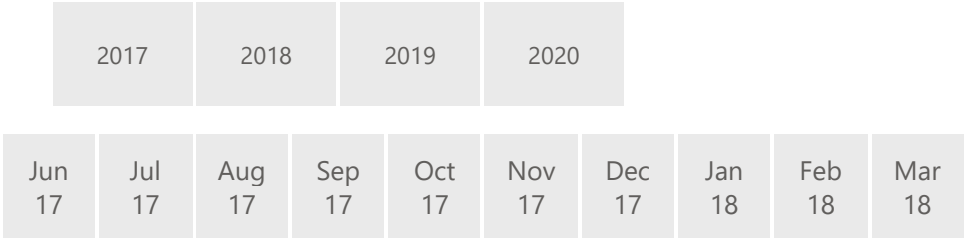
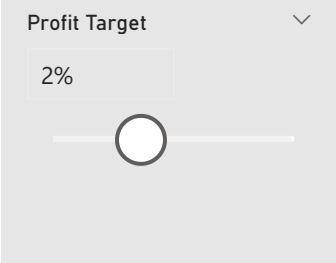
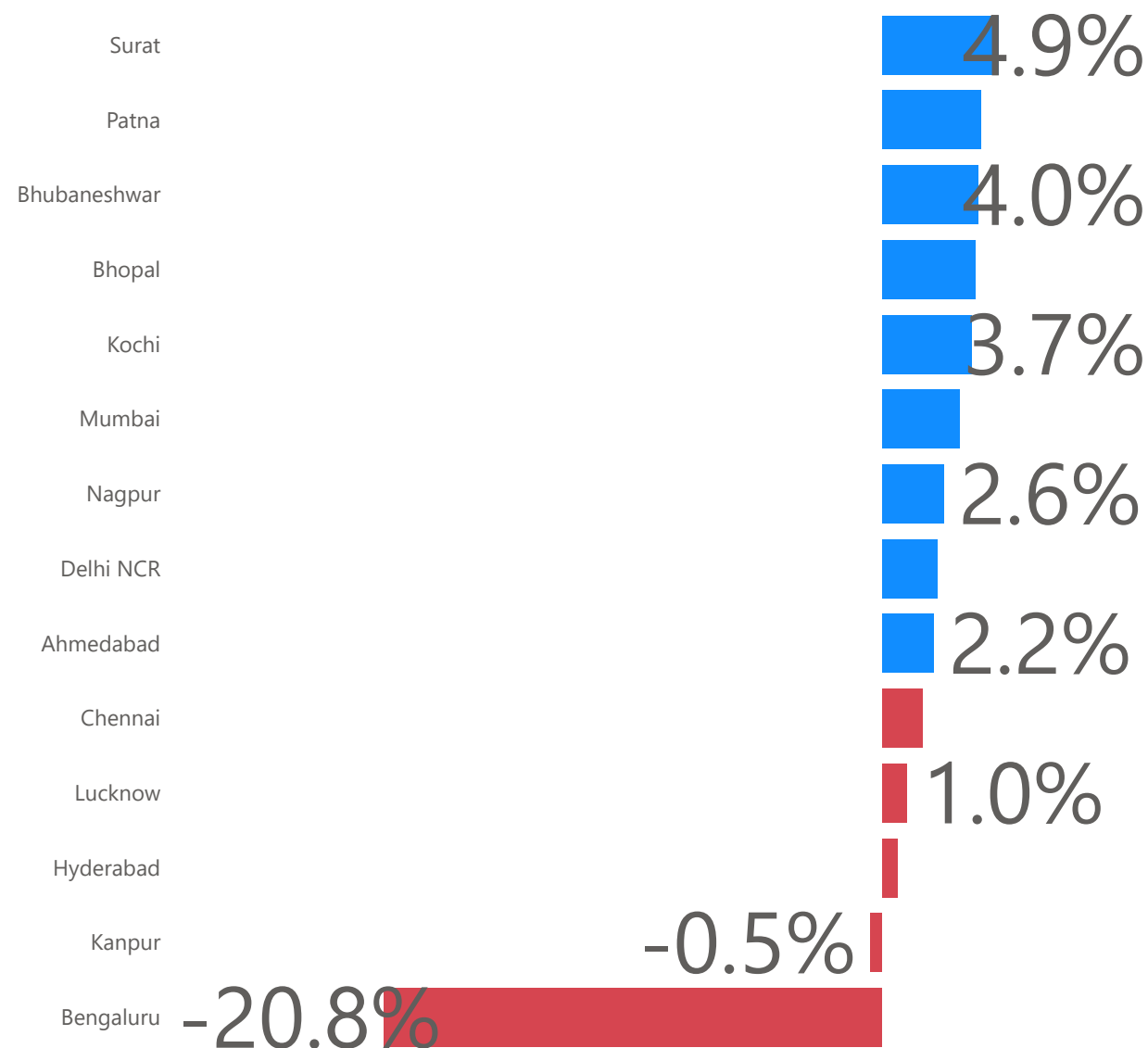
PERFORMANCE INSIGHTS

₹985M
Revenue

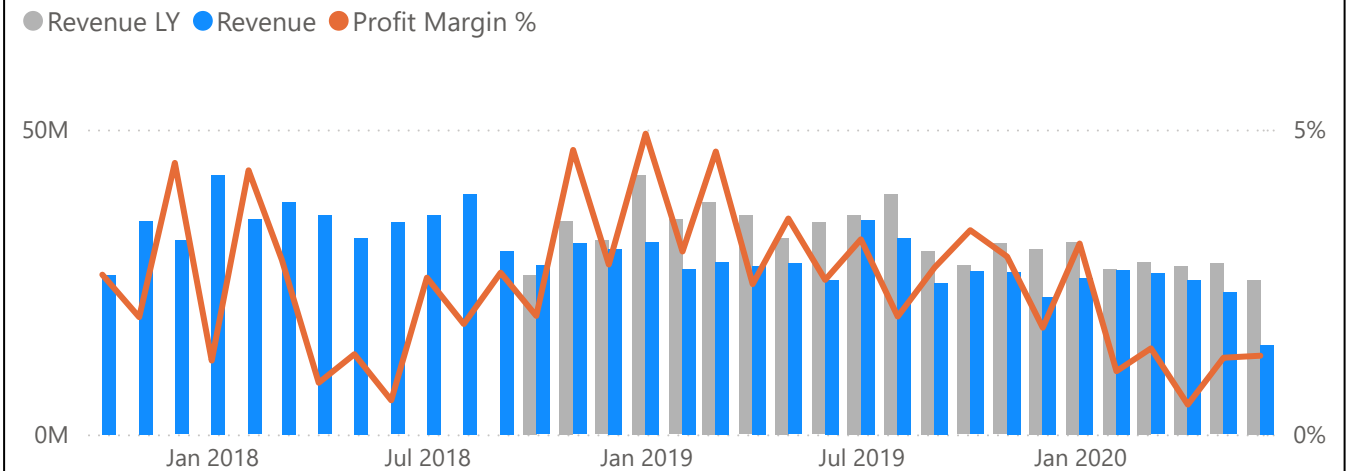
2M
Sales Qty

₹25M
Total Profit Margin

Revenue Contribution % by Market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹41,33,33,588	42.0%	37.7%	2.3%
Electricalslytical	₹4,96,44,189	5.0%	6.8%	3.4%
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.4%
Premium Stores	₹4,49,62,166	4.6%	4.3%	2.3%
Nixon	₹4,38,93,083	4.5%	7.2%	4.1%
Info Stores	₹3,51,00,033	3.6%	1.3%	0.9%
Control	₹3,17,71,997	3.2%	3.3%	2.6%
Surge Stores	₹2,86,48,916	2.9%	2.7%	2.3%
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.5%
Forward Stores	₹2,10,26,079	2.1%	2.3%	2.7%
Epic Stores	₹1,87,50,440	1.9%	1.3%	1.8%
Nomad Stores	₹1,77,39,351	1.8%	2.1%	2.9%
Electricalsociety	₹1,74,89,935	1.8%	2.9%	4.1%
Modular	₹1,73,79,851	1.8%	1.8%	2.6%
Total	₹98,48,68,963	100.0%	100.0%	2.5%