

KEY INSIGHTS

Month

April

August

December

February

January

July

June

March

May

November

Year

2017

2018

2019

2020

984,8M€

Revenue

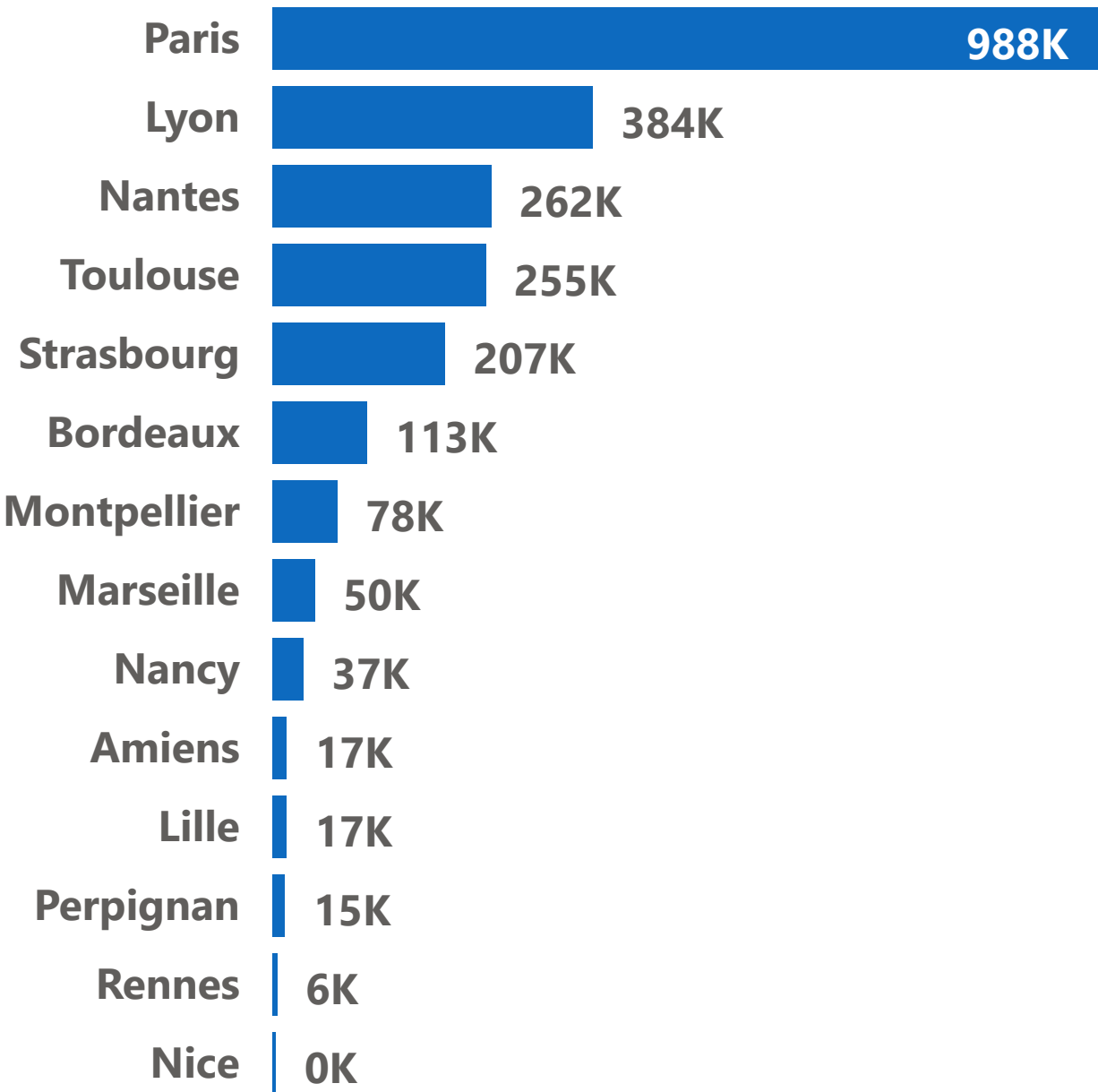
2M

Sales Qty

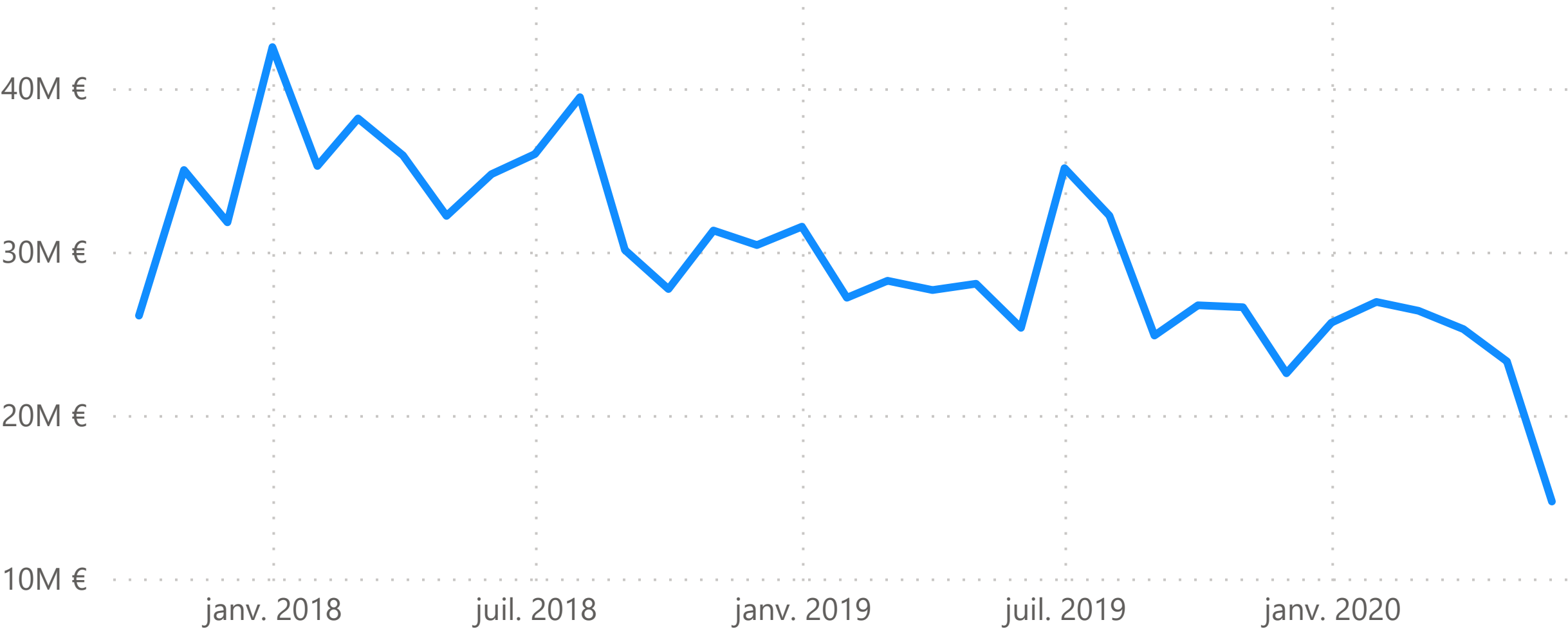
Revenue by Markets



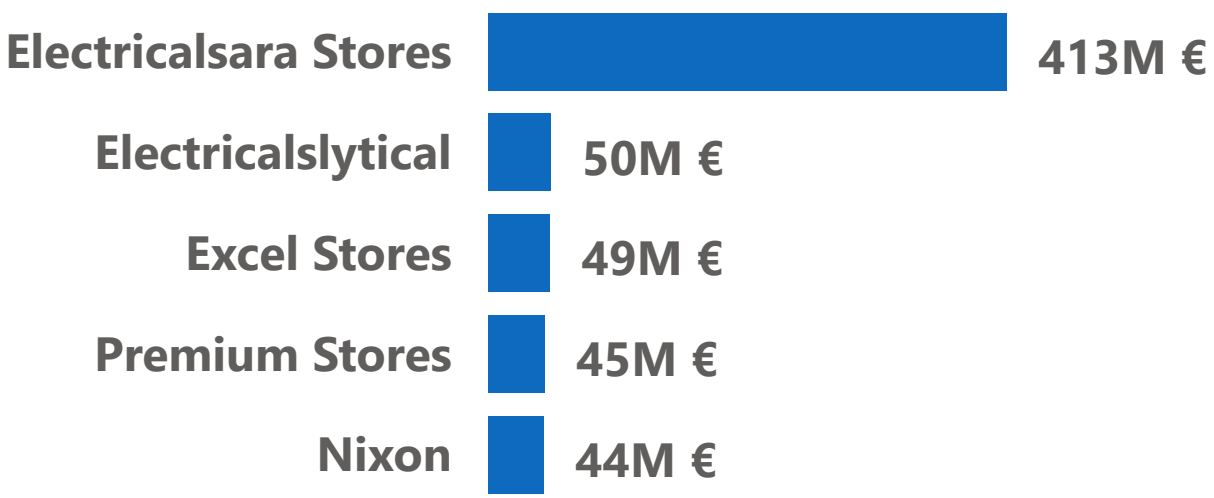
Sales Qty by Markets



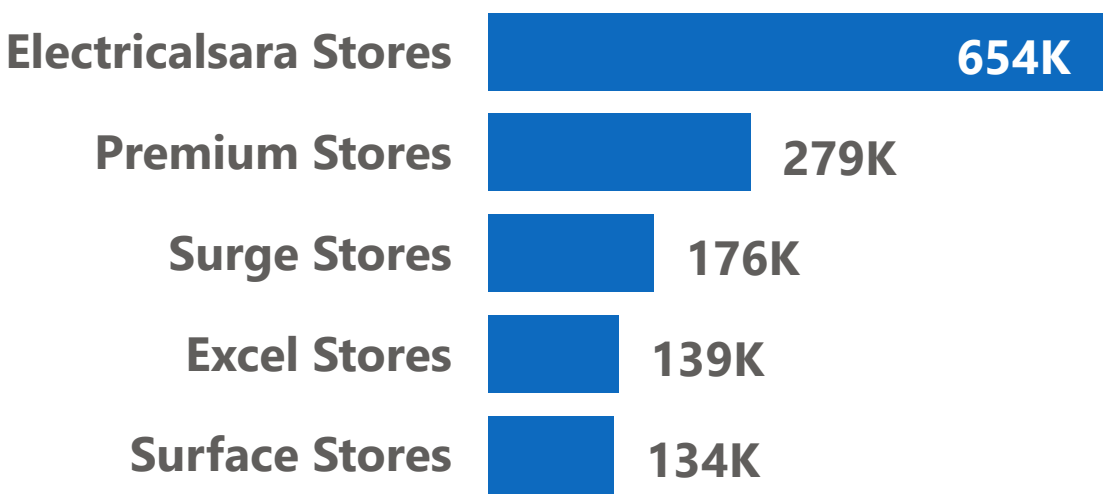
Revenue Trend



Revenue by Costumers



Sales Qty by Costumers



PROFIT ANALYSIS

Month

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Revenue

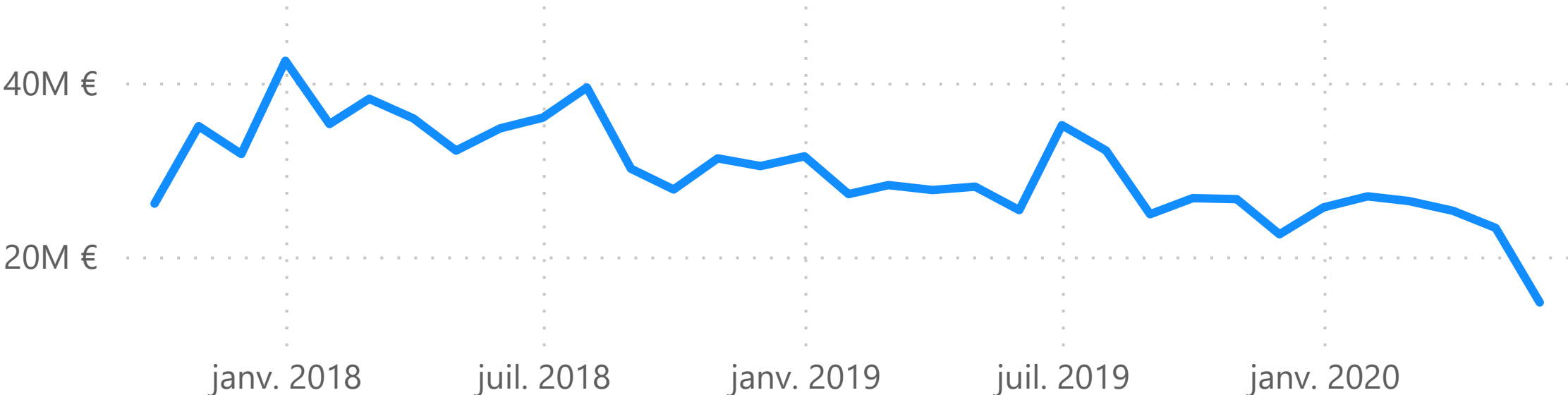
2M

Sales Qty

24,7M€

Total Profit Margin

Revenue Trend



Profit Margin % by Markets

Amiens	4,9 %
Rennes	4,1 %
Perpignan	4,0 %
Bordeaux	3,9 %
Toulouse	3,7 %
Lyon	3,2 %
Nantes	2,6 %
Paris	2,3 %
Strasbourg	2,2 %
Marseille	1,7 %
Nancy	1,0 %
Montpellier	0,6 %
Lille	-0,5 %
Nice	-20,8 %

Revenue Contribution by Markets

Paris	52,8 %
Lyon	15,2 %
Strasbourg	13,4 %
Bordeaux	6,0 %
Nantes	5,6 %
Toulouse	1,9 %
Marseille	1,8 %
Lille	1,4 %
Montpellier	0,8 %
Rennes	0,4 %
Nancy	0,3 %
Amiens	0,3 %
Perpignan	0,1 %
Nice	0,0 %

Profit Contribution by Markets

Paris	48,5 %
Lyon	19,8 %
Strasbourg	11,6 %
Bordeaux	9,3 %
Nantes	5,7 %
Toulouse	2,9 %
Marseille	1,2 %
Rennes	0,7 %
Amiens	0,5 %
Montpellier	0,2 %
Perpignan	0,1 %
Nancy	0,1 %
Lille	-0,3 %
Nice	-0,3 %

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution
Electricalsara Stores	413 333 588,0 €	42,0 %	37,7 %
Electricalslytical	49 644 189,0 €	5,0 %	6,8 %
Excel Stores	49 115 620,0 €	5,0 %	2,8 %
Premium Stores	44 906 666,0 €	4,6 %	4,3 %
Nixon	43 893 083,0 €	4,5 %	7,2 %
Info Stores	35 100 033,0 €	3,6 %	1,3 %
Control	31 771 997,0 €	3,2 %	3,3 %
Surge Stores	28 648 916,0 €	2,9 %	2,7 %
Acclaimed Stores	21 196 727,0 €	2,2 %	1,3 %
Total	984 813 463,0 €	100,0 %	100,0 %

3,00 %

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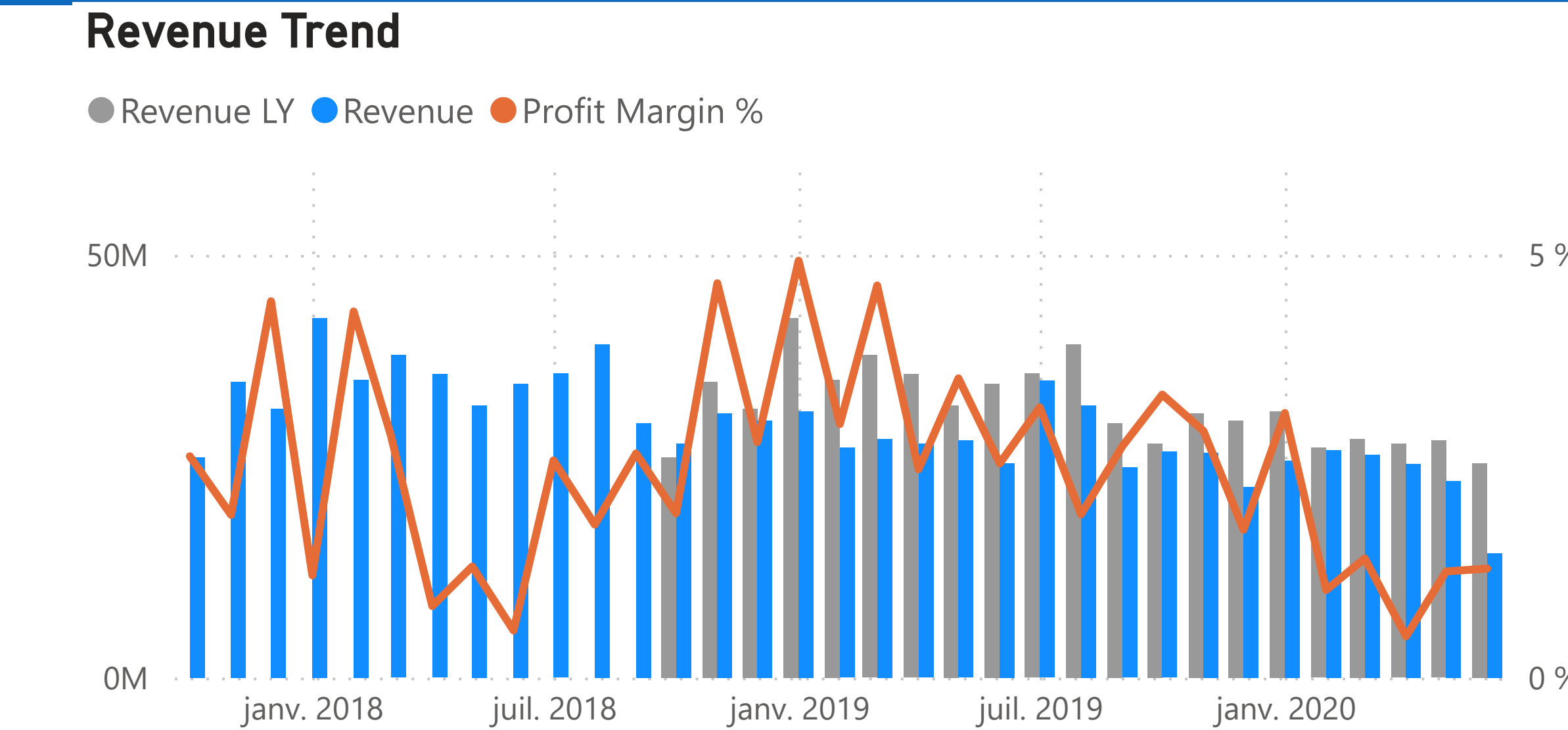
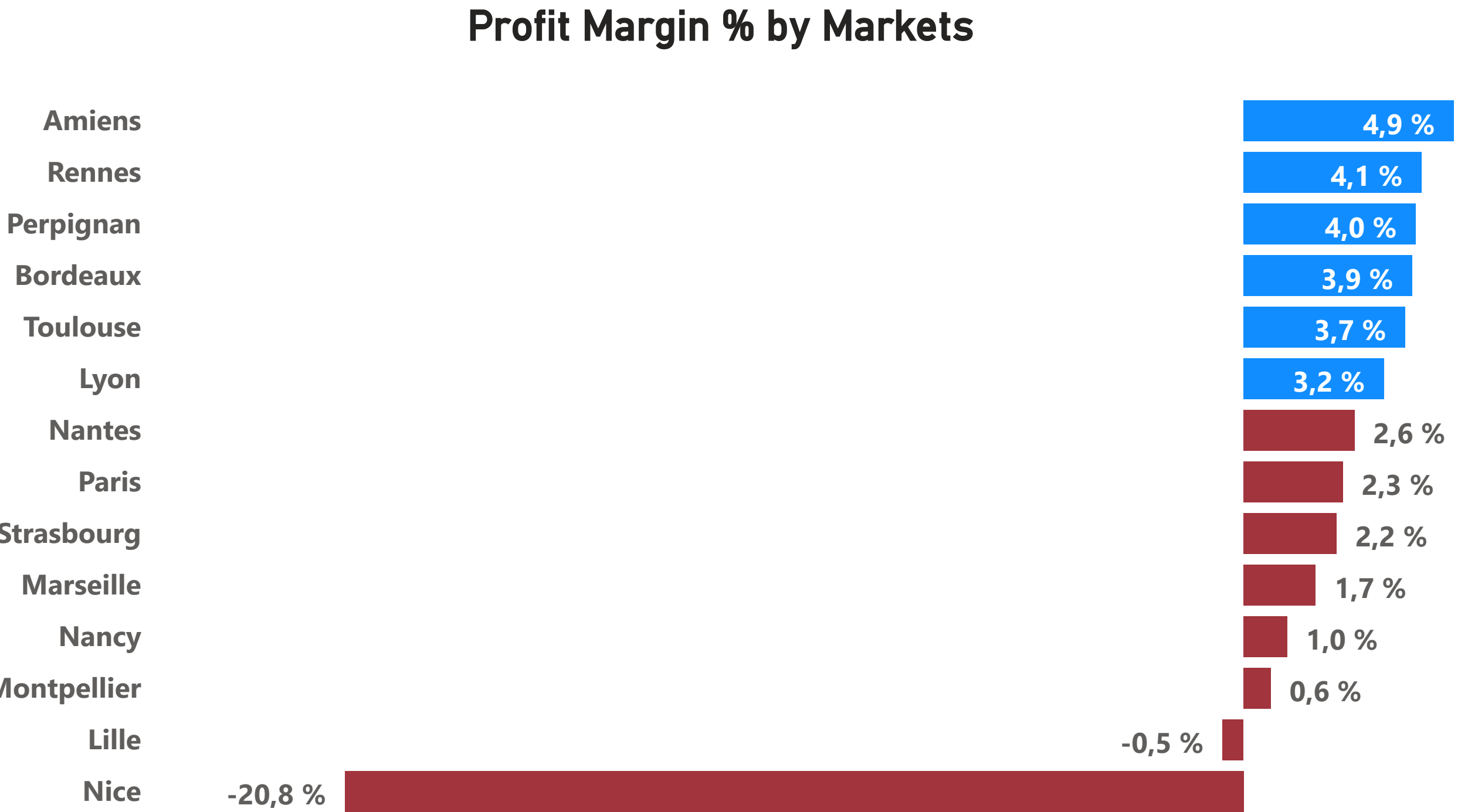
Revenue

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Sales Qty

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Total Profit Margin



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