

Revenue

₹985M

Sales Qty

2M

Total Profit Margin

24.7M

Year

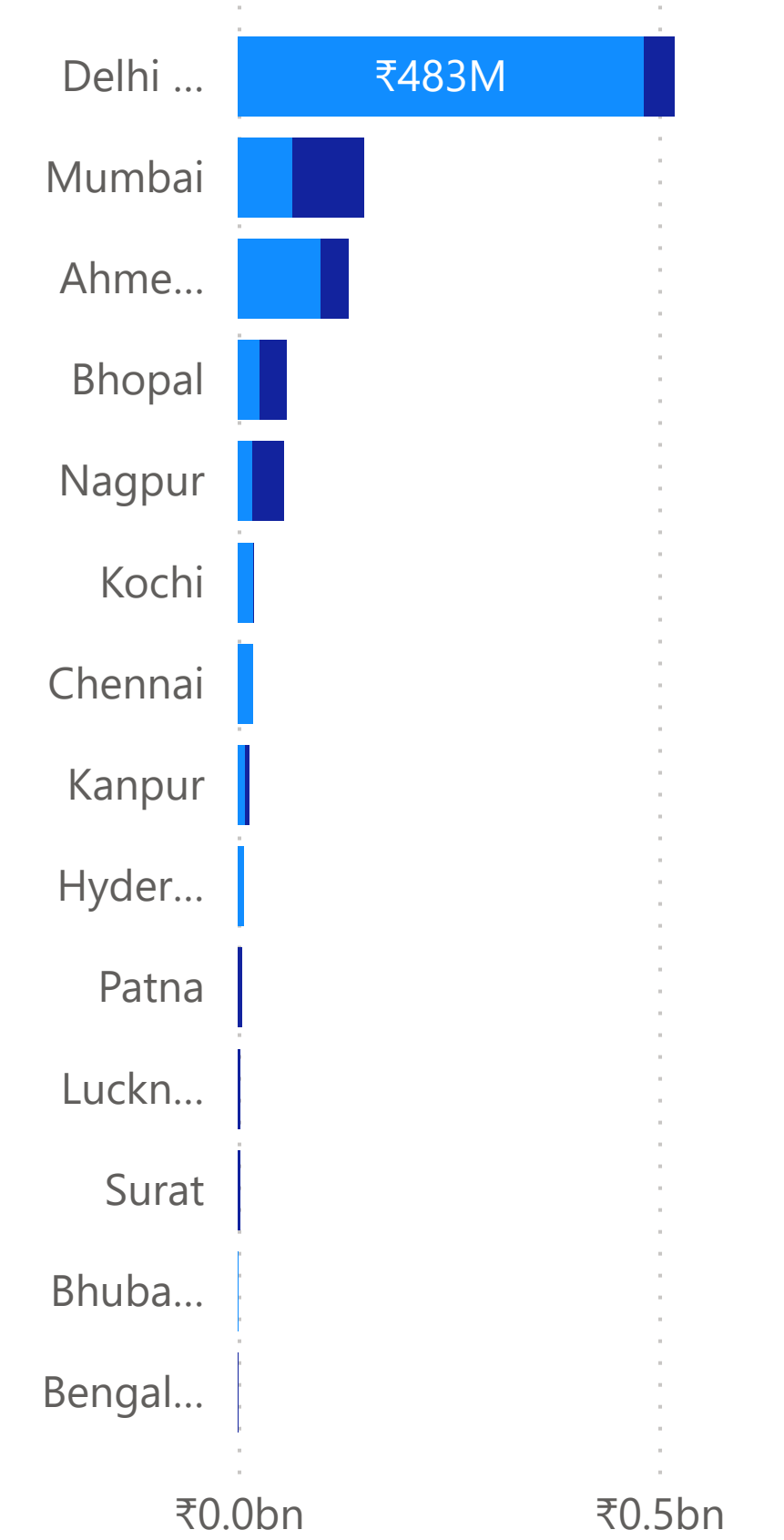
2017201820192020

Month

Jun 17Jul 17Aug 17Sep 17Oct 17Nov 17Dec 17>

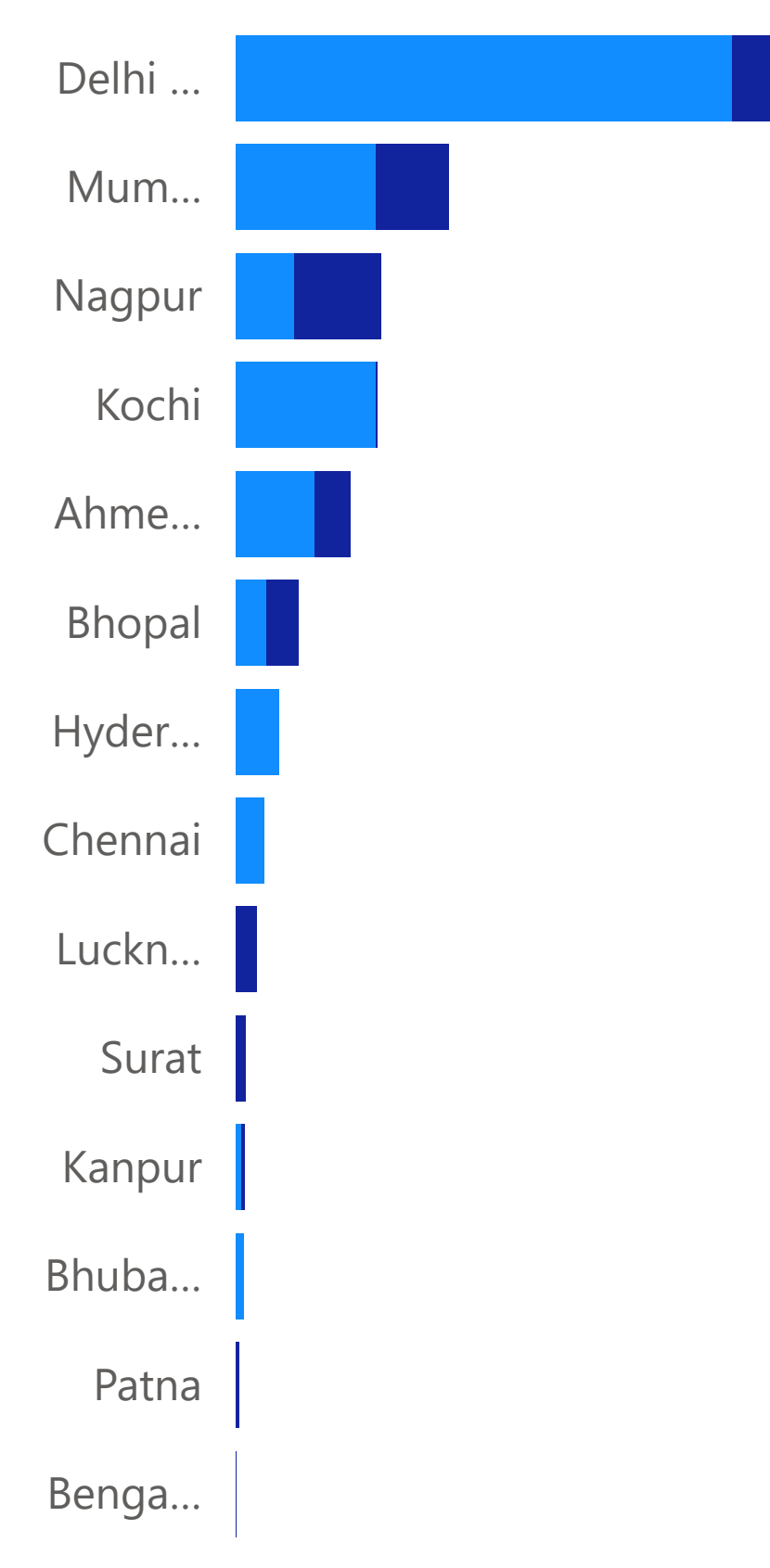
Revenue by Market

custo... Brick & Mor... E-Commer...

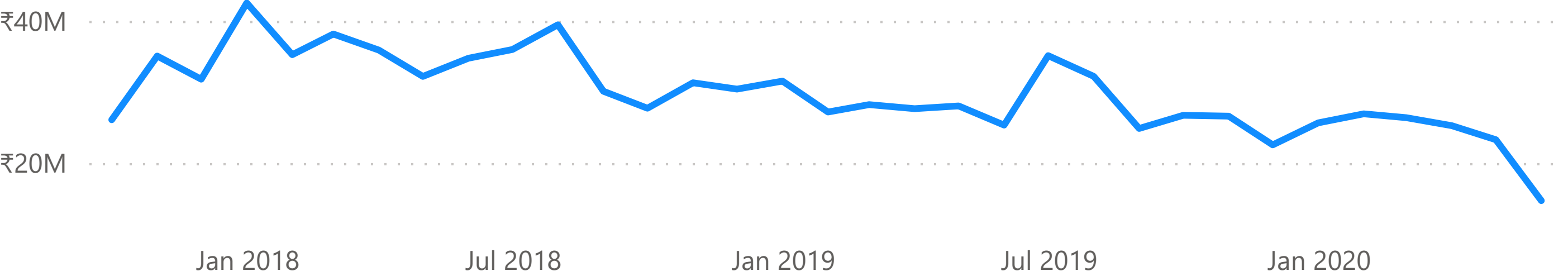


Sales Qty by Market

custo... Brick & M... E-Commerce



Revenue Trend

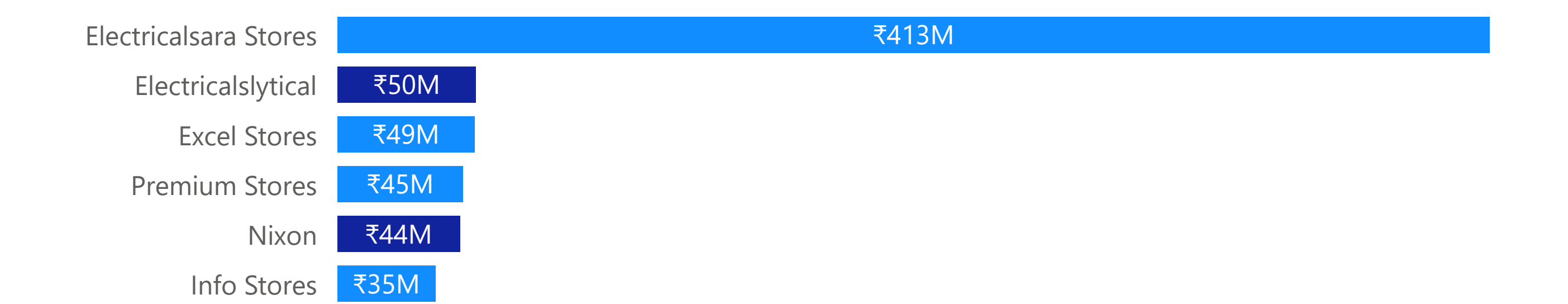


Top 5 Products

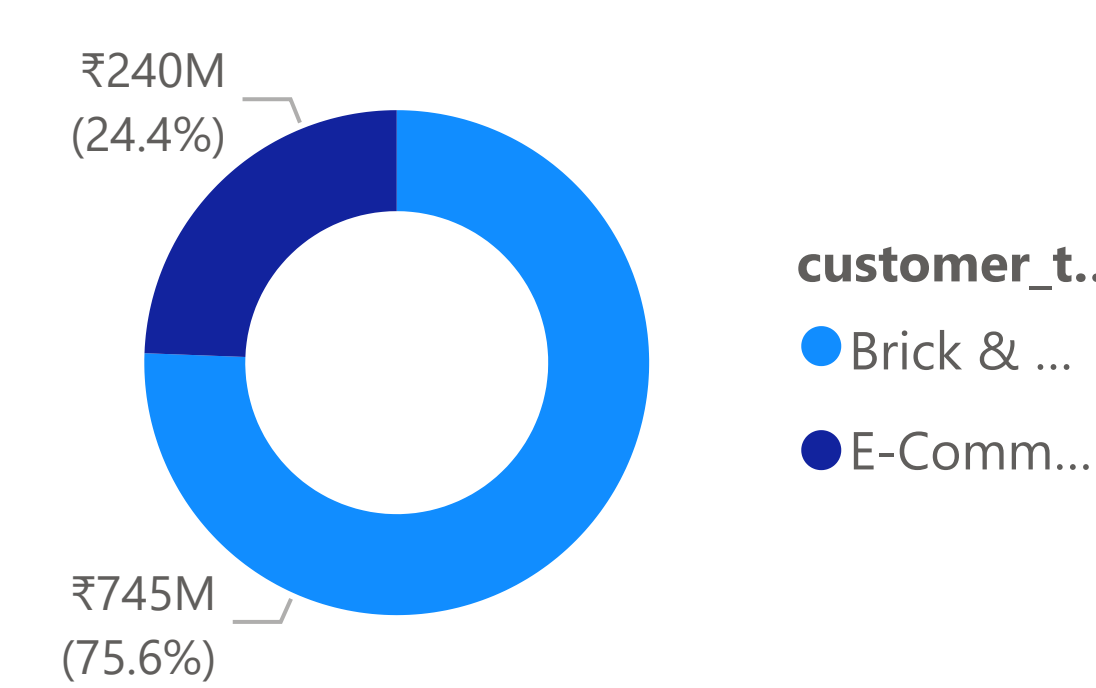


Top 5 customers

customer\_type Brick & Mortar E-Commerce



Customer Type Revenue Distribution



Revenue

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Year

2017

2018

2019

2020

Month

Jun 17

Jul 17

Aug 17

Sep 17

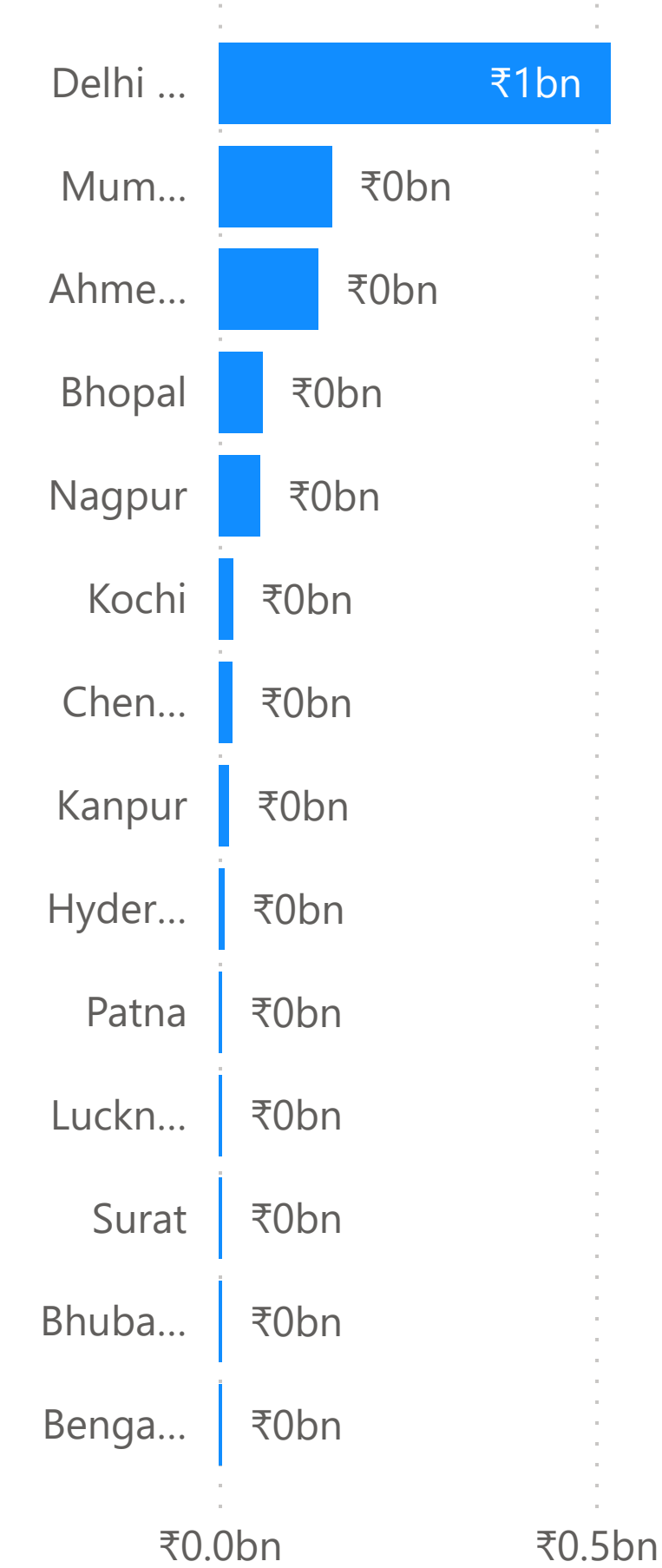
Oct 17

Nov 17

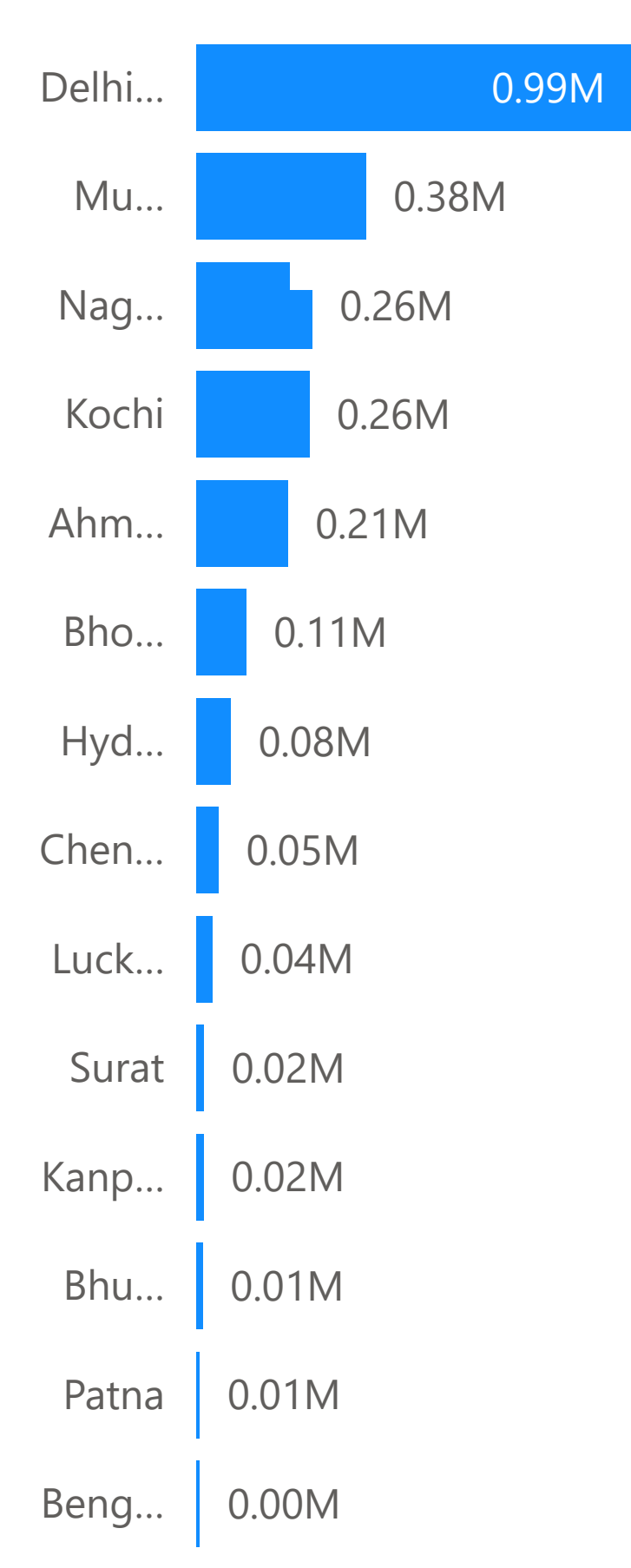
Dec 17

>

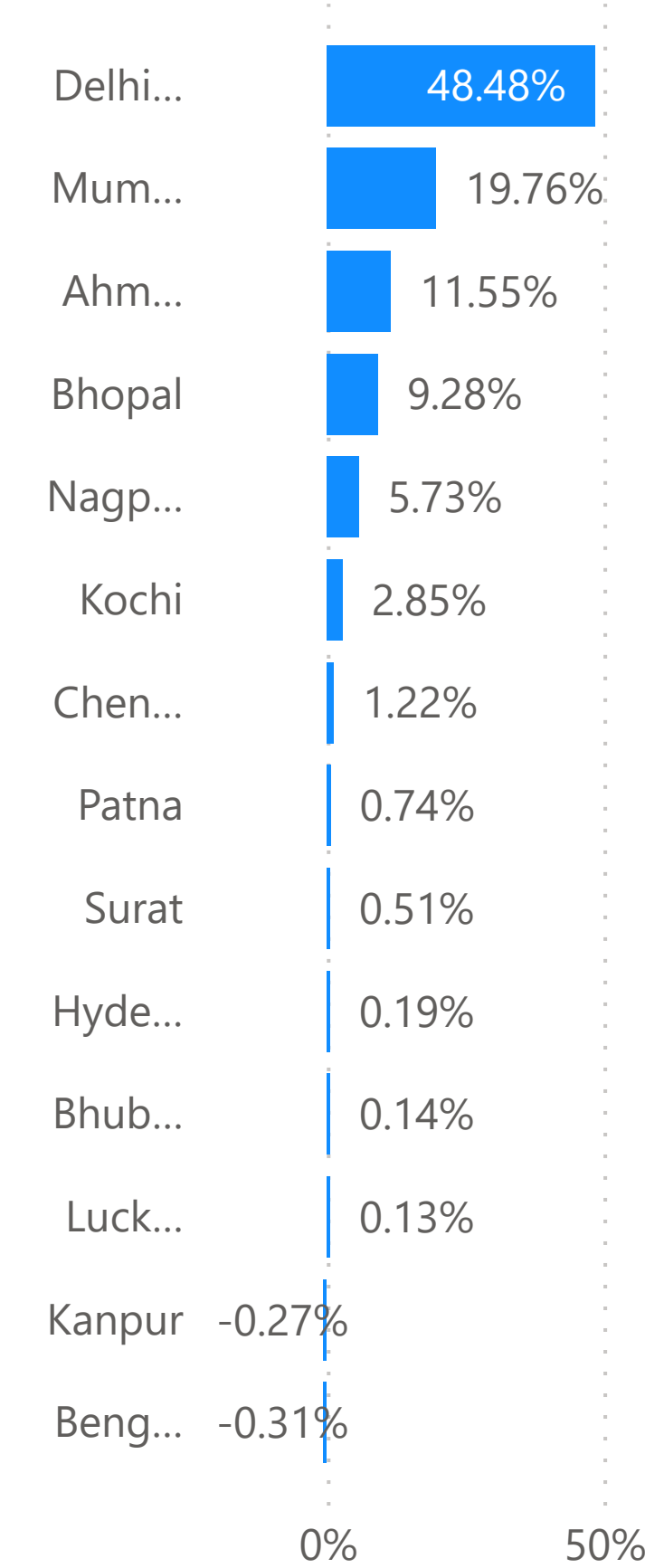
Revenue by Market



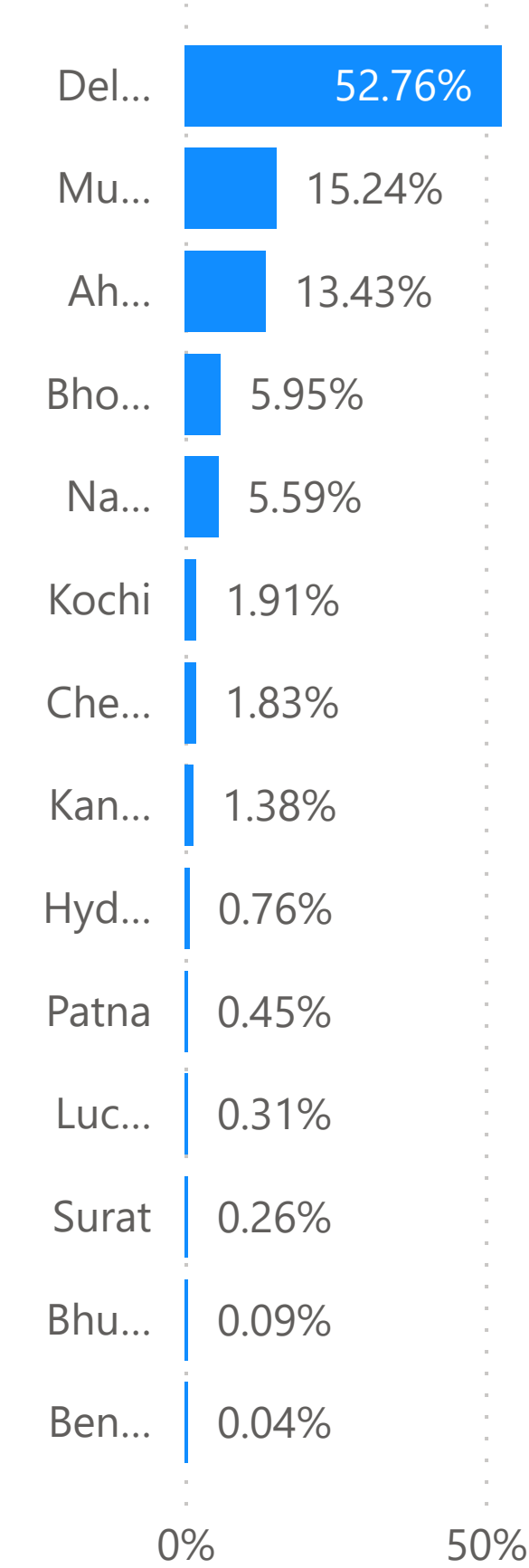
Sales Qty by Market



Profit Margin Completion by Market



Revenue Contribution by Market



Customer View

customer_name	Revenue	Revenue Contribution %	Profit Margin contribution %
Electricalsara Stores	₹413,333,588	42.0%	37.7%
Electricalslytical	₹49,644,189	5.0%	6.8%
Excel Stores	₹49,115,620	5.0%	2.8%
Premium Stores	₹44,962,166	4.6%	4.3%
Nixon	₹43,893,083	4.5%	7.2%
Info Stores	₹35,100,033	3.6%	1.3%
Control	₹31,771,997	3.2%	3.3%
Surge Stores	₹28,648,916	2.9%	2.7%
Acclaimed Stores	₹21,196,727	2.2%	1.3%
Forward Stores	₹21,026,079	2.1%	2.3%
Epic Stores	₹18,750,440	1.9%	1.3%
Nomad Stores	₹17,739,351	1.8%	2.1%
Electricalsocity	₹17,489,935	1.8%	2.9%
Modular	₹17,379,851	1.8%	1.8%
Atlas Stores	₹16,666,713	1.7%	1.2%
Leader	₹16,529,970	1.7%	5.1%
Surface Stores	₹15,242,562	1.5%	2.0%
Integration Stores	₹13,979,716	1.4%	1.0%
Logic Stores	₹13,201,366	1.3%	2.0%
Path	₹12,995,938	1.3%	0.9%
Total	₹984,868,963	100.0%	100.0%

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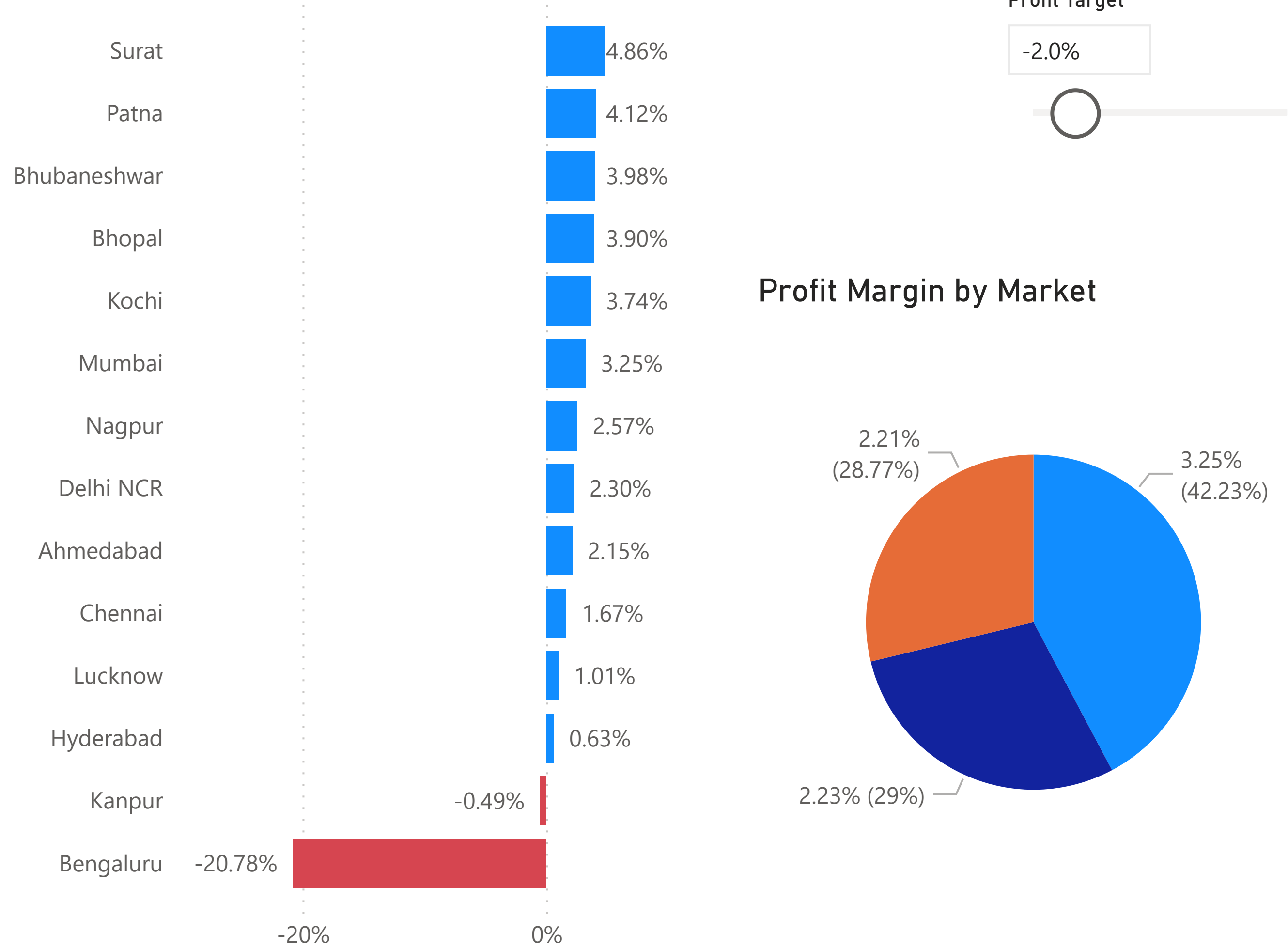
Year

2017201820192020

Month

Jun 17Jul 17Aug 17Sep 17Oct 17Nov 17Dec 17

Profit Margin by Market



Profit Target

-2.0%

Profit Margin by Market

3.25% (42.23%)

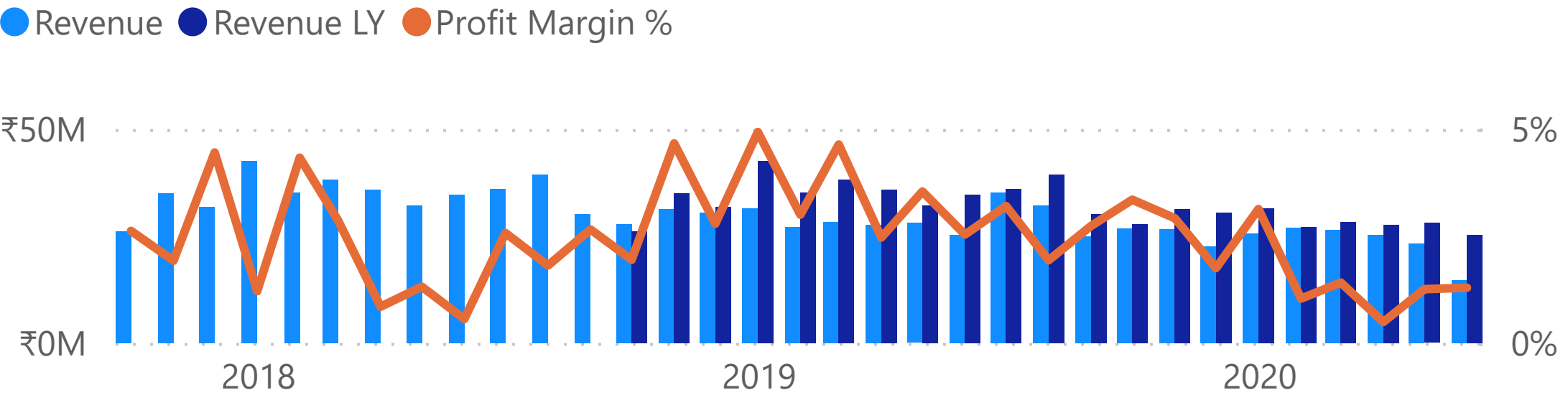
2.21% (28.77%)

2.23% (29%)

zone

CentralNorthSouth

Revenue Trend



Customer View

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