

₹142M

Revenue

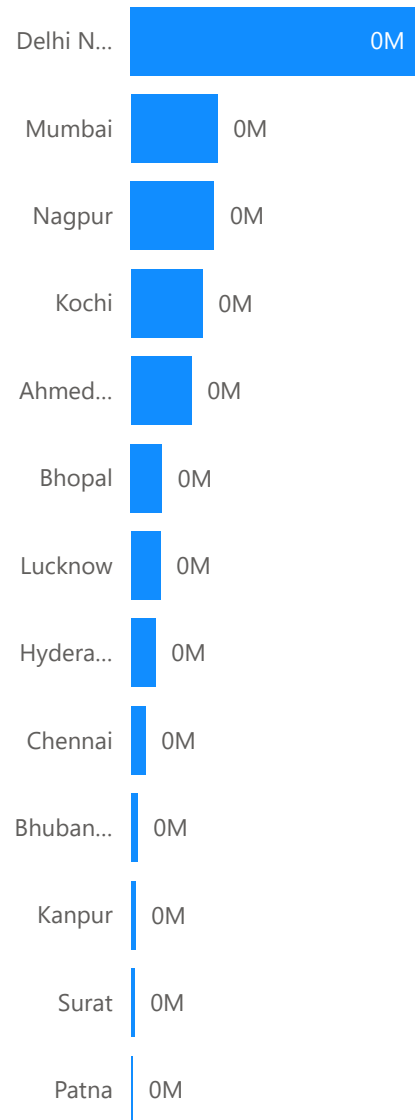
350K

Sales Qty

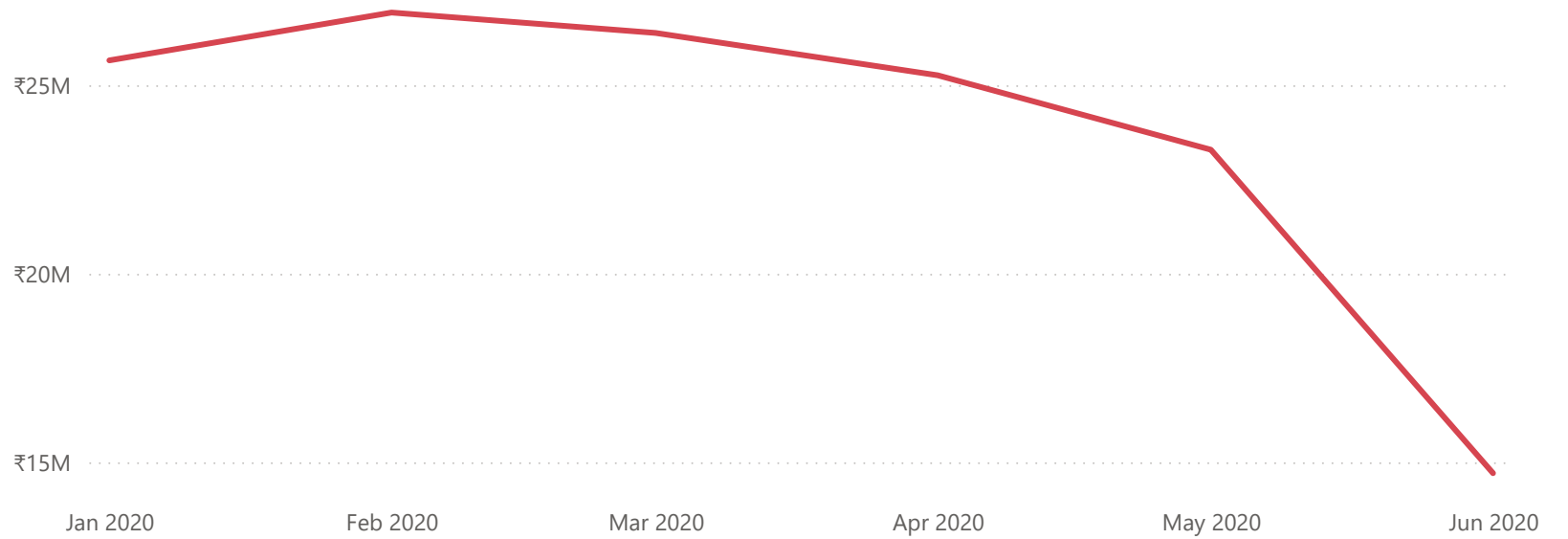
### Revenue by Markets



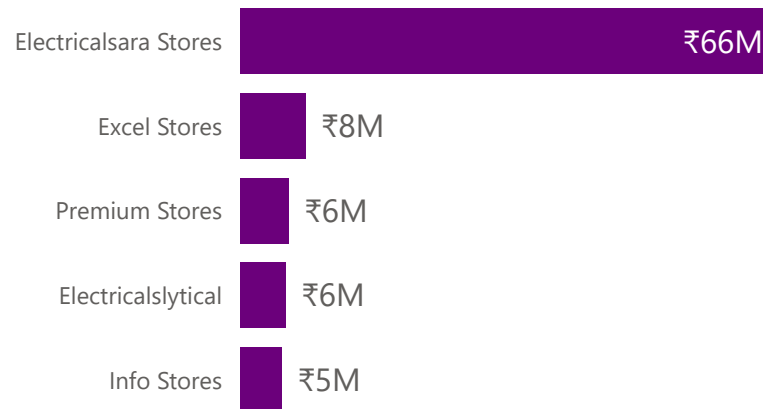
### Sales Qty by Markets



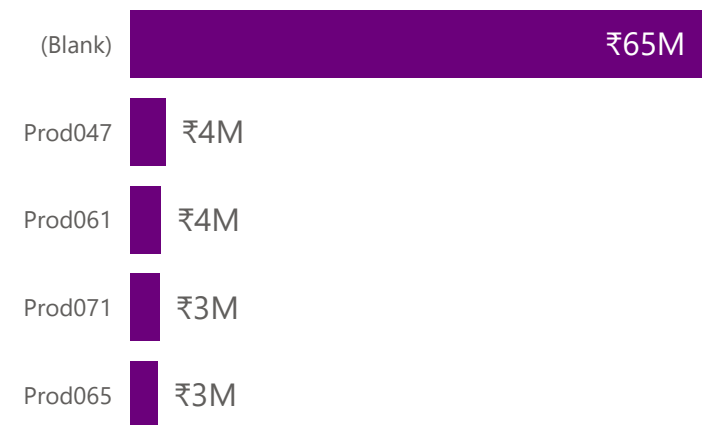
### Revenue Trend



### Top 5 Customers



### Top 5 Products



₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

2017

2018

2019

2020

Jan 20

Feb 20

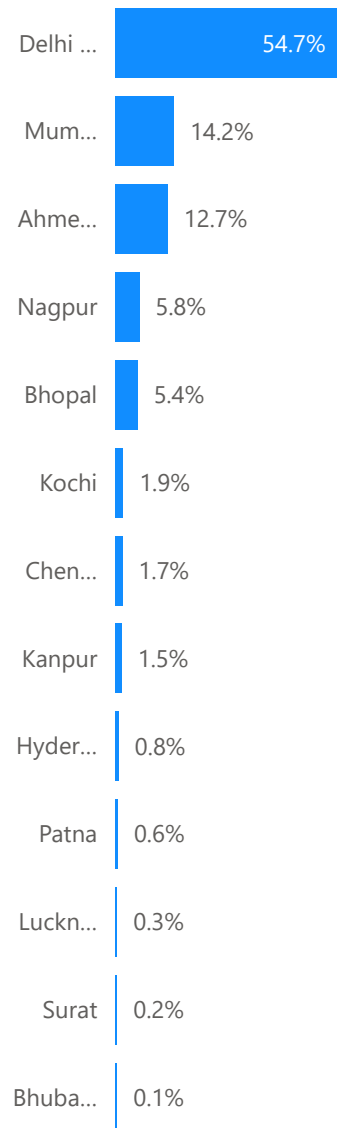
Mar 20

Apr 20

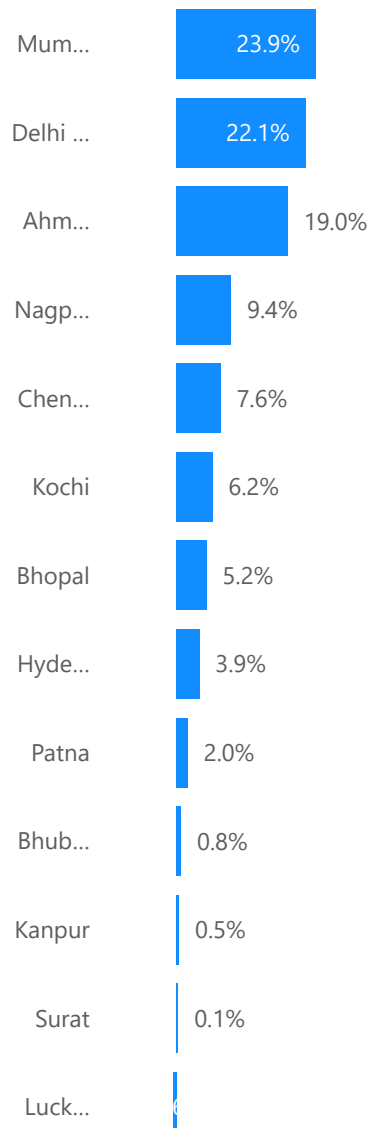
May 20

Jun 20

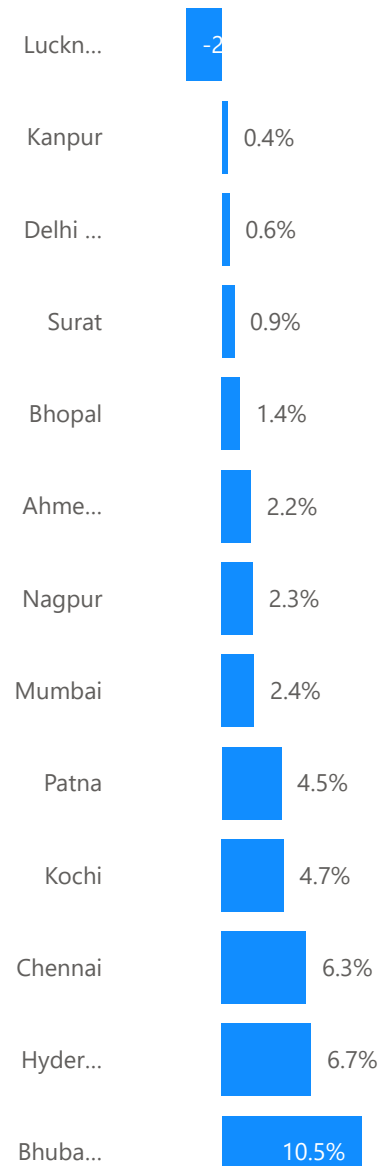
### Revenue Contribution % by Market



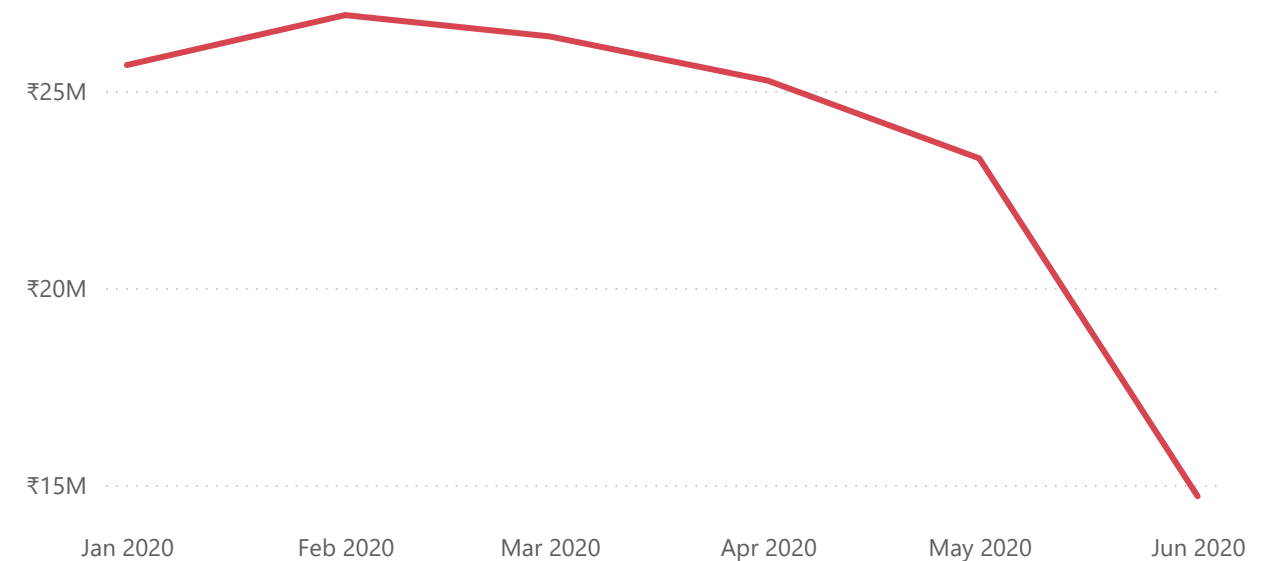
### Profit Contribution % by Market



### Profit % by market



### Revenue Trend



| custmer_name            | Revenue      | Revenue Contribution % | Profit Margin Contribution % | Profit Margin % |
|-------------------------|--------------|------------------------|------------------------------|-----------------|
| Electricalsquipo Stores | ₹86,908      | 0.1%                   | -0.5%                        | -11.5%          |
| Epic Stores             | ₹3,002,834   | 2.1%                   | -6.8%                        | -4.7%           |
| Expression              | ₹82,845      | 0.1%                   | -0.2%                        | -4.2%           |
| Insight                 | ₹571,430     | 0.4%                   | -0.5%                        | -1.9%           |
| Synthetic               | ₹916,267     | 0.6%                   | -0.4%                        | -1.0%           |
| Integration Stores      | ₹1,909,611   | 1.3%                   | -0.2%                        | -0.2%           |
| Relief                  | ₹773,301     | 0.5%                   | 0.1%                         | 0.3%            |
| Electricalsara Stores   | ₹65,641,977  | 46.2%                  | 11.9%                        | 0.4%            |
| Logic Stores            | ₹3,319,243   | 2.3%                   | 0.6%                         | 0.4%            |
| Electricalslytical      | ₹5,537,904   | 3.9%                   | 1.3%                         | 0.5%            |
| Premium Stores          | ₹5,899,748   | 4.1%                   | 1.4%                         | 0.5%            |
| Zone                    | ₹927,154     | 0.7%                   | 0.2%                         | 0.5%            |
| Path                    | ₹1,723,307   | 1.2%                   | 1.0%                         | 1.1%            |
| Control                 | ₹4,182,662   | 2.9%                   | 2.5%                         | 1.2%            |
| Sound                   | ₹740,856     | 0.5%                   | 0.5%                         | 1.3%            |
| Novus                   | ₹258,543     | 0.2%                   | 0.2%                         | 1.6%            |
| Atlas Stores            | ₹2,189,613   | 1.5%                   | 2.1%                         | 2.0%            |
| Total                   | ₹142,224,545 | 100.0%                 | 100.0%                       | 1.4%            |

₹142M  
Revenue

350K  
Sales Qty

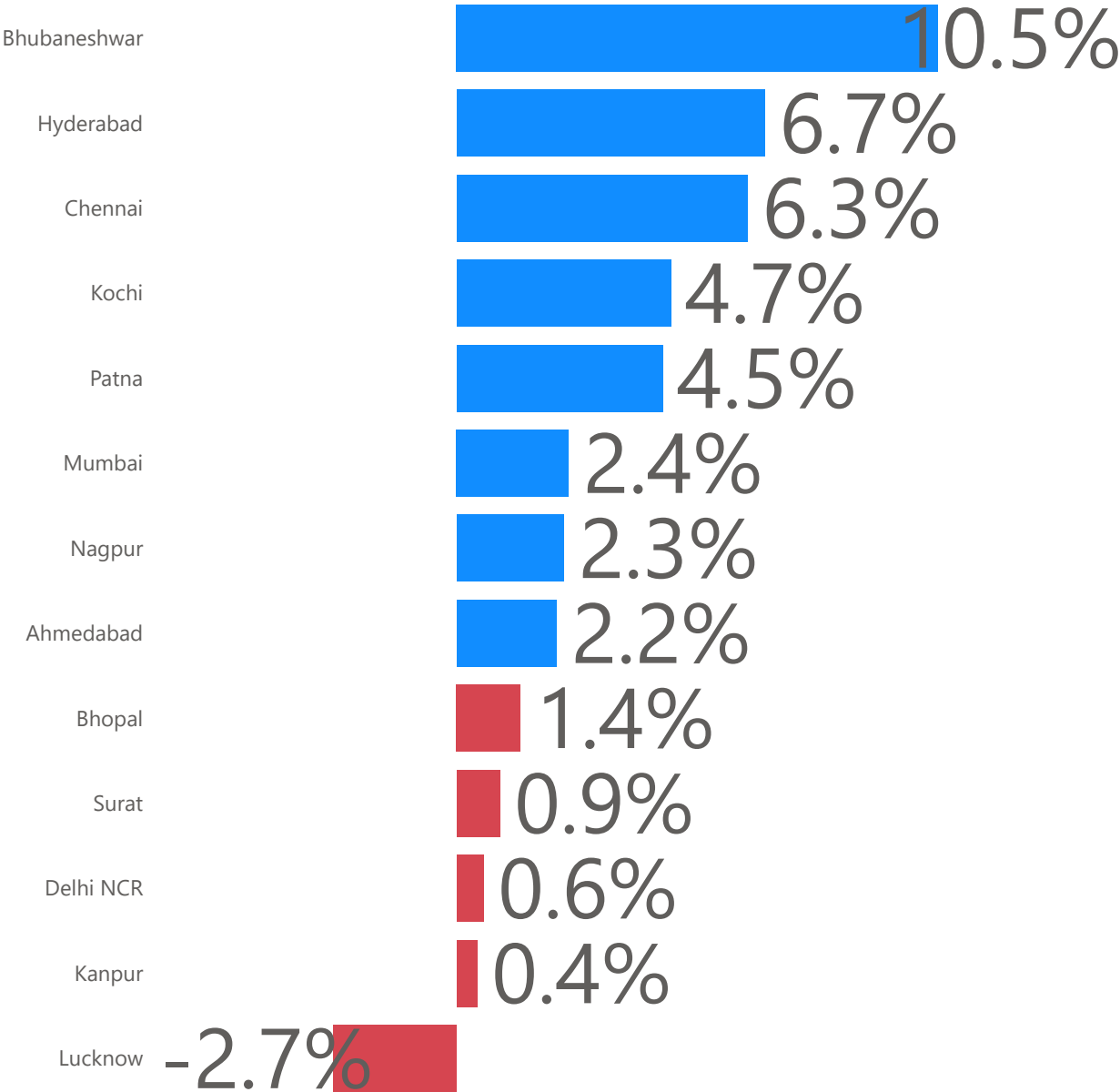
₹2.1M  
Total Profit Margin

Profit Target

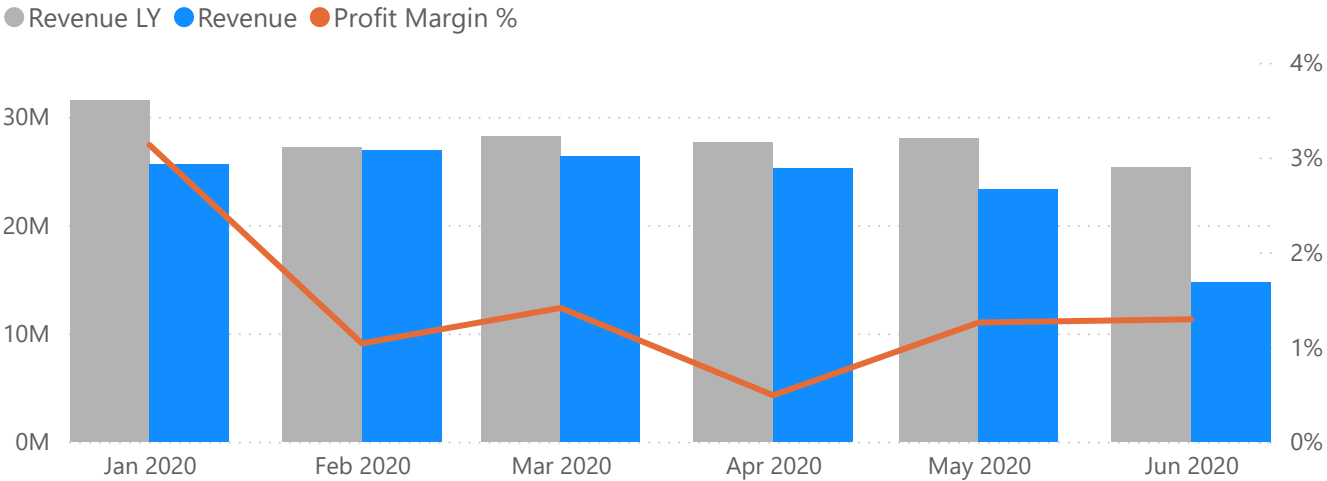
2%

|        |        |        |        |        |        |
|--------|--------|--------|--------|--------|--------|
| 2017   | 2018   | 2019   | 2020   |        |        |
| Jan 20 | Feb 20 | Mar 20 | Apr 20 | May 20 | Jun 20 |

Revenue Contribution % by Market



Revenue Trend



| 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%            |
| Acclaimed Stores      | ₹3,116,384   | 2.2%                   | 6.1%                         | 4.0%            |
| Nixon                 | ₹3,028,345   | 2.1%                   | 4.7%                         | 3.2%            |
| Epic Stores           | ₹3,002,834   | 2.1%                   | -6.8%                        | -4.7%           |
| Forward Stores        | ₹2,560,961   | 1.8%                   | 5.4%                         | 4.3%            |
| Electricalsocity      | ₹2,520,938   | 1.8%                   | 3.3%                         | 2.7%            |
| Modular               | ₹2,453,519   | 1.7%                   | 5.0%                         | 4.2%            |
| Surface Stores        | ₹2,420,004   | 1.7%                   | 3.2%                         | 2.7%            |
| Atlas Stores          | ₹2,189,613   | 1.5%                   | 2.1%                         | 2.0%            |
| Nomad Stores          | ₹1,978,550   | 1.4%                   | 4.0%                         | 4.1%            |
| Total                 | ₹142,224,545 | 100.0%                 | 100.0%                       | 1.4%            |