

2017	2018	2019	2020	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20
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₹142M

Revenue

350K

Sales Qty

Revenue by Markets

Delhi N... ₹78M

Mumbai ₹20M

Ahmed... ₹18M

Nagpur ₹8M

Bhopal ₹8M

Kochi ₹3M

Chennai ₹2M

Kanpur ₹2M

Hydera... ₹1M

Patna ₹1M

Lucknow ₹0M

Surat ₹0M

Bhuban... ₹0M

Sales Qty by Markets

Delhi N... 0M

Mumbai 0M

Nagpur 0M

Kochi 0M

Ahmed... 0M

Bhopal 0M

Lucknow 0M

Hydera... 0M

Chennai 0M

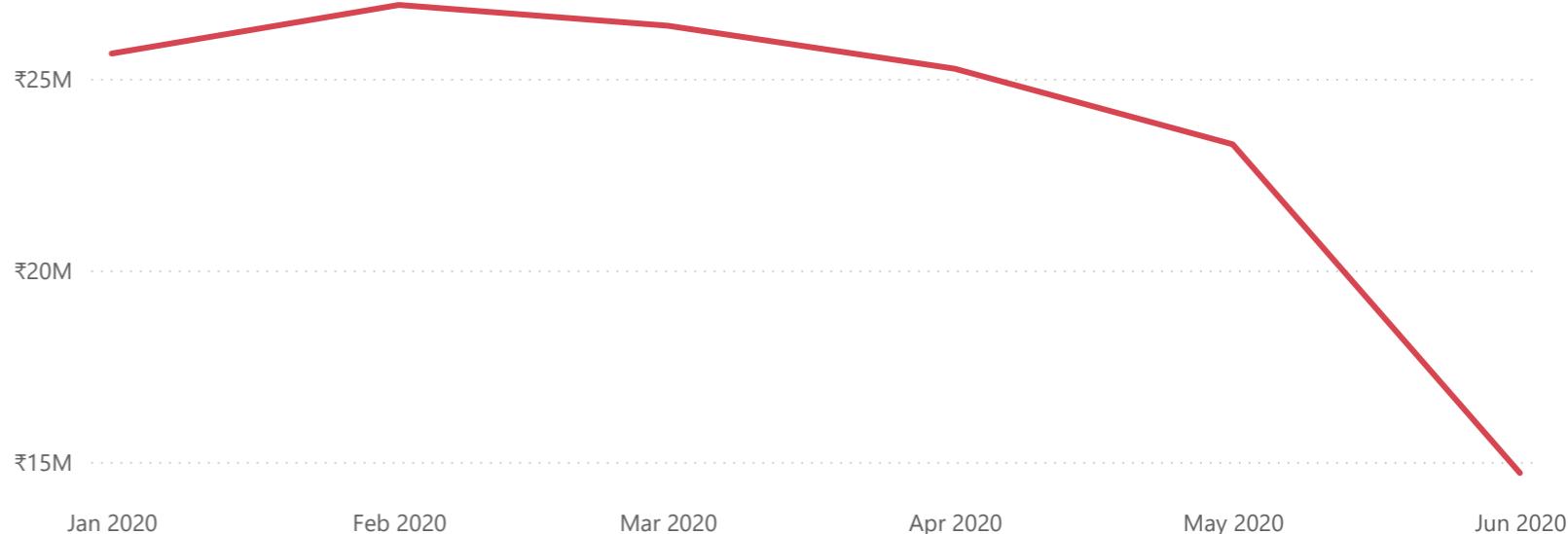
Bhuban... 0M

Kanpur 0M

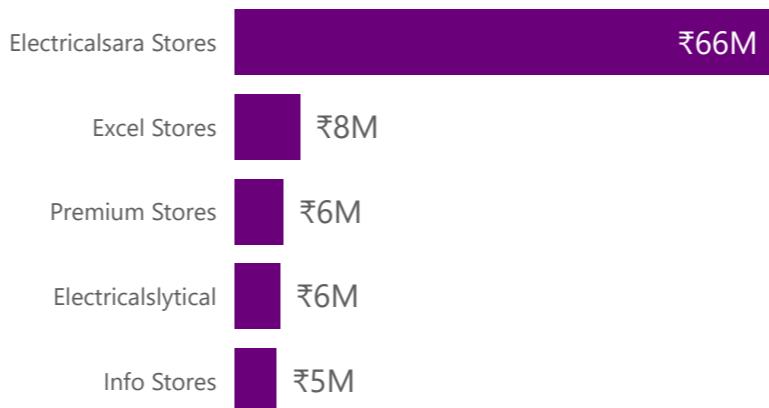
Surat 0M

Patna 0M

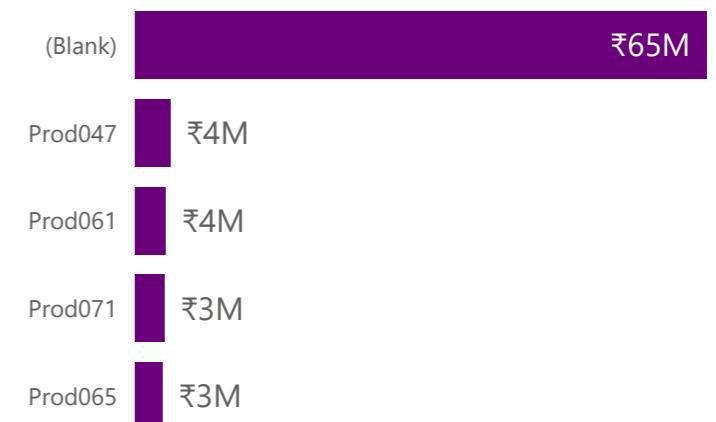
Revenue Trend



Top 5 Customers



Top 5 Products



2017	2018	2019	2020	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20
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₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Revenue Contribution % by Market

Delhi ... 54.7%

Mum... 14.2%

Ahme... 12.7%

Nagpur 5.8%

Bhopal 5.4%

Kochi 1.9%

Chen... 1.7%

Kanpur 1.5%

Hyder... 0.8%

Patna 0.6%

Luckn... 0.3%

Surat 0.2%

Bhuba... 0.1%

Profit Contribution % by Market

Mum... 23.9%

Delhi ... 22.1%

Ahme... 19.0%

Nagp... 9.4%

Chen... 7.6%

Kochi 6.2%

Bhopal 5.2%

Hyde... 3.9%

Patna 2.0%

Bhub... 0.8%

Kanpur 0.5%

Surat 0.1%

Luck... 0.0%

Profit % by market

Luckn... -2%

Kanpur 0.4%

Delhi ... 0.6%

Surat 0.9%

Bhopal 1.4%

Ahme... 2.2%

Nagpur 2.3%

Mumbai 2.4%

Patna 4.5%

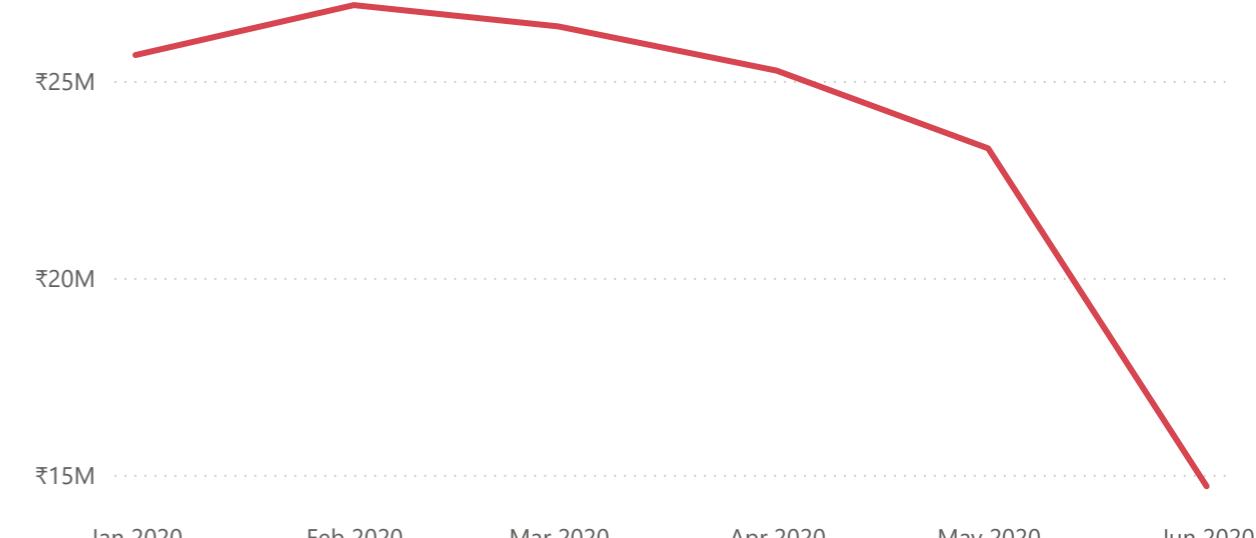
Kochi 4.7%

Chennai 6.3%

Hyder... 6.7%

Bhuba... 10.5%

Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsquoipo 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

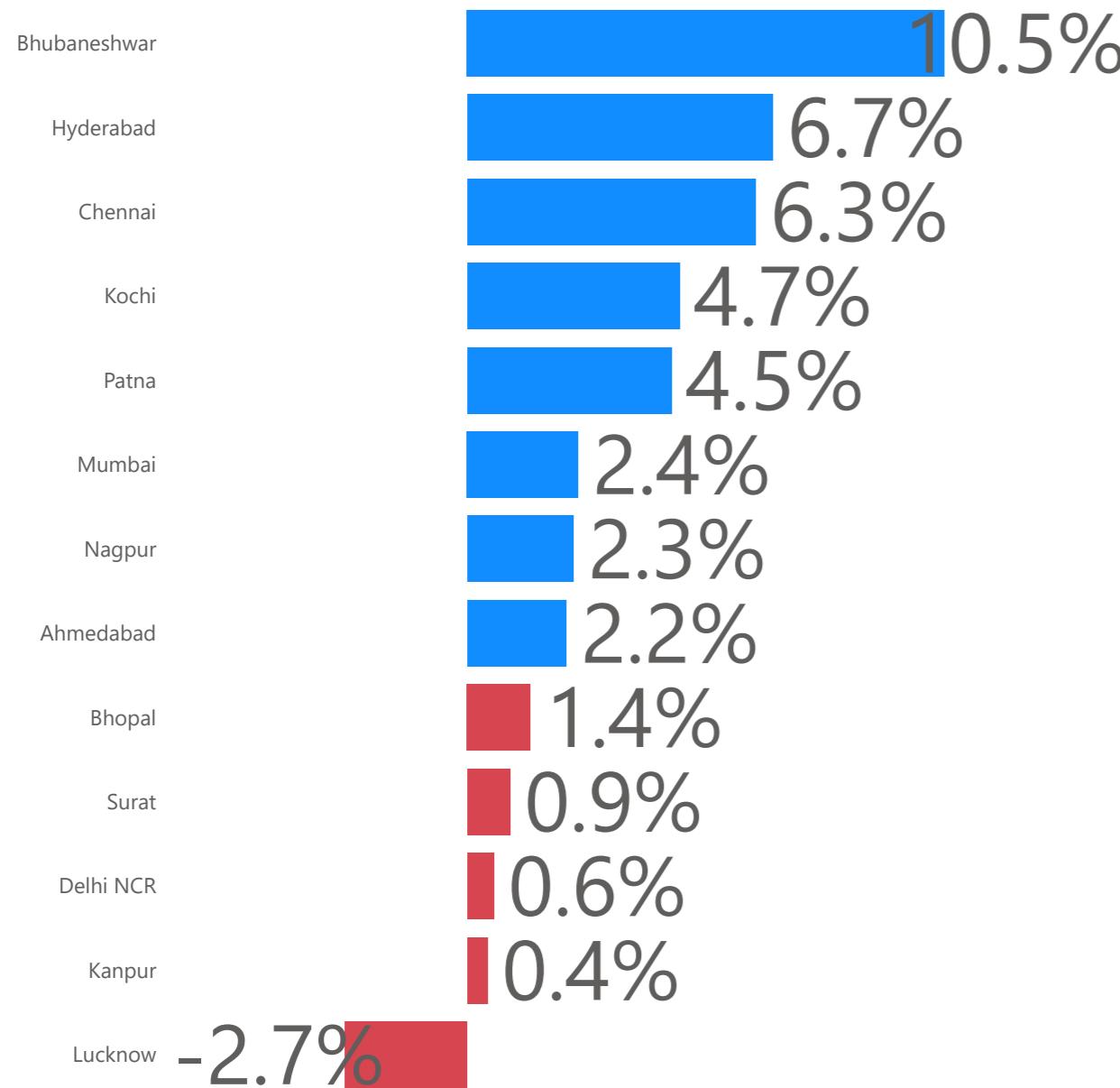
350K
Sales Qty

₹2.1M
Total Profit Margin

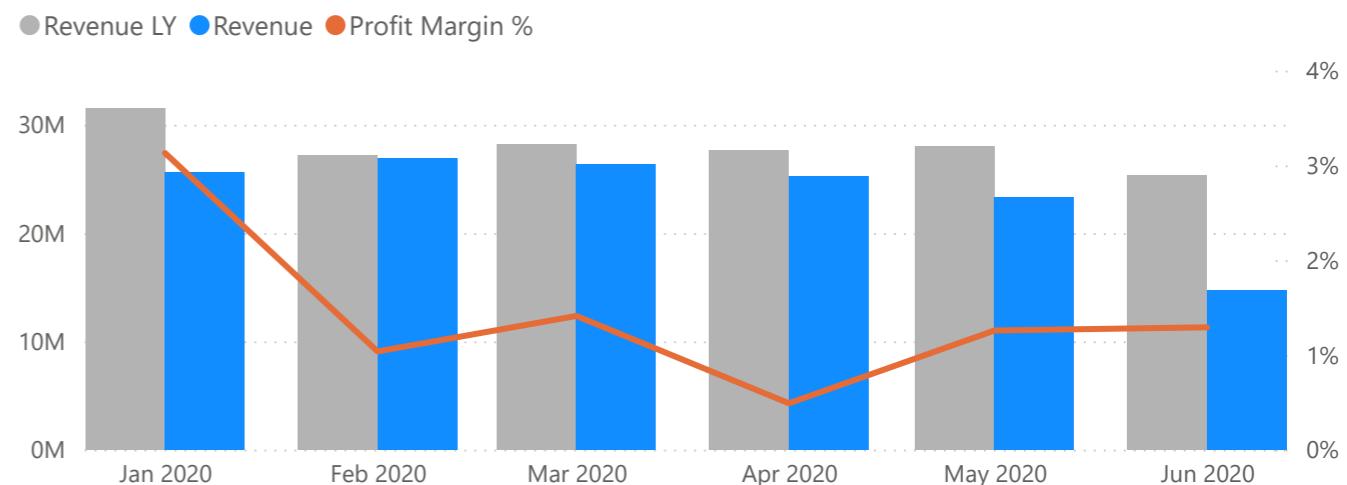
Profit Target
2%

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%
Electricalsociety	₹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%