

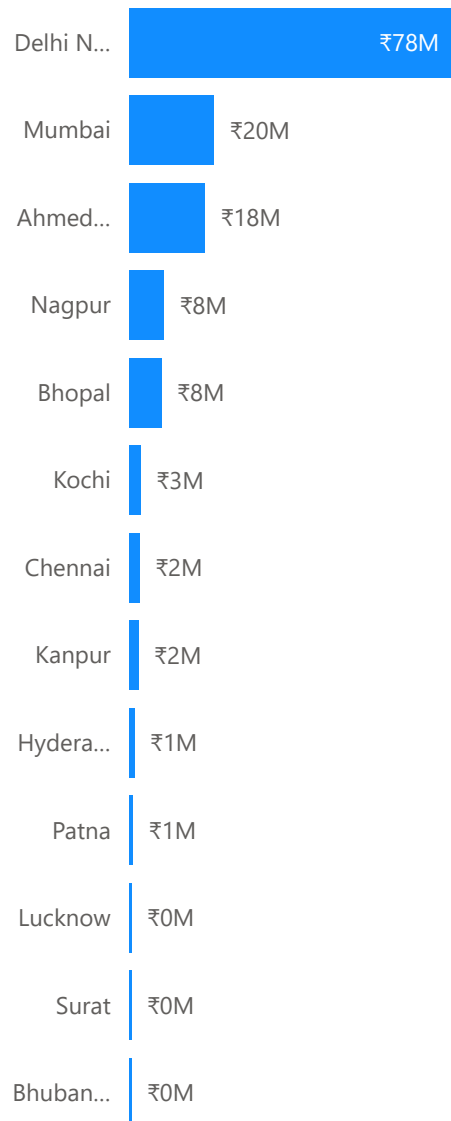
₹142M

Revenue

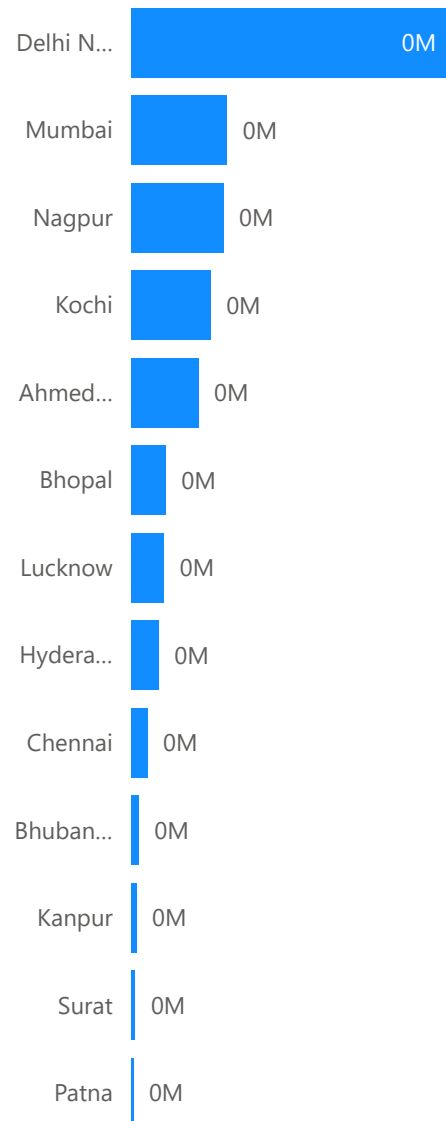
350K

Sales Qty

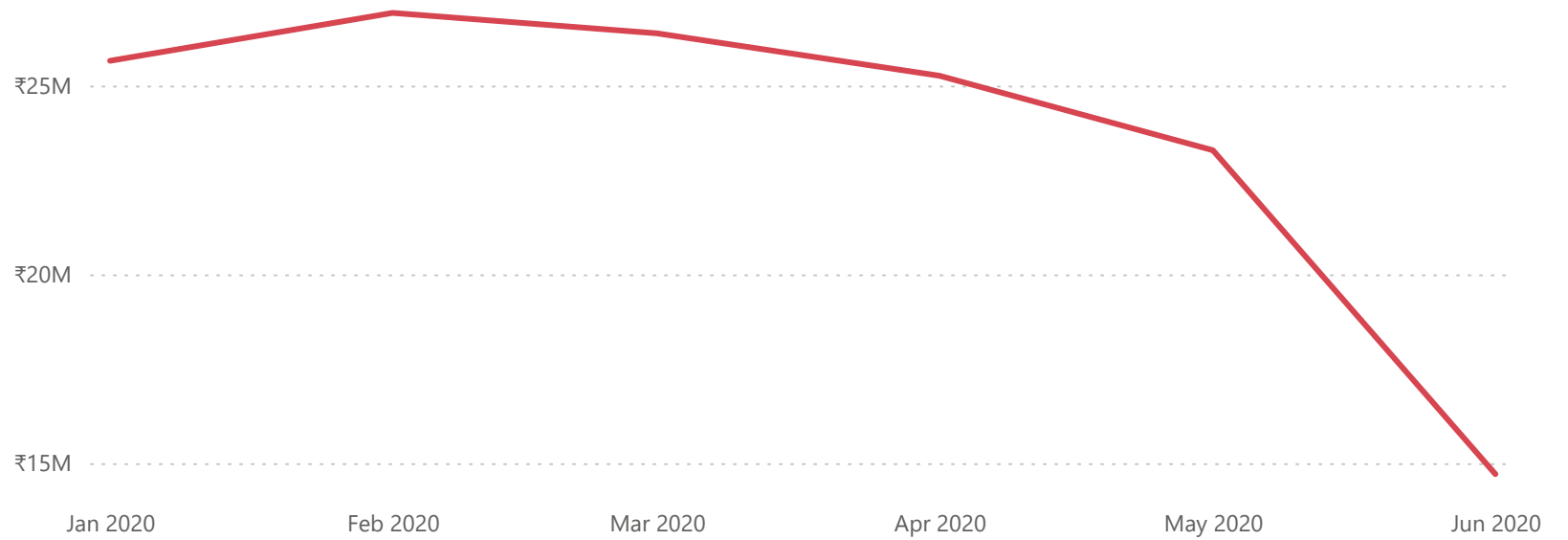
Revenue by Markets



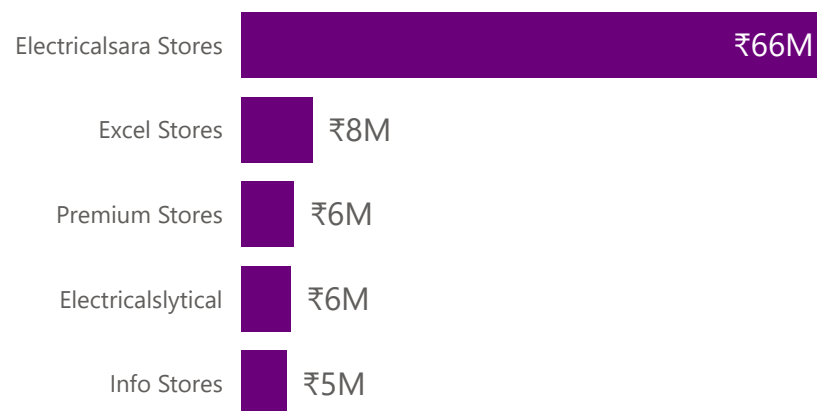
Sales Qty by Markets



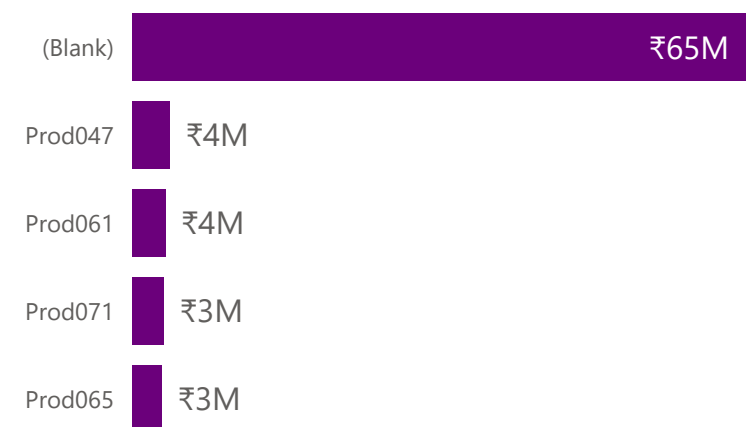
Revenue Trend



Top 5 Customers



Top 5 Products



₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

2017

2018

2019

2020

Jan 20

Feb 20

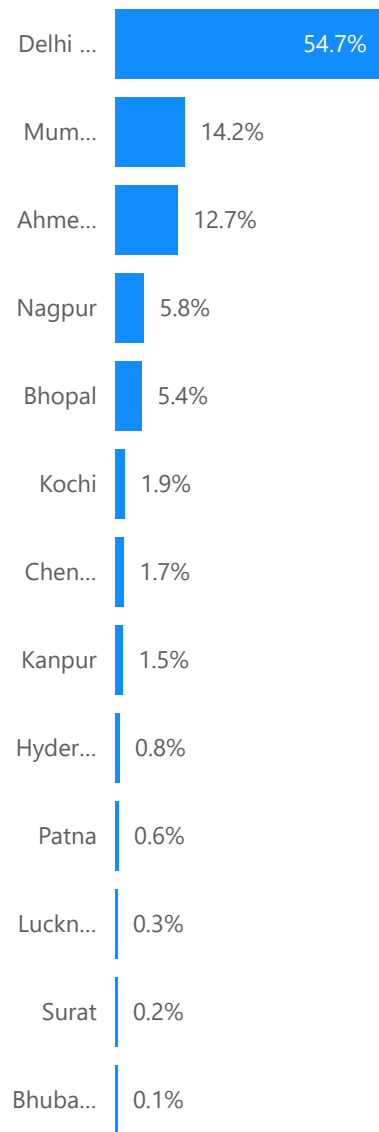
Mar 20

Apr 20

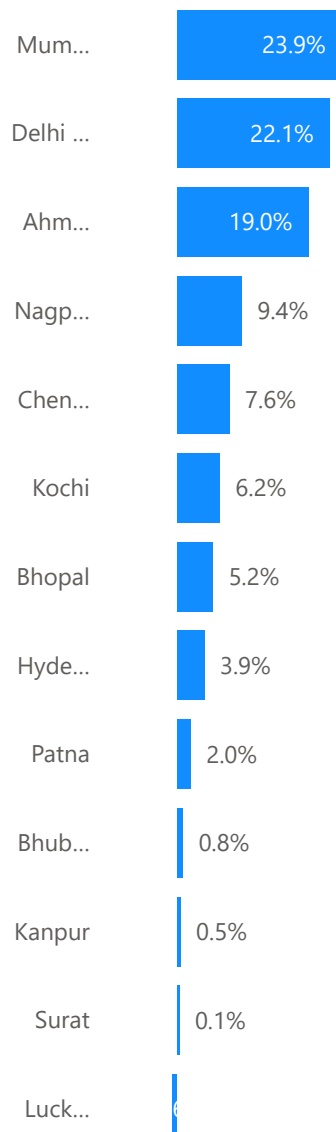
May 20

Jun 20

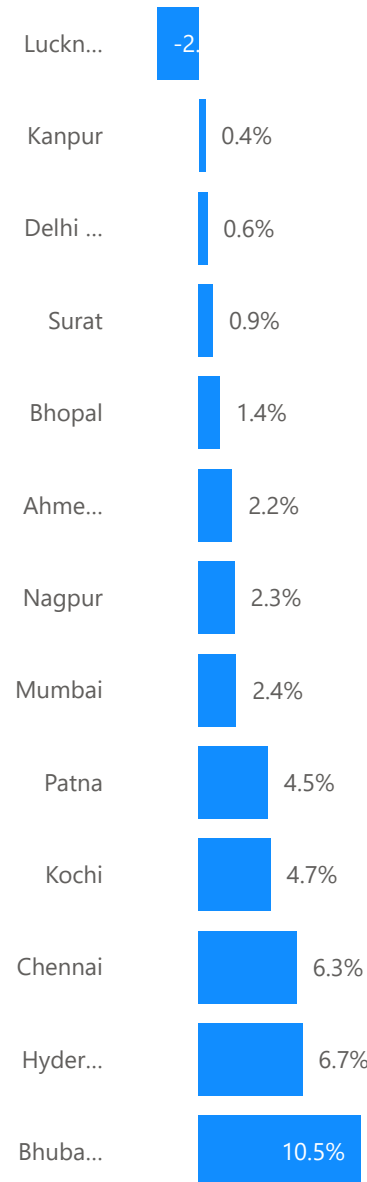
Revenue Contribution % by Market



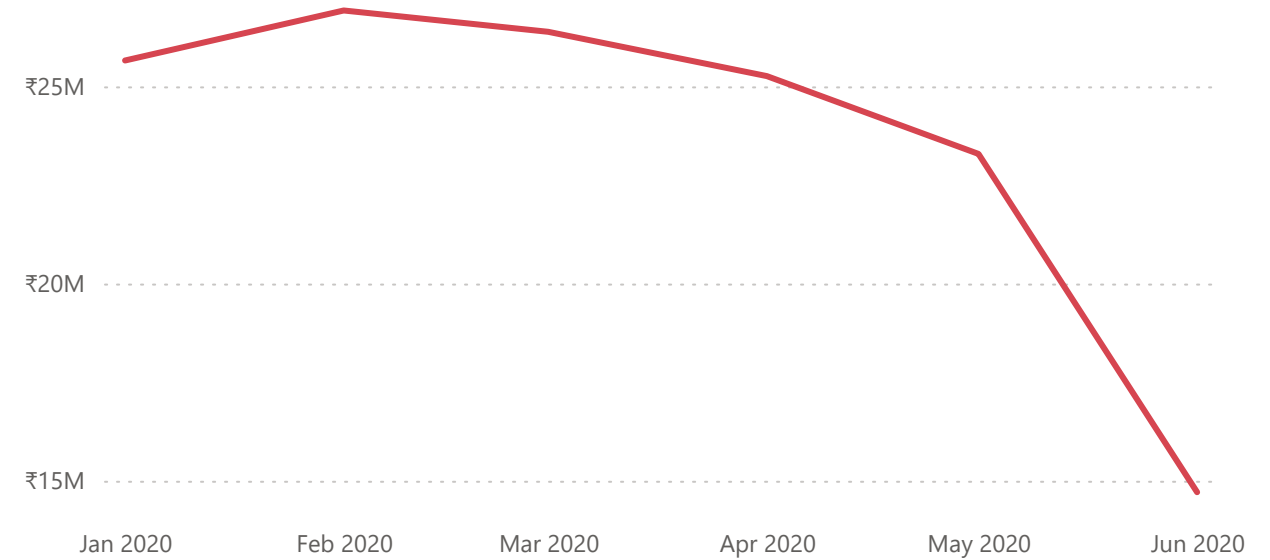
Profit Contribution % by Market



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	₹30,02,834	2.1%	-6.8%	-4.7%
Expression	₹82,845	0.1%	-0.2%	-4.2%
Insight	₹5,71,430	0.4%	-0.5%	-1.9%
Synthetic	₹9,16,267	0.6%	-0.4%	-1.0%
Integration Stores	₹19,09,611	1.3%	-0.2%	-0.2%
Relief	₹7,73,301	0.5%	0.1%	0.3%
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Logic Stores	₹33,19,243	2.3%	0.6%	0.4%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Premium Stores	₹58,99,748	4.1%	1.4%	0.5%
Zone	₹9,27,154	0.7%	0.2%	0.5%
Path	₹17,23,307	1.2%	1.0%	1.1%
Control	₹41,82,662	2.9%	2.5%	1.2%
Sound	₹7,40,856	0.5%	0.5%	1.3%
Novus	₹2,58,543	0.2%	0.2%	1.6%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Total	₹14,22,24,545	100.0%	100.0%	1.4%

₹336M
Revenue

847K
Sales Qty

₹10.5M
Total Profit Margin

Profit Target

2%

2017

2018

2019

2020

Jan 19

Feb 19

Mar 19

Apr 19

May 19

Jun 19

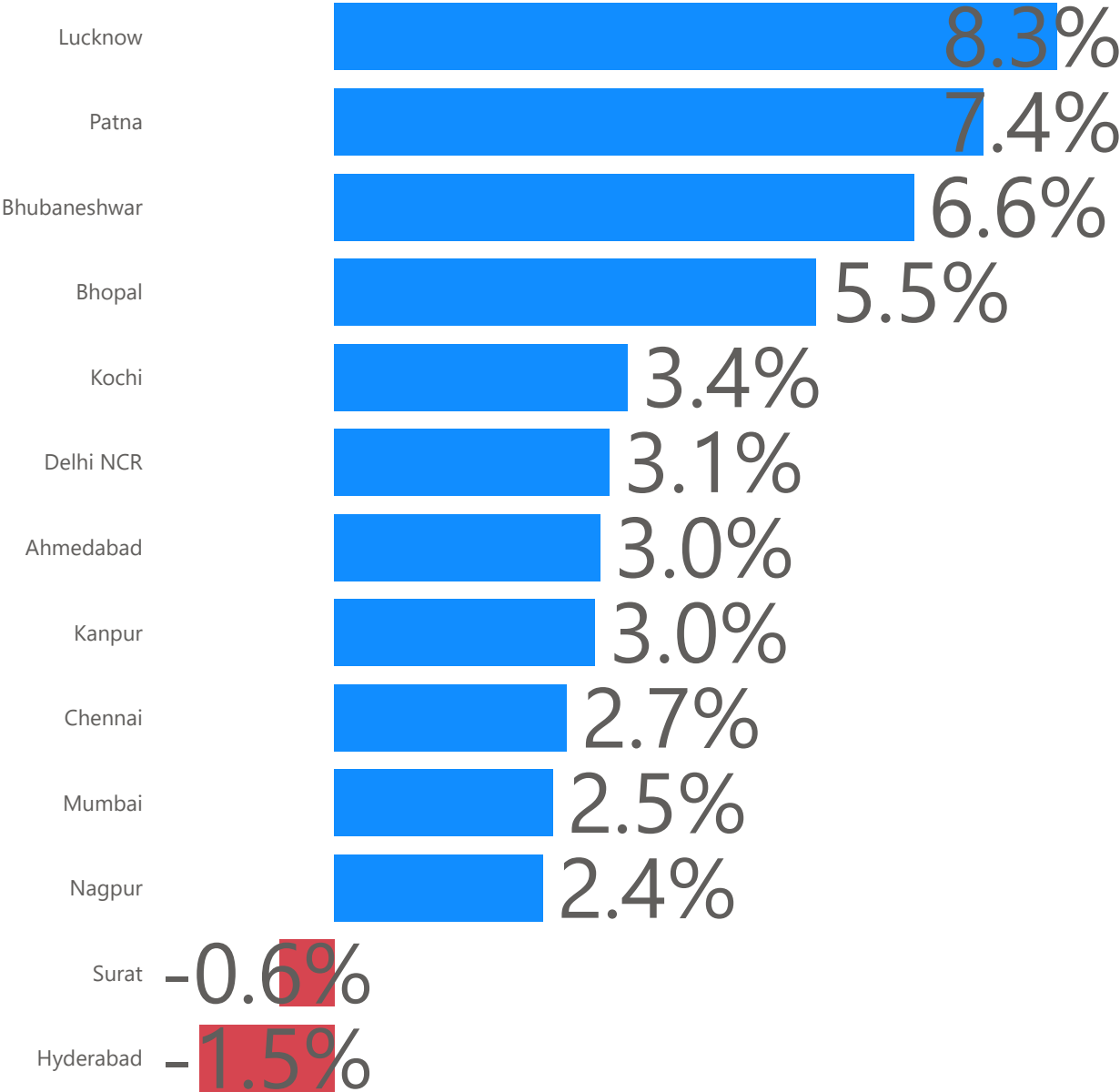
Jul 19

Aug 19

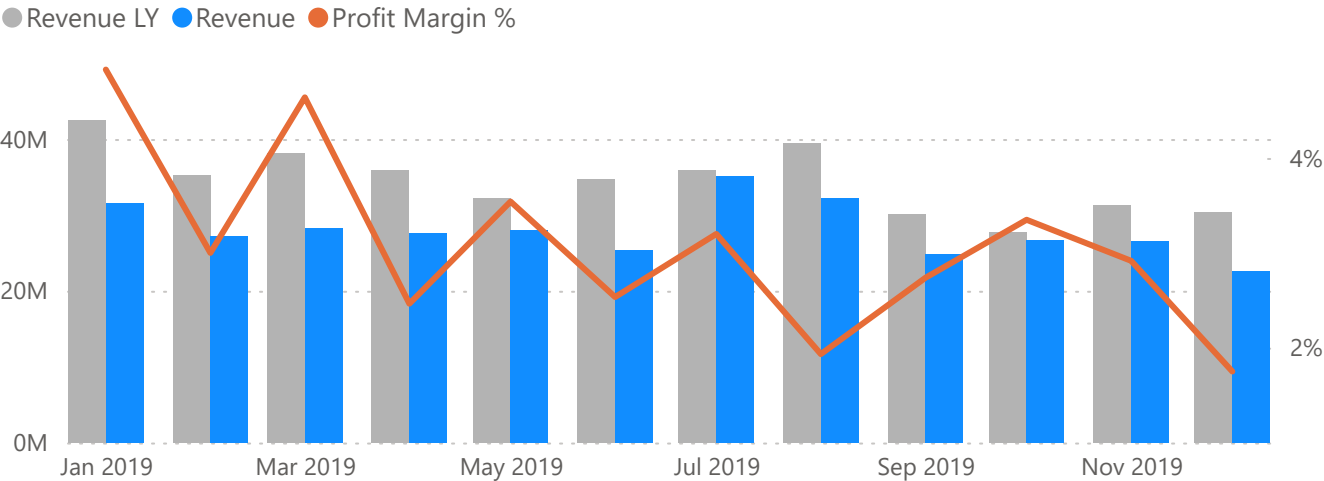
Sep 19

Oct 19

Revenue Contribution % by Market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹13,85,42,215	41.2%	45.4%	3.4%
Excel Stores	₹1,85,35,841	5.5%	2.6%	1.5%
Electricalslytical	₹1,71,44,682	5.1%	3.5%	2.2%
Premium Stores	₹1,50,76,075	4.5%	3.6%	2.5%
Info Stores	₹1,25,69,241	3.7%	1.0%	0.9%
Nixon	₹1,11,40,489	3.3%	3.4%	3.2%
Control	₹1,00,04,504	3.0%	4.5%	4.7%
Surge Stores	₹90,90,392	2.7%	2.3%	2.6%
Forward Stores	₹72,82,246	2.2%	2.1%	3.0%
Epic Stores	₹70,76,188	2.1%	1.7%	2.6%
Modular	₹70,52,811	2.1%	2.2%	3.3%
Acclaimed Stores	₹70,39,364	2.1%	-1.1%	-1.6%
Atlas Stores	₹63,67,792	1.9%	1.1%	1.9%
Leader	₹63,63,099	1.9%	6.7%	11.1%
Nomad Stores	₹63,22,146	1.9%	2.2%	3.6%
Logic Stores	₹58,28,789	1.7%	3.4%	6.1%
Surface Stores	₹54,62,439	1.6%	1.2%	2.2%
Total	₹33,60,19,102	100.0%	100.0%	3.1%