

₹984.81M

Revenue

2.43M

sales Qty

year

2017

2018

2019

2020

cy_date

Jun 17

Jul 17

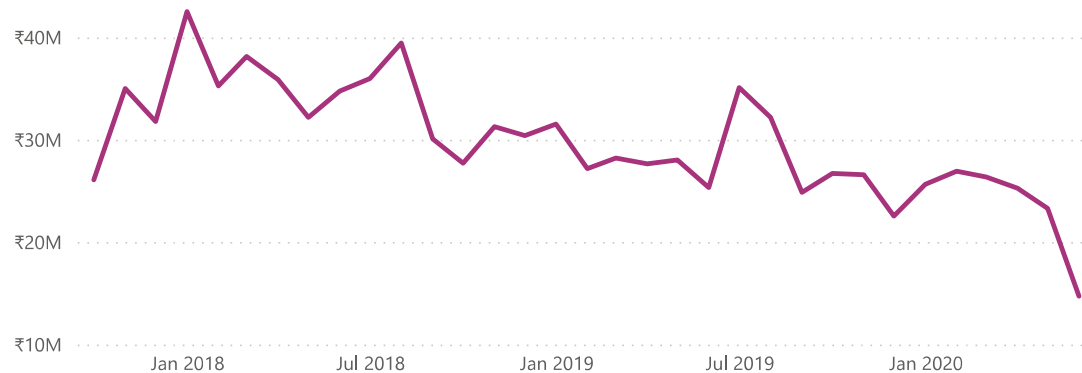
Aug 17

Sep 17

Oct 17

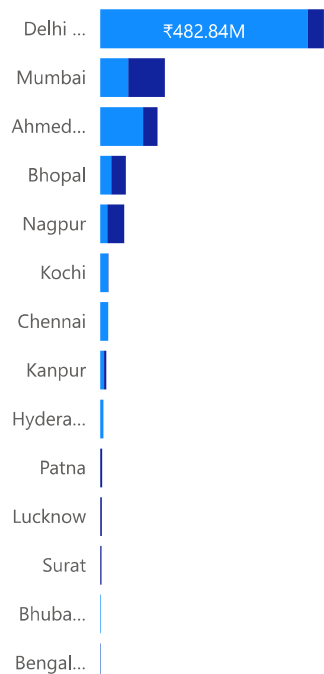
Nov 17

Revenue trend



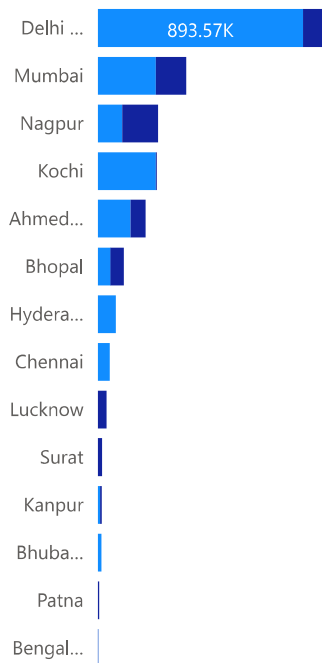
Revenue by Markets

custo... Brick & Mortar E-Commerce



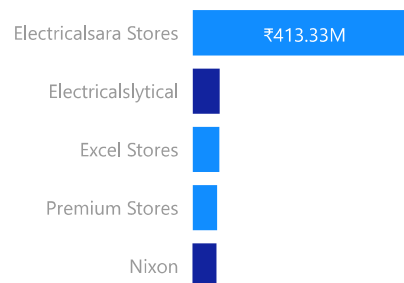
Sales Qty by Market

custo... Brick & Mortar E-Commerce



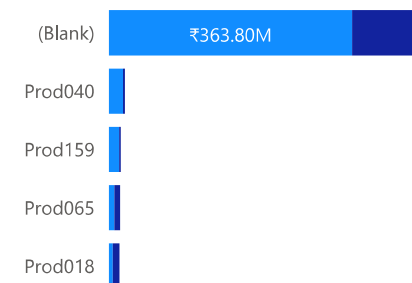
Top 5 customers by revenue

customer... Brick & Mortar E-Commerce



Top 5 products by revenue

customer... Brick & Mortar E-Commerce



₹142.2M

Revenue

350.2K

sales Qty

₹2.06M

Total profit margin

year

2017

2018

2019

2020

cy_date

Jan 20

Feb 20

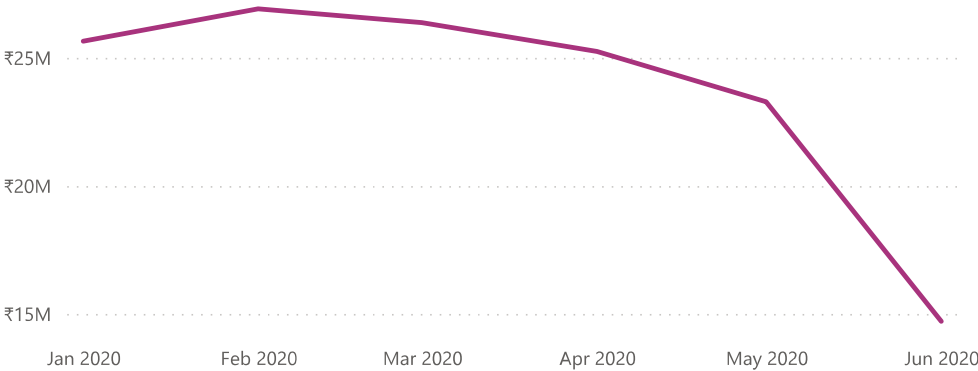
Mar 20

Apr 20

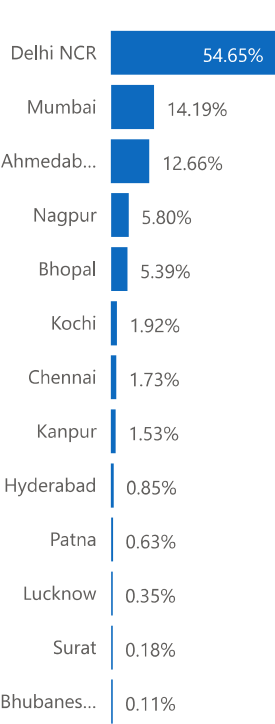
May 20

Jun 20

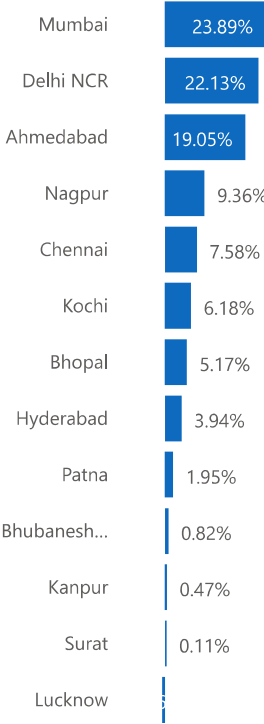
Revenue trend



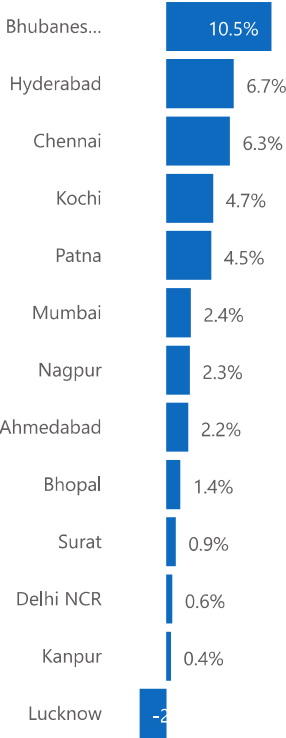
Revenue contribution by Market



Profit contribution by Market



Profit % by Markets



Top 5 customers by revenue

customer_name	Revenue	Revenue contribution %	Profit margin contribution %	Profit margin %
Epic Stores	₹30,02,834	2.1%	-6.83%	-4.69%
Insight	₹5,71,430	0.4%	-0.53%	-1.92%
Electricalsquipo Stores	₹86,908	0.1%	-0.48%	-11.49%
Synthetic	₹9,16,267	0.6%	-0.42%	-0.95%
Integration Stores	₹19,09,611	1.3%	-0.20%	-0.22%
Expression	₹82,845	0.1%	-0.17%	-4.16%
Relief	₹7,73,301	0.5%	0.11%	0.29%
Sage	₹96,950	0.1%	0.16%	3.46%
Novus	₹2,58,543	0.2%	0.21%	1.65%
Zone	₹9,27,154	0.7%	0.23%	0.52%
Electricalslance Stores	₹1,42,742	0.1%	0.25%	3.54%
Electricalsbea Stores	₹50,940	0.0%	0.39%	15.63%
Total	₹14,22,24,545	100.0%	100.00%	1.45%

₹142.2M

Revenue

350.2K

sales Qty

₹2.06M

Total profit margin

Profit target

-2%



year

2017

2018

2019

2020

cy_date

Jan 20

Feb 20

Mar 20

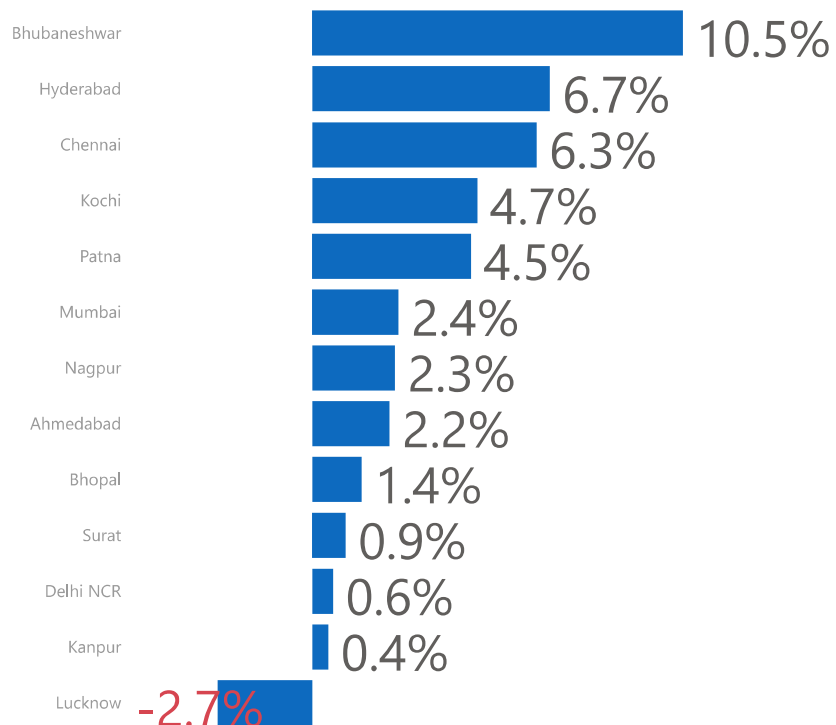
Apr 20

May 20

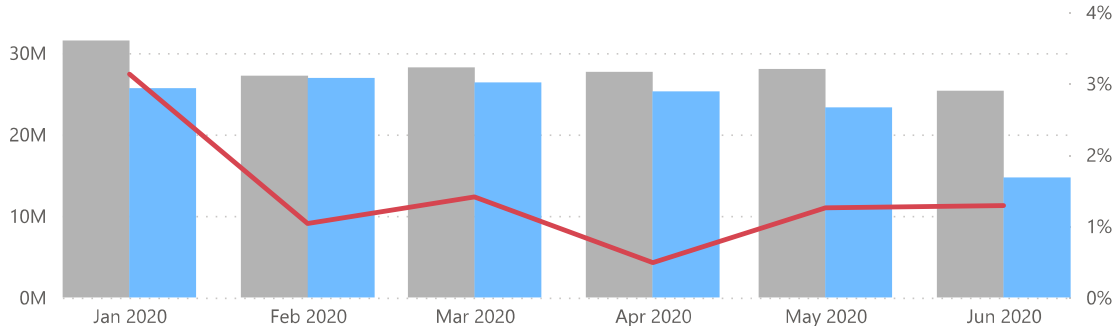
Jun 20

Revenue trend

Profit margin %



● Revenue last year ● Revenue ● Profit margin %



Top 5 customers by revenue

customer_name	Revenue	Revenue contribution %	Profit margin contribution %	Profit margin %
Electricalsara Stores	₹6,56,41,977	46.2%	11.92%	0.37%
Excel Stores	₹79,28,385	5.6%	12.54%	3.26%
Premium Stores	₹58,99,748	4.1%	1.40%	0.49%
Electricalslytical	₹55,37,904	3.9%	1.31%	0.49%
Info Stores	₹50,64,374	3.6%	7.82%	3.18%
Control	₹41,82,662	2.9%	2.52%	1.24%
Surge Stores	₹39,53,600	2.8%	11.95%	6.23%
Logic Stores	₹33,19,243	2.3%	0.61%	0.38%
Acclaimed Stores	₹31,16,384	2.2%	6.12%	1.04%
Total	₹14,22,24,545	100.0%	100.00%	1.45%