

Jan Feb Mar Apr 2020 2017 2018 2019 20 20 20 20 ₹142.2M 350.2K ₹2.06M Revenue trend Total profit margin Revenue sales Qty ₹25M Profit contribution by Market Profit % by Markets Revenue contribution by Market Mumbai 23.89% Bhubanes... Delhi NCR 54.65% ₹20M Delhi NCR Hyderabad 6.7% Mumbai 14.19% Ahmedabad Chennai 6.3% Ahmedab... 12.66% ₹15M Nagpur Kochi 4.7% Nagpur Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 Chennai 7.58% Patna 4.5% Bhopal 5.39% Top 5 customers by revenue Kochi 6.18% Mumbai custmer name Revenue Profit margin Profit Revenue 2.4% Kochi contribution % contribution % margin % Bhopal Nagpur Chennai **Epic Stores** ₹30,02,834 2.1% -6.83% Insight ₹5,71,430 0.4% -0.53% Hyderabad 3.94% Ahmedabad 2.2% Kanpur 1.53% Electricalsquipo Stores -0.48% ₹86,908 0.1% -11.49% Synthetic 0.6% -0.42% ₹9,16,267 Patna 1.95% Hyderabad 0.85% Bhopal 1.4% Integration Stores ₹19,09,611 1.3% -0.20% Bhubanesh... 0.82% Expression ₹82,845 0.1% -0.17% Patna 0.63% Surat 0.9% Relief 0.5% ₹7,73,301 0.11% Kanpur 0.47% Lucknow ₹96,950 0.1% 0.16% 0.35% Delhi NCR Sage 0.6% Novus ₹2,58,543 0.2% 0.21% Surat

0.4%

Zone

Total

Electricalslance Stores

Electricalsbea Stores

0.18%

0.11%

Surat

Bhubanes...

0.11%

Lucknow

Kanpur

Lucknow

year

cy_date

₹9,27,154

₹1,42,742

₹14,22,24,545

₹50,940

0.7%

0.1%

0.0%

100.0%

May

20

Jun

20

Jun 2020

-4.69% -1.92%

-0.95%

-0.22%

-4.16%

0.29%

3.46%

1.65%

0.52%

3.54%

15.63%

1.45%

0.23%

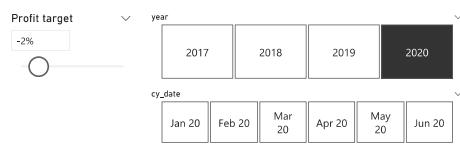
0.25%

0.39%

100.00%

₹142.2M ₹2.06M 350.2K sales Qty Total profit margin Revenue Profit margin % ■ Revenue last year ■ Revenue ■ Profit margin % 10.5% Bhubaneshwar 30M 6.7% Hyderabad 6.3% 20M Chennai 4.7% Kochi 10M 4.5% Patna 0M Mumbai Jan 2020 Feb 2020 2.3% Top 5 customers by revenue Nagpur 2.2% Ahmedabad Bhopal 0.9% Surat 0.6% Delhi NCR 0.4% Kanpur

Lucknow -2.7



Revenue trend



custmer_name	Revenue	Revenue contribution %	Profit margin contribution %	Profit margin %
Electricalsara Stores	₹6,56,41,9	77 46.2%	11.92%	0.37%
Excel Stores	₹79,28,3	85 5.6%	12.54%	3.26%
Premium Stores	₹58,99,7	48 4.1%	1.40%	0.49%
Electricalslytical	₹55,37,9	04 3.9%	1.31%	0.49%
Info Stores	₹50,64,3	74 3.6%	7.82%	3.18%
Control	₹41,82,6	62 2.9%	2.52%	1.24%
Surge Stores	₹39,53,6	00 2.8%	11.95%	6.23%
Logic Stores	₹33,19,2	43 2.3%	0.61%	0.38%
Acclaimed Stores	₹31 16 3	8/1 2.2%	6 12%	4 NA%
Total	₹14,22,24,5	45 100.0%	100.00%	1.45%