



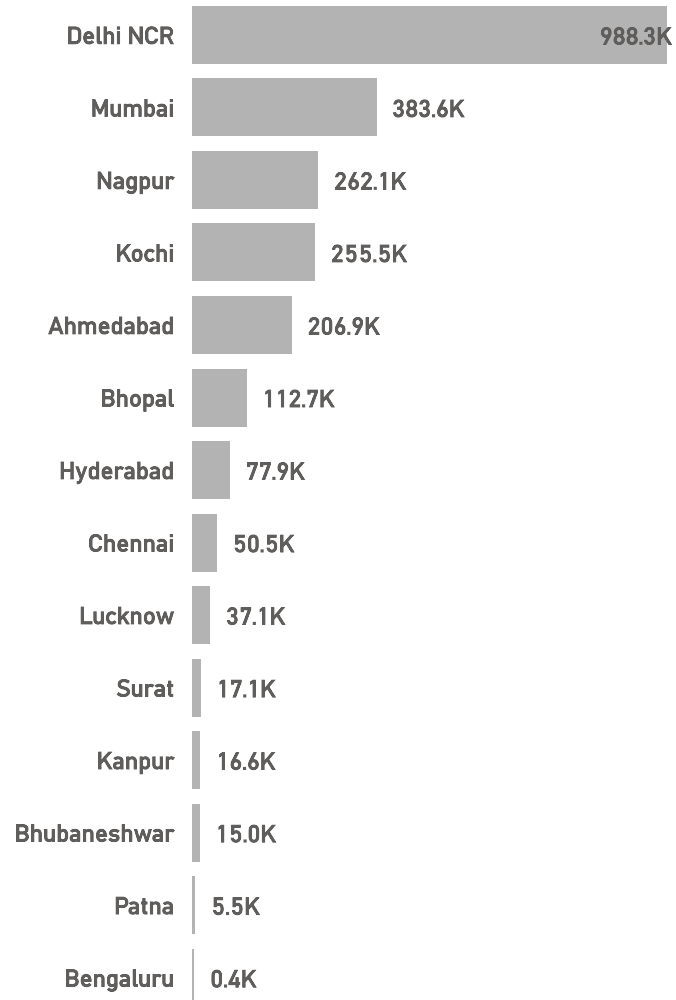
₹ 984.9M
Revenue

2.4M
Sales Quantity

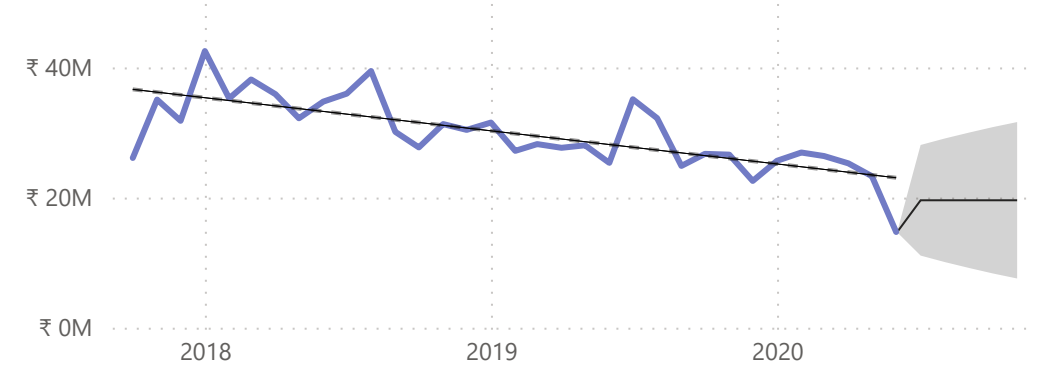
Revenue by Region



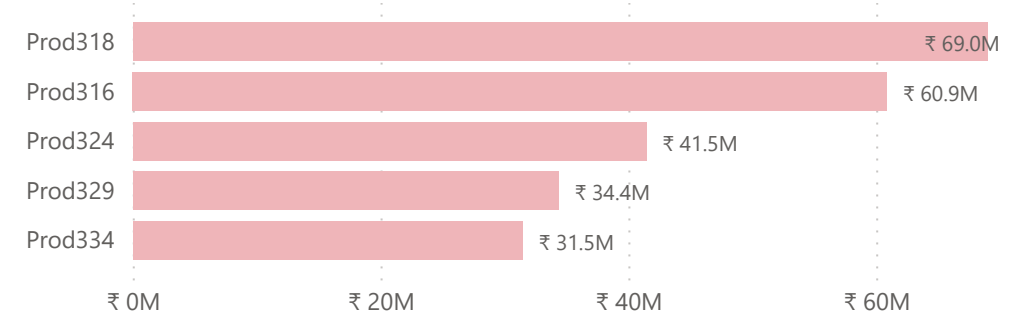
Sales Quantity by Region



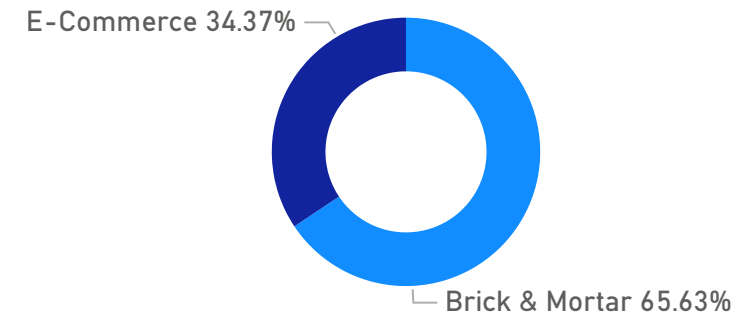
Monthly Revenue Trend



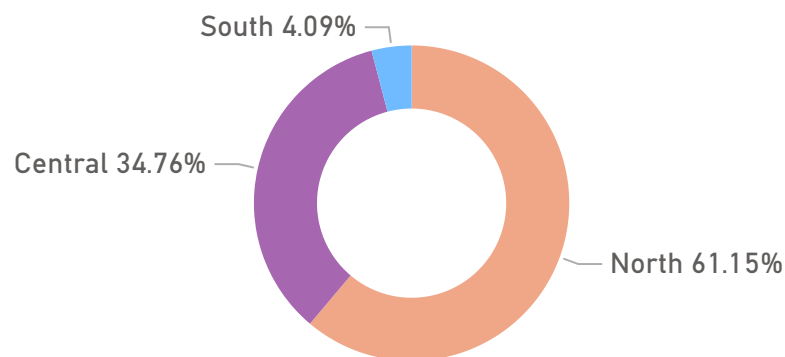
Top 5 Products by Revenue



Total Profit by Customer Type



Total Profit by Zone



Month

All

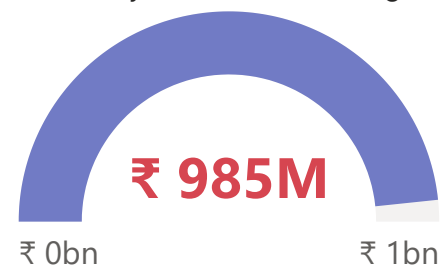
2017

2018

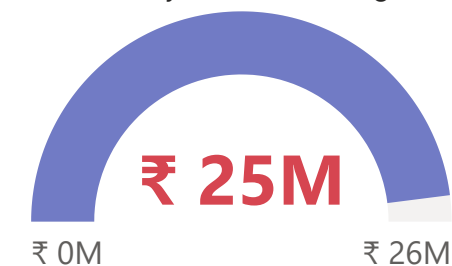
2019

2020

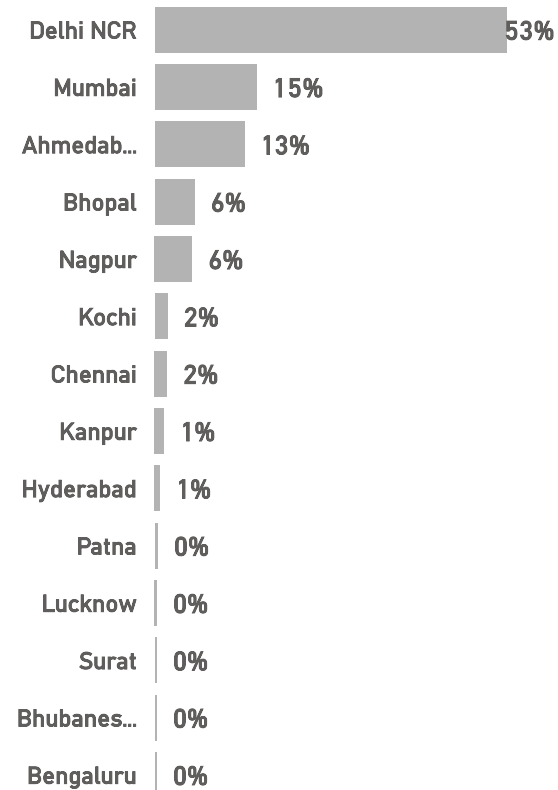
Monthly Revenue vs Target



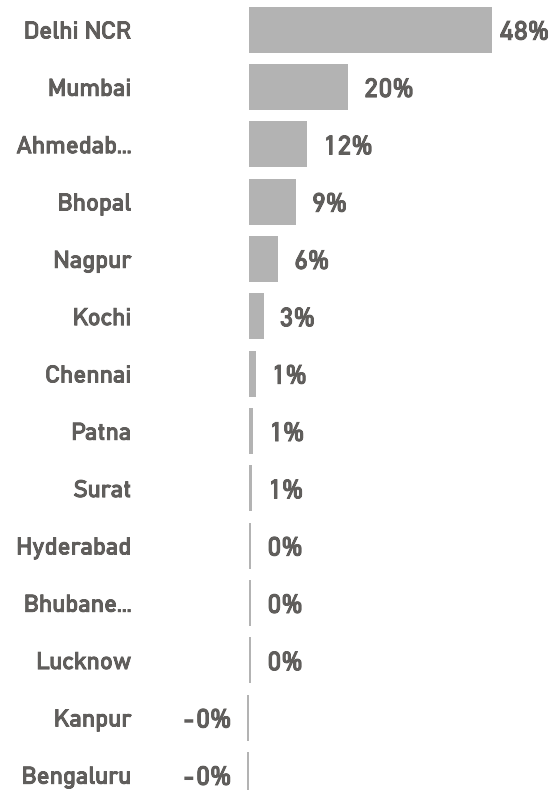
Monthly Profit vs Target



Revenue Contribution % by Region



Profit Contribution % by Region



Customer	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	2.2%	1.3%	1.5%
All-Out	0.6%	0.6%	2.5%
Atlas Stores	1.7%	1.2%	1.8%
Control	3.2%	3.3%	2.6%
Electricalsara Stores	42.0%	37.7%	2.3%
Electricalsbea Stores	0.0%	0.0%	0.8%
Electricalslance Stores	0.2%	-0.2%	-2.0%
Electricalslytical	5.0%	6.8%	3.4%
Electricalsociety	1.8%	2.9%	4.1%
Electricalsopedia Stores	1.0%	1.3%	3.2%
Electricalsequipo Stores	0.1%	0.4%	6.6%
Elite	0.5%	0.9%	4.4%
Epic Stores	1.9%	1.3%	1.8%
Excel Stores	5.0%	2.8%	1.4%
Expression	0.0%	0.1%	3.5%
Flawless Stores	0.9%	1.3%	3.4%
Forward Stores	2.1%	2.3%	2.7%
Info Stores	3.6%	1.3%	0.9%