

350.24K ₹142.22M

Sales Quantity

Revenue

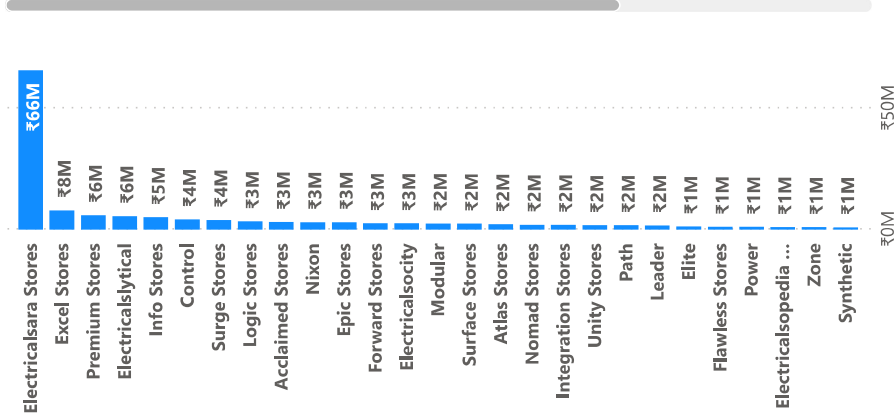
year

2017	2018	2019	2020
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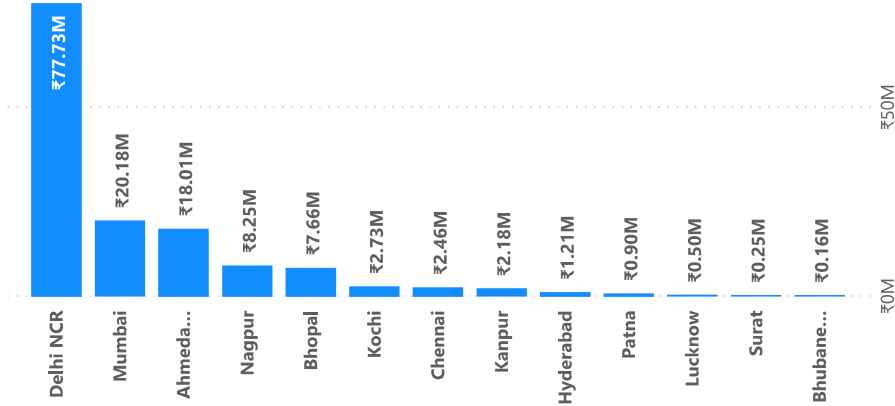
cy\_date

Jan 20	Mar 20	May 20
Feb 20	Apr 20	Jun 20

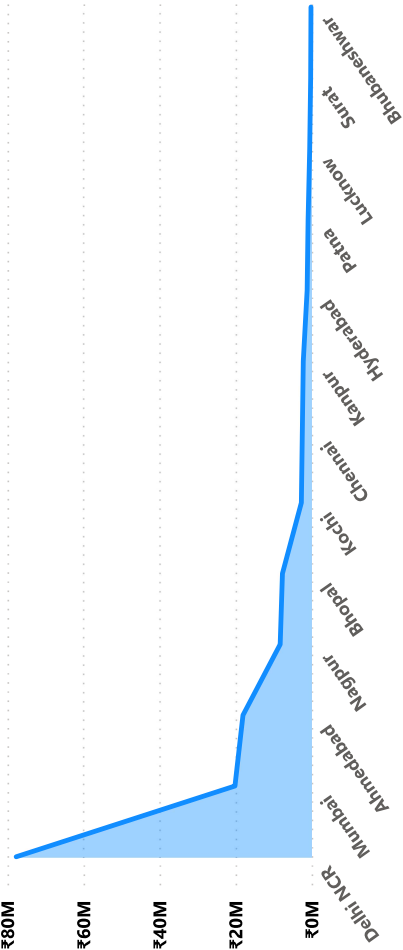
Revenue from all Customers



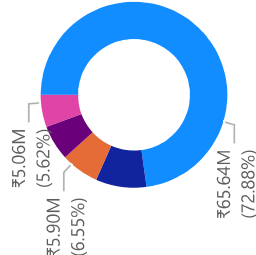
Revenue from each Market



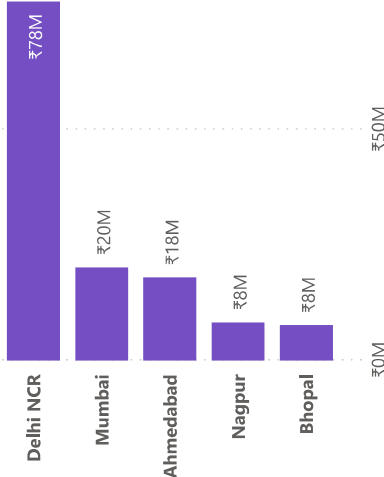
Revenue by market



Top 5 Customers



Top 5 Revenue from Markets



year

cy\_date

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2017	2018	2019	2020
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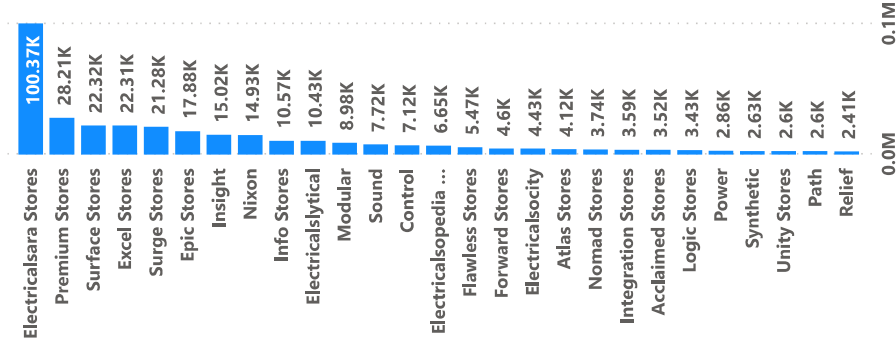
350.24K ₹142.22M

Sales Quantity

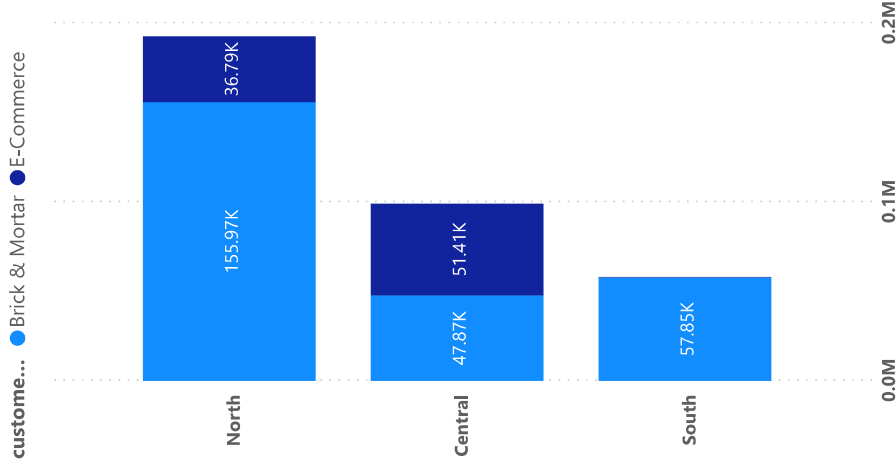
Revenue

Jan 20	Mar 20	May 20
Feb 20	Apr 20	Jun 20

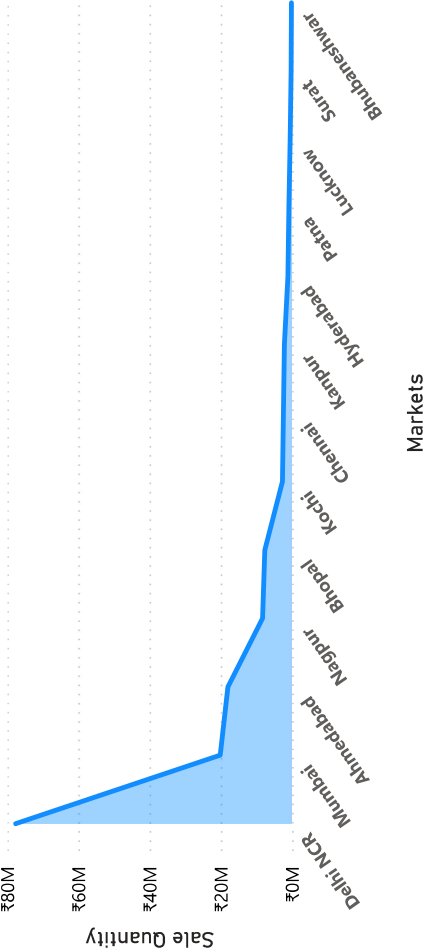
Sale Quantity of all Customers



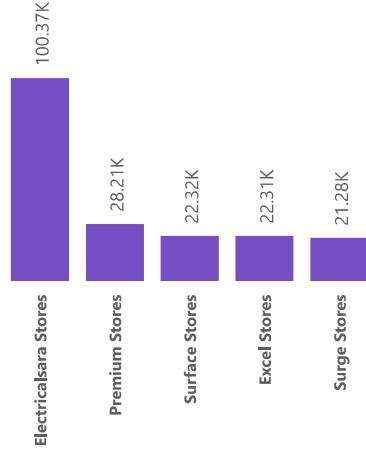
Sale Quantity of each Market



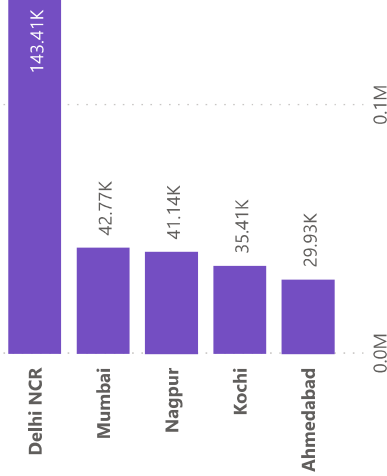
SaleQuantity vs market



Top 5 sale quantities of Customers



Top 5 sale quantities of Markets



year

2017201820192020

cy\_date

Jan 18

Feb 18

Mar 18

Apr 18

May 18

Jun 18

Jul 18

Aug 18

Sep 18

Oct 18

Nov 18

Dec 18

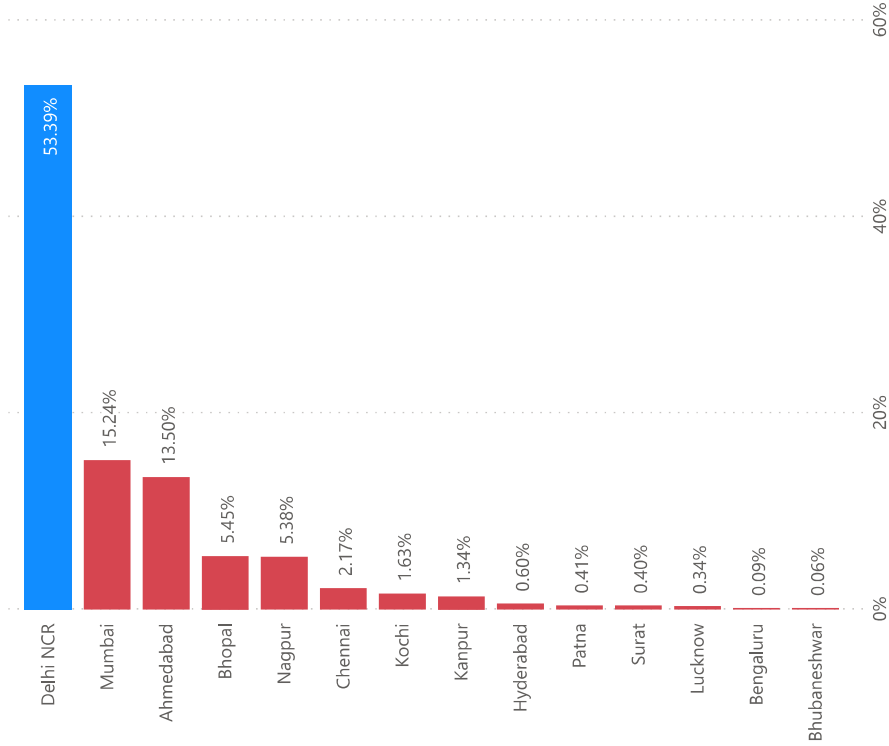
Target

25.00%

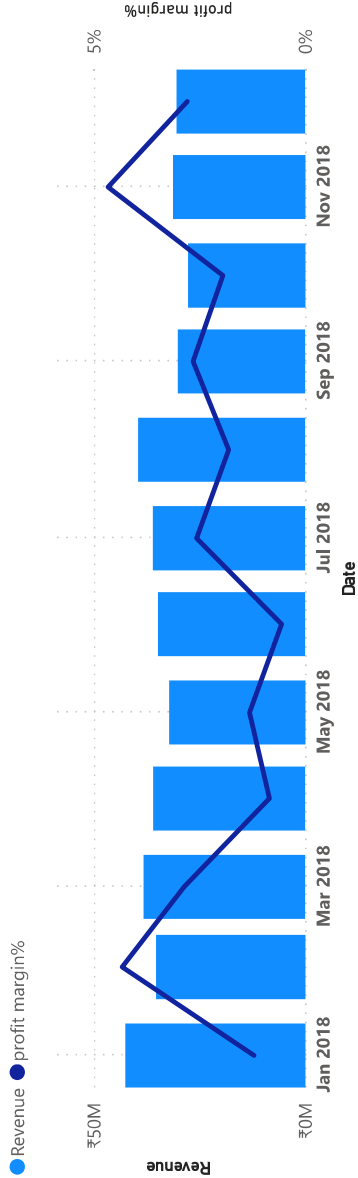
₹9.34M

Total Profit Margin

Revenue contribution% by markets



Revenue Trend



customer_name	Revenue	profit margin%	Profit margin contribution%	Revenue Contribution %
Acclaimed Stores	₹9,339,052.00	2.13%	2.13%	2.26%
All-Out	₹2,415,760.00	2.93%	0.76%	0.58%
Atlas Stores	₹6,349,578.00	2.83%	1.93%	1.53%
Control	₹15,003,105.00	1.65%	2.66%	3.63%
Electricalsara Stores	₹173,050,977.00	1.89%	35.12%	41.83%
Electricalsbea Stores	₹118,011.00	2.21%	0.03%	0.03%
Electricalslance Stores	₹569,105.00	1.96%	0.12%	0.14%
Electricalslytical	₹20,825,800.00	3.48%	7.77%	5.03%
Electricalsociety	₹9,299,125.00	5.98%	5.95%	2.25%
Electricalsopedia Stores	₹4,266,415.00	2.43%	1.11%	1.03%
Electricalsquipo Stores	₹716,350.00	10.52%	0.81%	0.17%
Total	₹413,687,163.00	2.26%	100.00%	100.00%

year

2017201820192020

cy\_date

Jan 18Feb 18Mar 18Apr 18May 18Jun 18Jul 18Sep 18Nov 18

Revenue

₹9.34M

₹413.69M

Total Profit Margin

profit % by markets

Profit contribution% by markets

Revenue contribution% by markets

Surat

Patna

Mumbai

Kochi

Bhopal

Nagpur

Delhi ...

Ahme...

Hyder...

Chennai

Bhuba...

Luckn...

Kanpur

Benga...

7.95%

3.86%

3.85%

3.66%

3.13%

2.88%

2.06%

1.57%

1.52%

0.09%

-0.20%

-3.85%

-3.86%

-20.78%

48.72%

25.96%

9.36%

7.57%

6.86%

2.64%

1.40%

0.70%

0.40%

0.08%

-0.01%

-0.59%

-0.83%

-2.29%

53.39%

15.24%

13.50%

5.45%

5.38%

2.17%

1.63%

1.34%

0.60%

0.41%

0.40%

0.34%

0.09%

0.06%

Revenue by Date

Revenue

₹45M

₹40M

₹35M

₹30M

₹25M

Jan 2018

Mar 2018

May 2018

Jul 2018

Sep 2018

Nov 2018

customer\_name

Revenue

profit margin%

Profit margin contribution%

Revenue Contribution %

Electricalsquipo Stores

Electricalsociety

Expression

Novus

Nixon

Flawless Stores

Propel

Logic Stores

Elite

Power

Leader

Electricalslytical

Premium Stores

Total

₹716,350.00

₹9,299,125.00

₹112,513.00

₹849,587.00

₹21,809,554.00

₹4,309,071.00

₹1,659,717.00

₹3,017,050.00

₹1,705,324.00

₹2,311,255.00

₹7,353,674.00

₹20,825,800.00

₹18,693,181.00

₹413,687,163.00

10.52%

5.98%

5.83%

5.14%

4.34%

4.28%

4.27%

4.09%

3.90%

3.71%

3.51%

3.48%

3.45%

2.26%

0.81%

5.95%

0.07%

0.47%

10.13%

1.97%

0.76%

1.32%

0.71%

0.92%

2.77%

7.77%

6.02%

100.00%

0.17%

2.25%

0.03%

0.21%

5.27%

1.04%

0.40%

0.73%

0.41%

0.56%

1.78%

5.03%

4.50%

100.00%