

\$985M

Revenue

2M

Sales\_Quantity

2017

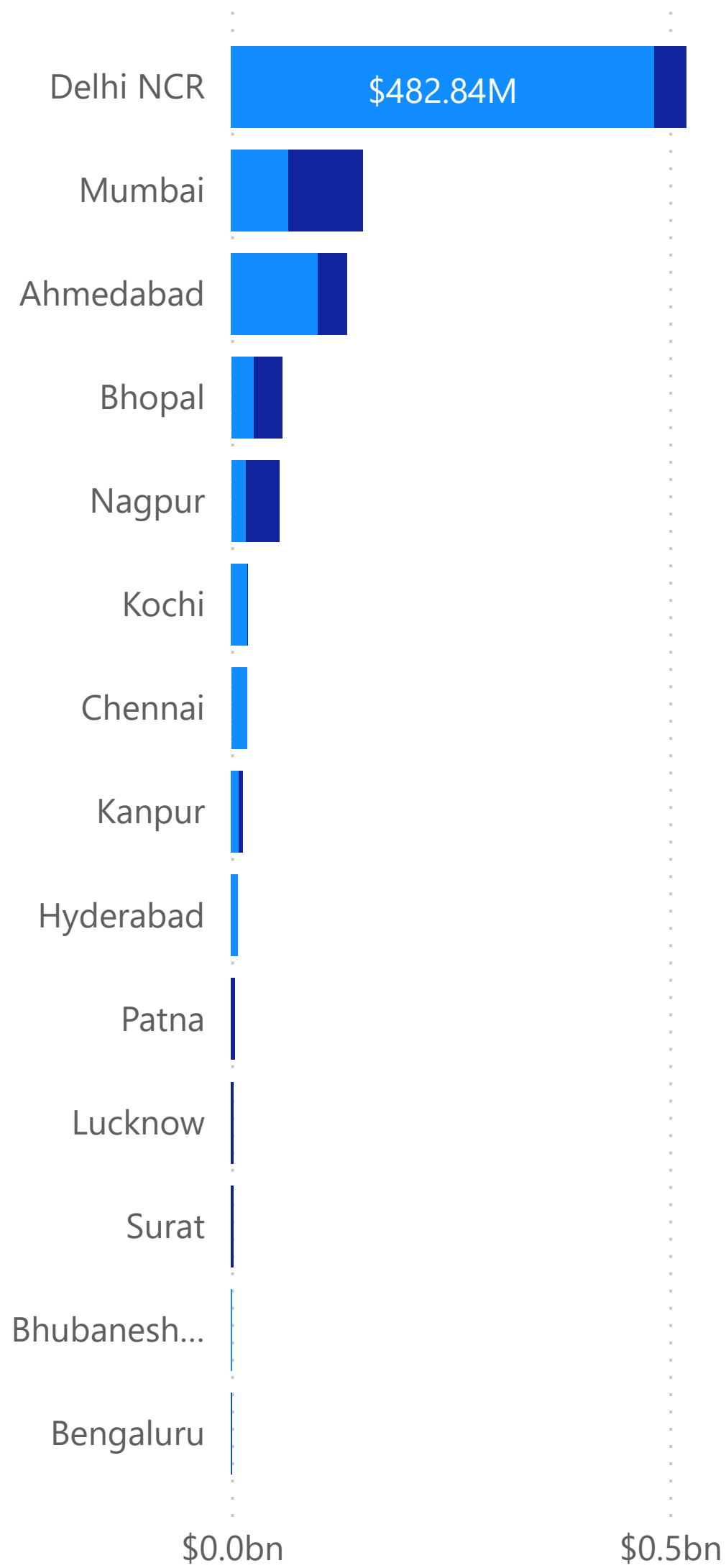
2018

2019

2020

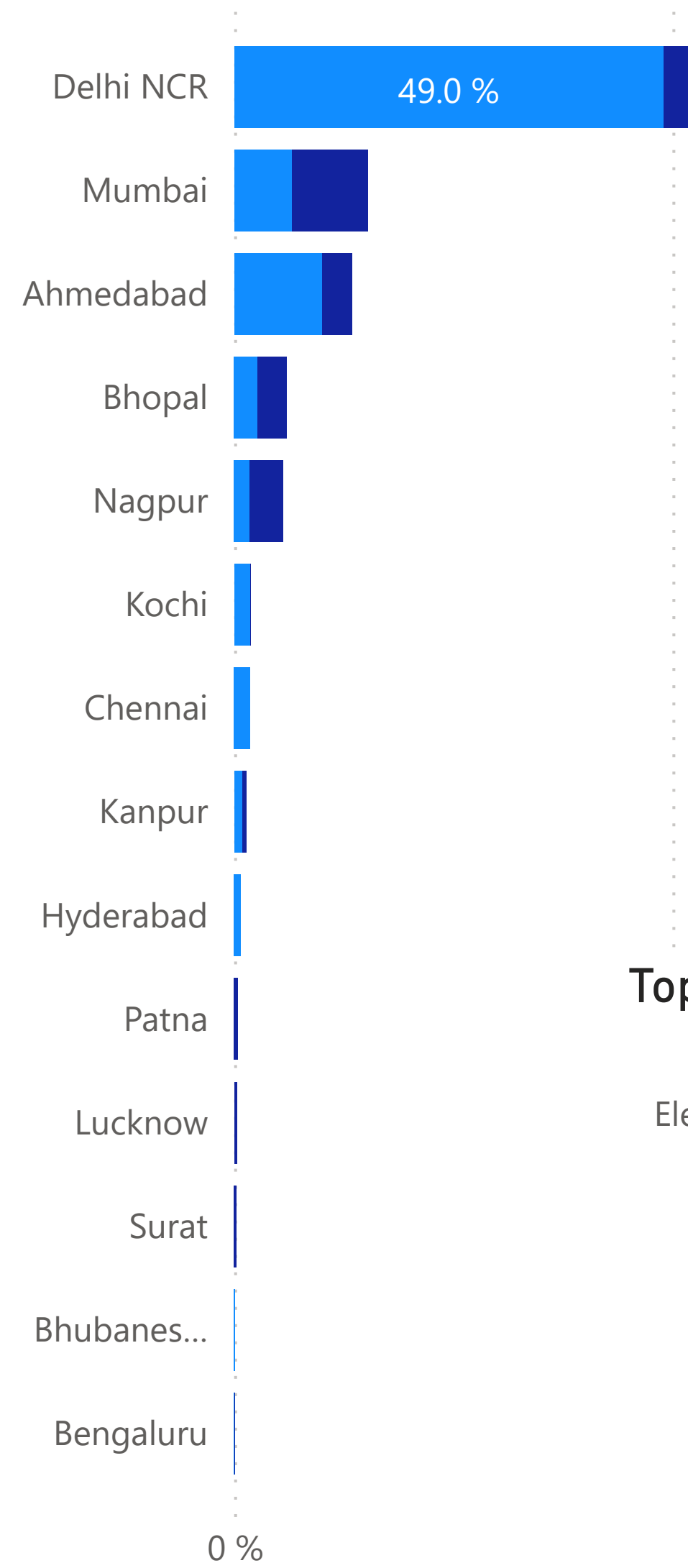
## Revenue by Region

custom... Brick & Mortar E-Commerce

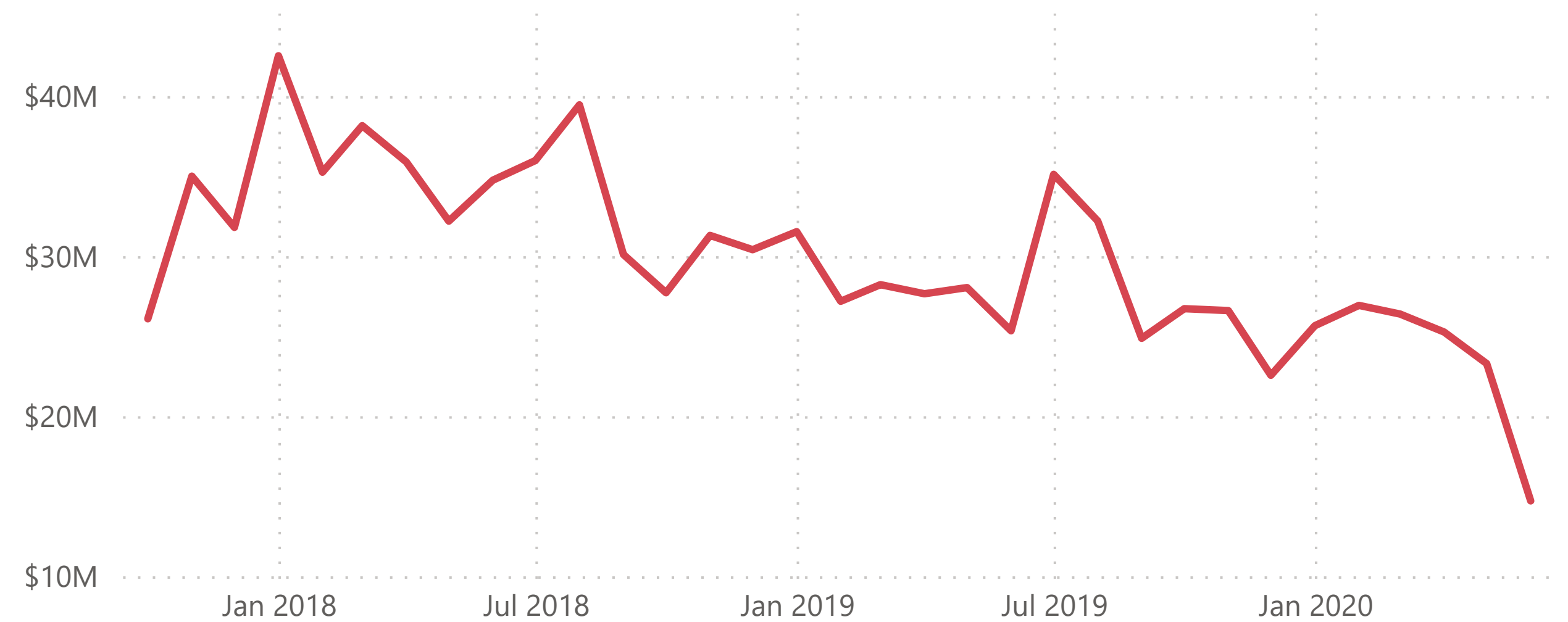


## Revenue % Contribution

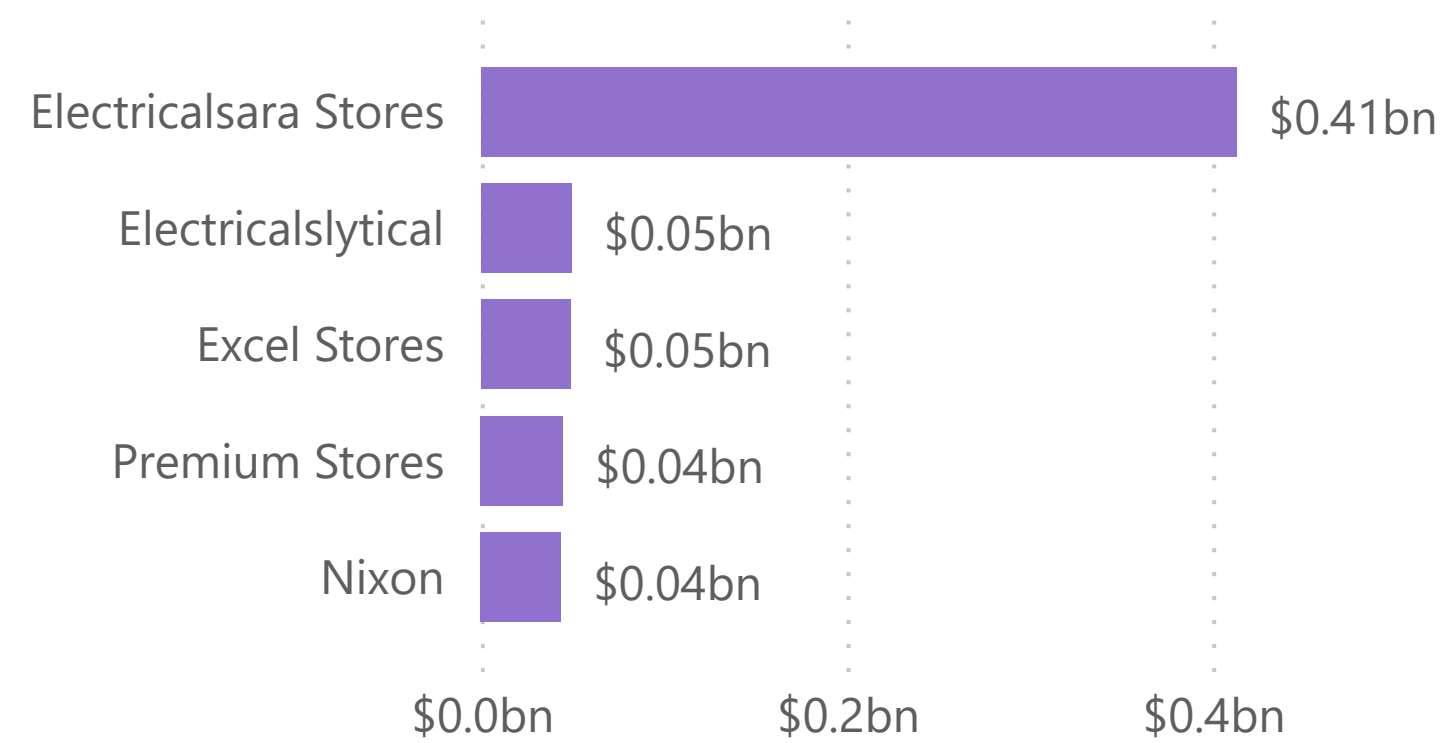
custom... Brick & Mortar E-Commerce



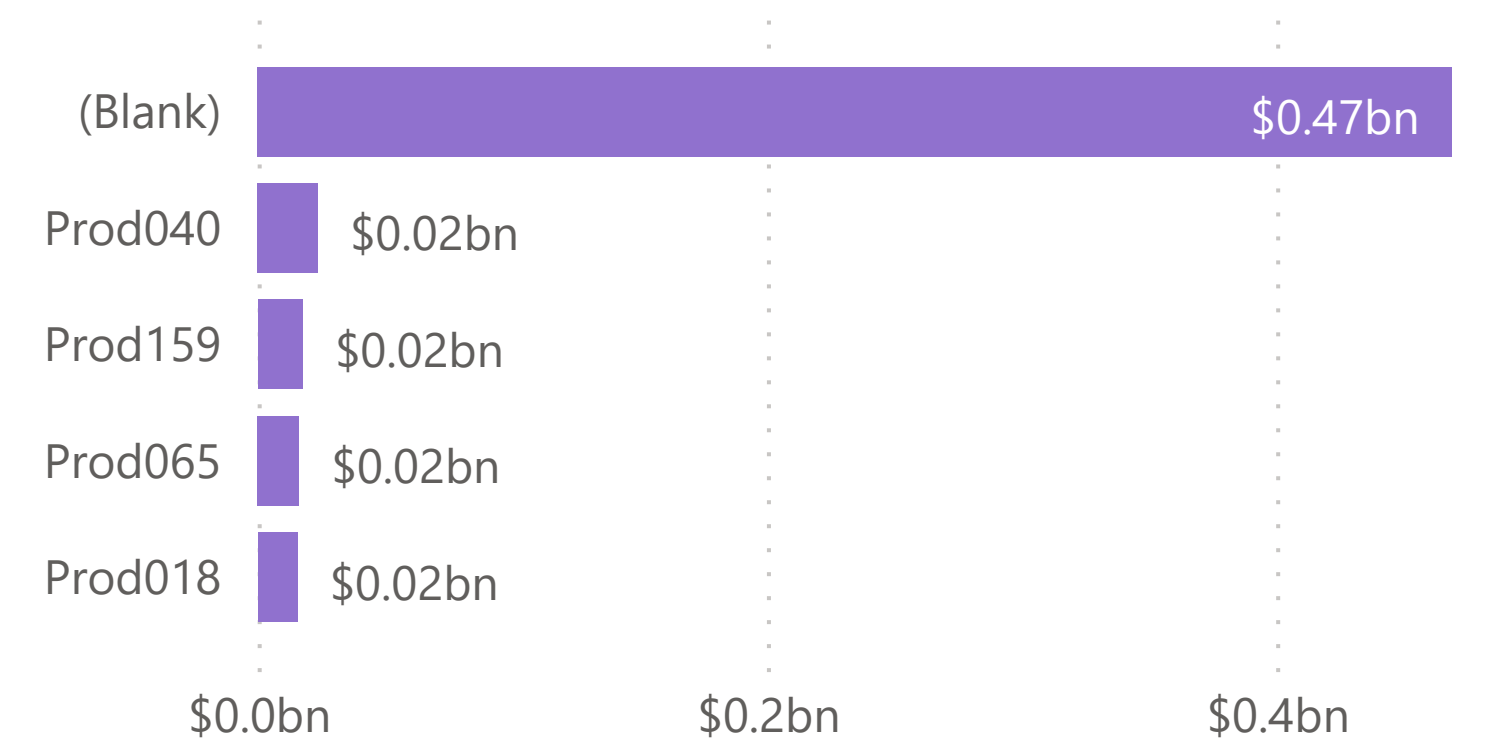
## Revenue Trend



## Top 5 Customers by Revenue



## Top 5 Products by Revenue





19.4M

Total Profit

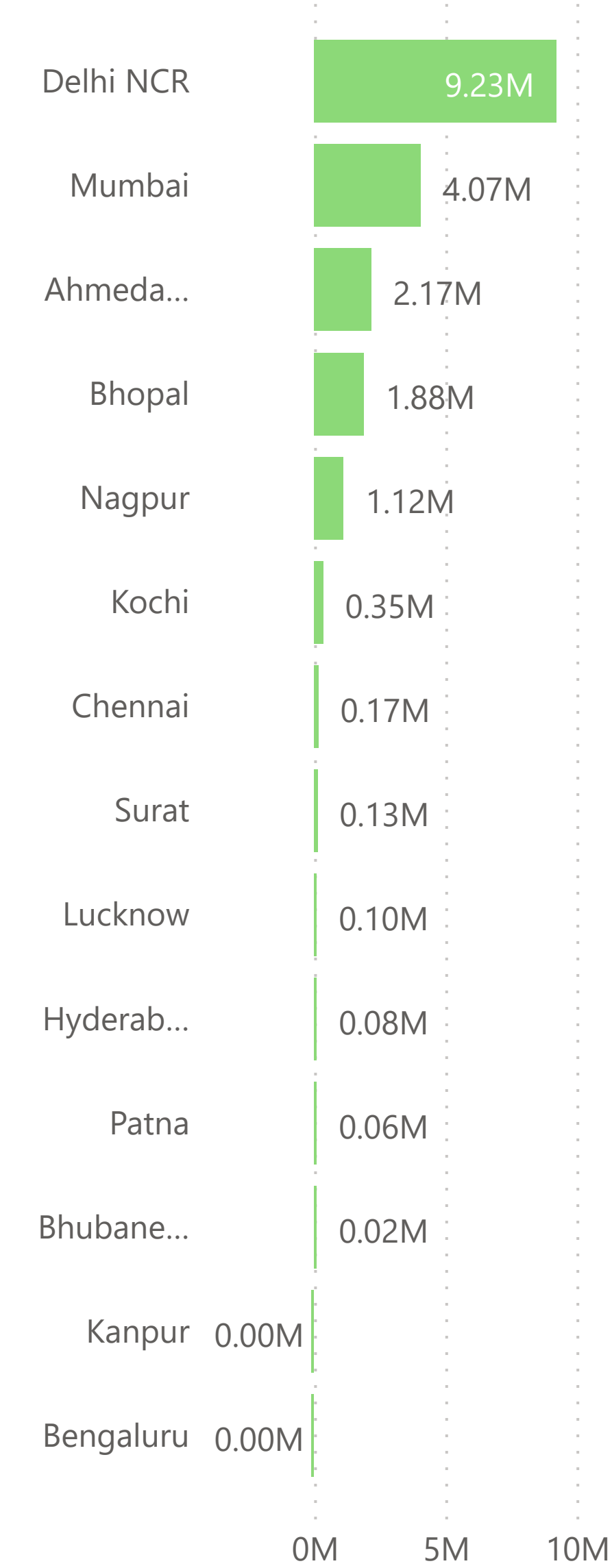
2017

2018

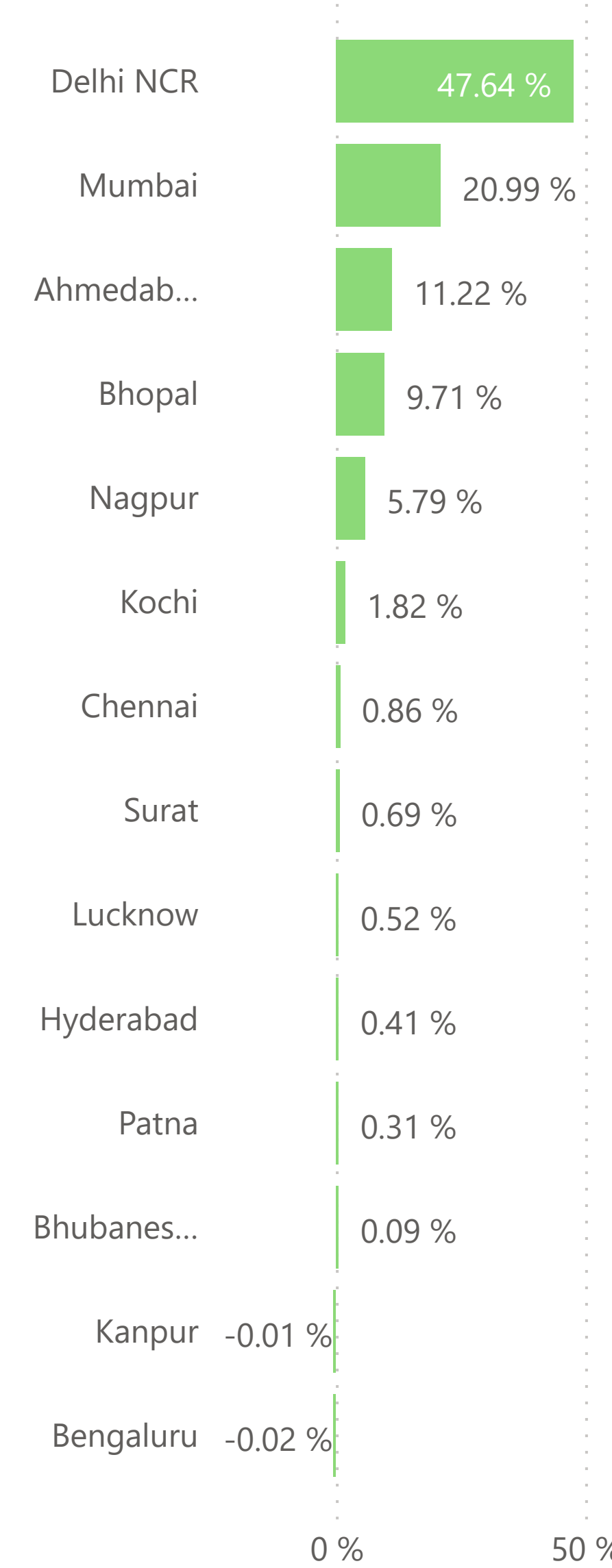
2019

2020

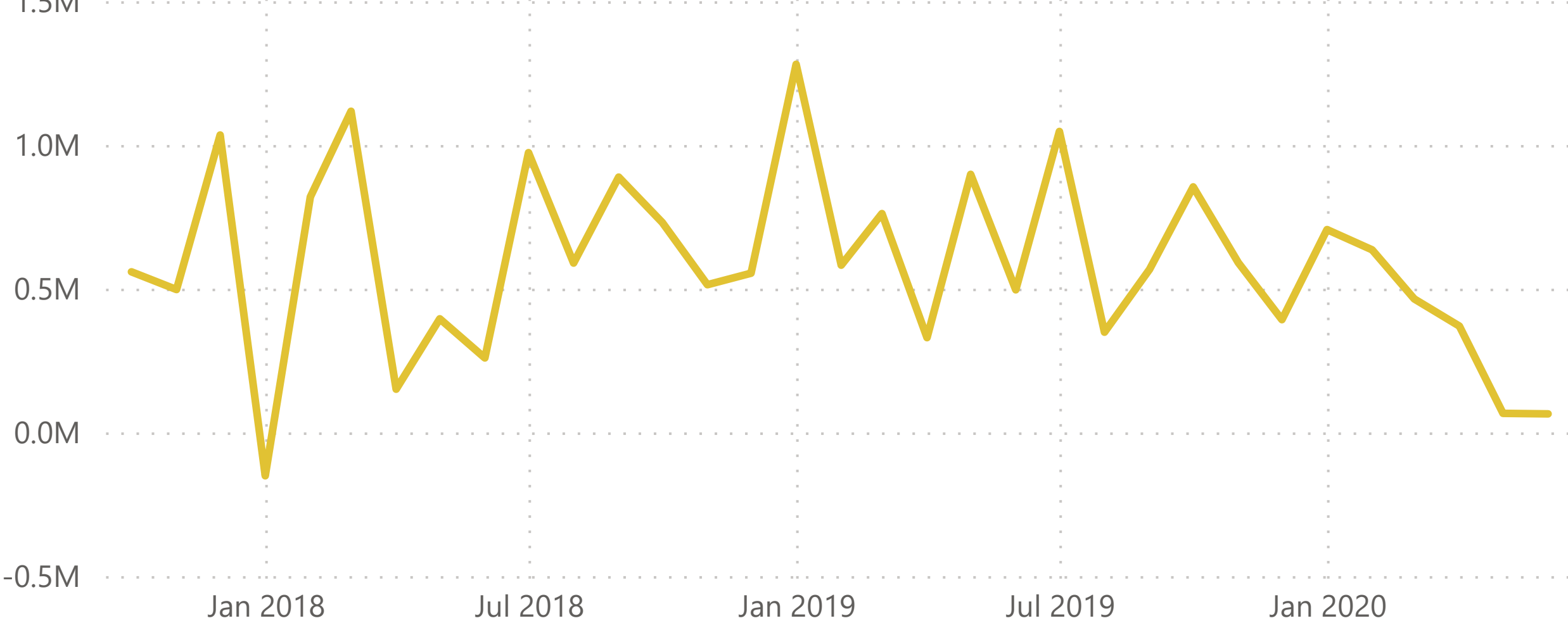
Profit by Region



Profit % by Region



Profit Trend



custmer_name	Revenue	Revenue Contribution %	Total Profit	Total Margin Contribution %	Total Profit %
Electricalsara Stores	\$413,333,588.00	42.0 %	7,253,098.10	37.4 %	1.8 %
Electricalslytical	\$49,644,189.00	5.0 %	1,485,177.88	7.7 %	3.0 %
Nixon	\$43,893,083.00	4.5 %	1,258,523.80	6.5 %	2.9 %
Leader	\$16,529,970.00	1.7 %	1,202,604.55	6.2 %	7.3 %
Premium Stores	\$44,906,666.00	4.6 %	777,712.06	4.0 %	1.7 %
Electricalsocity	\$17,489,935.00	1.8 %	622,819.99	3.2 %	3.6 %
Excel Stores	\$49,115,620.00	5.0 %	556,256.16	2.9 %	1.1 %
Control	\$31,771,997.00	3.2 %	493,326.08	2.5 %	1.6 %
Forward Stores	\$21,026,079.00	2.1 %	455,298.44	2.3 %	2.2 %
Total	\$984,813,463.00	100.0 %	19,382,979.22	100.0 %	2.0 %

\$142M

Revenue

2.3M

Total Profit

Profit Target

2.0 %

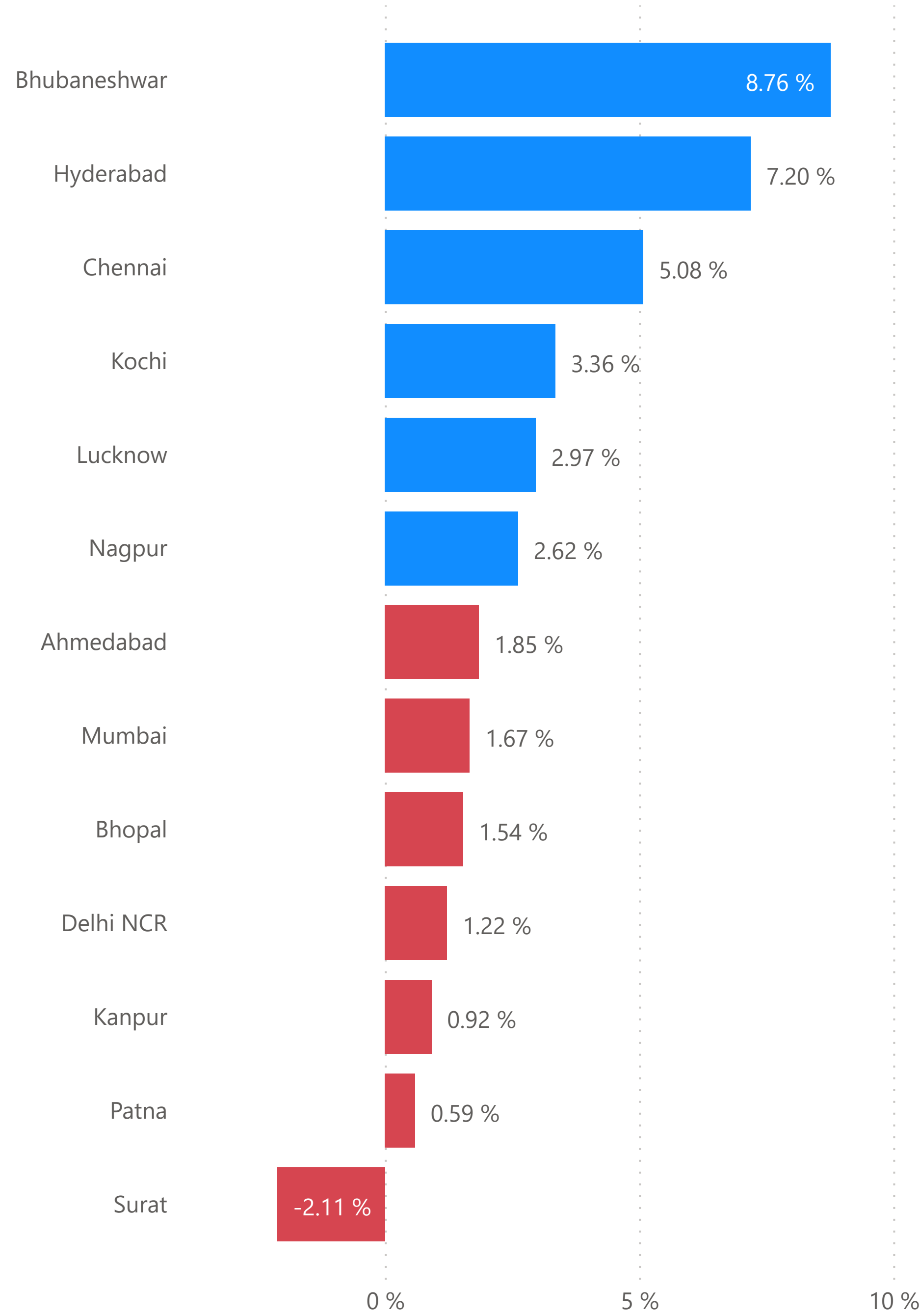
2017

2018

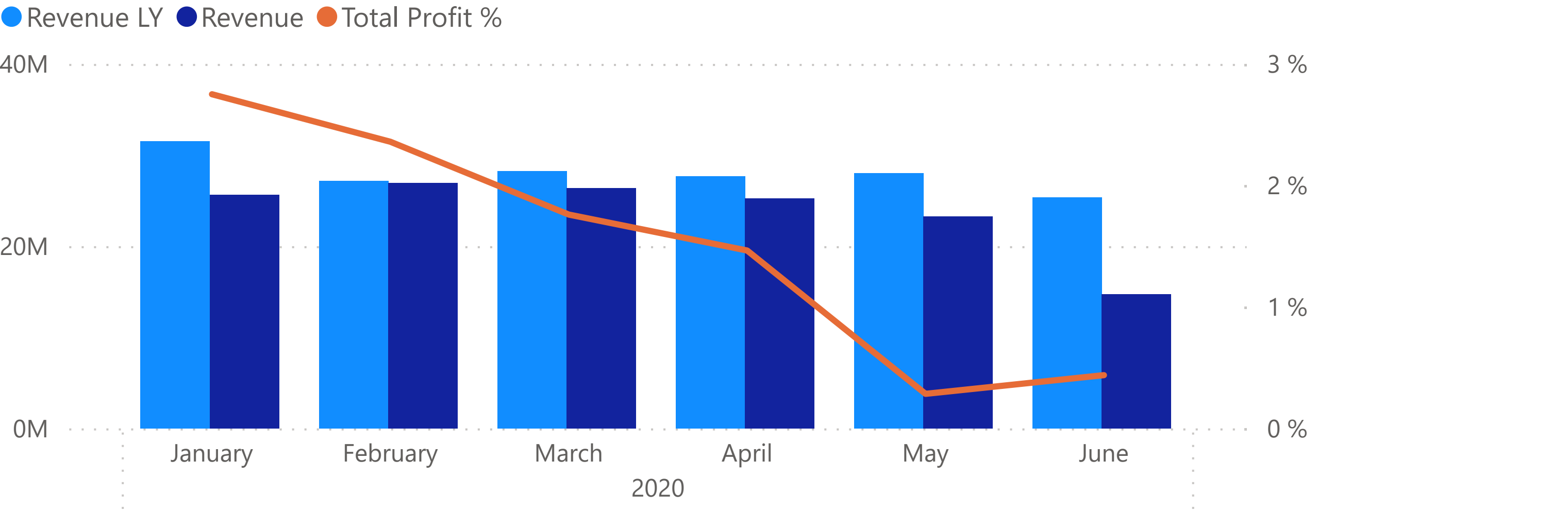
2019

2020

Profit by Region



Profit Trend



custmer_name	Revenue	Revenue Contribution %	Total Profit	Total Margin Contribution %	Total Profit %
Electricalsara Stores	\$65,641,977.00	46.2 %	731,163.74	31.7 %	1.1 %
Excel Stores	\$7,928,385.00	5.6 %	209,852.14	9.1 %	2.6 %
Info Stores	\$5,064,374.00	3.6 %	202,431.97	8.8 %	4.0 %
Surge Stores	\$3,953,600.00	2.8 %	196,878.67	8.5 %	5.0 %
Acclaimed Stores	\$3,116,384.00	2.2 %	134,484.91	5.8 %	4.3 %
Modular	\$2,453,519.00	1.7 %	112,860.23	4.9 %	4.6 %
Leader	\$1,671,901.00	1.2 %	99,966.46	4.3 %	6.0 %
Forward Stores	\$2,560,961.00	1.8 %	99,735.29	4.3 %	3.9 %
Nomad Stores	\$1,978,550.00	1.4 %	78,435.24	3.4 %	4.0 %
Total	\$142,224,545.00	100.0 %	2,305,896.16	100.0 %	1.6 %