

₹985M

Revenue

2M

Sales Qty

year

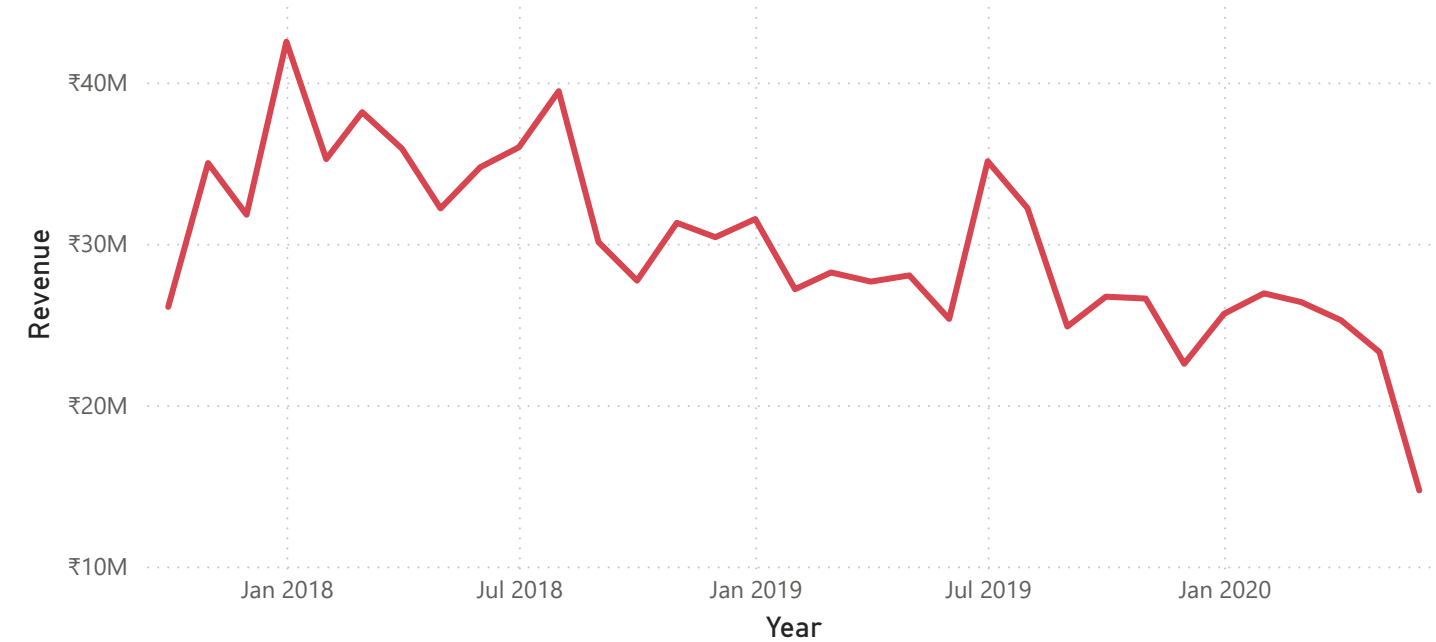
2017	2018	2019	2020
------	------	------	------

cy_date

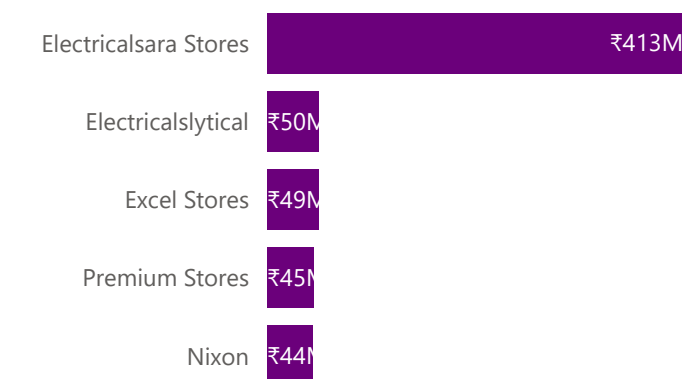
Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18
--------	--------	--------	--------	--------	--------	--------	--------	--------	--------



Revenue Trend



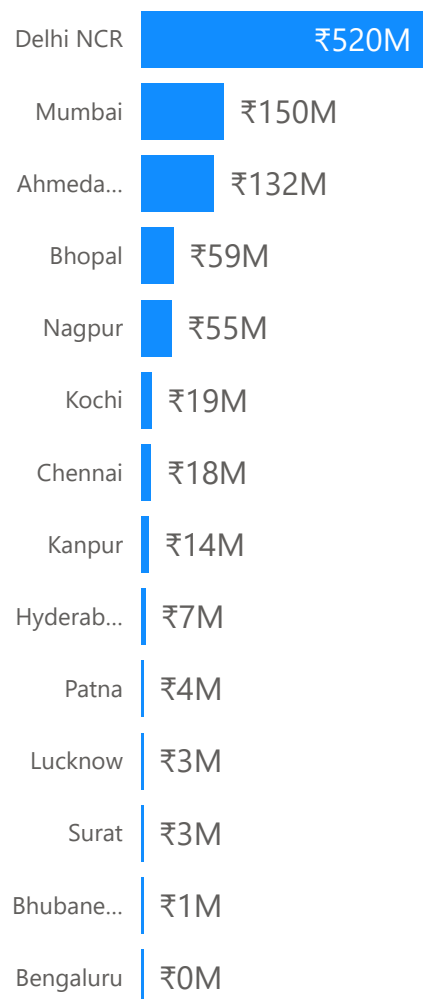
Top 5 Customers



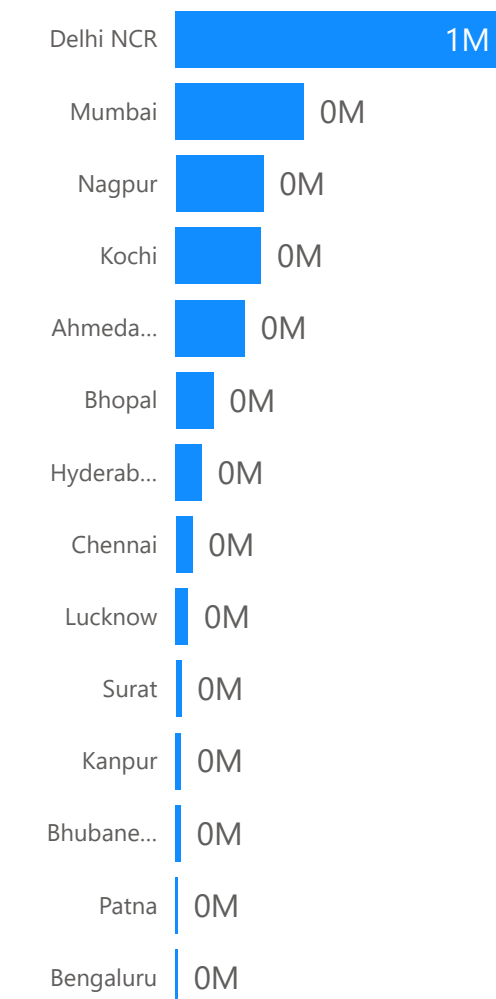
Top 5 Products



Revenue by Markets



Sales Qty by Markets



₹985M

Revenue

2M

Sales Qty

24.7M

Total Profit Margin

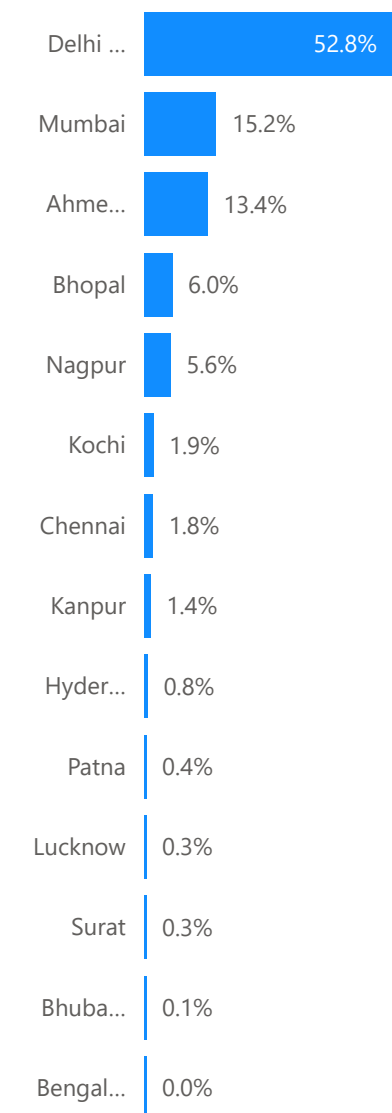
year

2017	2018	2019	2020
------	------	------	------

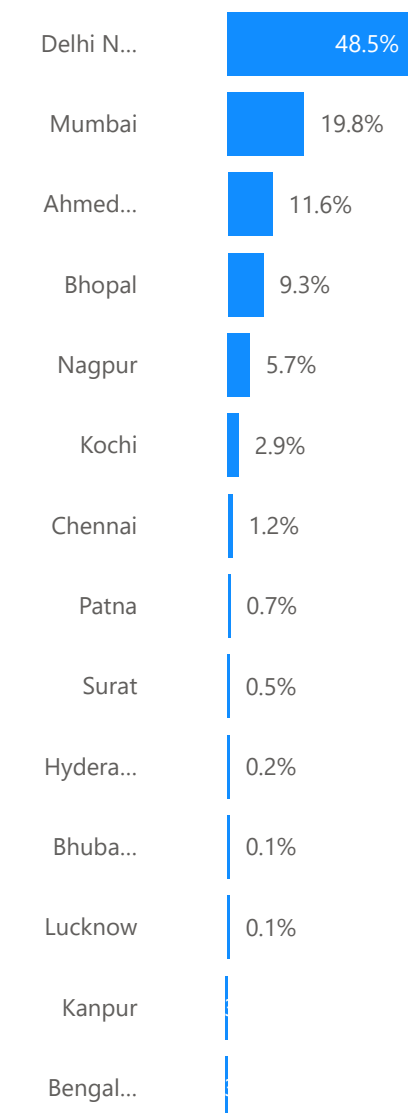
cy_date

Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	>
--------	--------	--------	--------	--------	--------	---

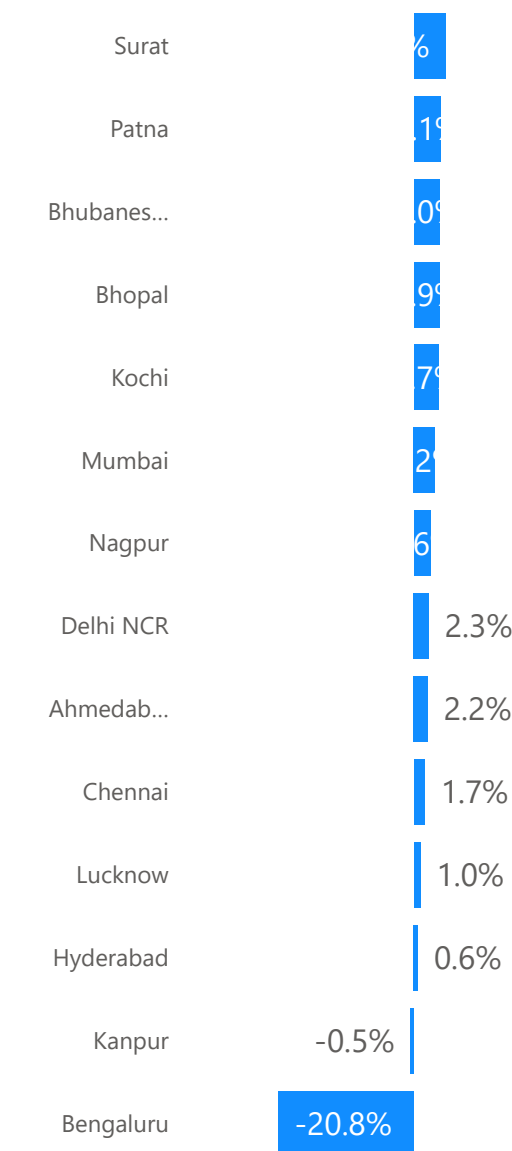
Revenue contribution % by Markets



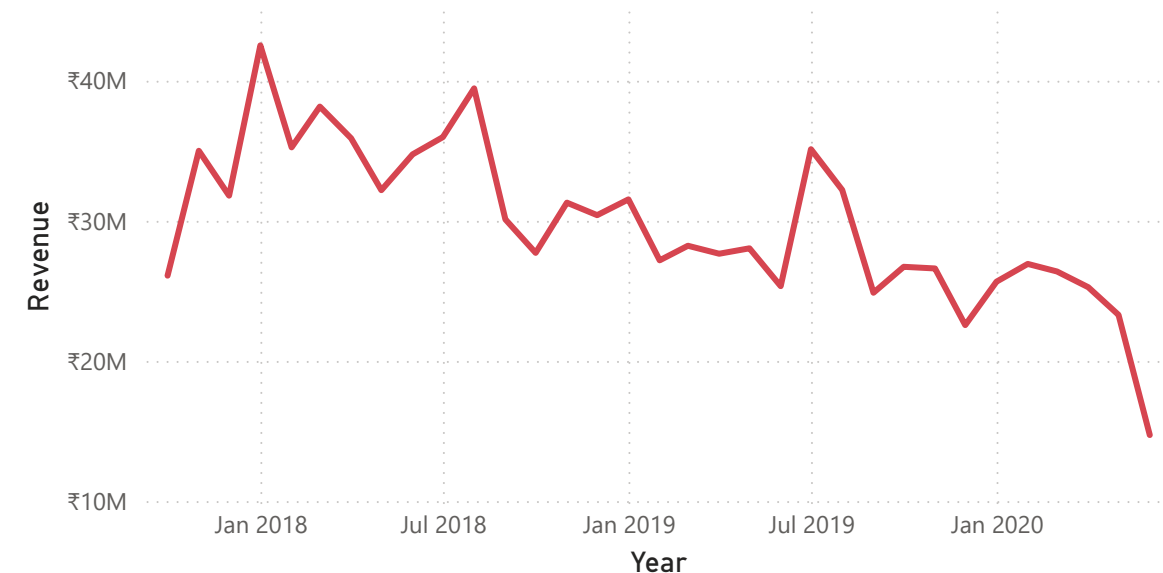
Profit Contribution % by Markets



Profit % by Markets



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %
Acclaimed Stores	₹21,196,727	2.2%	1.3%
All-Out	₹6,068,432	0.6%	0.6%
Atlas Stores	₹16,666,713	1.7%	1.2%
Control	₹31,771,997	3.2%	3.3%
Electricalsara Stores	₹413,333,588	42.0%	37.7%
Electricalsbea Stores	₹336,367	0.0%	0.0%
Electricalslance Stores	₹1,868,461	0.2%	-0.2%
Electricalslytical	₹49,644,189	5.0%	6.8%
Electricalsocity	₹17,489,935	1.8%	2.9%
Electricalsopedia Stores	₹10,281,203	1.0%	1.3%
Electricalsquipo Stores	₹1,330,361	0.1%	0.4%
Elite	₹4,837,239	0.5%	0.9%
Epic Stores	₹18,750,440	1.9%	1.3%
Excel Stores	₹49,115,620	5.0%	2.8%
Expression	₹430,368	0.0%	0.1%
Flawless Stores	₹9,156,412	0.9%	1.3%
Total	₹984,813,463	100.0%	100.0%

₹985M

Revenue

2M

Sales Qty

24.7M

Total Profit Margin

Profit Target

0%

year

2017

2018

2019

2020

cy_date

Jun 17

Jul 17

Aug 17

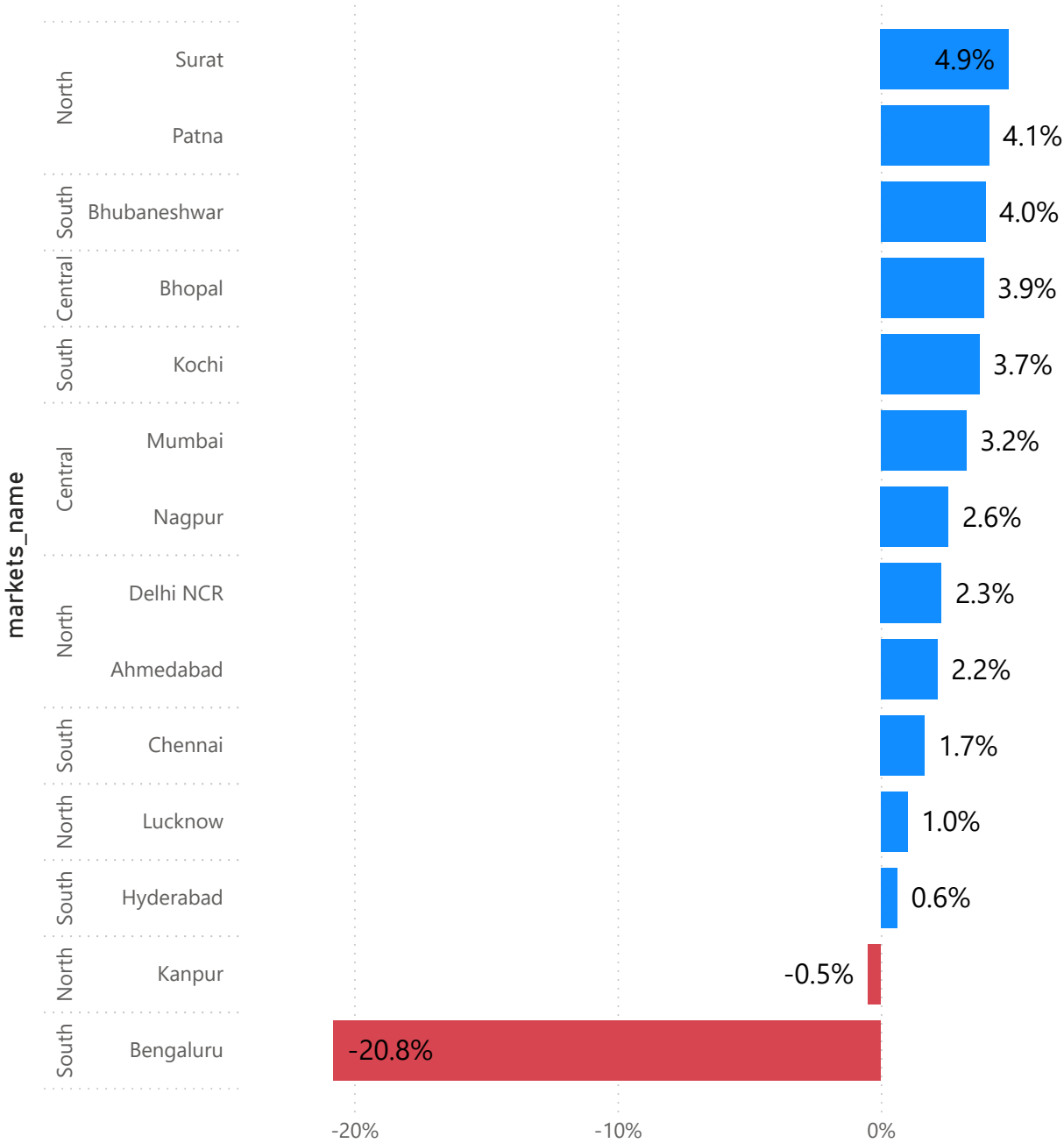
Sep 17

Oct 17

Nov 17

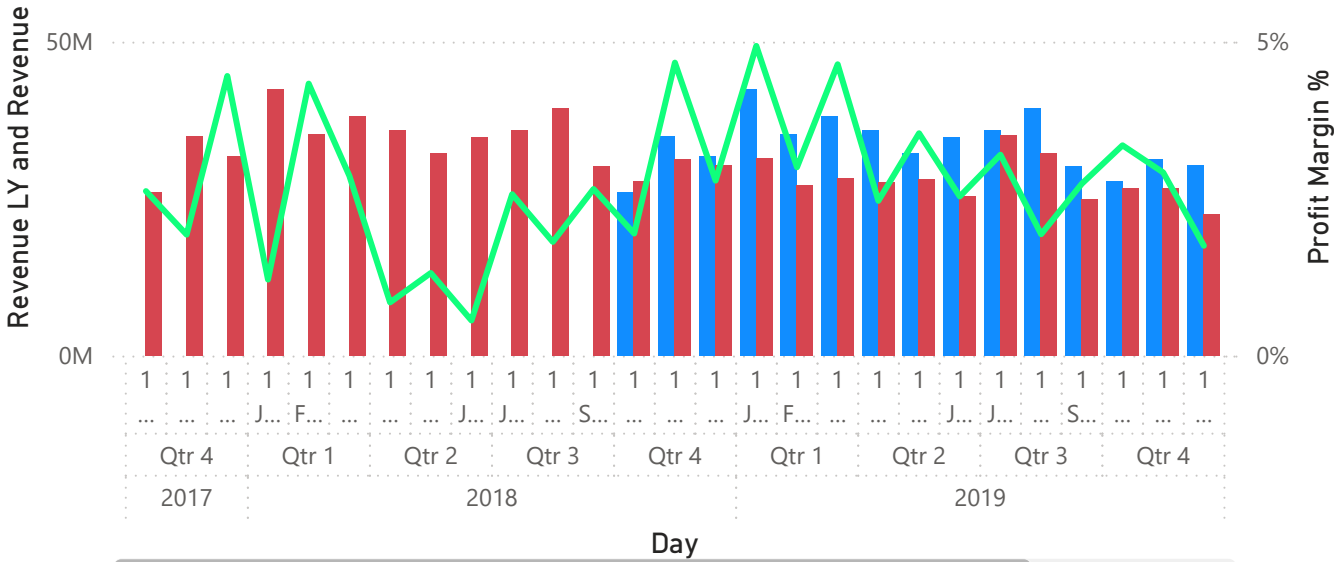
>

Revenue Contribution % by Market



Revenue Trend

Revenue LY Revenue Profit Margin %



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin
Electricalsara Stores	₹413,333,588	42.0%	37.7%	2.3
Electricalslytical	₹49,644,189	5.0%	6.8%	3.4
Excel Stores	₹49,115,620	5.0%	2.8%	1.4
Premium Stores	₹44,906,666	4.6%	4.3%	2.3
Nixon	₹43,893,083	4.5%	7.2%	4.1
Info Stores	₹35,100,033	3.6%	1.3%	0.9
Control	₹31,771,997	3.2%	3.3%	2.6
Surge Stores	₹28,648,916	2.9%	2.7%	2.3
Acclaimed Stores	₹21,196,727	2.2%	1.3%	1.5
Forward Stores	₹21,026,079	2.1%	2.3%	2.7
Epic Stores	₹18,750,440	1.9%	1.3%	1.8
Nomad Stores	₹17,739,351	1.8%	2.1%	2.9
Electricalslytical	₹17,400,035	1.8%	2.0%	4.1
Total	₹984,813,463	100.0%	100.0%	2.5