

₹985M

Revenue

2M

Sales Qty

Sales Insights

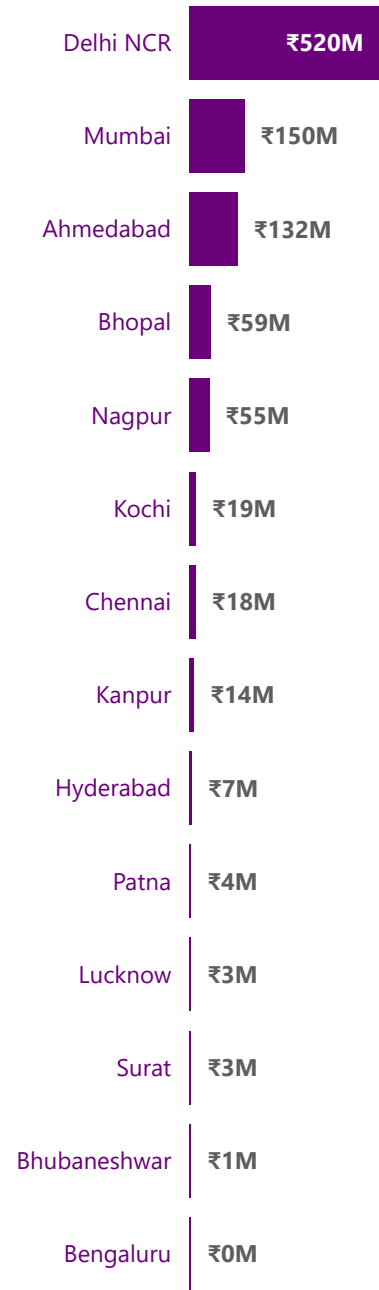
2017

2018

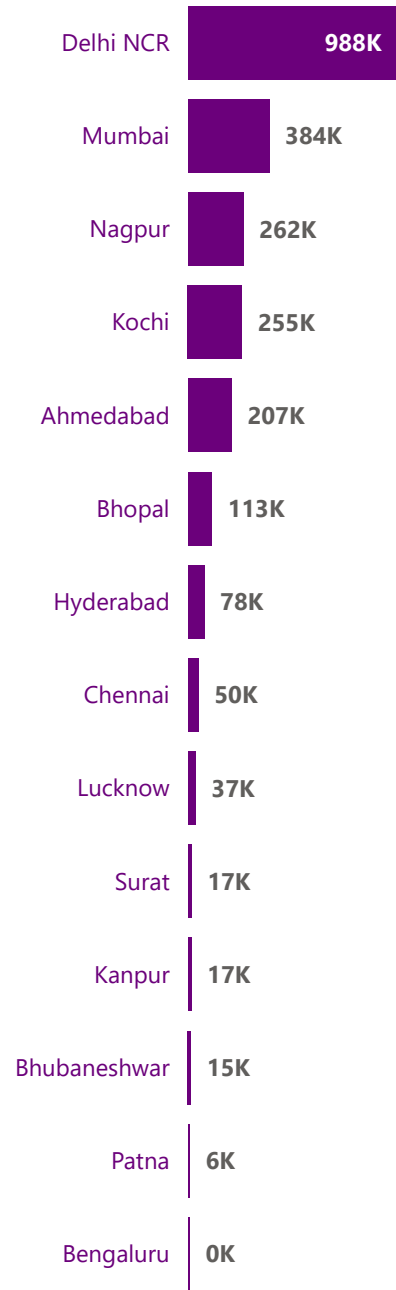
2019

2020

Revenue by Markets



Sales Qty by Markets



Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

Jan 18

Feb 18

Mar 18

Apr 18

May 18

Jun 18

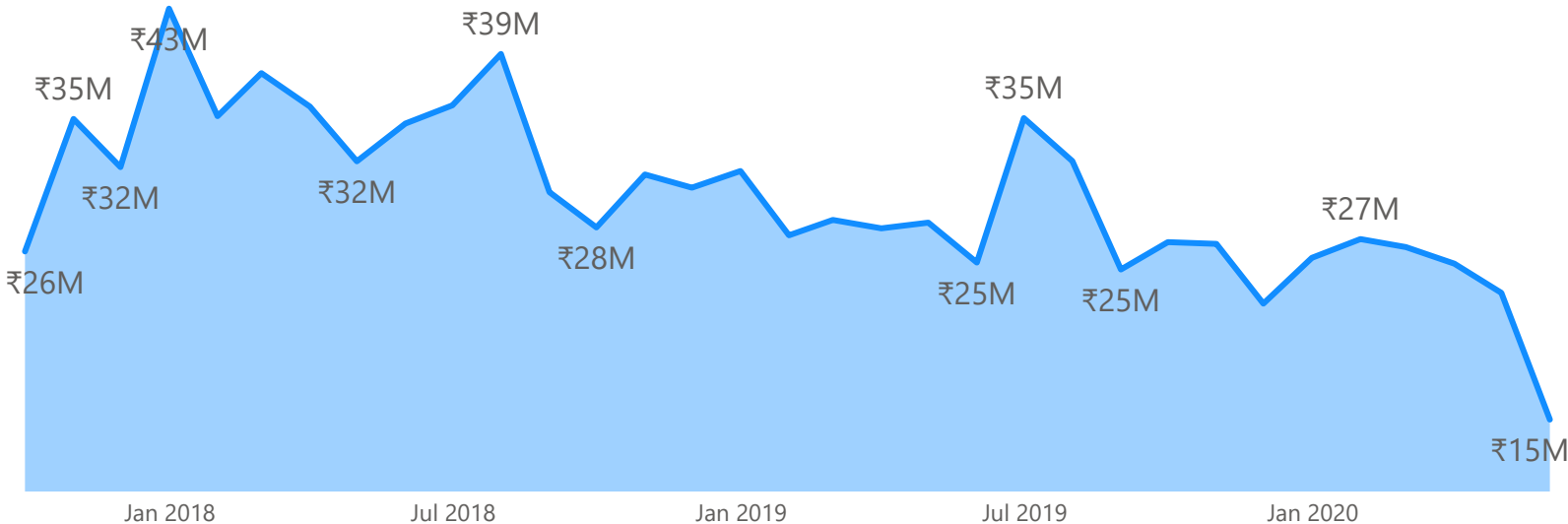
Jul 18

Aug 18

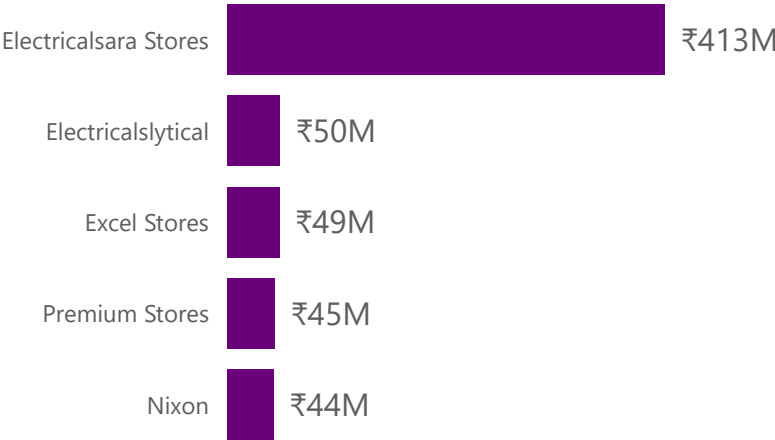
Sep 18



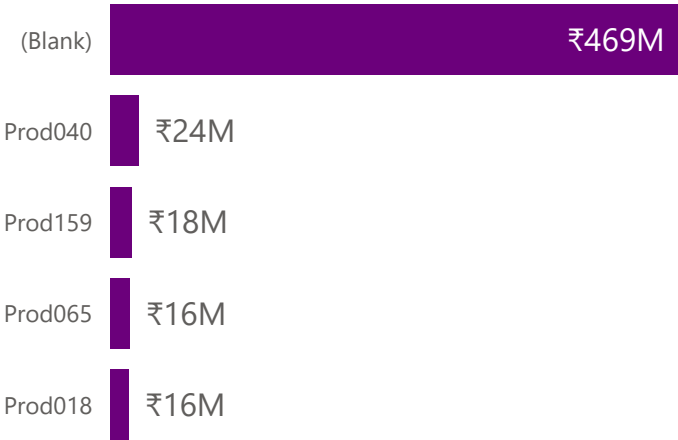
Revenue Trend



Top 5 Customers



Top 5 Products



₹985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

2017

2018

2019

2020

Jun
17

Jul
17

Aug
17

Sep
17

Oct
17

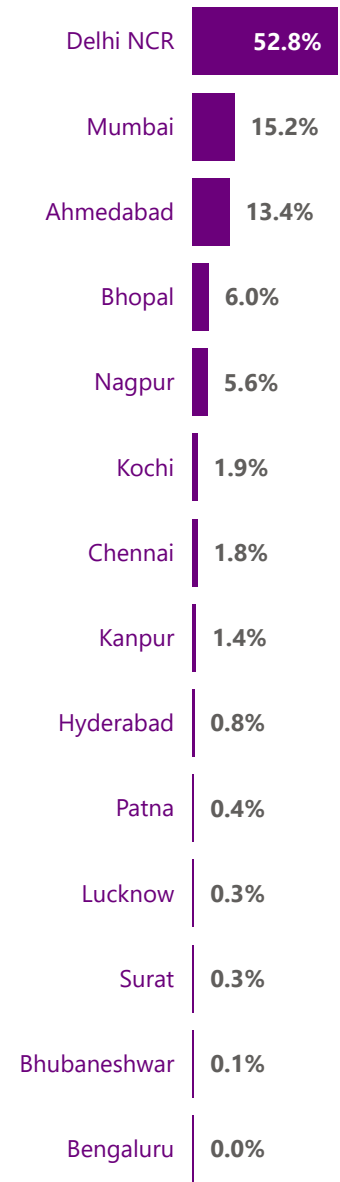
Nov
17

Dec
17

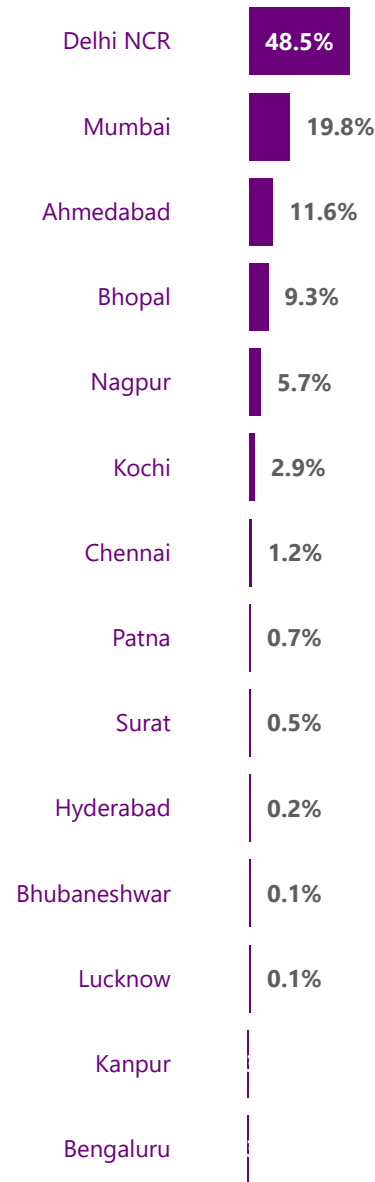
Jan
18



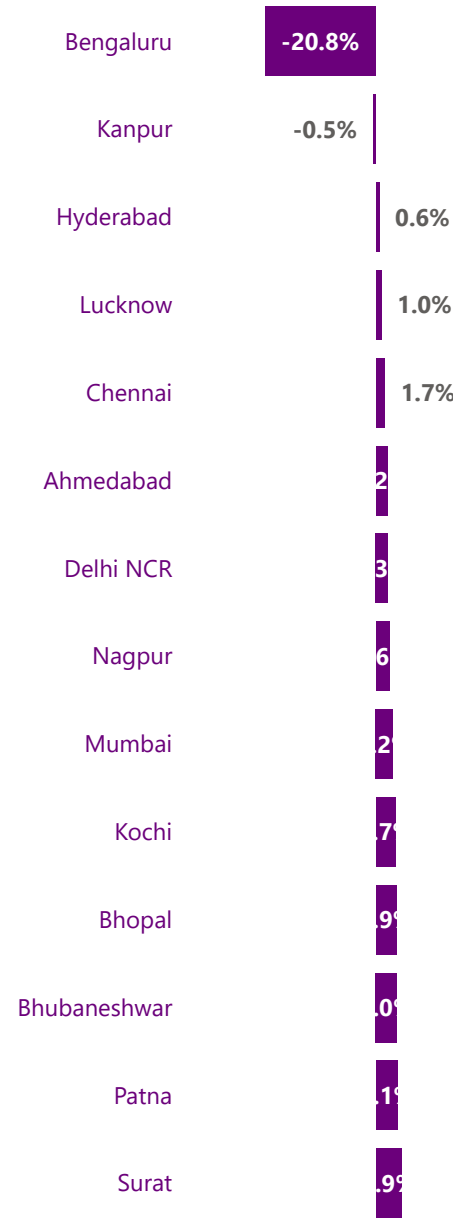
Revenue Contribution %
by Market



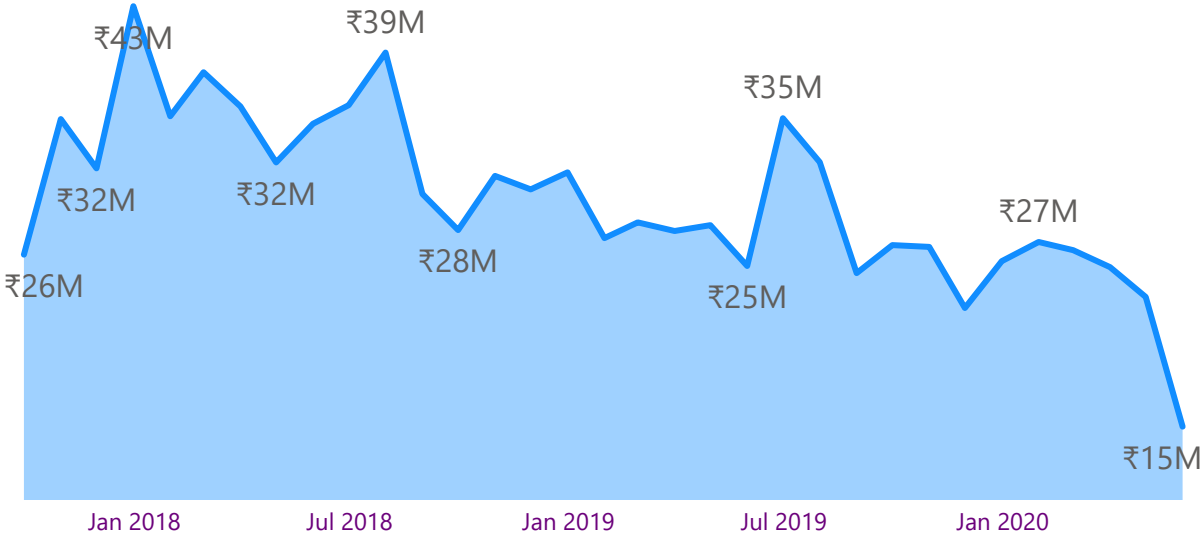
Profit Contribution % by
Market



Profit % by market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.5%
All-Out	₹60,68,432	0.6%	0.6%	2.5%
Atlas Stores	₹1,66,66,713	1.7%	1.2%	1.8%
Control	₹3,17,71,997	3.2%	3.3%	2.6%
Electricalsara Stores	₹41,33,33,588	42.0%	37.7%	2.3%
Electricalsbea Stores	₹3,36,367	0.0%	0.0%	0.8%
Electricalslance Stores	₹18,68,461	0.2%	-0.2%	-2.0%
Electricalslytical	₹4,96,44,189	5.0%	6.8%	3.4%
Electricalsocity	₹1,74,89,935	1.8%	2.9%	4.1%
Electricalsopedia Stores	₹1,02,81,203	1.0%	1.3%	3.2%
Electricalsquipo Stores	₹13,30,361	0.1%	0.4%	6.6%
Elite	₹48,37,239	0.5%	0.9%	4.4%
Epic Stores	₹1,87,50,440	1.9%	1.3%	1.8%
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.4%
Total	₹98,48,68,963	100.0%	100.0%	2.5%

₹985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

Profit Target



2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

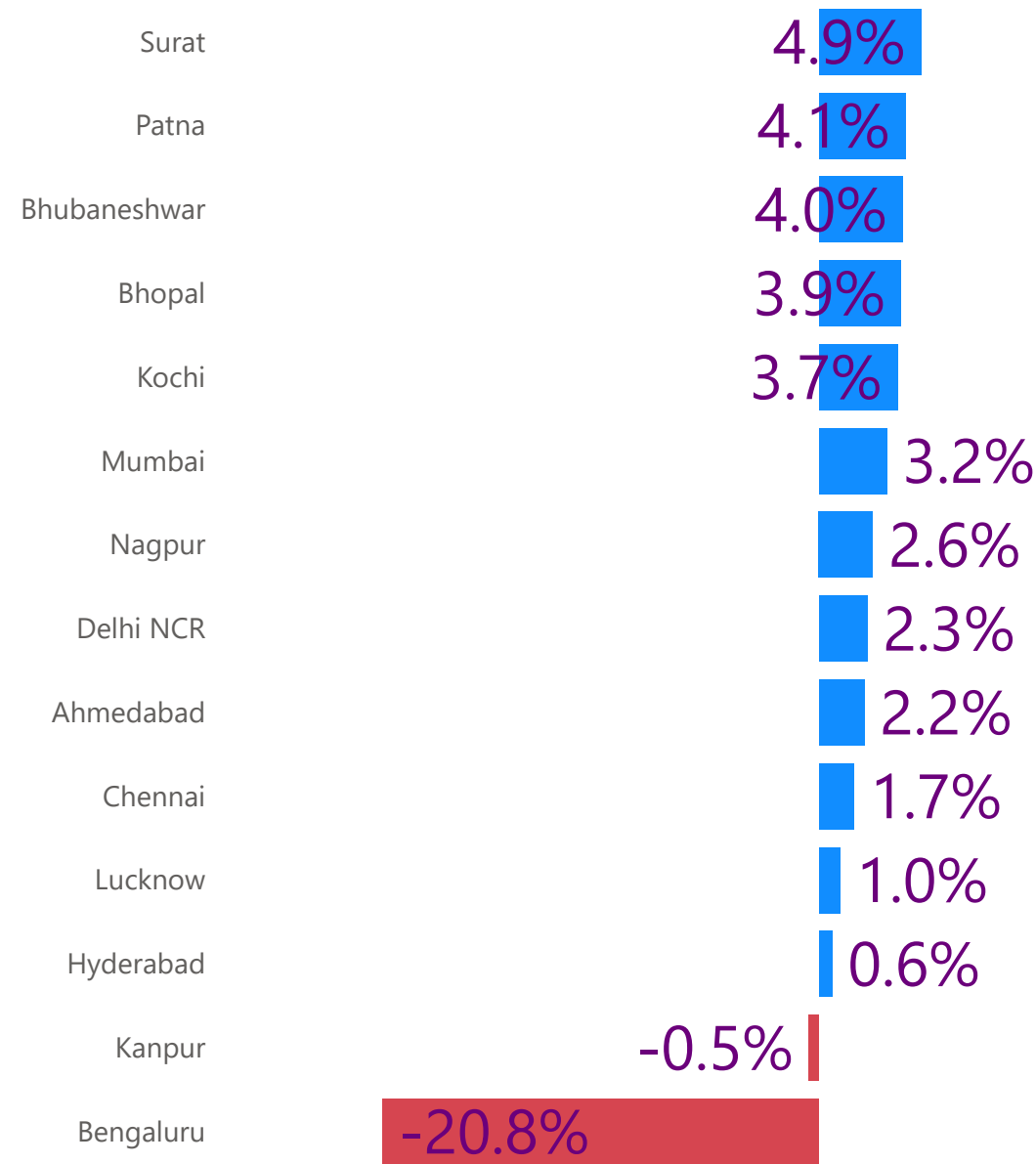
Jan 18

Feb 18

Mar 18

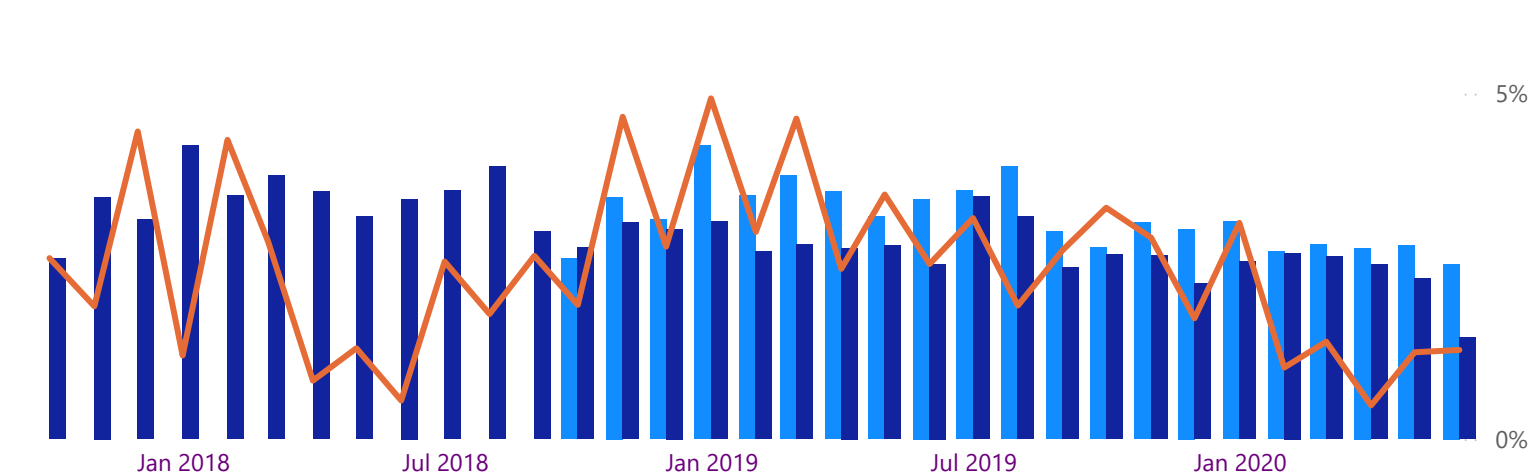


Revenue Contribution % by Market



Revenue Trend

Revenue LY Revenue Profit Margin %



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Zone	₹50,67,349	0.5%	0.2%	1.2%
Unity Stores	₹1,25,89,257	1.3%	0.9%	1.8%
Synthetic	₹61,73,068	0.6%	0.4%	1.4%
Surge Stores	₹2,86,48,916	2.9%	2.7%	2.3%
Surface Stores	₹1,52,42,562	1.5%	2.0%	3.2%
Sound	₹49,66,707	0.5%	0.8%	4.0%
Sage	₹22,52,506	0.2%	0.1%	1.5%
Relief	₹52,30,158	0.5%	0.7%	3.3%
Propel	₹41,83,862	0.4%	0.6%	3.3%
Premium Stores	₹4,49,62,166	4.6%	4.3%	2.3%
Power	₹57,27,123	0.6%	1.4%	6.2%
Path	₹1,29,95,938	1.3%	0.9%	1.6%
Novus	₹23,59,799	0.2%	0.3%	3.2%
Nomad Stores	₹1,77,39,351	1.8%	2.1%	2.9%
Total	₹98,48,68,963	100.0%	100.0%	2.5%