

**Total\_Revenue**  
**986.62M**

Sum of Calculation1.  
The data is filtered on  
Action  
(Blank,MONTH(Cy  
Date)), Action  
(Blank,YEAR(Cy  
Date)), Action  
(Markets Name),  
Action (Custmer  
Name), Action  
(Product Code) and  
Action (Customer  
Type). The Action  
(Blank,MONTH(Cy  
Date)) filter keeps 12  
members. The Action  
(Blank,YEAR(Cy Date))  
filter keeps 4  
members. The Action  
(Markets Name) filter  
keeps 16 members.  
The Action (Custmer  
Name) filter keeps 38  
members. The Action  
(Product Code) filter  
keeps 339 members.  
The Action (Customer  
Type) filter keeps 2  
members.

**Sales\_quantity**  
**2,444.42K**

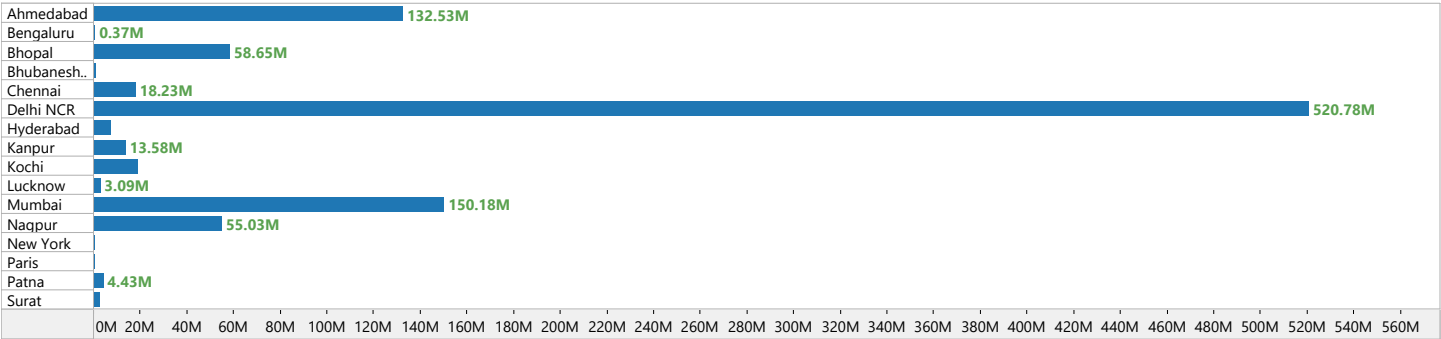
Sum of Sales Qty. The data is filtered on Action (Blank, YEAR(Cy Date)), Action (Markets Name), Action (Blank, MONTH(Cy Date)), Action (Customer Name) and Action (Product Code). The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Blank, MONTH(Cy Date)) filter keeps 12 members. The Action (Customer Name) filter keeps 38 members. The Action (Product Code) filter keeps 339 members.

Revenue\_by\_market



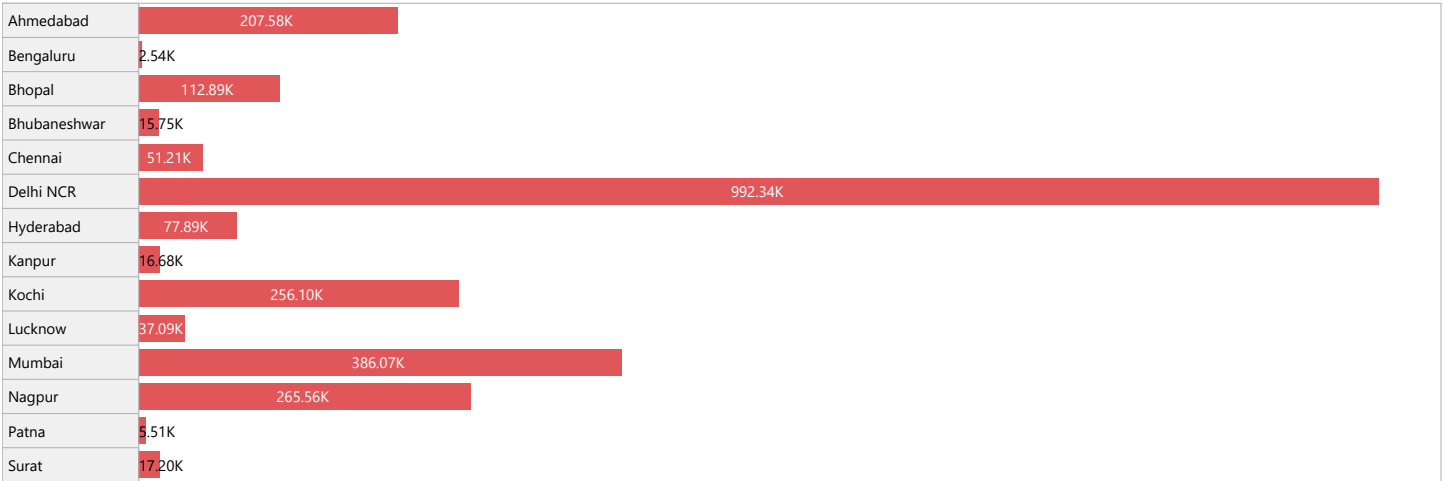
Sum of Calculation1 for each Markets Name. The marks are labeled by sum of Calculation1. The context is filtered on Action (Blank,MONTH(Cy Date)), Action (Blank,YEAR(Cy Date)), Action (Custmer Name), Action (Markets Name) and Action (Product Code). The Action (Blank,MONTH(Cy Date)) filter keeps 12 members. The Action (Blank,YEAR(Cy Date)) filter keeps 4 members. The Action (Custmer Name) filter keeps 38 members. The Action (Markets Name) filter keeps 16 members. The Action (Product Code) filter keeps 339 members. The data is filtered on Action (Customer Type), which keeps 2 members. The view is filtered on sum of Calculation1, which keeps non-Null values only.

Profit\_margin\_by\_markets



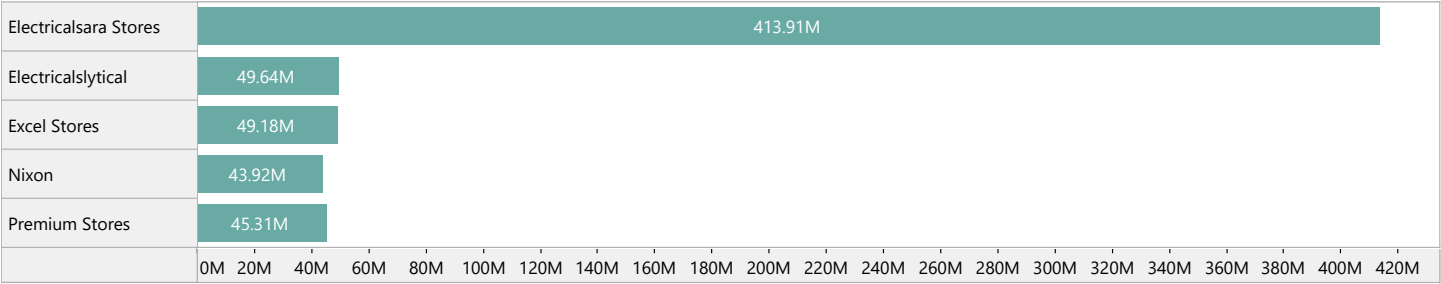
Sum of Calculation1 (transactions+ (sales)) for each Markets Name. The marks are labeled by sum of Calculation1 (transactions+ (sales)). The data is filtered on Action (YEAR(Cy Date)), Action (Custmer Name) and Action (Customer Type). The Action (YEAR(Cy Date)) filter keeps 4 members. The Action (Custmer Name) filter keeps 38 members. The Action (Customer Type) filter keeps 2 members.

Sales\_quantity\_by\_markets



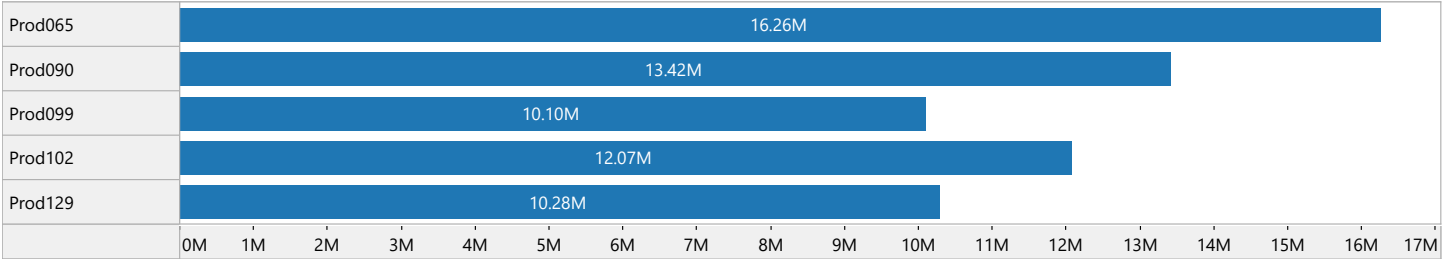
Sum of Sales Qty for each Markets Name. The marks are labeled by sum of Sales Qty. The data is filtered on Action (Blank, YEAR(Cy Date)), Action (Markets Name), Action (Blank, MONTH(Cy Date)), Action (Custmer Name) and Action (Product Code). The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Blank, MONTH(Cy Date)) filter keeps 12 members. The Action (Custmer Name) filter keeps 38 members. The Action (Product Code) filter keeps 339 members. The view is filtered on sum of Sales Qty, which keeps non-Null values only.

Top\_5\_customers



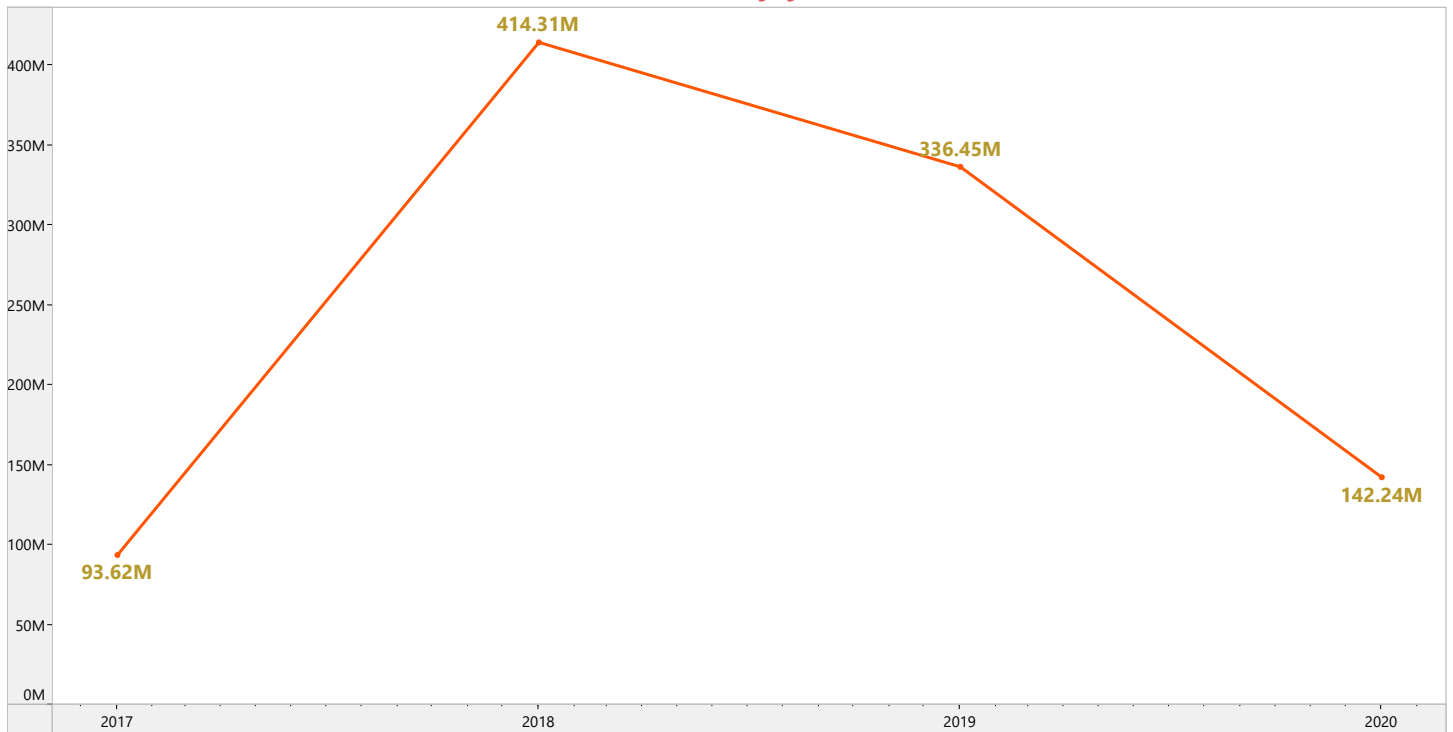
Sum of Calculation1 for each Custmer Name. The marks are labeled by sum of Calculation1. The context is filtered on Action (Blank,MONTH(Cy Date)), Action (Blank,YEAR(Cy Date)), Action (Markets Name) and Action (Product Code (Products)). The Action (Blank,MONTH(Cy Date)) filter keeps 12 members. The Action (Blank,YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Product Code (Products)) filter keeps 280 members. The data is filtered on Action (Product Code), which keeps 339 members. The view is filtered on Custmer Name, which keeps Electricalsara Stores, Electricalslytical, Excel Stores, Nixon and Premium Stores.

Top\_5\_products



Sum of Calculation1 for each Product Code. The marks are labeled by sum of Calculation1. The data is filtered on Product Type, Action (Markets Name), Action (Blank, YEAR(Cy Date)) and Action (Custmer Name). The Product Type filter keeps Distribution and Own Brand . The Action (Markets Name) filter keeps 16 members. The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Custmer Name) filter keeps 38 members. The view is filtered on Product Code, which keeps Prod065, Prod090, Prod099, Prod102 and Prod129.

## Revenue\_by\_year



The trend of sum of Calculation1 for Cy Date Year. The marks are labeled by sum of Calculation1. The data is filtered on Action (Blank, YEAR(Cy Date)), Action (Markets Name), Action (Blank, MONTH(Cy Date)), Action (Customer Name) and Action (Product Code). The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Blank, MONTH(Cy Date)) filter keeps 12 members. The Action (Customer Name) filter keeps 38 members. The Action (Product Code) filter keeps 339 members. The view is filtered on sum of Calculation1, which keeps non-Null values only.



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

Blank broken down by Cy Date Year vs. Blank. The data is filtered on Action (Markets Name), Action (Blank,MONTH(Cy Date)), Action (Custmer Name), Action (Product Code) and Action (Customer Type). The Action (Markets Name) filter keeps 16 members. The Action (Blank,MONTH(Cy Date)) filter keeps 12 members. The Action (Custmer Name) filter keeps 38 members. The Action (Product Code) filter keeps 339 members. The Action (Customer Type) filter keeps 2 members.

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
|     |     |     |     |     |     |     |     |     |     |     |     |

Blank broken down by Cy Date Month. The data is filtered on Action (Blank, YEAR(Cy Date)), Action (Markets Name), Action (Customer Name), Action (Product Code (Products)), Action (Product Code) and Action (Customer Type). The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Customer Name) filter keeps 38 members. The Action (Product Code (Products)) filter keeps 279 members. The Action (Product Code) filter keeps 339 members. The Action (Customer Type) filter keeps 2 members. The view is filtered on Cy Date Month, which keeps 12 of 12 members.

**Total Revenue**  
**986.62M**

**Sales\_quantity**  
**2,444.42K**

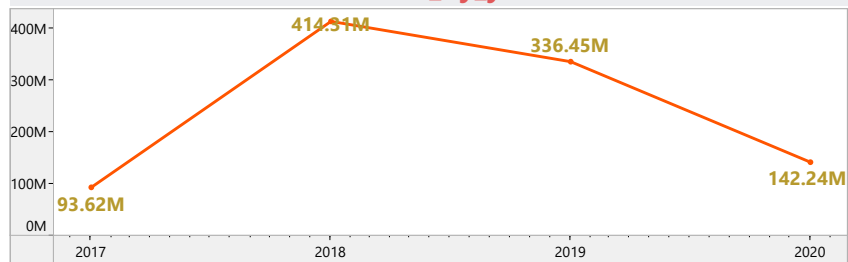
2017 2018 2019 2020

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

### Revenue\_by\_market

|              |         |
|--------------|---------|
| Ahmedabad    | 132.53M |
| Bengaluru    | 0.37M   |
| Bhopal       | 58.65M  |
| Bhubaneshwar | 0.89M   |
| Chennai      | 18.23M  |
| Delhi NCR    | 520.78M |
| Hyderabad    | 7.44M   |
| Kanpur       | 13.58M  |
| Kochi        | 18.81M  |
| Lucknow      | 3.09M   |

### Revenue\_by\_year



### Sales\_quantity\_by\_markets

|              |         |
|--------------|---------|
| Ahmedabad    | 207.58K |
| Bengaluru    | 2.54K   |
| Bhopal       | 112.89K |
| Bhubaneshwar | 5.75K   |
| Chennai      | 51.21K  |
| Delhi NCR    | 992.34K |
| Hyderabad    | 77.80K  |

### Top\_5\_customers

|                       |         |
|-----------------------|---------|
| Electricalsara Stores | 413.91M |
| Electricalslytical    | 49.64   |
| Excel Stores          | 49.18   |
| Nixon                 | 43.92   |
| Premium Stores        | 45.31   |

### Top\_5\_products

|         |        |
|---------|--------|
| Prod065 | 16.26M |
| Prod090 | 13.42M |
| Prod099 | 10.10M |
| Prod102 | 12.07M |
| Prod129 | 10.28M |

**Total Revenue**  
986.62M

**Profit**  
0.03M

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

## PROFIT ANALYSIS

| Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
|     |     |     |     |     |     |     |     |     |     |     |     |

### Revenue by market

|             |         |
|-------------|---------|
| Ahmedabad   | 132.53M |
| Bengaluru   | 0.37M   |
| Bhopal      | 58.65M  |
| Bhubaneswar | 0.89M   |
| Chennai     | 18.23M  |
| Delhi NCR   | 520.78M |
| Hyderabad   | 7.44M   |
| Kanpur      | 13.58M  |
| Kochi       | 18.81M  |
| Lucknow     | 3.09M   |

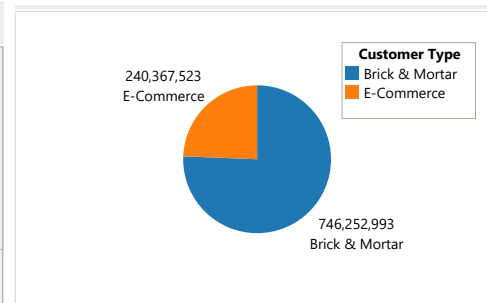
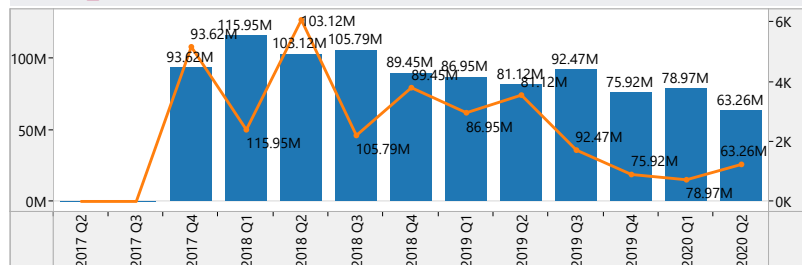
### Profit margin by markets

|             |         |
|-------------|---------|
| Ahmedabad   | 132.53M |
| Bengaluru   | 0.37M   |
| Bhopal      | 58.65M  |
| Bhubaneswar | 0.89M   |
| Chennai     | 18.23M  |
| Delhi NCR   | 520.78M |
| Hyderabad   | 7.44M   |
| Kanpur      | 13.58M  |
| Kochi       | 18.81M  |
| Lucknow     | 3.09M   |

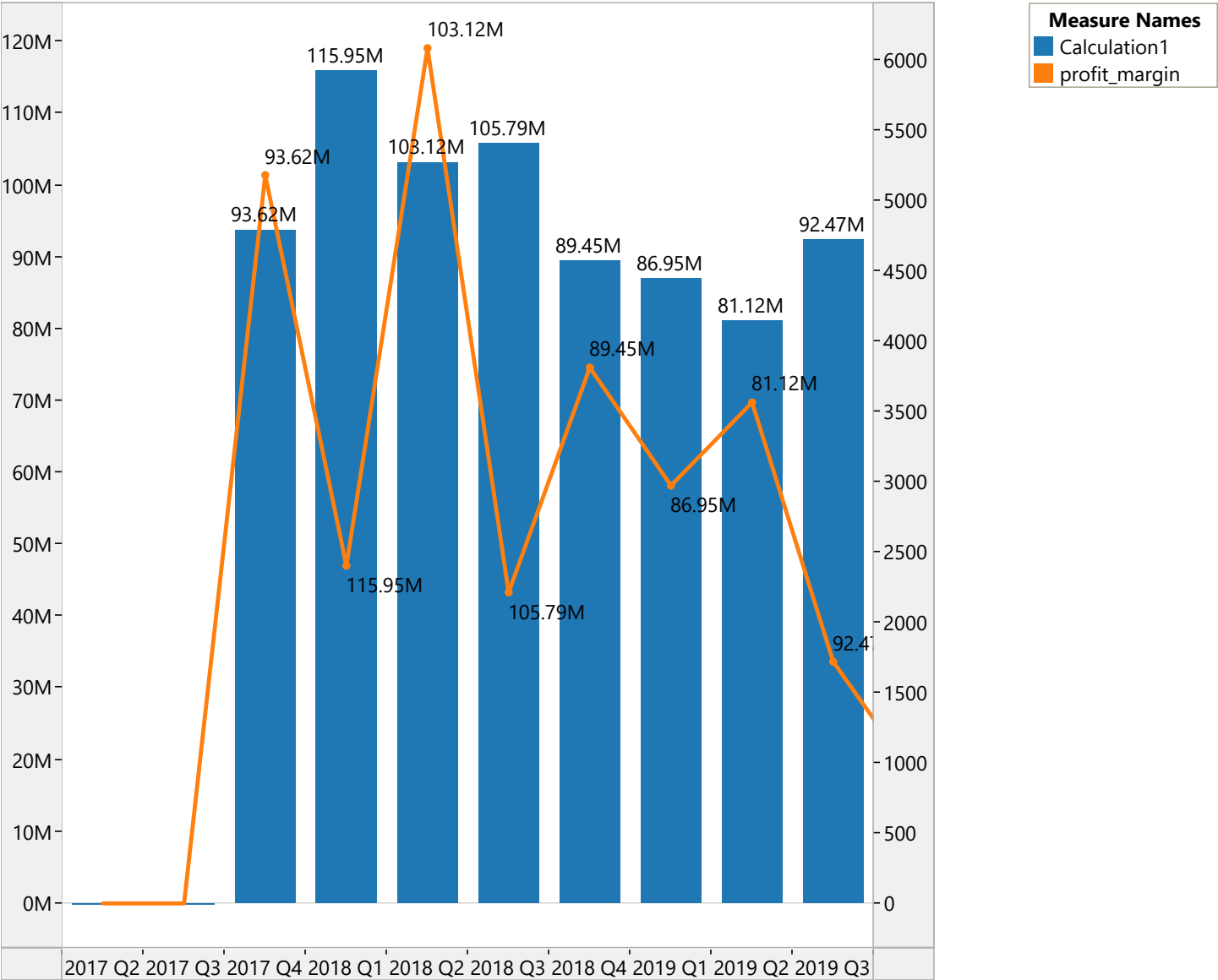
### Customer table

| Customer Name            | Calculation1 | Profit Margin Percent.. | profit_margin |
|--------------------------|--------------|-------------------------|---------------|
| Acclaimed Stores         | 21,198,041   |                         |               |
| All-Out                  | 6,068,432    |                         |               |
| Atlas Stores             | 16,716,803   |                         |               |
| Control                  | 31,771,997   |                         |               |
| Electricalsara Stores    | 413,905,769  |                         |               |
| Electricalsbea Stores    | 336,367      |                         |               |
| Electricalslance Stores  | 1,868,461    |                         |               |
| Electricalslytical       | 49,644,189   |                         |               |
| Electricalsociety        | 17,489,935   |                         |               |
| Electricalsopedia Stor.. | 10,310,851   |                         |               |
| Electricalsquipos Stores | 1,333,393    |                         |               |
| Flite                    | 4,837,239    |                         |               |

### Profit trend

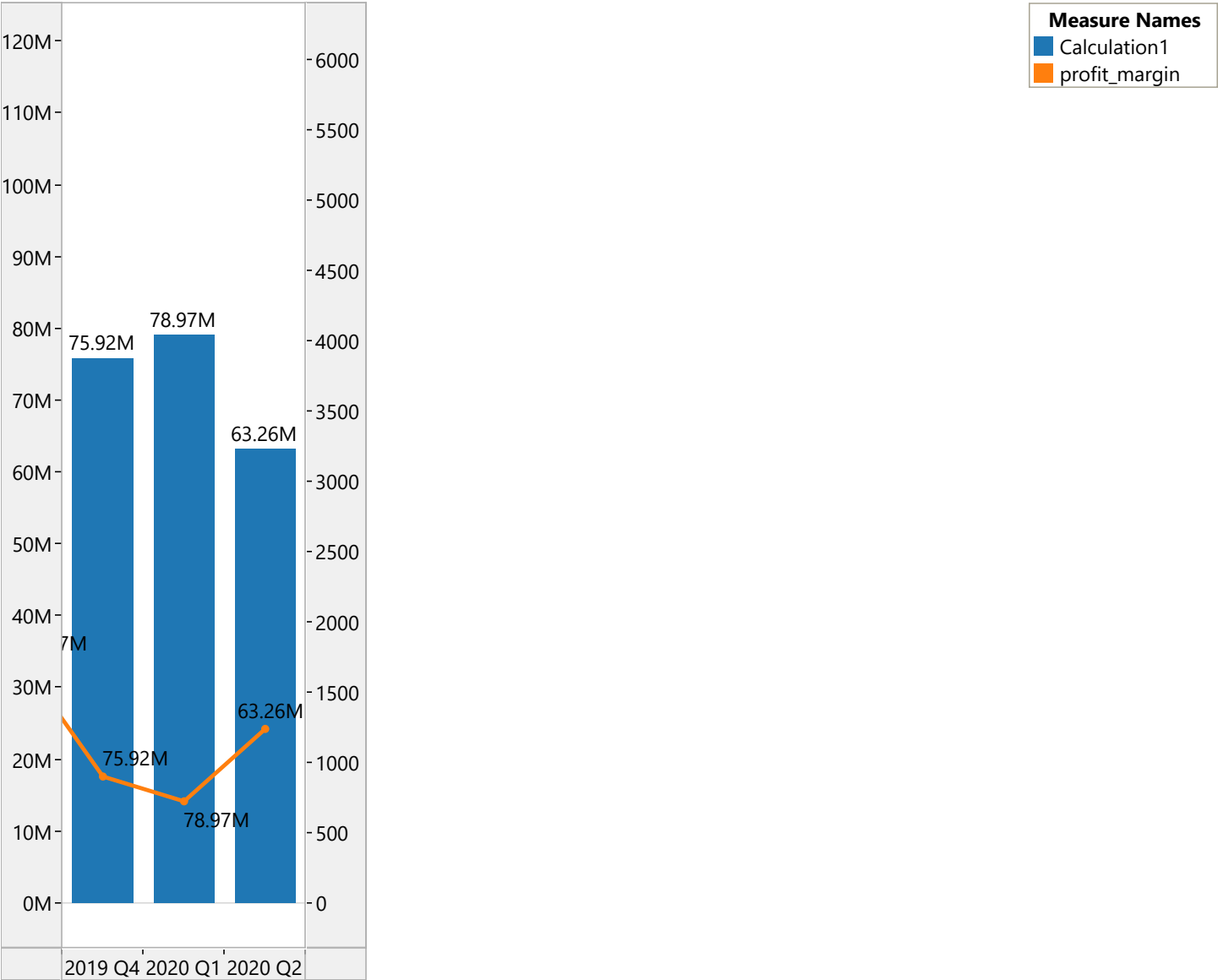


Profit\_trend



The trends of Calculation1 and profit\_margin for Cy Date Quarter. Color shows details about Calculation1 and profit\_margin. The marks are labeled by Calculation1. The data is filtered on Action (Blank, YEAR(Cy Date)), Action (Markets Name), Action (Customer Name) and Action (Customer Type). The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Customer Name) filter keeps 38 members. The Action (Customer Type) filter keeps 2 members.

# Profit\_trend

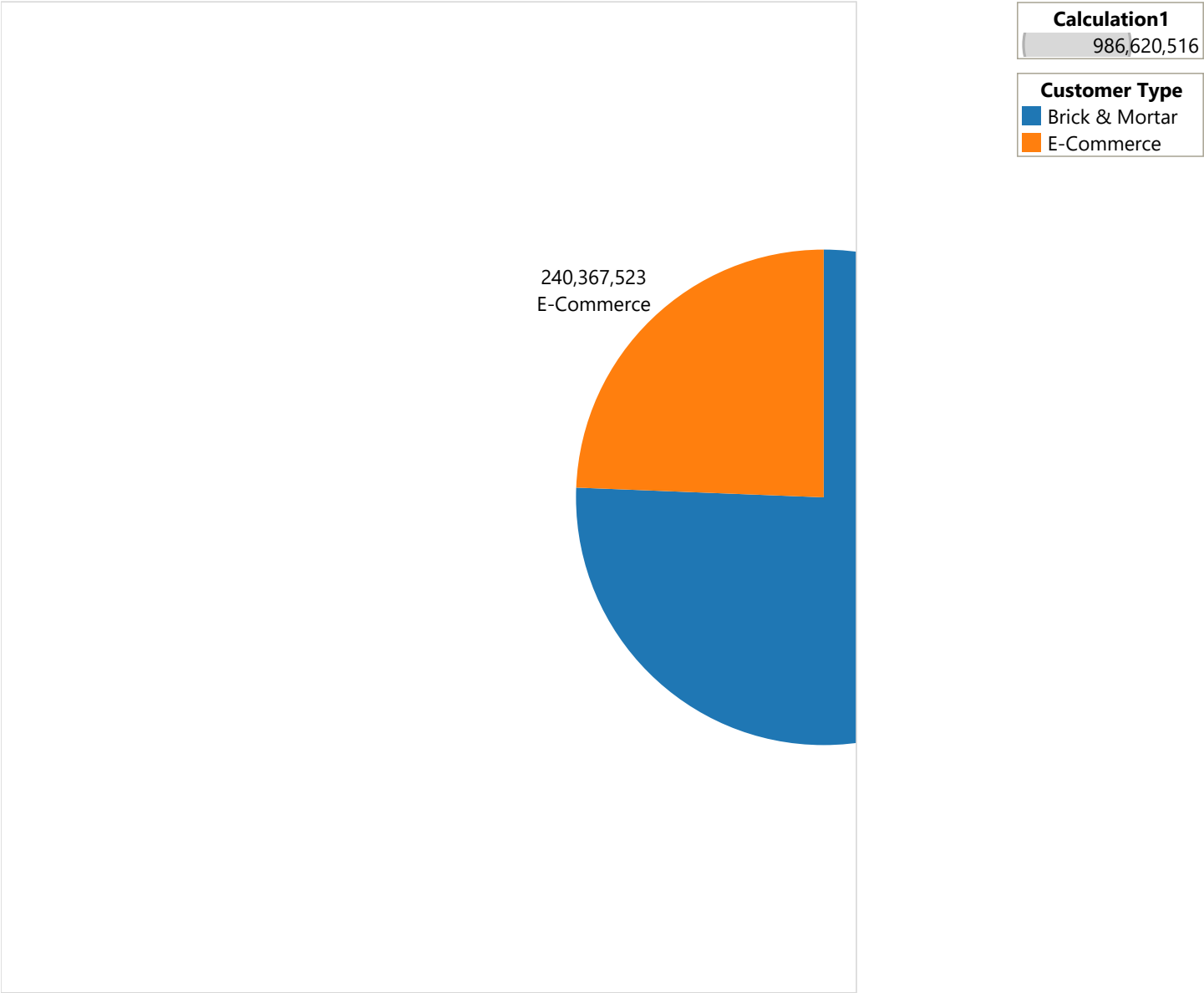


The trends of Calculation1 and profit\_margin for Cy Date Quarter. Color shows details about Calculation1 and profit\_margin. The marks are labeled by Calculation1. The data is filtered on Action (Blank, YEAR(Cy Date)), Action (Markets Name), Action (Customer Name) and Action (Customer Type). The Action (Blank, YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Customer Name) filter keeps 38 members. The Action (Customer Type) filter keeps 2 members.

## Customer\_table

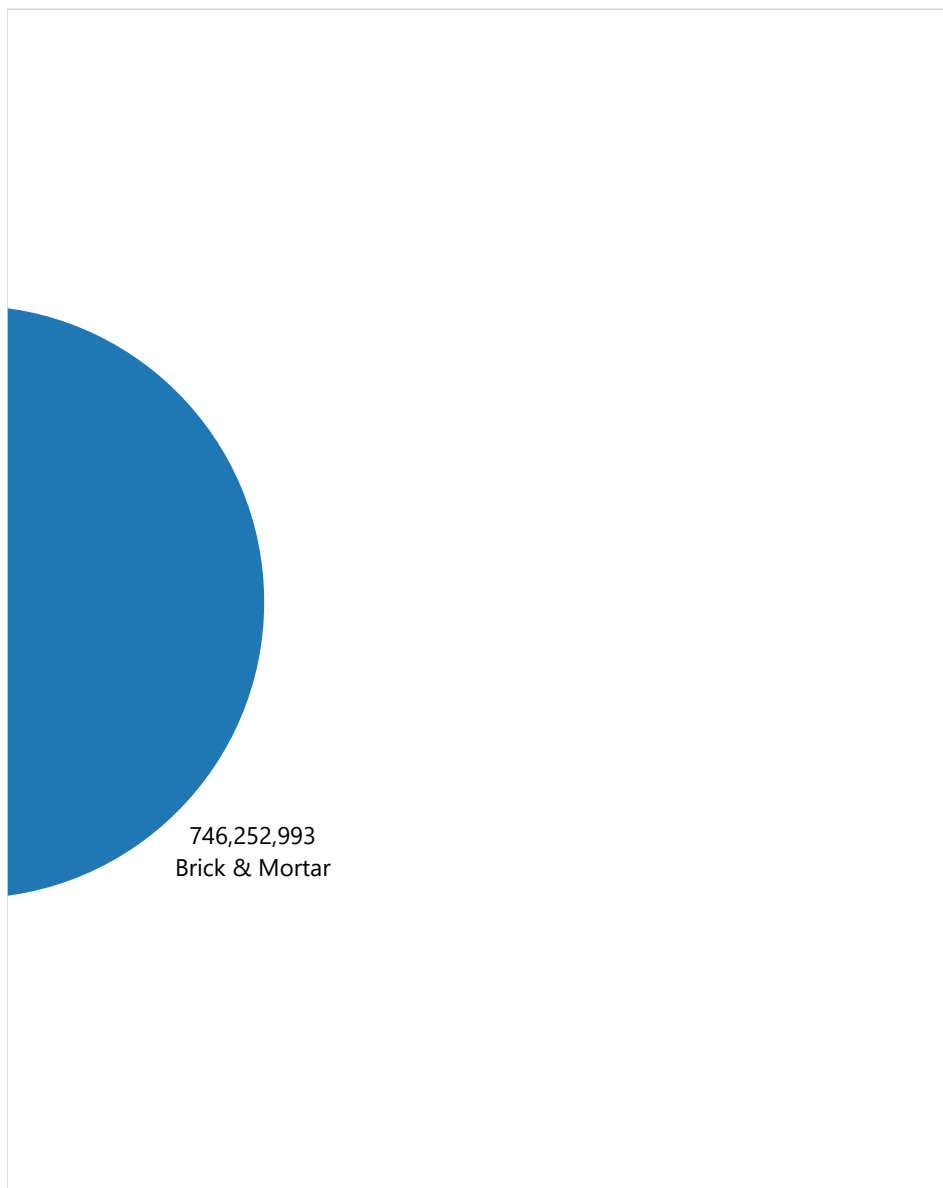
| Custmer Name             | Calculation1 | Profit Margin Percent.. | profit_margin |
|--------------------------|--------------|-------------------------|---------------|
| Acclaimed Stores         | 21,198,041   |                         |               |
| All-Out                  | 6,068,432    |                         |               |
| Atlas Stores             | 16,716,803   |                         |               |
| Control                  | 31,771,997   |                         |               |
| Electricalsara Stores    | 413,905,769  |                         |               |
| Electricalsbea Stores    | 336,367      |                         |               |
| Electricalslance Stores  | 1,868,461    |                         |               |
| Electricalslytical       | 49,644,189   |                         |               |
| Electricalsociety        | 17,489,935   |                         |               |
| Electricalsopedia Stor.. | 10,310,851   |                         |               |
| Electricalsquipo Stores  | 1,333,393    |                         |               |
| Elite                    | 4,837,239    |                         |               |
| Epic Stores              | 18,794,634   |                         |               |
| Excel Stores             | 49,175,285   | -162.00%                | -143          |
| Expression               | 430,368      |                         |               |
| Flawless Stores          | 9,162,106    |                         |               |
| Forward Stores           | 21,079,123   |                         |               |
| Info Stores              | 35,359,233   |                         |               |
| Insight                  | 3,342,051    |                         |               |
| Integration Stores       | 13,993,708   |                         |               |
| Leader                   | 16,529,970   |                         |               |
| Logic Stores             | 13,264,523   |                         |               |
| Modular                  | 17,379,851   |                         |               |
| Nixon                    | 43,916,981   |                         |               |
| Nomad Stores             | 17,739,349   |                         |               |
| Novus                    | 2,359,799    |                         |               |
| Path                     | 12,995,938   |                         |               |
| Power                    | 5,727,123    |                         |               |
| Premium Stores           | 45,313,000   | 29704.00%               | 30,943        |
| Propel                   | 4,183,862    |                         |               |
| Relief                   | 5,230,158    |                         |               |
| Sage                     | 2,252,506    |                         |               |
| Sound                    | 4,966,707    |                         |               |
| Surface Stores           | 15,249,738   |                         |               |
| Surge Stores             | 28,833,717   |                         |               |
| Synthetic                | 6,173,068    |                         |               |
| Unity Stores             | 12,618,892   |                         |               |
| Zone                     | 5,067,349    |                         |               |

Profit Margin Percentage, profit\_margin and Calculation1 broken down by Custmer Name.  
The data is filtered on Action (YEAR(Cy Date)), Action (Markets Name) and Action (Customer Type). The Action (YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members. The Action (Customer Type) filter keeps 2 members.



Sum of Calculation1 (transactions+ (sales)) and Customer Type. Color shows details about Customer Type. Size shows sum of Calculation1 (transactions+ (sales)). The marks are labeled by sum of Calculation1 (transactions+ (sales)) and Customer Type. The data is filtered on Action (Customer Name), Action (YEAR(Cy Date)) and Action (Markets Name). The Action (Customer Name) filter keeps 38 members. The Action (YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members.





**Calculation1**

986,620,516

**Customer Type**

Brick & Mortar

E-Commerce

Sum of Calculation1 (transactions+ (sales)) and Customer Type. Color shows details about Customer Type. Size shows sum of Calculation1 (transactions+ (sales)). The marks are labeled by sum of Calculation1 (transactions+ (sales)) and Customer Type. The data is filtered on Action (Customer Name), Action (YEAR(Cy Date)) and Action (Markets Name). The Action (Customer Name) filter keeps 38 members. The Action (YEAR(Cy Date)) filter keeps 4 members. The Action (Markets Name) filter keeps 16 members.

# Profit

0.03M

Sum of profit\_margin. The data is filtered on Action (Customer Type), Action (YEAR(Cy Date)) and Action (Custmer Name). The Action (Customer Type) filter keeps 2 members. The Action (YEAR(Cy Date)) filter keeps 4 members. The Action (Custmer Name) filter keeps 38 members.