

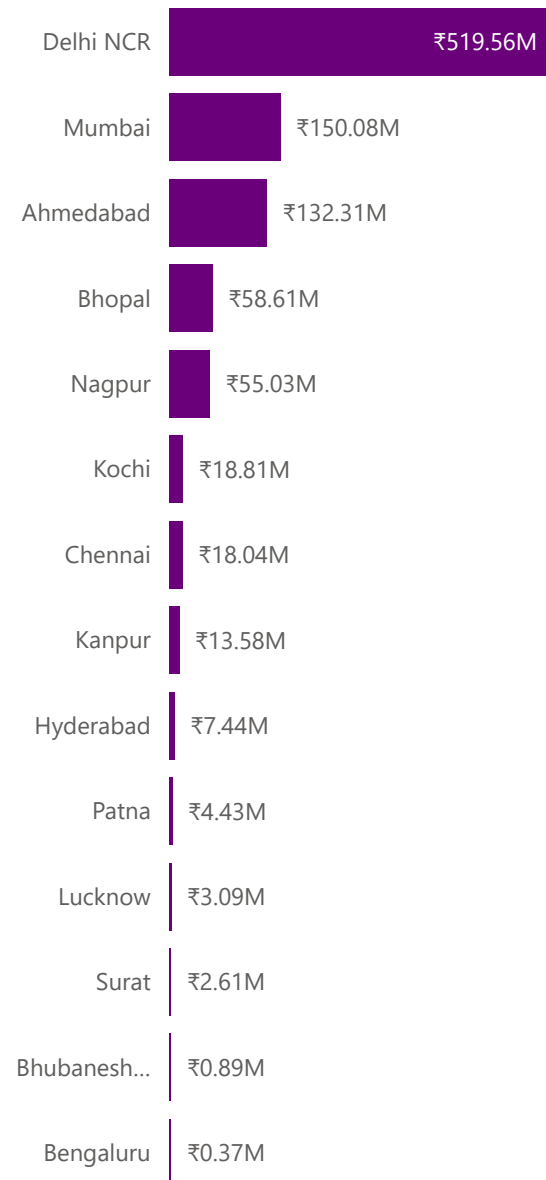
₹984.86M

Revenue

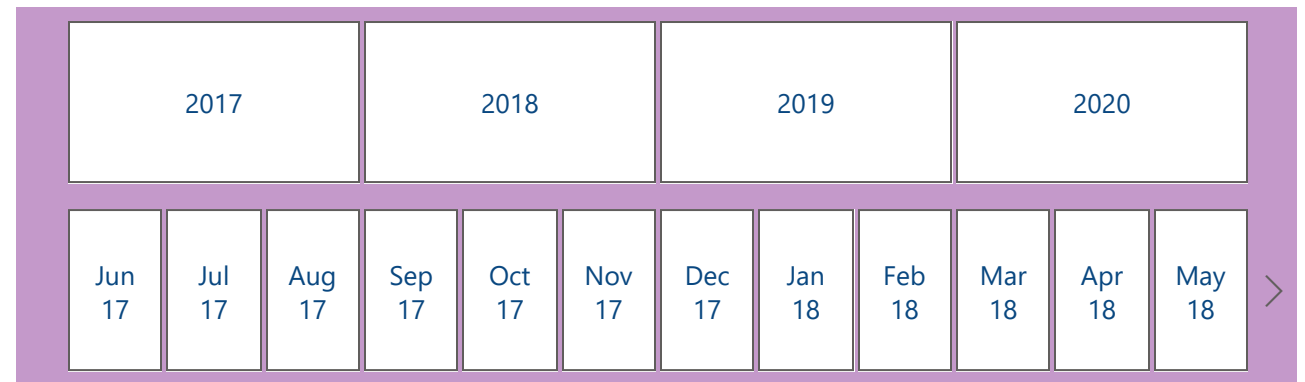
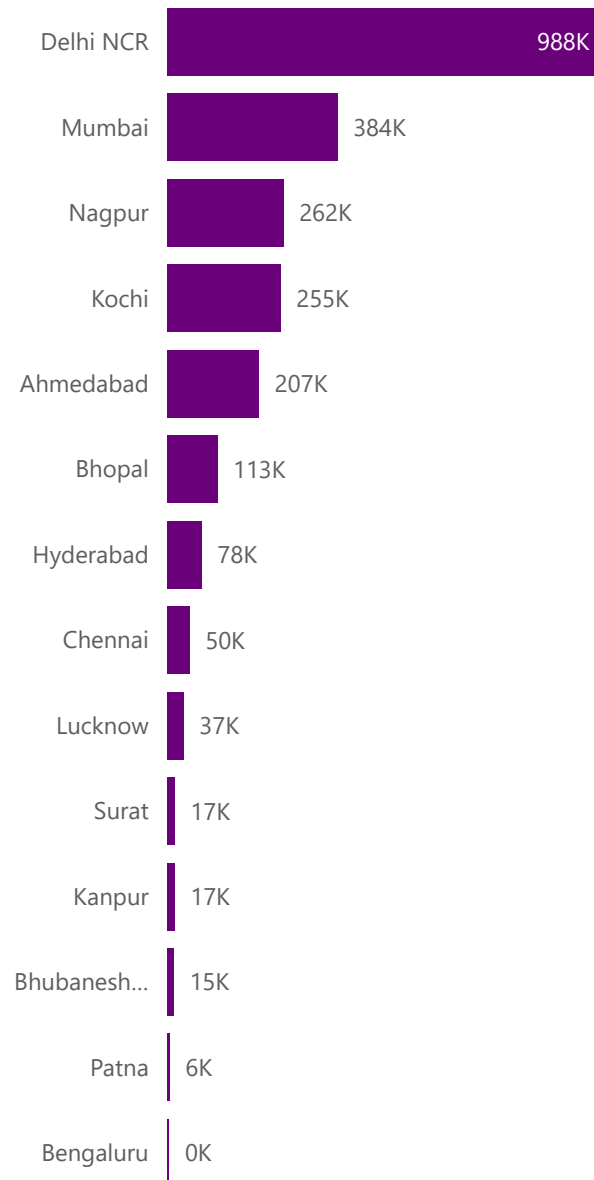
2M

Sales Qty

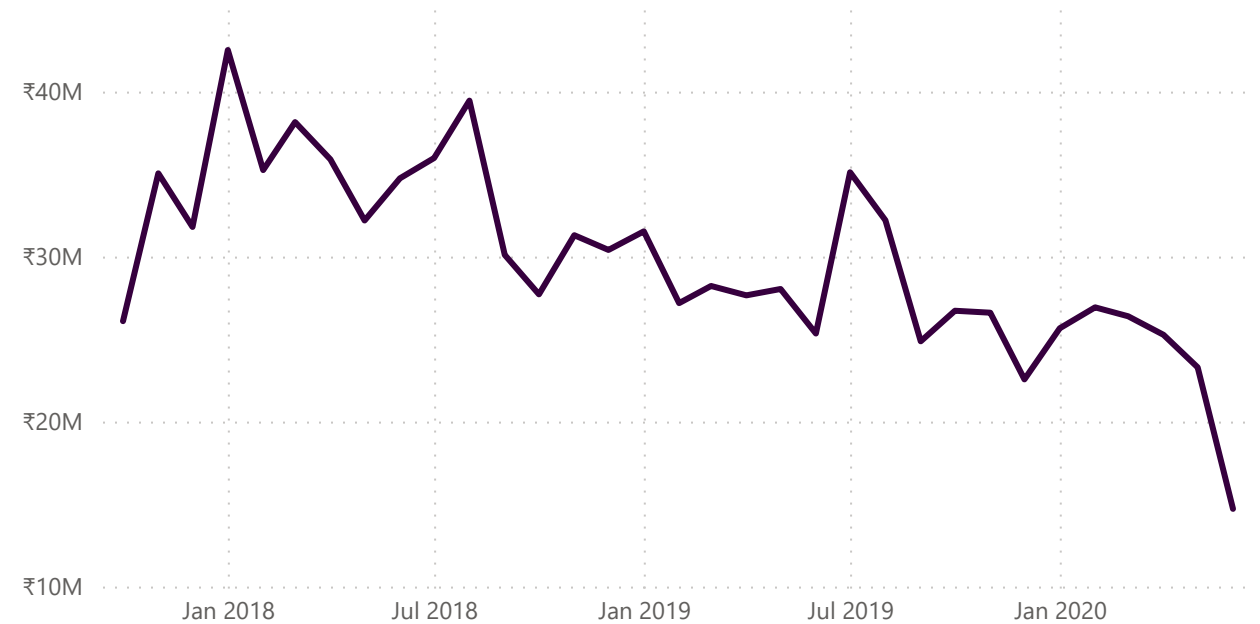
Revenue by Markets



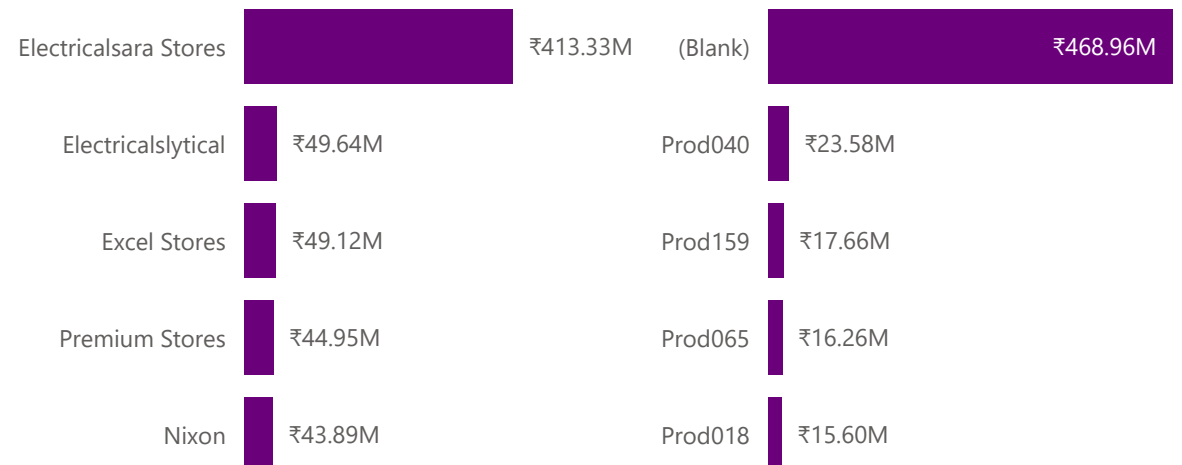
Sales Qty by Markets



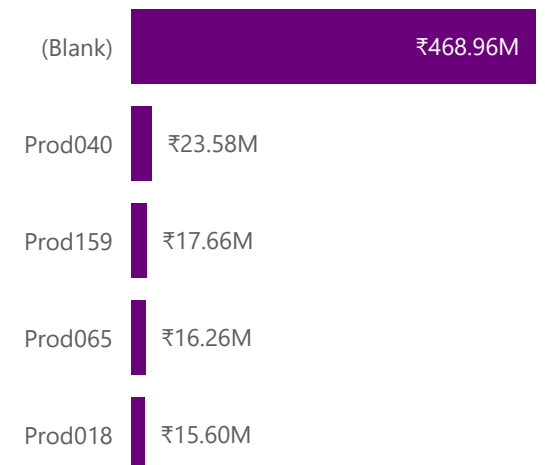
Revenue Trend



Top 5 Customers



Top 5 Products



₹985M

Revenue

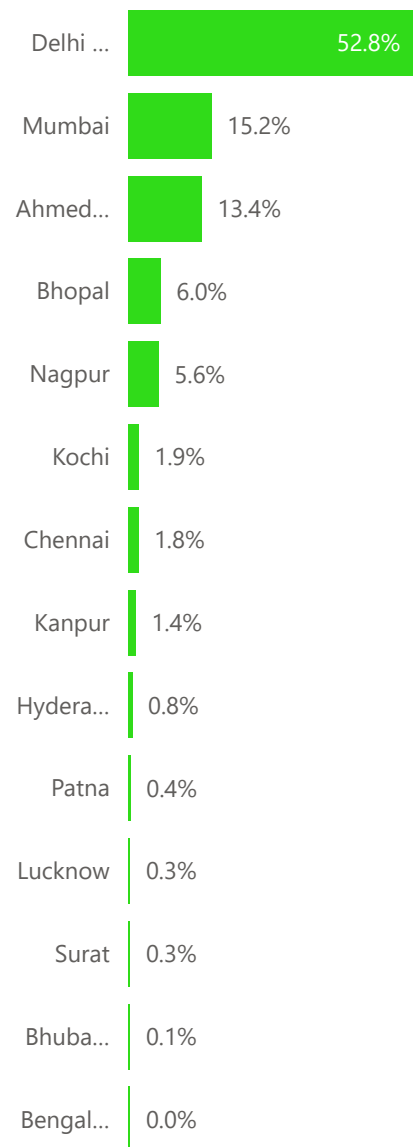
2M

Sales Qty

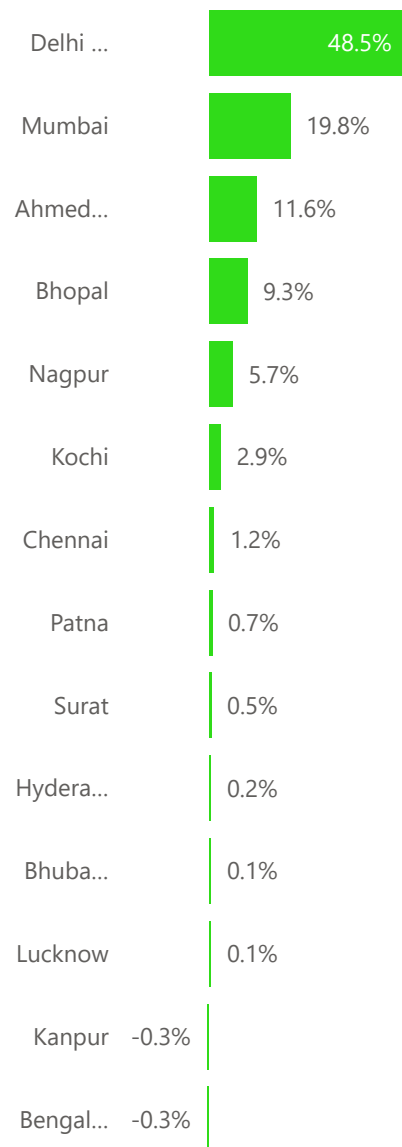
₹24.7M

Total Profit Margin

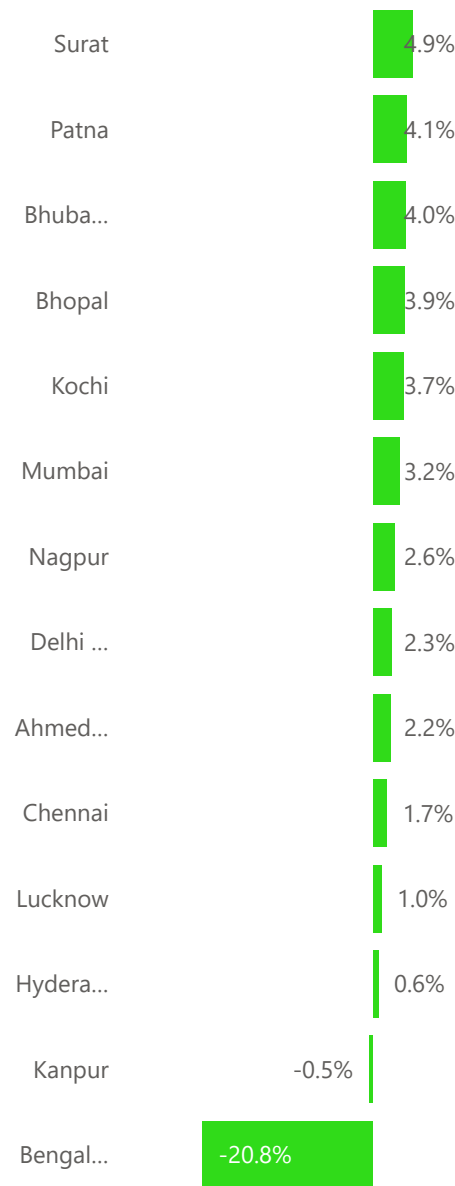
Revenue Contribution % by Markets



Profit Contribution % by Markets



Profit % by Markets



2017			2018			2019			2020		
Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	>	

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Zone	₹50,67,349.00	0.5%	0.2%	1.2%
Unity Stores	₹1,25,89,257.00	1.3%	0.9%	1.8%
Synthetic	₹61,73,068.00	0.6%	0.4%	1.4%
Surge Stores	₹2,86,48,916.00	2.9%	2.7%	2.3%
Surface Stores	₹1,52,42,562.00	1.5%	2.0%	3.2%
Sound	₹49,66,707.00	0.5%	0.8%	4.0%
Sage	₹22,52,506.00	0.2%	0.1%	1.5%
Relief	₹52,30,158.00	0.5%	0.7%	3.3%
Propel	₹41,83,862.00	0.4%	0.6%	3.3%
Premium Stores	₹4,49,54,666.00	4.6%	4.3%	2.3%
Power	₹57,27,123.00	0.6%	1.4%	6.2%
Path	₹1,29,95,938.00	1.3%	0.9%	1.6%
Novus	₹23,59,799.00	0.2%	0.3%	3.2%
Nomad Stores	₹1,77,39,351.00	1.8%	2.1%	2.9%
Nixon	₹4,38,93,083.00	4.5%	7.2%	4.1%
Modular	₹1,73,79,851.00	1.8%	1.8%	2.6%
Logic Stores	₹1,32,01,366.00	1.3%	2.0%	3.7%
Leader	₹1,65,29,970.00	1.7%	5.1%	7.5%
Integration Stores	₹1,39,79,716.00	1.4%	1.0%	1.8%
Insight	₹33,42,051.00	0.3%	0.1%	1.0%
Info Stores	₹3,51,00,033.00	3.6%	1.3%	0.9%
Forward Stores	₹2,10,26,079.00	2.1%	2.3%	2.7%
Flawless Stores	₹91,56,412.00	0.9%	1.3%	3.4%
Expression	₹4,30,368.00	0.0%	0.1%	3.5%
Excel Stores	₹4,91,15,620.00	5.0%	2.8%	1.4%
Epic Stores	₹1,87,50,440.00	1.9%	1.3%	1.8%
Elite	₹48,37,239.00	0.5%	0.9%	4.4%
Electricalsquipo Stores	₹13,30,361.00	0.1%	0.4%	6.6%
Electricalsopedia	₹1,02,81,203.00	1.0%	1.3%	3.2%
Total	₹98,48,61,463.00	100.0%	100.0%	2.5%

₹142M

Revenue

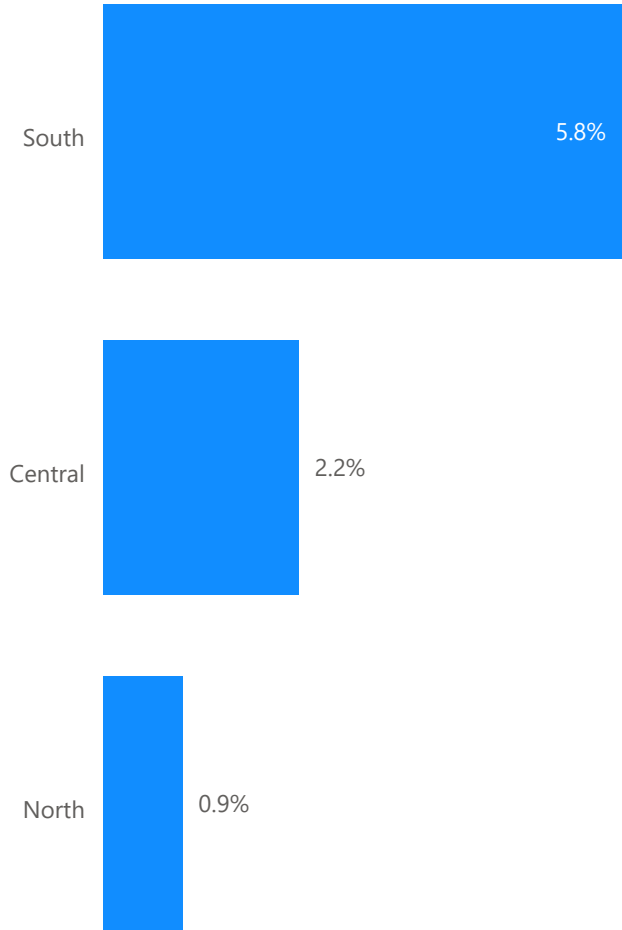
350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Margin % by Zone, Markets, Customers



Profit Target

-2%



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution
Zone	₹9,27,154.00	0.7%	0
Unity Stores	₹17,48,166.00	1.2%	3
Synthetic	₹9,16,267.00	0.6%	-0
Surge Stores	₹39,53,600.00	2.8%	11
Surface Stores	₹24,20,004.00	1.7%	3
Sound	₹7,40,856.00	0.5%	0
Sage	₹96,950.00	0.1%	0
Relief	₹7,73,301.00	0.5%	0
Propel	₹5,41,553.00	0.4%	0
Premium Stores	₹58,99,748.00	4.1%	1
Power	₹10,98,552.00	0.8%	3
Path	₹17,23,307.00	1.2%	1
Novus	₹2,58,543.00	0.2%	0
Nomad Stores	₹19,78,550.00	1.4%	4
Nixon	₹30,28,345.00	2.1%	4
Modular	₹24,53,519.00	1.7%	5
Logic Stores	₹33,19,243.00	2.3%	0
Leader	₹16,71,901.00	1.2%	4
Integration Stores	₹19,09,611.00	1.3%	-0
Insight	₹5,71,430.00	0.4%	-0
Info Stores	₹50,64,374.00	3.6%	7
Total	₹14,22,24,545.00	100.0%	100.

2017

2018

2019

2020

Jan 20

Feb 20

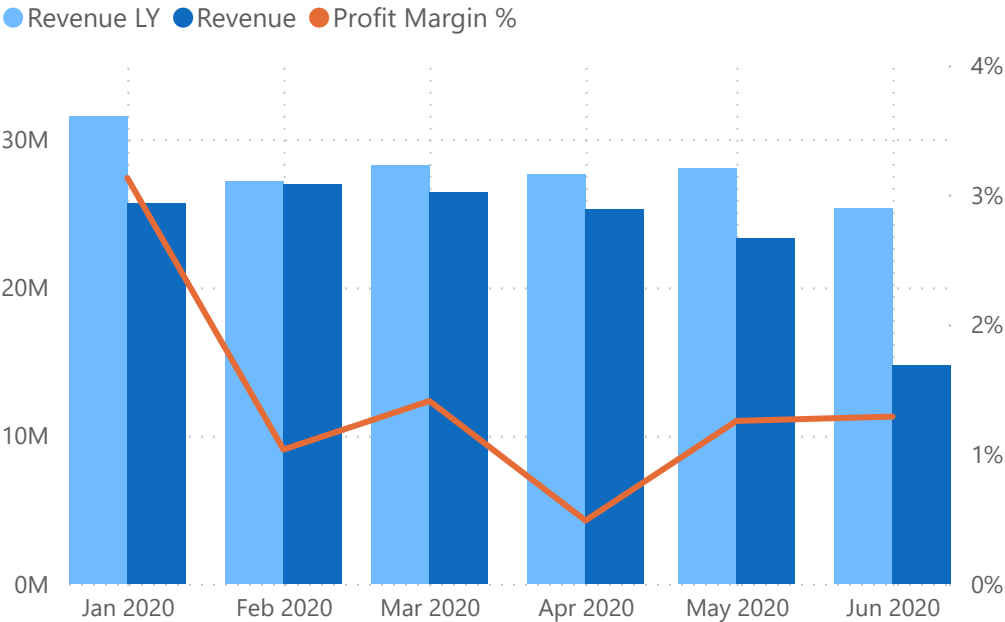
Mar 20

Apr 20

May 20

Jun 20

Revenue Trend Last Year vs This Year



Profit Margin % by customer_type

