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

₹985M

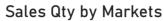
Revenue

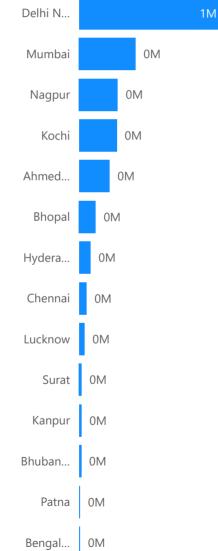
2M Sales Qty

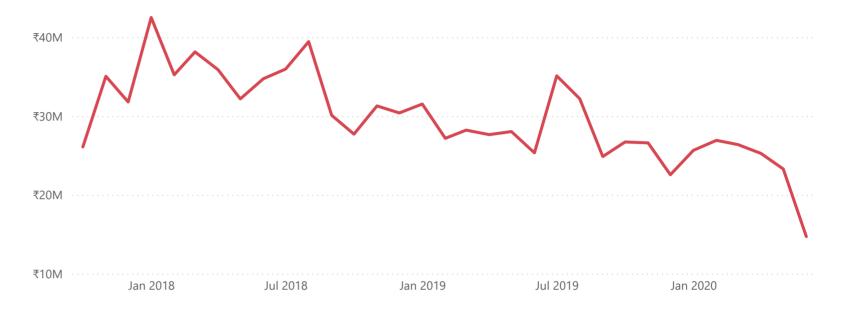
Revenue Trend



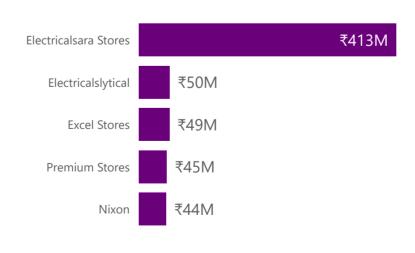




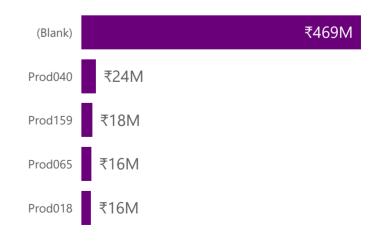




Top 5 Customers



Top 5 Products



Aug Sep Jun Jul Oct Nov Dec Jan Feb Mar 2018 2017 2019 2020 17 17 17 17 17 17 17 18 18 18 ₹24.7M ₹985M **2M** Revenue Trend **Total Profit Margin** Revenue Sales Qty ₹40M Profit % by market Revenue Contribution % by Profit Contribution % by Market Market -20.8% Bengal... ₹30M 52.8% Delhi .. Delhi ... 48.5% -0.5% Kanpur Mum... 15.2% 19.8% Mum... ₹20M 0.6% Hyder... 13.4% 11.6% Ahme.. Ahm... 1.0% Luckn... Bhopal 9.3% Bhopal 1.7% Chennai Jan 2018 Jul 2018 Jan 2019 Jul 2019 Jan 2020 Nagpur 5.7% Nagp.. Ahme... Profit Margin % custmer_name Revenue Revenue Profit Margin Kochi Kochi 2.9% Contribution Contribution % % 2.3% Delhi ... Chen... Chen... 1.2% ₹18,68,461 0.2% -2.0% **Electricalslance Stores** -0.2% **Electricalsbea Stores** ₹3,36,367 0.0% 0.0% 0.8% 2.6% Nagpur Kanpur 1.4% Patna 0.7% Info Stores ₹3,51,00,033 3.6% 1.3% 0.9% ₹33,42,051 0.3% 0.1% 1.0% Insight 3.2% Mumbai Hyder... 0.8% 0.5% Surat Zone ₹50,67,349 0.5% 0.2% 1.2% **Excel Stores** ₹4,91,15,620 5.0% 2.8% 1.4% 0.4% Kochi Patna Hyde... 0.2% 0.6% 0.4% 1.4% Synthetic ₹61,73,068 **Acclaimed Stores** ₹2,11,96,727 2.2% 1.3% 1.5% 0.3% Luckn... 0.1% **Bhopal** ₹22,52,506 0.2% 0.1% 1.5% Bhub... Sage ₹1,29,95,938 Path 1.3% 0.9% 1.6% Surat 0.3% **Epic Stores** ₹1,87,50,440 1.9% 1.3% 1.8% Luck... 0.1% Bhuba... Integration Stores ₹1,39,79,716 1.4% 1.0% 1.8% **Atlas Stores** ₹1,66,66,713 1.7% 1.2% 1.8% Bhuba.. Kanpur Patna ₹1,25,89,257 1.3% 0.9% 1.8% **Unity Stores** Electricalsara Stores ₹41,33,33,588 42.0% 37.7% 2.3% Benga... 0.0% Beng... Surat Surge Stores ₹2,86,48,916 2.9% 2.7% 2.3% **Total** ₹98,48,68,963 100.0% 100.0% 2.5%

₹985M

Revenue

2M

₹24.7M

Sales Qty

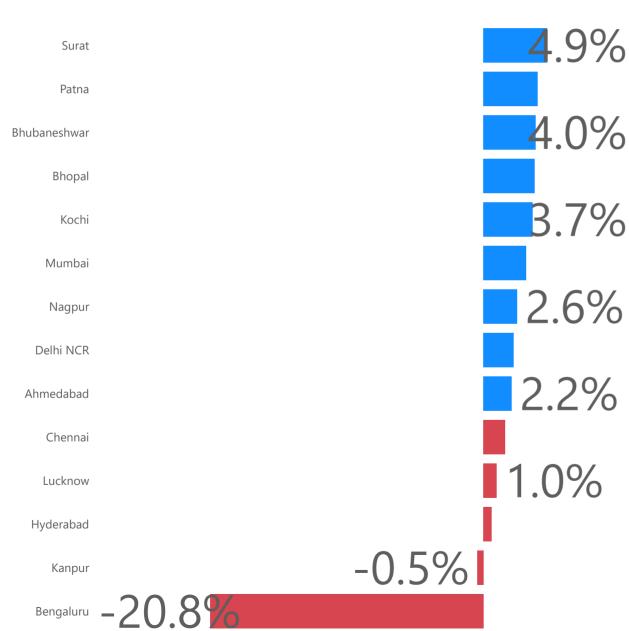
Total Profit Margin





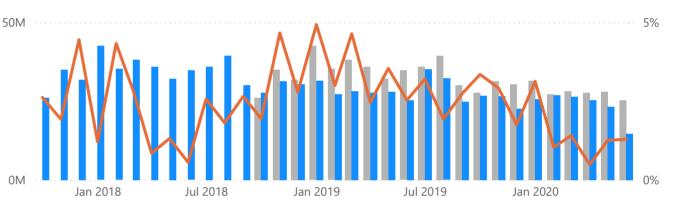
Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
	17	_	-							

Revenue Contribution % by Market



Revenue Trend

■ Revenue LY ■ Revenue ■ Profit Margin %



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹41,33,33,588	42.0%	37.7%	2.3%
Electricalslytical	₹4,96,44,189	5.0%	6.8%	3.4%
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.4%
Premium Stores	₹4,49,62,166	4.6%	4.3%	2.3%
Nixon	₹4,38,93,083	4.5%	7.2%	4.1%
Info Stores	₹3,51,00,033	3.6%	1.3%	0.9%
Control	₹3,17,71,997	3.2%	3.3%	2.6%
Surge Stores	₹2,86,48,916	2.9%	2.7%	2.3%
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.5%
Forward Stores	₹2,10,26,079	2.1%	2.3%	2.7%
Epic Stores	₹1,87,50,440	1.9%	1.3%	1.8%
Nomad Stores	₹1,77,39,351	1.8%	2.1%	2.9%
Electricalsocity	₹1,74,89,935	1.8%	2.9%	4.1%
Modular	₹1,73,79,851	1.8%	1.8%	2.6%
Atlas Stores	₹1,66,66,713	1.7%	1.2%	1.8%
Leader	₹1,65,29,970	1.7%	5.1%	7.5%
Total	₹98,48,68,963	100.0%	100.0%	2.5%