

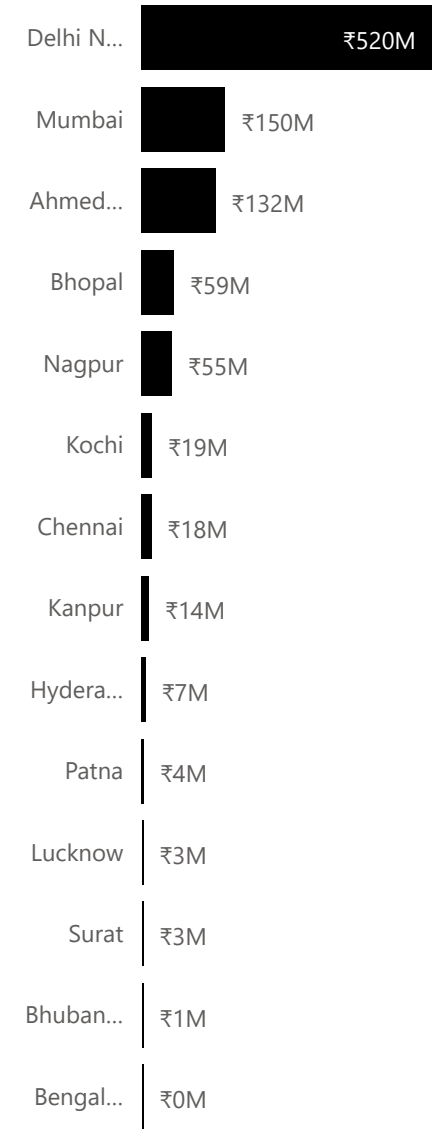
₹985M

Revenue

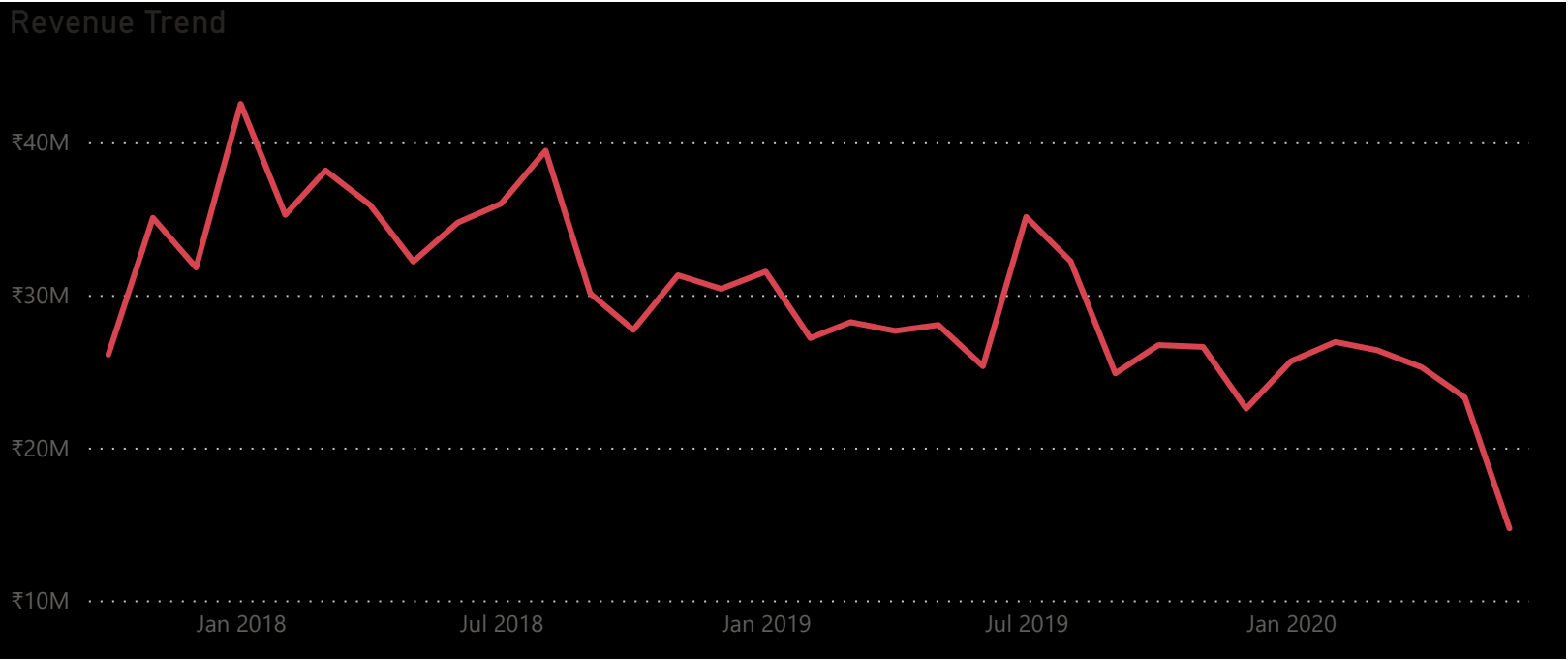
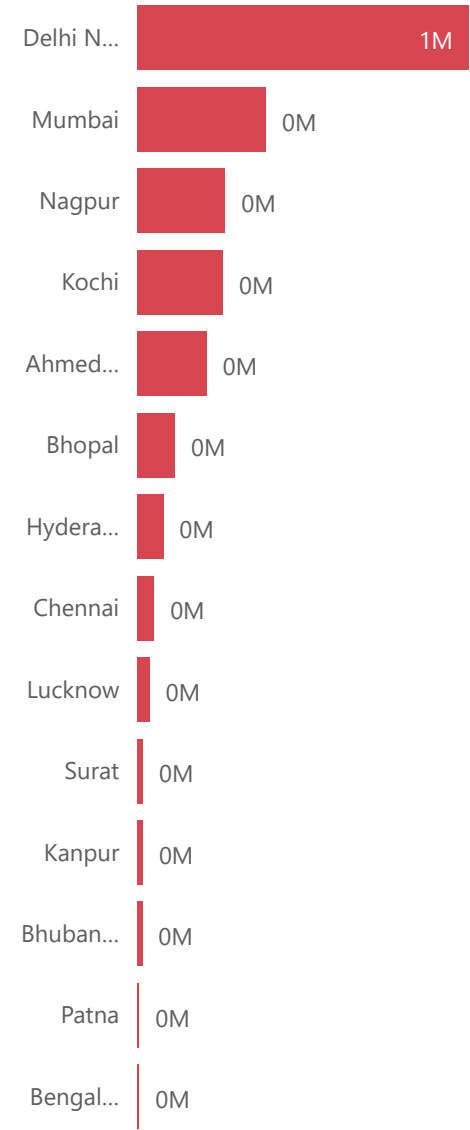
2M

Sales Qty

Revenue by Markets



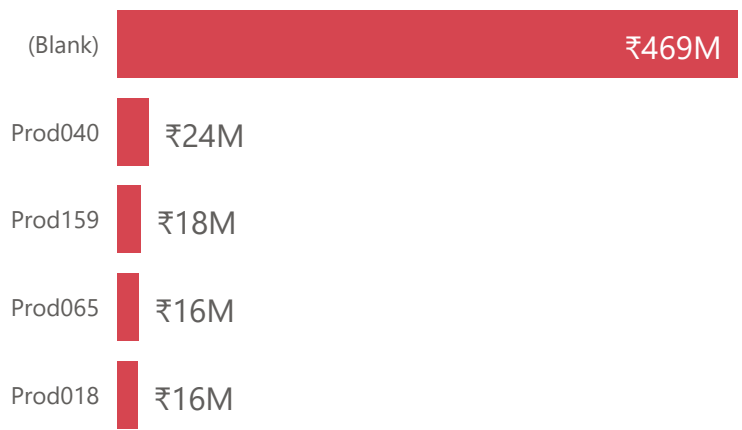
Sales Qty by Markets



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

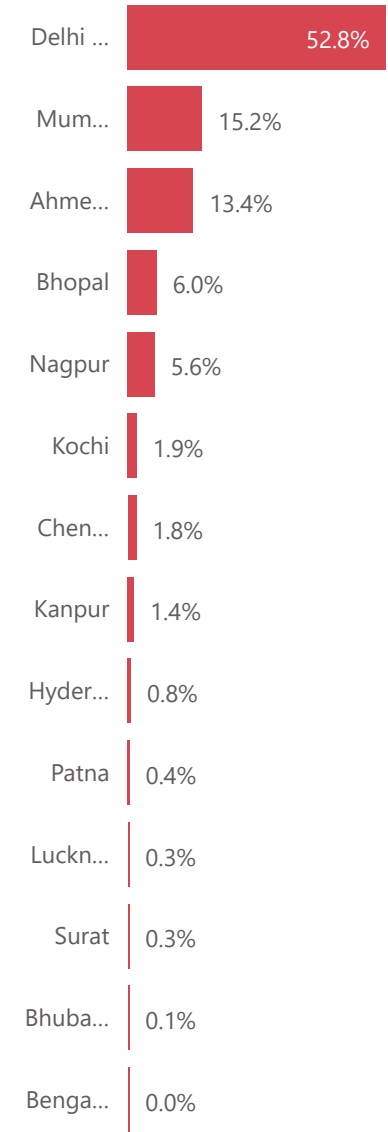
Jan
18

Feb
18

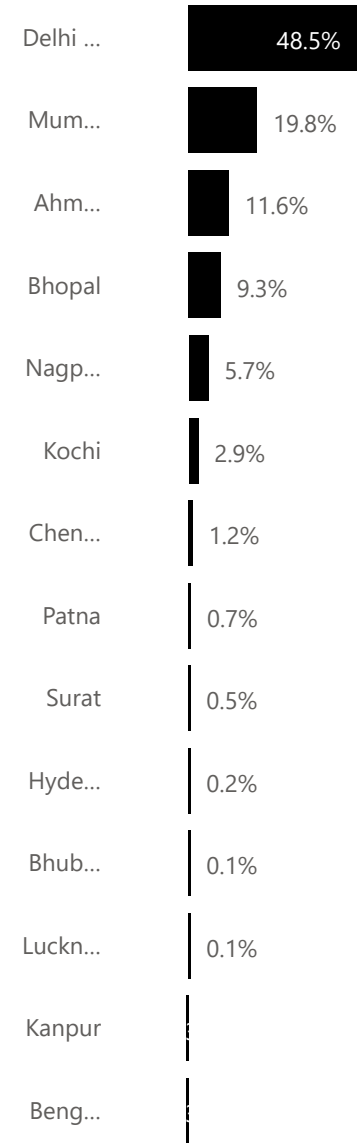
Mar
18

>

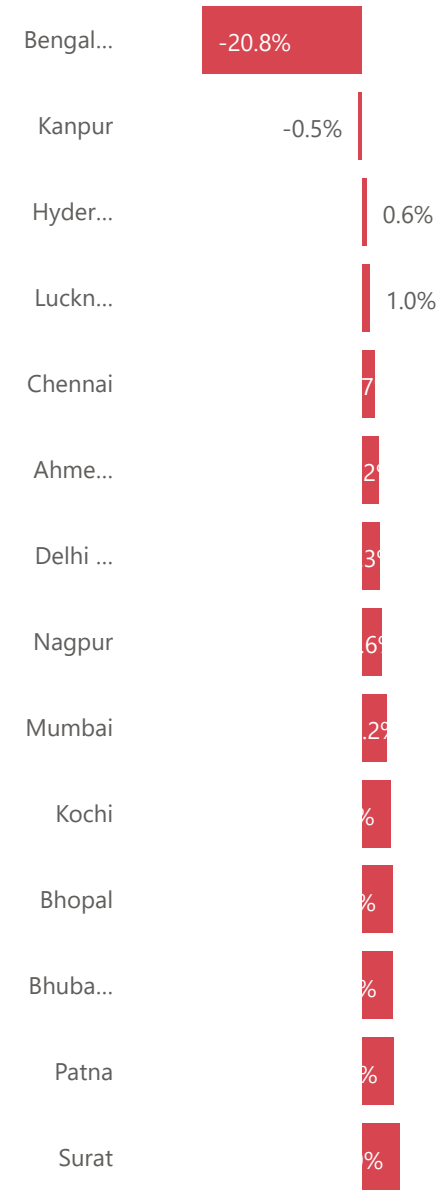
Revenue Contribution % by Market



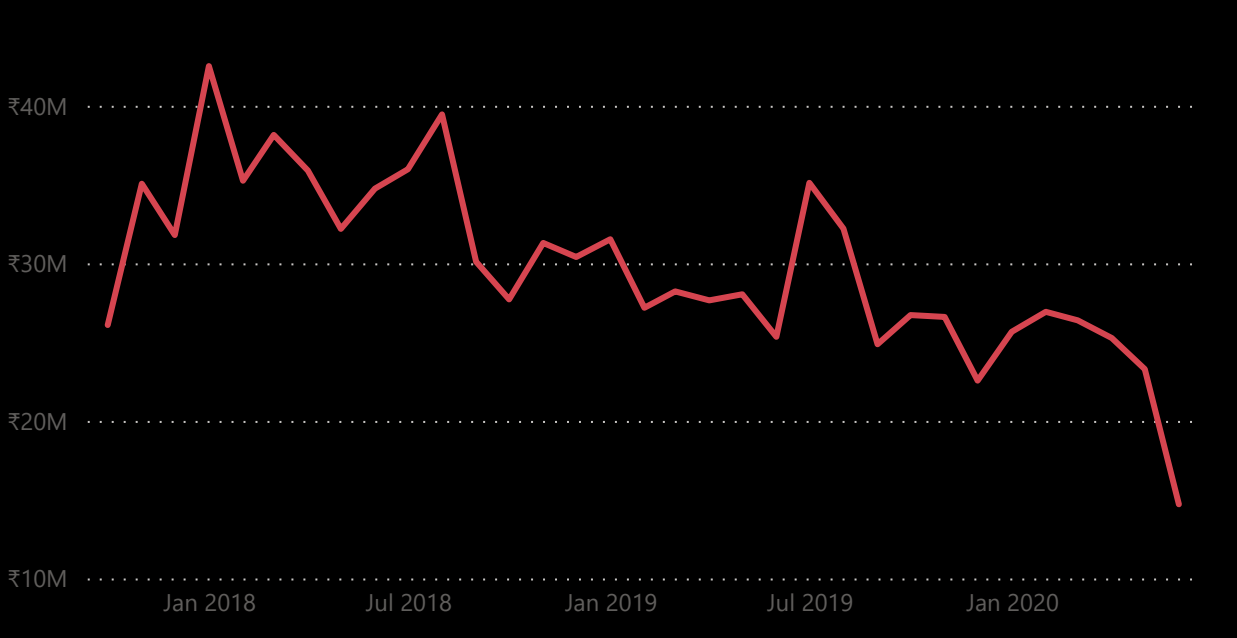
Profit Contribution % by Market



Profit % by market



Revenue Trend



| custmer_name | Revenue | Revenue Contribution % | Profit Margin Contribution % | Profit Margin % |
|--------------------------|---------------|------------------------|------------------------------|-----------------|
| Electricalslnance Stores | ₹18,68,461 | 0.2% | -0.2% | -2.0% |
| Electricalsbea Stores | ₹3,36,367 | 0.0% | 0.0% | 0.8% |
| Info Stores | ₹3,51,00,033 | 3.6% | 1.3% | 0.9% |
| Insight | ₹33,42,051 | 0.3% | 0.1% | 1.0% |
| Zone | ₹50,67,349 | 0.5% | 0.2% | 1.2% |
| Excel Stores | ₹4,91,15,620 | 5.0% | 2.8% | 1.4% |
| Synthetic | ₹61,73,068 | 0.6% | 0.4% | 1.4% |
| Acclaimed Stores | ₹2,11,96,727 | 2.2% | 1.3% | 1.5% |
| Sage | ₹22,52,506 | 0.2% | 0.1% | 1.5% |
| Path | ₹1,29,95,938 | 1.3% | 0.9% | 1.6% |
| Epic Stores | ₹1,87,50,440 | 1.9% | 1.3% | 1.8% |
| Integration Stores | ₹1,39,79,716 | 1.4% | 1.0% | 1.8% |
| Atlas Stores | ₹1,66,66,713 | 1.7% | 1.2% | 1.8% |
| Unity Stores | ₹1,25,89,257 | 1.3% | 0.9% | 1.8% |
| Electricalsara Stores | ₹41,33,33,588 | 42.0% | 37.7% | 2.3% |
| Surge Stores | ₹2,86,48,916 | 2.9% | 2.7% | 2.3% |
| Total | ₹98,48,68,963 | 100.0% | 100.0% | 2.5% |

₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit
Margin

Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

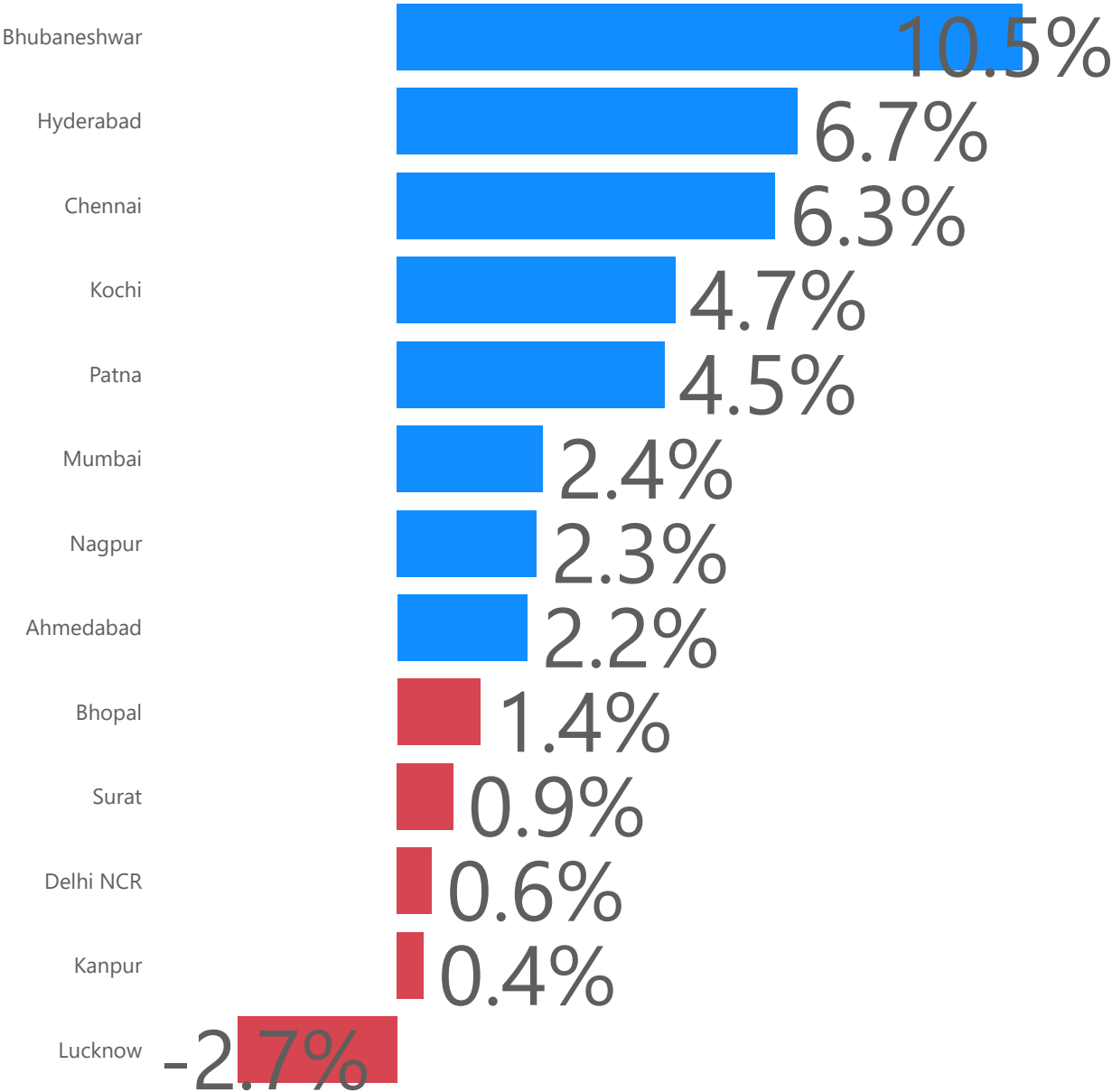
Mar 20

Apr 20

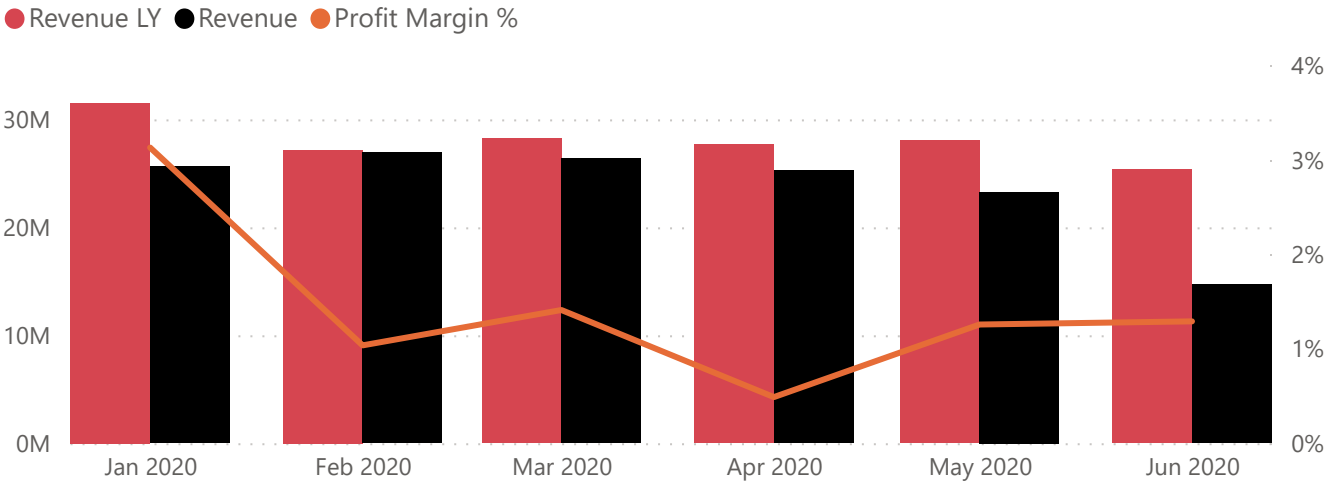
May 20

Jun 20

Revenue Contribution % by Market



Revenue Trend



| customer_name | Revenue | Revenue Contribution % | Profit Margin Contribution % | Profit Margin % |
|-----------------------|---------------|------------------------|------------------------------|-----------------|
| Electricalsara Stores | ₹6,56,41,977 | 46.2% | 11.9% | 0.4% |
| Excel Stores | ₹79,28,385 | 5.6% | 12.5% | 3.3% |
| Premium Stores | ₹58,99,748 | 4.1% | 1.4% | 0.5% |
| Electricalslytical | ₹55,37,904 | 3.9% | 1.3% | 0.5% |
| Info Stores | ₹50,64,374 | 3.6% | 7.8% | 3.2% |
| Control | ₹41,82,662 | 2.9% | 2.5% | 1.2% |
| Surge Stores | ₹39,53,600 | 2.8% | 11.9% | 6.2% |
| Logic Stores | ₹33,19,243 | 2.3% | 0.6% | 0.4% |
| Acclaimed Stores | ₹31,16,384 | 2.2% | 6.1% | 4.0% |
| Nixon | ₹30,28,345 | 2.1% | 4.7% | 3.2% |
| Epic Stores | ₹30,02,834 | 2.1% | -6.8% | -4.7% |
| Forward Stores | ₹25,60,961 | 1.8% | 5.4% | 4.3% |
| Electricalsocity | ₹25,20,938 | 1.8% | 3.3% | 2.7% |
| Modular | ₹24,53,519 | 1.7% | 5.0% | 4.2% |
| Surface Stores | ₹24,20,004 | 1.7% | 3.2% | 2.7% |
| Atlas Stores | ₹21,89,613 | 1.5% | 2.1% | 2.0% |
| Total | ₹14,22,24,545 | 100.0% | 100.0% | 1.4% |