

350K ₹142.22M

2017

2018

2019

2020

Jan  
20

Feb  
20

Mar  
20

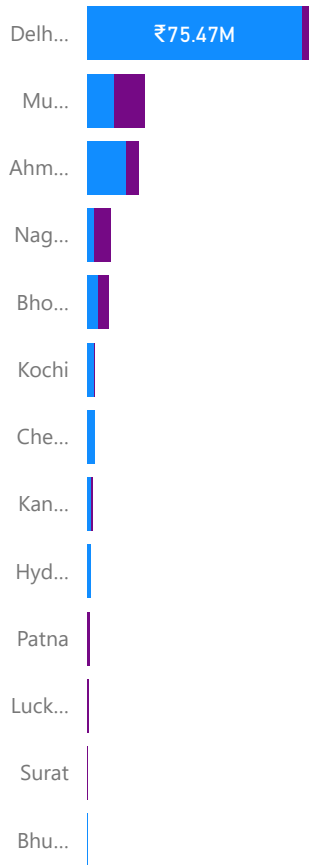
Apr  
20

May  
20



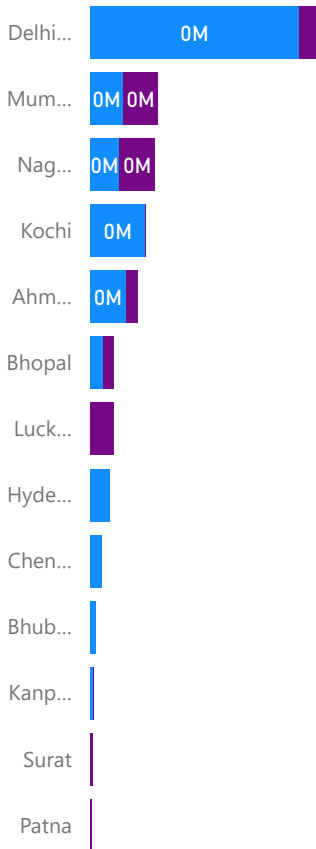
Sales Qty  
Revenue by markets

cus... ● Brick & Mortar

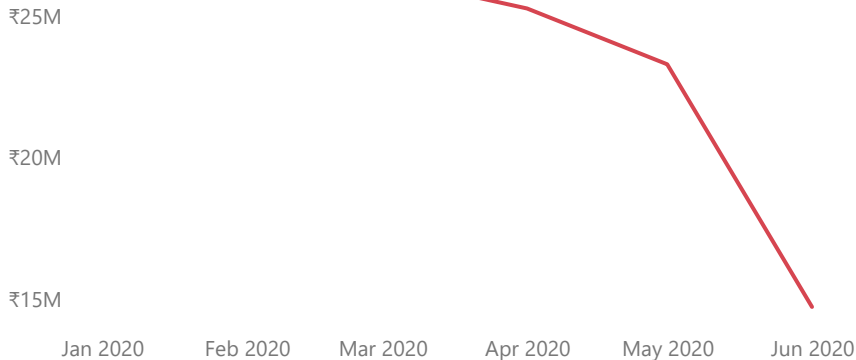


Revenue  
Sales Qty by markets

cus... ● Brick & Mortar

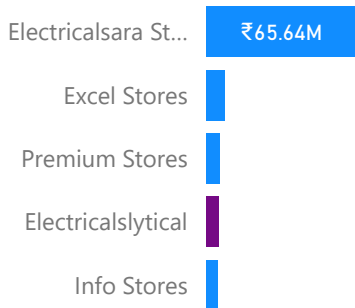


Revenue Trend

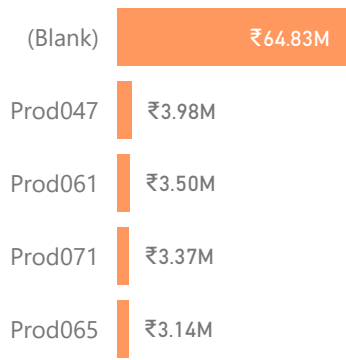


Top 5 Customers

custo... ● Brick & Mortar ● E-Commerce



Top 5 Products



350K

Sales Qty

206.0M%

Total profit Margin

₹142.22M

Revenue

2017

2018

2019

2020

Jan  
20

Feb  
20

Mar  
20

Apr  
20

May  
20

Jun  
20

Revenue Contributio...

Profit Contribution % by ...

Profit % by markets

Delhi ...

54.7%

Mumbai

3.9%

Lucknow

2.7%

Mum...

14.2%

Delhi NCR

2.1%

Kanpur

0.4%

Ahme...

12.7%

Ahmeda...

1.0%

Delhi NCR

0.6%

Nagpur

5.8%

Nagpur

9.4%

Surat

0.9%

Bhopal

5.4%

Chennai

7.6%

Bhopal

1.4%

Kochi

1.9%

Kochi

6.2%

Ahmedab...

2.2%

Chennai

1.7%

Bhopal

5.2%

Nagpur

2.3%

Kanpur

1.5%

Hyderab...

3.9%

Mumbai

2.4%

Hyder...

0.8%

Patna

2.0%

Patna

4.5%

Patna

0.6%

Bhubane...

0.8%

Kochi

4.7%

Luckn...

0.3%

Kanpur

0.5%

Chennai

6.3%

Surat

0.2%

Surat

0.1%

Hyderabad

6.7%

Bhuba...

0.1%

Lucknow

0.5%

Bhubanes...

0.5%

Revenue Trend

₹25M

₹20M

₹15M

Jan 2020

Mar 2020

May 2020

customer_name	Revenue	Revenue Contribution %	Profit margin Contribution %
Electricalsara Stores	₹65,641,977.00	46.2%	11.9%
Excel Stores	₹7,928,385.00	5.6%	12.5%
Premium Stores	₹5,899,748.00	4.1%	1.4%
Electricalslytical	₹5,537,904.00	3.9%	1.3%
Info Stores	₹5,064,374.00	3.6%	7.8%
Total	₹142,224,545.00	100.0%	100.0%

₹142.22M

Revenue

350K

Sales Qty

206.0M%

Total profit Margin

Profit Target

-2%



2017

2018

2019

2020

Jan 20

Feb 20

Mar 20

Apr 20

May 20



Profit margin % by markets

Bhubanes...

10.5%

Hyderabad

6.7%

Chennai

6.3%

Kochi

4.7%

Patna

4.5%

Mumbai

2.4%

Nagpur

2.3%

Ahmedab...

2.2%

Bhopal

1.4%

Surat

0.9%

Delhi NCR

0.6%

Kanpur

0.4%

Lucknow

-2

Revenue Trend

● Revenue LY ● Revenue ● Profit Margin%

₹40M

4%

₹20M

2%

₹0M

0%

2020 Qtr 1  
January 1

2020 Qtr 1  
February 1

2020 Qtr 1  
March 1

2020 Qtr 2  
April 1

2020 Qtr 2  
May 1

2020 Qtr 2  
June 1

customer\_name

Revenue

Revenue  
Contribution  
%

Profit  
margin  
Contributio  
n %

Profit Margin%

Acclaimed Stores

₹3,116,384.00

2.2%

6.1%

4.0%

All-Out

₹713,953.00

0.5%

1.6%

4.5%

Atlas Stores

₹2,189,613.00

1.5%

2.1%

2.0%

Control

₹4,182,662.00

2.9%

2.5%

1.2%

Electricalsara Stores

₹65,641,977.00

46.2%

11.9%

0.4%

Electricalsbea Stores

₹50,940.00

0.0%

0.4%

15.6%

Electricalslance Stores

₹142,742.00

0.1%

0.2%

3.5%

Electricalslytical

₹5,537,904.00

3.9%

1.3%

0.5%

Electricalsociety

₹2,520,938.00

1.8%

3.3%

2.7%

Electricalsopedia Stores

₹995,764.00

0.7%

2.9%

5.9%

Total

₹142,224,545.00

100.0%

100.0%

1.4%