

Key Insights

1.38bn

Revenue

2M

Sales Quantity

Year

2017

2018

2019

2020

6/1/2017

6/1/2020

Revenue by Markets

Market Name

Delhi NCR	0.73bn
Mumbai	0.21bn
Ahmedabad	0.18bn
Bhopal	0.08bn
Nagpur	0.08bn
Kochi	0.03bn
Chennai	0.03bn
Kanpur	0.02bn
Hyderabad	0.01bn
Patna	0.01bn
Lucknow	0.00bn
Surat	0.00bn
Bhubaneshwar	0.00bn
Bengaluru	0.00bn

Revenue

Sales Quantity by Markets

markets_name

Delhi NCR	0.99M
Mumbai	0.38M
Nagpur	0.26M
Kochi	0.26M
Ahmedabad	0.21M
Bhopal	0.11M
Hyderabad	0.08M
Chennai	0.05M
Lucknow	0.04M
Surat	0.02M
Kanpur	0.02M
Bhubaneshwar	0.01M
Patna	0.01M
Bengaluru	0.00M

Sum of sales_qty

Revenue Trend



Top Five Customers

Electricalsar...	0.58bn
Electricalslyti...	0.07bn
Excel Stores	0.07bn
Premium Sto...	0.06bn
Nixon	0.06bn

Revenue

Top Five Products

Prod318	96M
Prod316	85M
Prod324	58M
Prod329	48M
Prod334	44M

Revenue

Profit Analysis

198.75M

Revenue

350K

Sales Quantity

2.88M

Total Profit Margin

Customer Name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	91,728,317.34	46.15%	11.92%	0.37%
Excel Stores	11,079,143.09	5.57%	12.54%	3.27%
Premium Stores	8,244,326.38	4.15%	1.40%	0.49%
Electricalslytical	7,738,745.58	3.89%	1.31%	0.49%
Info Stores	7,076,983.39	3.56%	7.82%	3.19%
Control	5,844,864.06	2.94%	2.52%	1.24%
Surge Stores	5,524,758.03	2.78%	11.95%	6.24%
Logic Stores	4,638,309.38	2.33%	0.61%	0.38%
Acclaimed Stores	4,354,867.67	2.19%	6.12%	4.05%
Nixon	4,231,861.57	2.13%	4.66%	3.17%
Elite Stores	4,106,170.12	2.11%	6.92%	4.60%
Total	198,745,299.46	100.00%	100.00%	1.45%

Year

2017

2018

2019

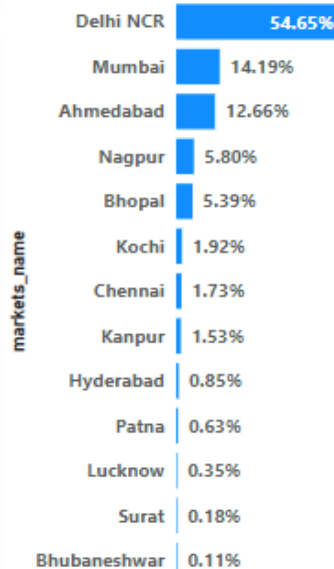
2020

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6/1/2017

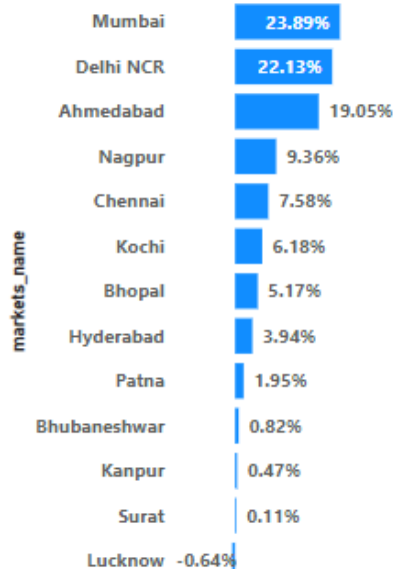
6/1/2020

Revenue Contribution % by Markets



Revenue Contribution %

Profit Margin Contribution % by Markets



Profit Margin Contribution %

Performance Analysis

Profit Target

0.07

Year

2017

2018

2019

2020

198.75M

Revenue

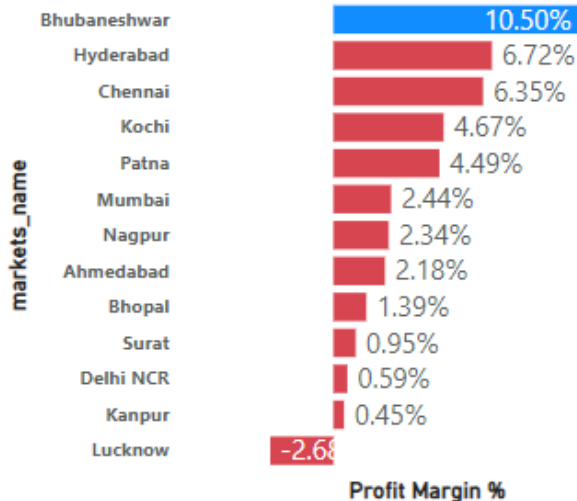
350K

Sales Quantity

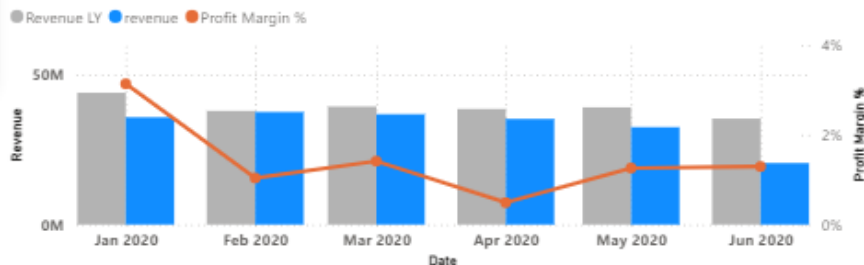
2.88M

Total Profit Margin

Profit Margin % by markets_name



Revenue and Profit Margin Trend



Customer Name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	91,728,317.34	46.15%	11.92%	0.37%
Excel Stores	11,079,143.09	5.57%	12.54%	3.27%
Premium Stores	8,244,326.38	4.15%	1.40%	0.49%
Electricalslytical	7,738,745.58	3.89%	1.31%	0.49%
Info Stores	7,076,983.39	3.56%	7.82%	3.19%
Control	5,844,864.06	2.94%	2.52%	1.24%
Surge Stores	5,524,758.03	2.78%	11.95%	6.24%
Local Stores	4,630,300.30	2.33%	0.61%	0.30%
Total	198,745,299.46	100.00%	100.00%	1.45%