

₹985M

Revenue

2M

Sales Qty

2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

Jan 18

Feb 18

Mar 18

Apr 18

May 18

Jun 18

Jul 18

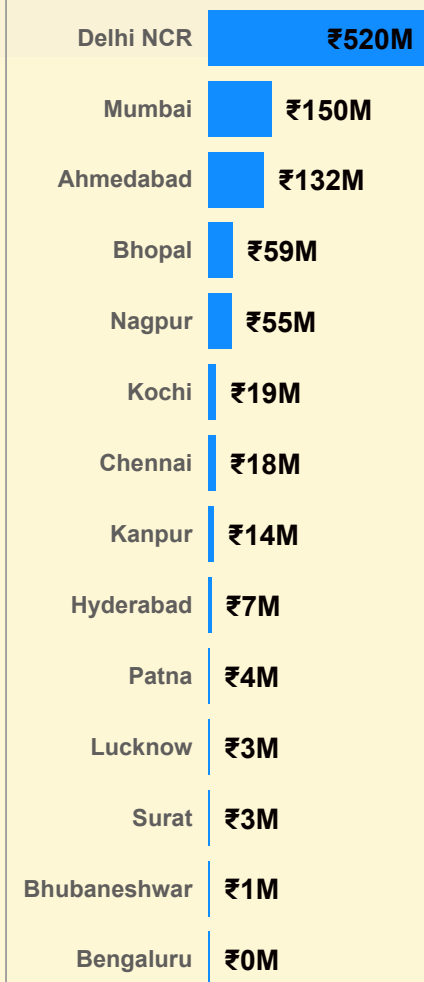
Aug 18

Sep 18

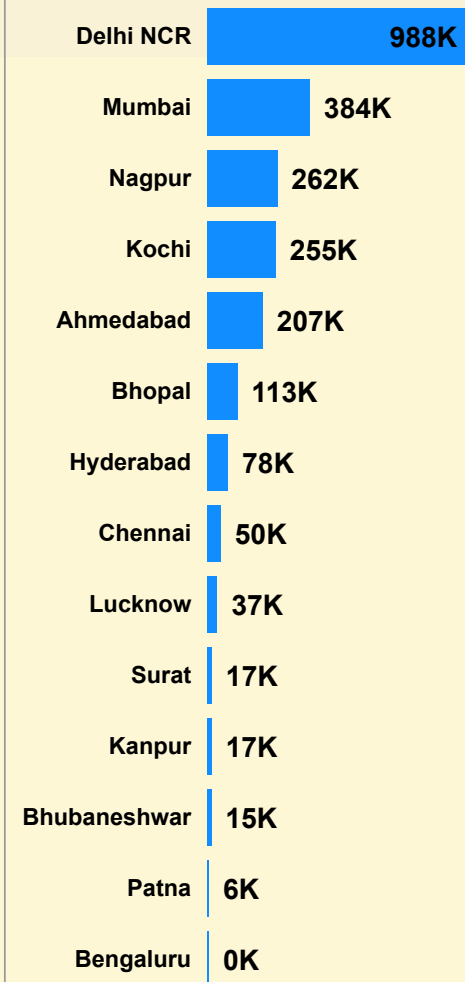
Oct 18



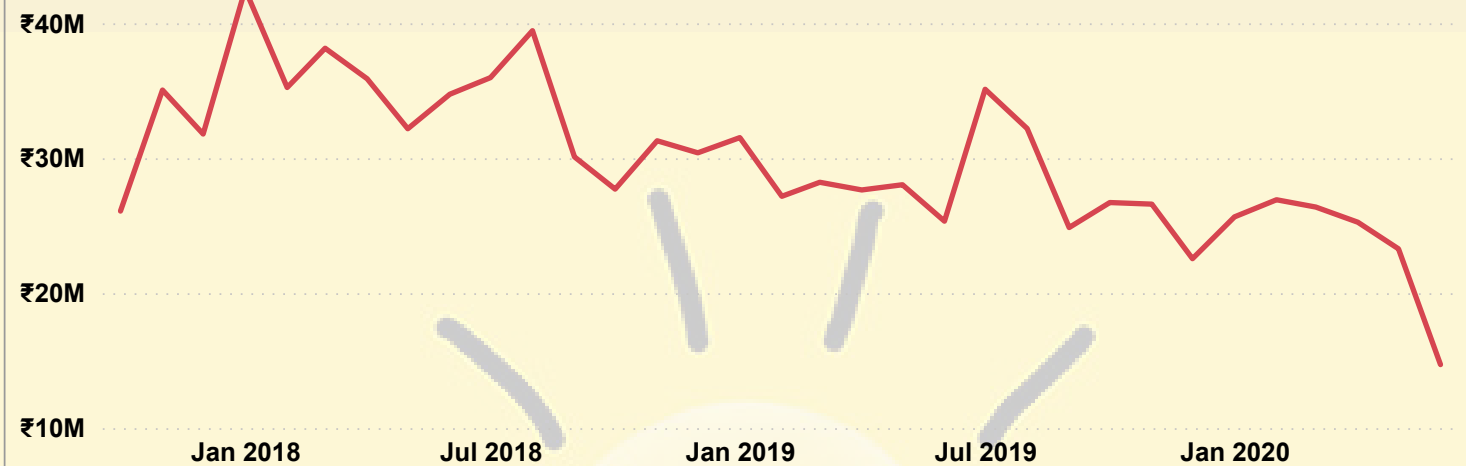
Revenue by Markets



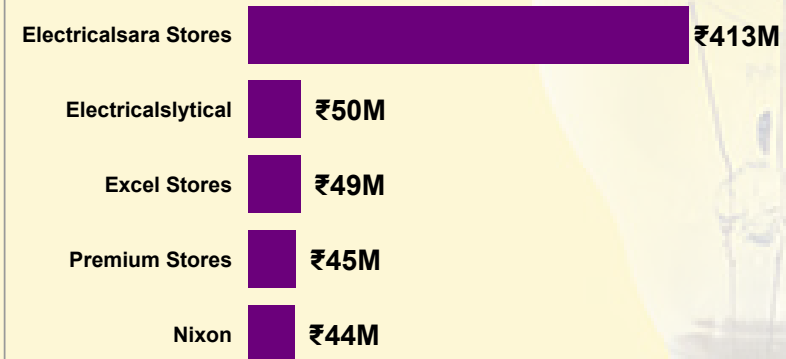
Sales Qty by Markets



Revenue Trend



Top 5 Customers



Top 5 Products



₹985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

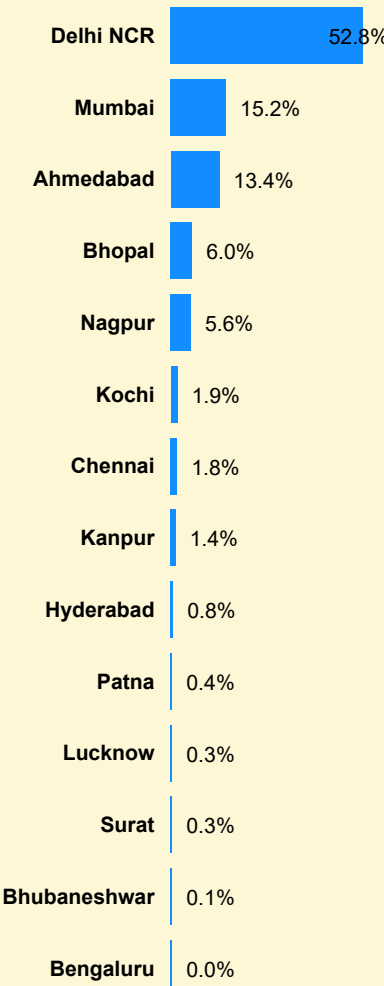
Jan 18

Feb 18

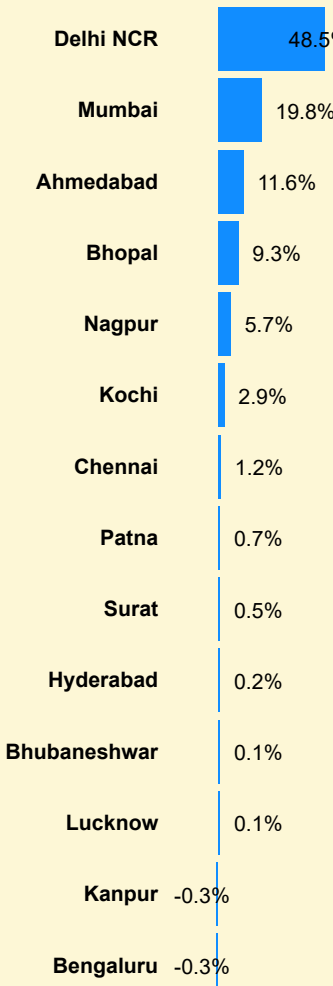
Mar 18

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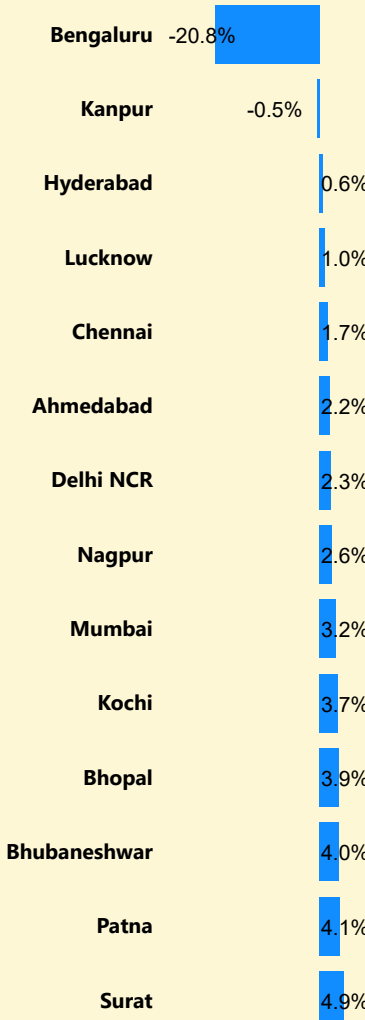
Revenue Contribution % by Market



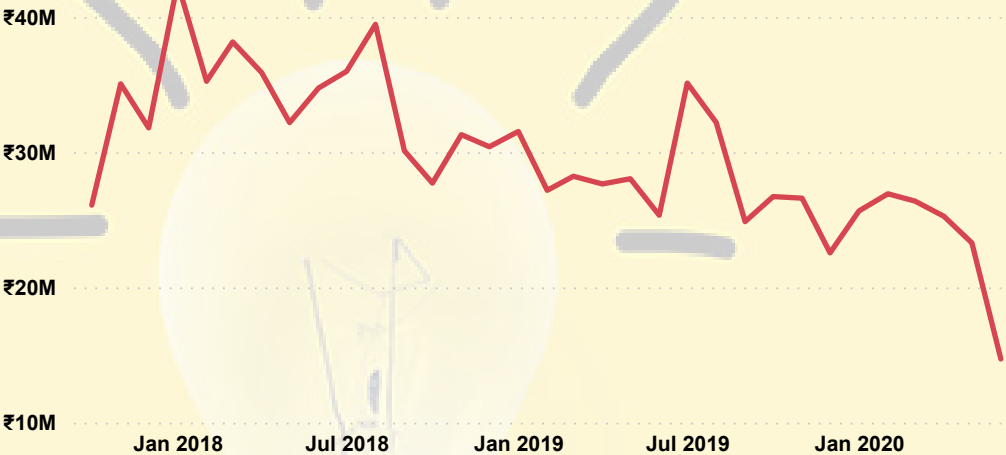
Profit Contribution % by Market



Profit % by market



Revenue Trend



Customer_Name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹413,333,588	42.0%	37.7%	2.3
Nixon	₹43,893,083	4.5%	7.2%	4.1
Electricalslytical	₹49,644,189	5.0%	6.8%	3.4
Leader	₹16,529,970	1.7%	5.1%	7.5
Premium Stores	₹44,962,166	4.6%	4.3%	2.3
Control	₹31,771,997	3.2%	3.3%	2.6
Electricalsocity	₹17,489,935	1.8%	2.9%	4.1
Excel Stores	₹49,115,620	5.0%	2.8%	1.4
Surge Stores	₹28,648,916	2.9%	2.7%	2.3
Forward Stores	₹21,026,079	2.1%	2.3%	2.7
Nomad Stores	₹17,739,351	1.8%	2.1%	2.9
Surface Stores	₹15,242,562	1.5%	2.0%	3.2
India Stores	₹12,224,222	1.2%	2.2%	2.7
Total	₹984,868,963	100.0%	100.0%	2.5

₹142M
Revenue

350K
Sales Qty

₹2.1M
Total Profit Margin

Profit Target

4%

2017

2018

2019

2020

Jan 20

Feb 20

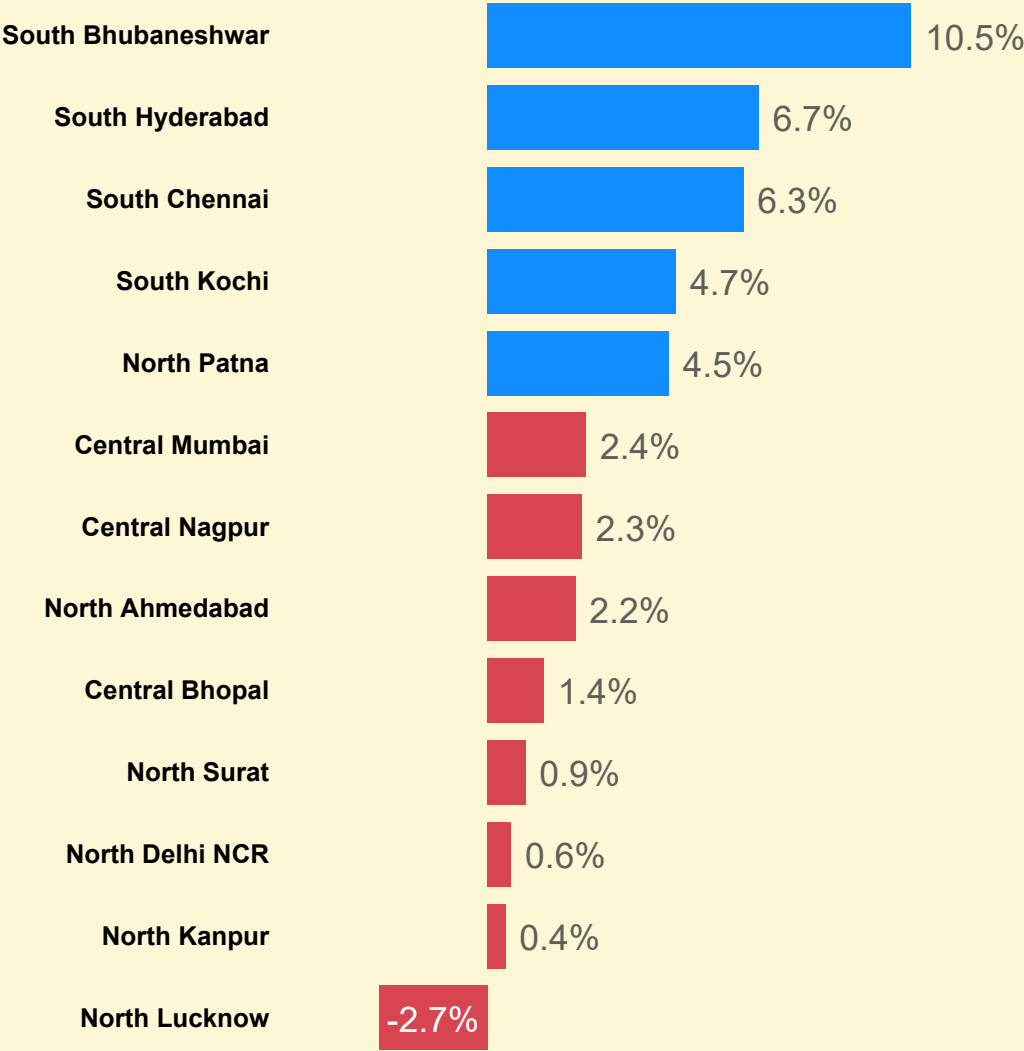
Mar 20

Apr 20

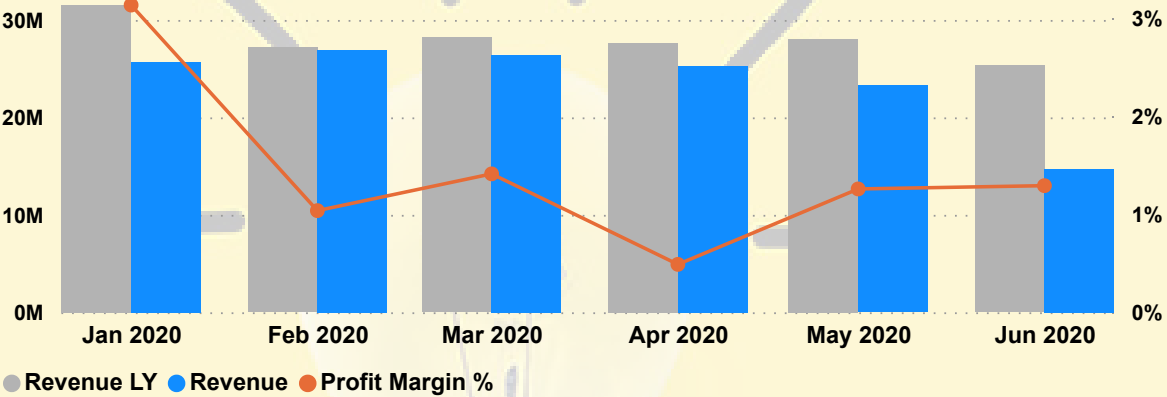
May 20

Jun 20

Revenue Contribution % by Market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsbea Stores	₹50,940	0.0%	0.4%	15.6%
Power	₹1,098,552	0.8%	3.7%	6.9%
Surge Stores	₹3,953,600	2.8%	11.9%	6.2%
Leader	₹1,671,901	1.2%	4.9%	6.0%
Electricalsopedia Stores	₹995,764	0.7%	2.9%	5.9%
Elite	₹1,247,785	0.9%	3.2%	5.3%
All-Out	₹713,953	0.5%	1.6%	4.5%
Forward Stores	₹2,560,961	1.8%	5.4%	4.3%
Modular	₹2,453,519	1.7%	5.0%	4.2%
Nomad Stores	₹1,978,550	1.4%	4.0%	4.1%
Acclaimed Stores	₹3,116,384	2.2%	6.1%	4.0%
Unity Stores	₹1,748,166	1.2%	3.3%	3.9%
Electricalslance Stores	₹142,742	0.1%	0.2%	3.5%
Total	₹142,224,545	100.0%	100.0%	1.4%