2017	2019
2018	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	Nov 18	Dec 18

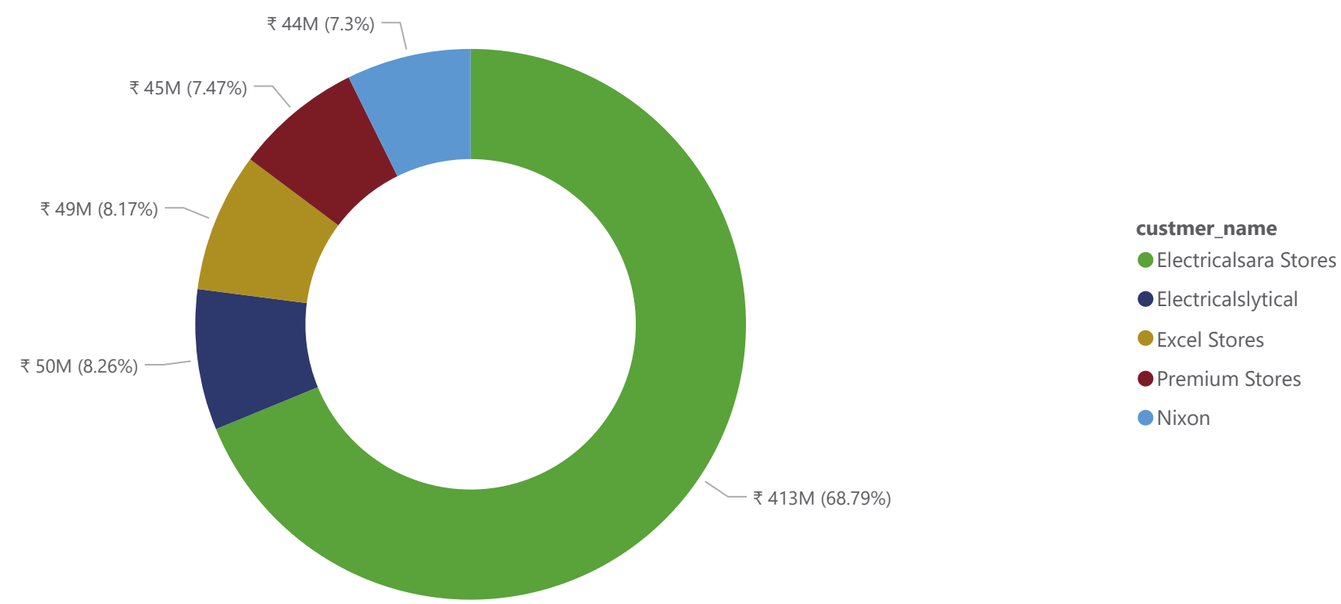
2M
Sales Qty

₹ 985M
Revenue

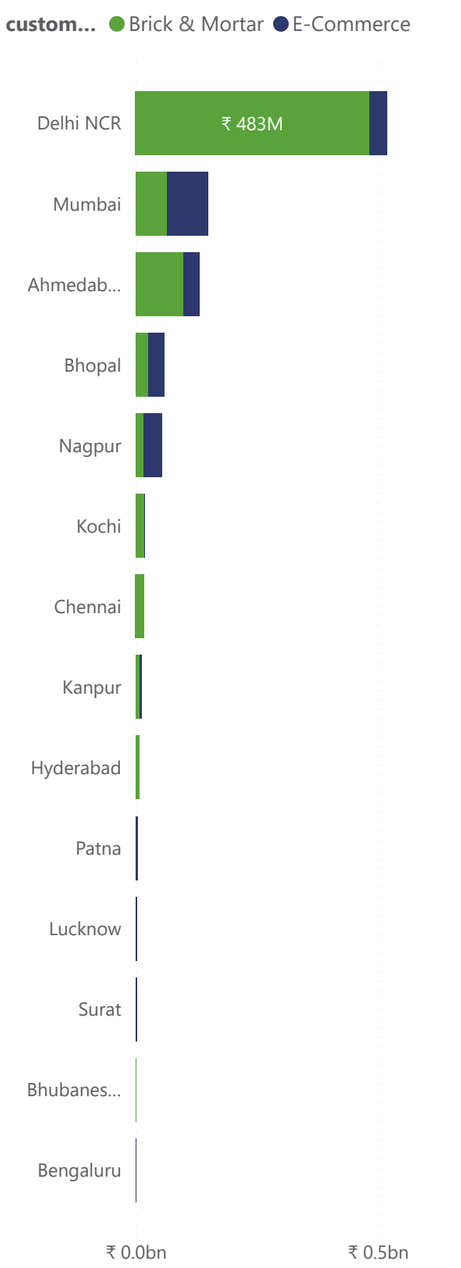
₹ 24.7M
Total Profit Margin

2.5%
Profit Margin

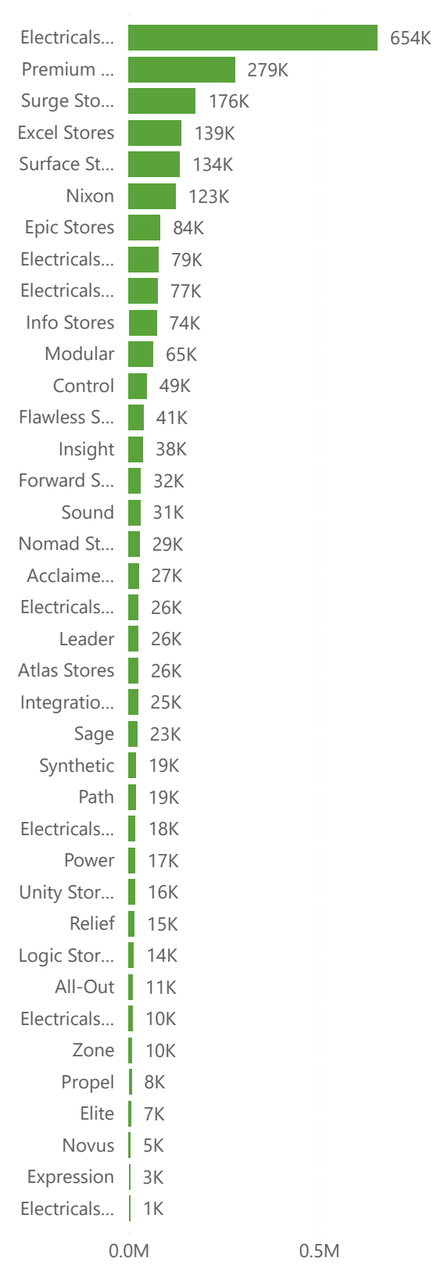
Top 5 Customers



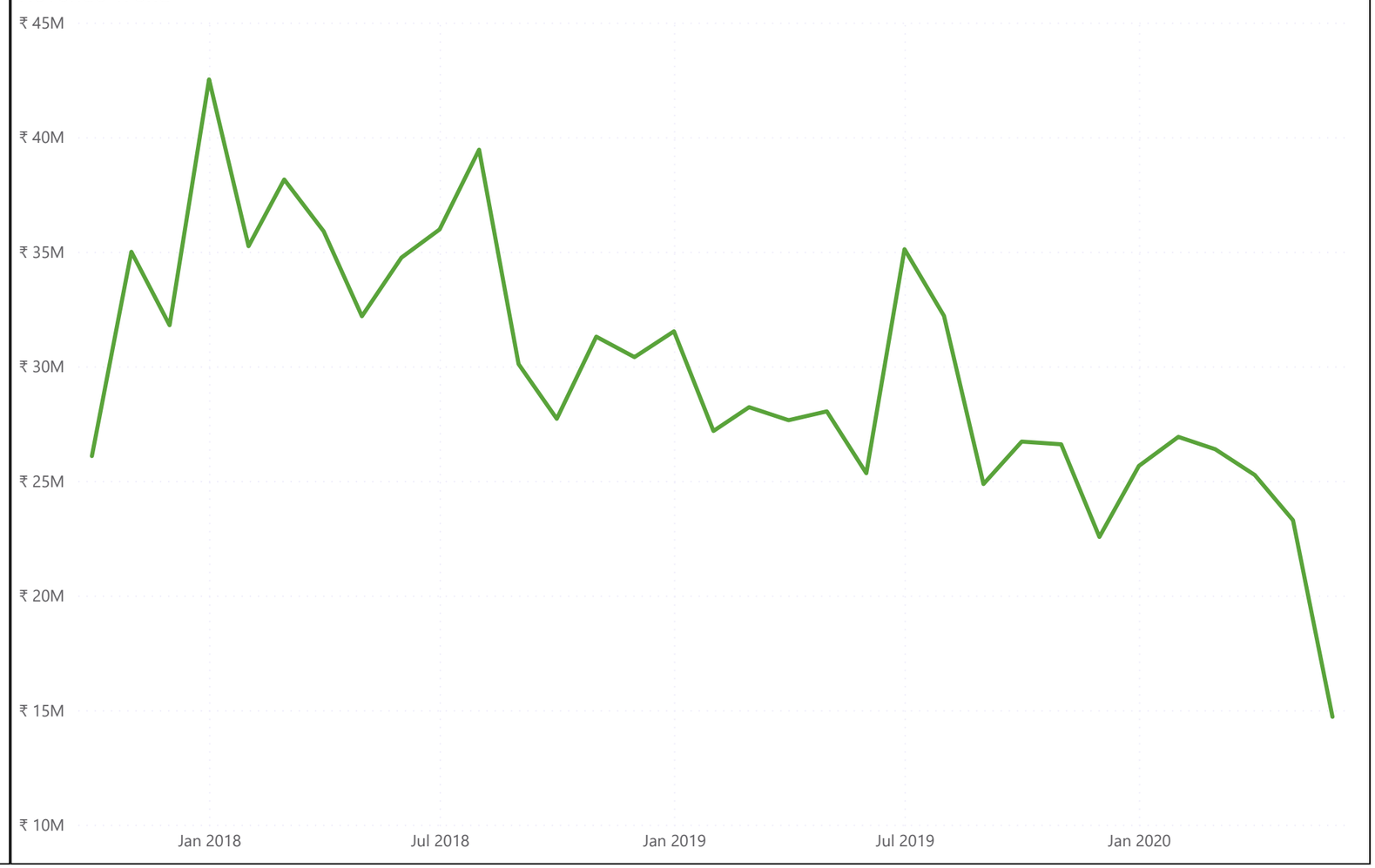
Revenue by Market



Customers Sales



Revenue Trend

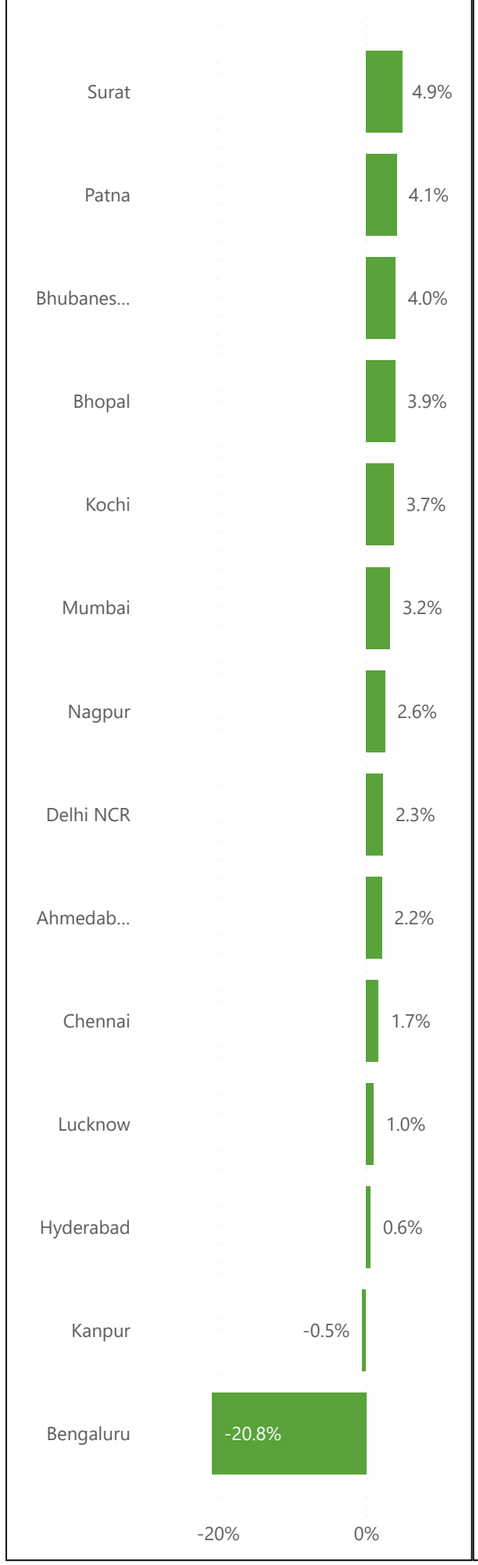


2017	2019
2018	2020

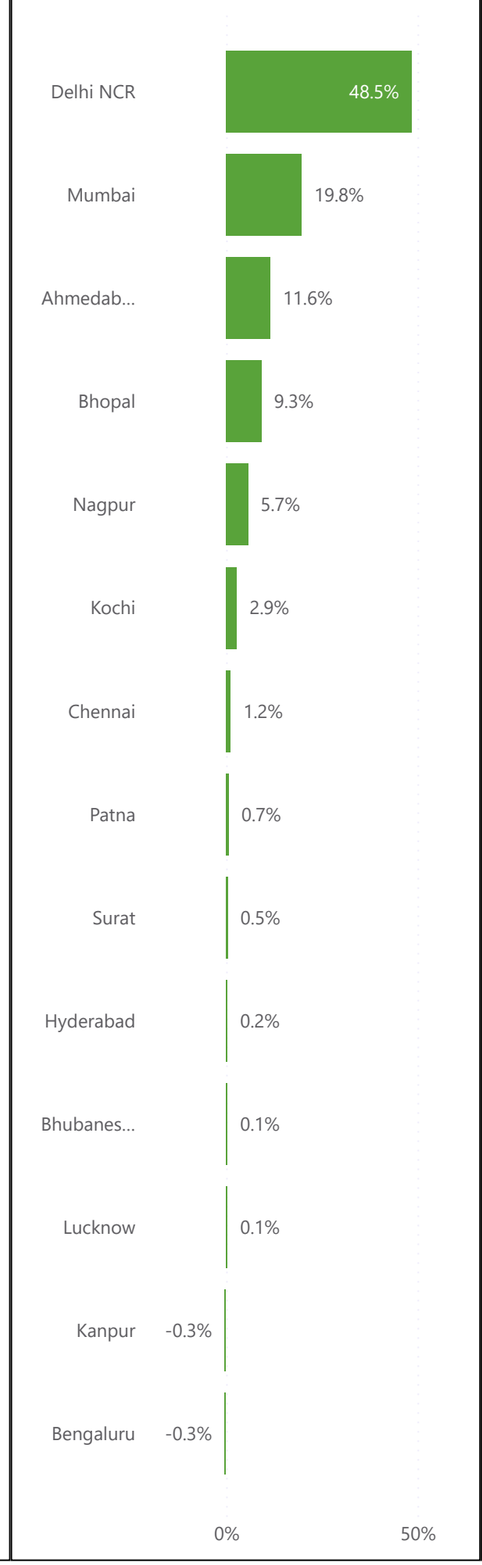
Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18

2M	₹ 985M	₹ 24.7M	2.5%
Sales Qty	Revenue	Total Profit Margin	Profit Margin

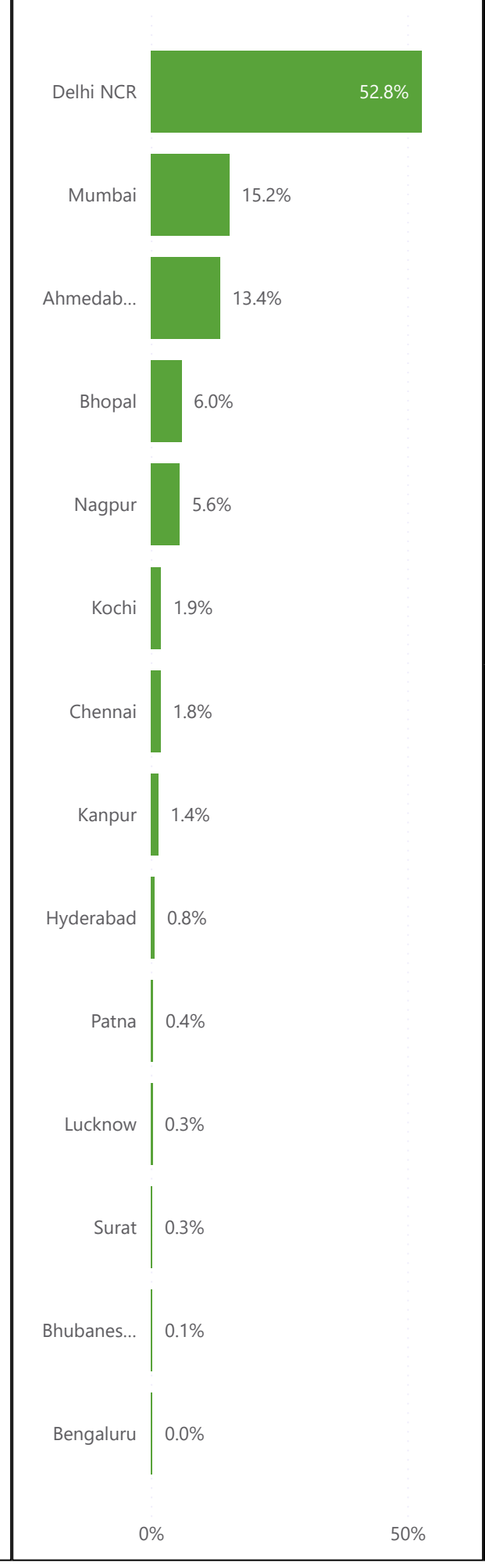
Profit % by Market



Profit Contribution %

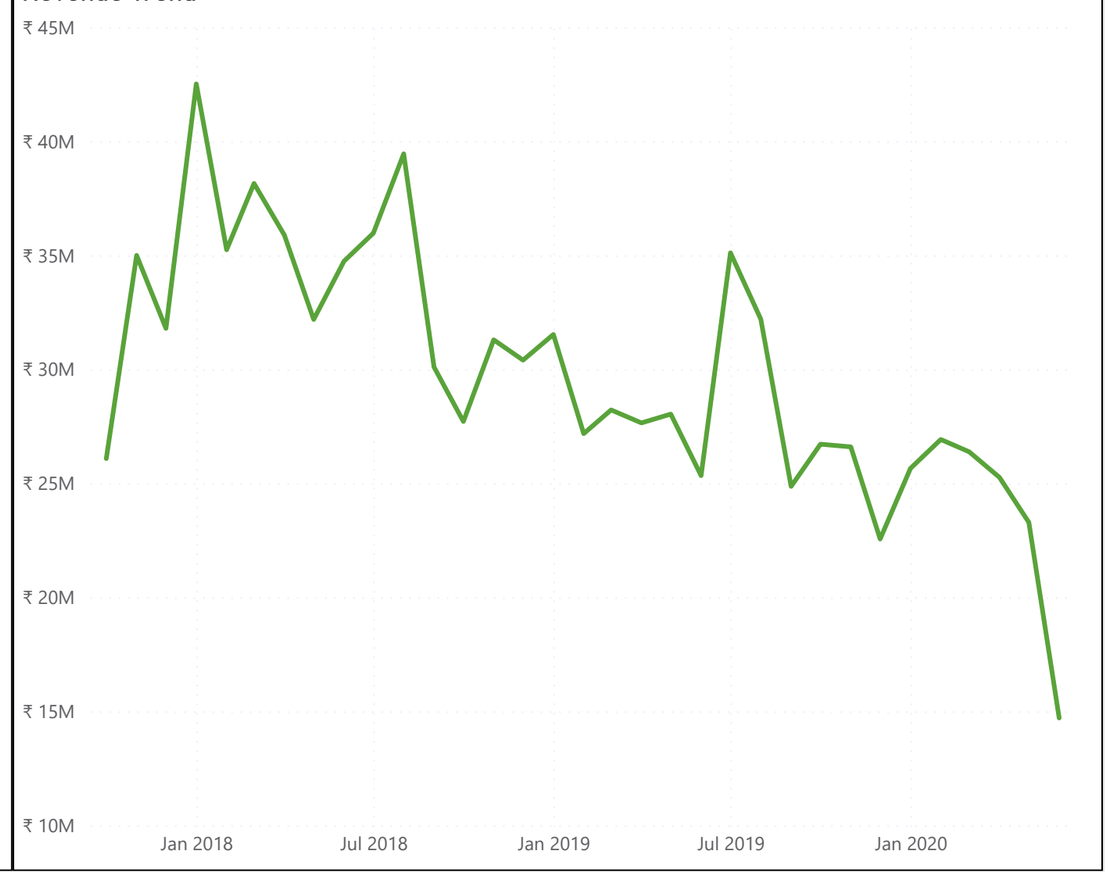


Revenue Contribution %



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution	Profit Margin
Electricalslance Stores	₹ 18,68,461	0.2%	-0.2%	-2.0%
Electricalsbea Stores	₹ 3,36,367	0.0%	0.0%	0.8%
Expression	₹ 4,30,368	0.0%	0.1%	3.5%
Sage	₹ 22,52,506	0.2%	0.1%	1.5%
Insight	₹ 33,42,051	0.3%	0.1%	1.0%
Zone	₹ 50,67,349	0.5%	0.2%	1.2%
Novus	₹ 23,59,799	0.2%	0.3%	3.2%
Electricalsquipo Stores	₹ 13,30,361	0.1%	0.4%	6.6%
Synthetic	₹ 61,73,068	0.6%	0.4%	1.4%
Propel	₹ 41,83,862	0.4%	0.6%	3.3%
All-Out	₹ 60,68,432	0.6%	0.6%	2.5%
Relief	₹ 52,30,158	0.5%	0.7%	3.3%
Sound	₹ 49,66,707	0.5%	0.8%	4.0%
Elite	₹ 48,37,239	0.5%	0.9%	4.4%
Path	₹ 1,29,95,938	1.3%	0.9%	1.6%
Unity Stores	₹ 1,25,89,257	1.3%	0.9%	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%
Flawless Stores	₹ 91,56,412	0.9%	1.3%	3.4%
Info Stores	₹ 3,51,00,033	3.6%	1.3%	0.9%
Acclaimed Stores	₹ 2,11,96,727	2.2%	1.3%	1.5%
Epic Stores	₹ 1,87,50,440	1.9%	1.3%	1.8%
Electricalsopedia Stores	₹ 1,02,81,203	1.0%	1.3%	3.2%
Power	₹ 57,27,123	0.6%	1.4%	6.2%
Modular	₹ 1,73,79,851	1.8%	1.8%	2.6%
Logic Stores	₹ 1,32,01,366	1.3%	2.0%	3.7%
Total	**₹ 98,48,13,463**	**100.0%**	**100.0%**	**2.5%**

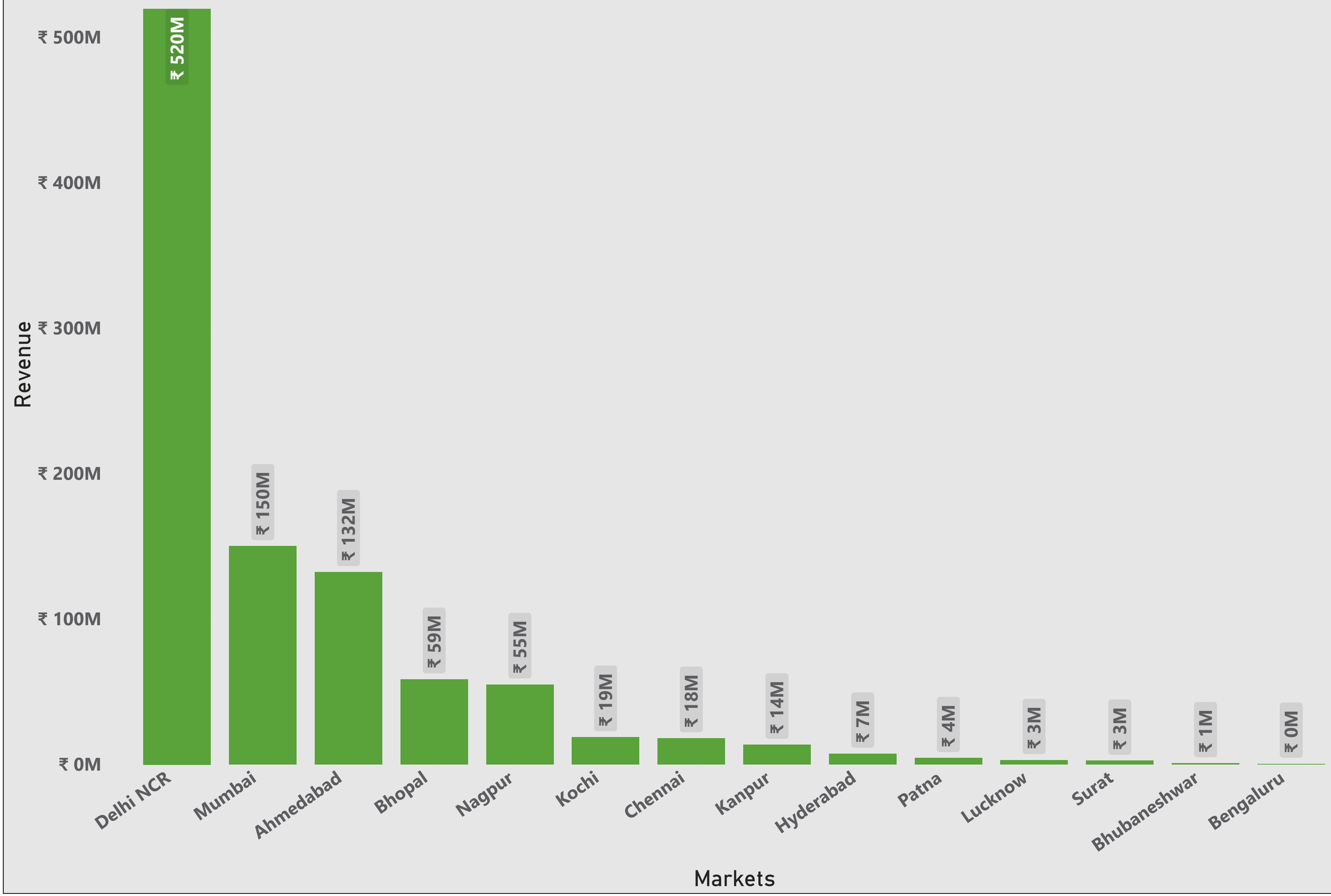
Revenue Trend

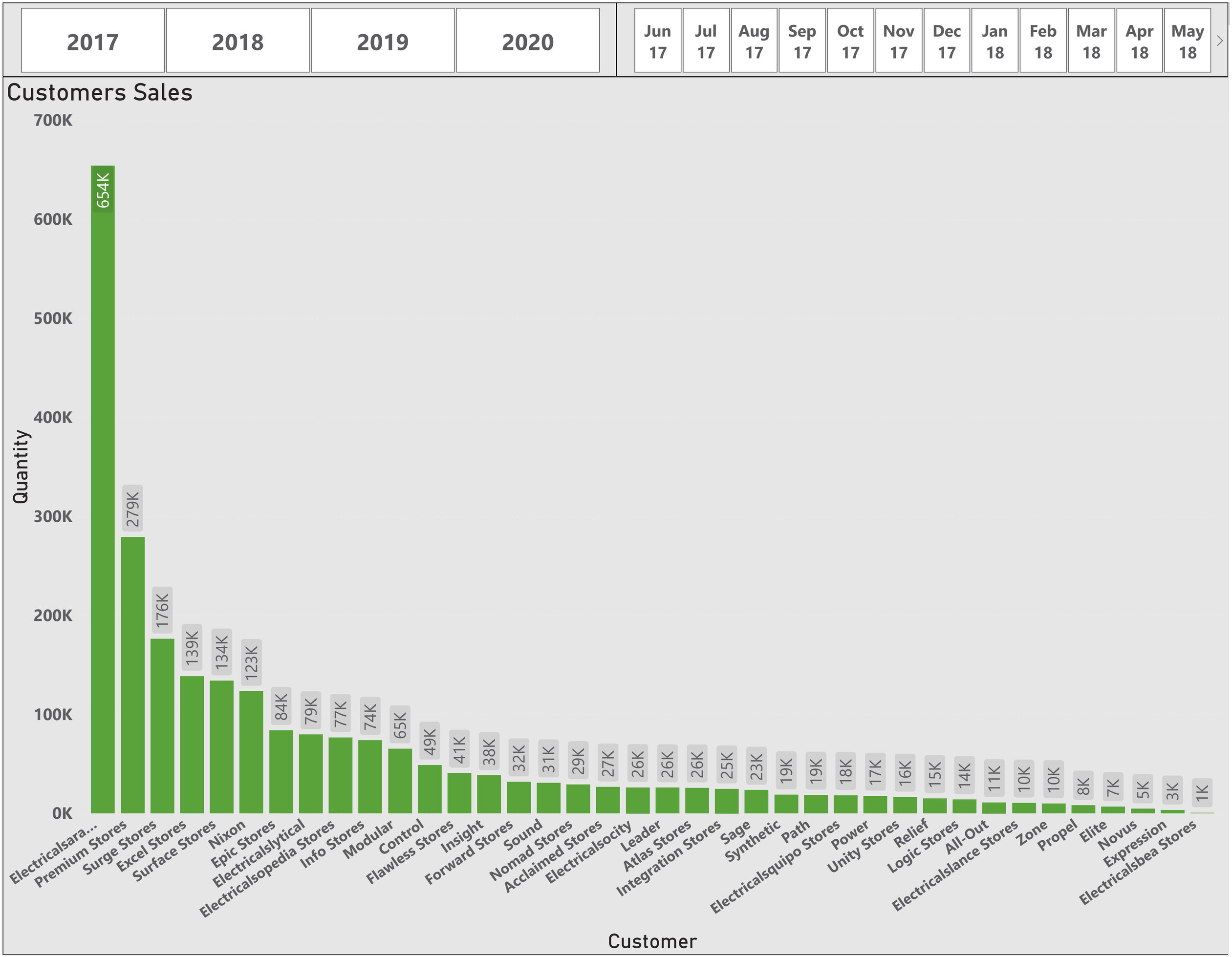


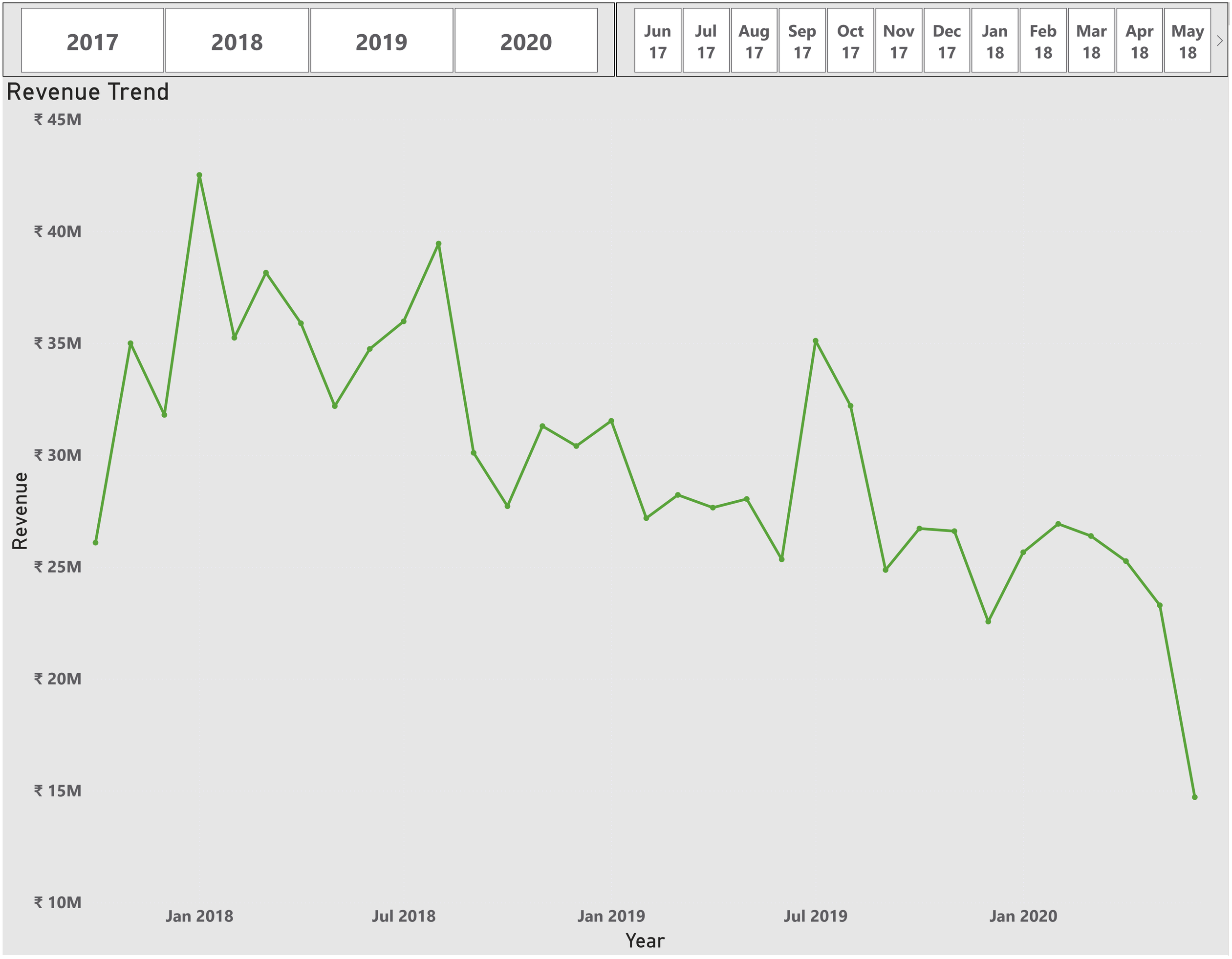
2017	2018	2019	2020

Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18

Revenue by Market

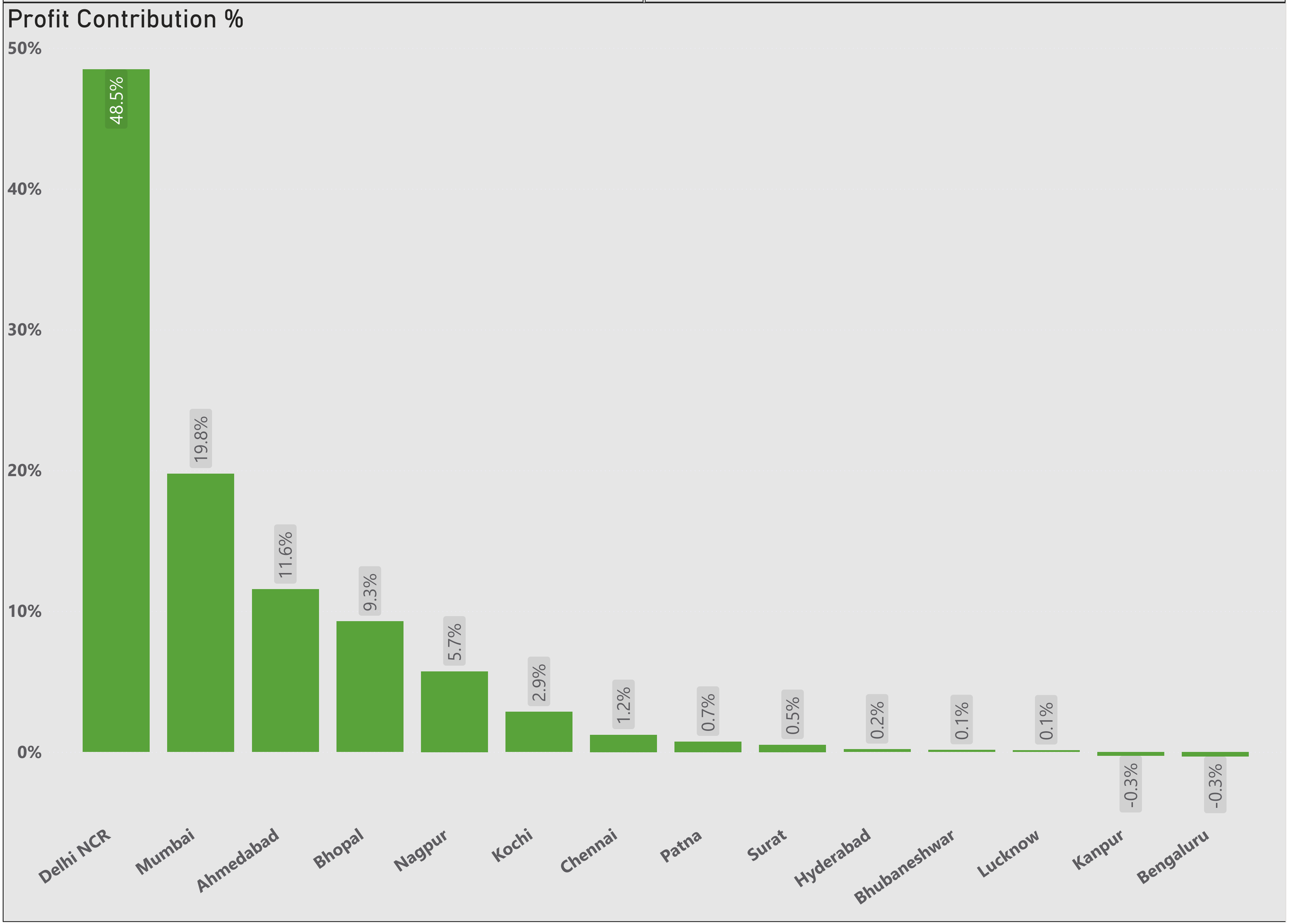



2017
2018
2019
2020
Jun 17
Jul 17
Aug 17
Sep 17
Oct 17
Nov 17
Dec 17
Jan 18
Feb 18
Mar 18
Apr 18
May 18
Customers Sales
700K
600K
500K
400K
300K
200K
100K
0K
Quantity
654K
279K
176K
139K
134K
123K
84K
79K
77K
74K
65K
49K
41K
38K
32K
31K
29K
27K
26K
26K
26K
25K
23K
19K
19K
18K
17K
16K
15K
14K
11K
10K
10K
8K
7K
5K
3K
1K
Electricalsara...
Premium Stores
Surge Stores
Excel Stores
Surface Stores
Nixon
Epic Stores
Electricalslytical
Electricalsopedia Stores
Info Stores
Modular
Control
Flawless Stores
Insight
Forward Stores
Sound
Nomad Stores
Acclaimed Stores
Electricalsocity
Leader
Atlas Stores
Integration Stores
Sage
Synthetic
Path
Electricalsquipo Stores
Power
Unity Stores
Relief
Logic Stores
All-Out
Electricalslance Stores
Zone
Propel
Elite
Novus
Expression
Electricalsbea Stores
Customer


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
Revenue Trend
₹ 45M
₹ 40M
₹ 35M
₹ 30M
₹ 25M
₹ 20M
₹ 15M
₹ 10M
Revenue
Jan 2018
Jul 2018
Jan 2019
Jul 2019
Jan 2020
Year

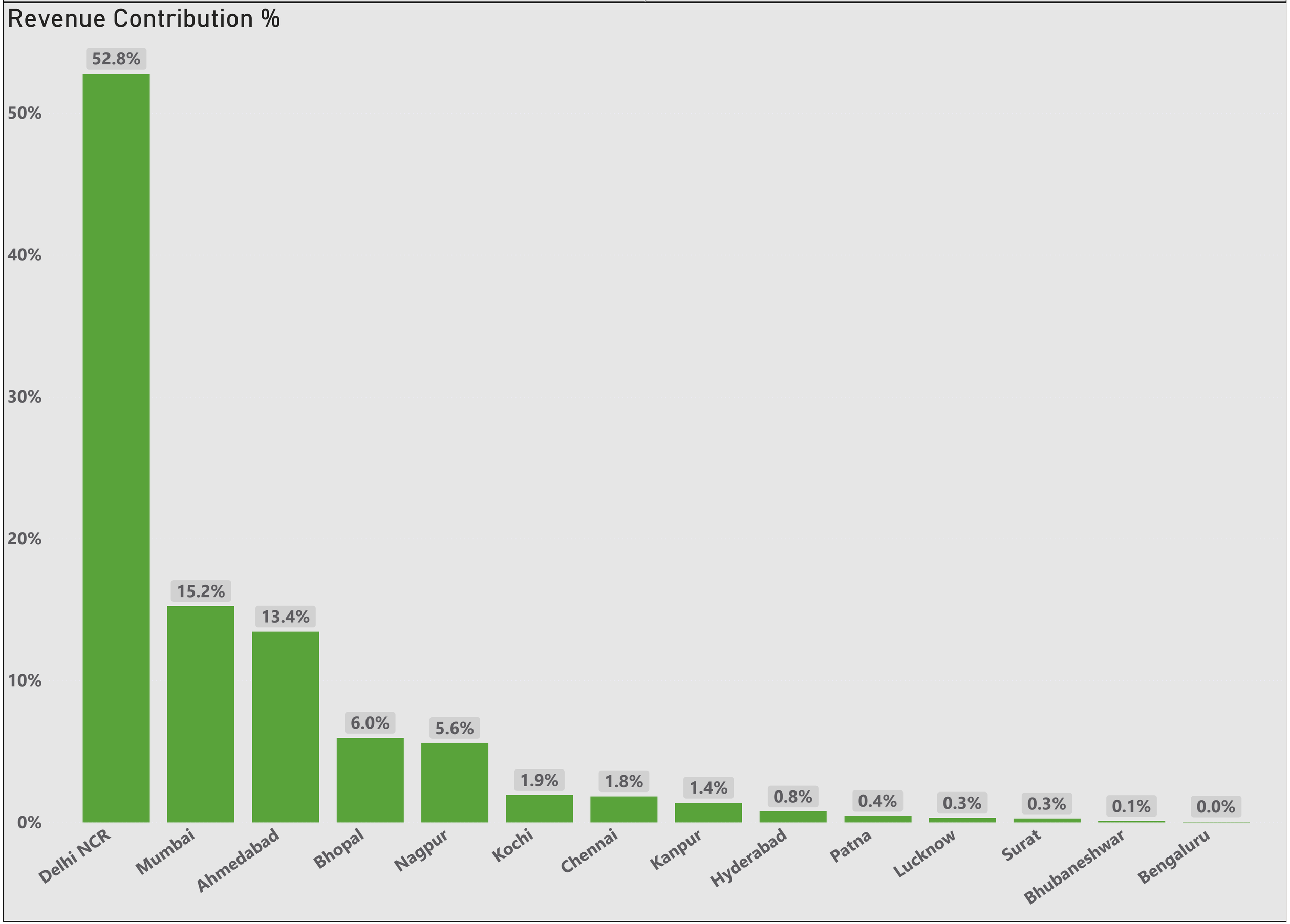
2017	2018	2019	2020

Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18



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



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

Customer Info

custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution	Profit Margin
Acclaimed Stores	₹ 2,11,96,727	2.2%	1.3%	1.5%
All-Out	₹ 60,68,432	0.6%	0.6%	2.5%
Atlas Stores	₹ 1,66,66,713	1.7%	1.2%	1.8%
Control	₹ 3,17,71,997	3.2%	3.3%	2.6%
Electricalsara Stores	₹ 41,33,33,588	42.0%	37.7%	2.3%
Electricalsbea Stores	₹ 3,36,367	0.0%	0.0%	0.8%
Electricalslance Stores	₹ 18,68,461	0.2%	-0.2%	-2.0%
Electricalslytical	₹ 4,96,44,189	5.0%	6.8%	3.4%
Electricalsocity	₹ 1,74,89,935	1.8%	2.9%	4.1%
Electricalsopedia Stores	₹ 1,02,81,203	1.0%	1.3%	3.2%
Electricalsquipo Stores	₹ 13,30,361	0.1%	0.4%	6.6%
Elite	₹ 48,37,239	0.5%	0.9%	4.4%
Epic Stores	₹ 1,87,50,440	1.9%	1.3%	1.8%
Excel Stores	₹ 4,91,15,620	5.0%	2.8%	1.4%
Expression	₹ 4,30,368	0.0%	0.1%	3.5%
Flawless Stores	₹ 91,56,412	0.9%	1.3%	3.4%
Forward Stores	₹ 2,10,26,079	2.1%	2.3%	2.7%
Info Stores	₹ 3,51,00,033	3.6%	1.3%	0.9%
Insight	₹ 33,42,051	0.3%	0.1%	1.0%
Integration Stores	₹ 1,39,79,716	1.4%	1.0%	1.8%
Leader	₹ 1,65,29,970	1.7%	5.1%	7.5%
Logic Stores	₹ 1,32,01,366	1.3%	2.0%	3.7%
Modular	₹ 1,73,79,851	1.8%	1.8%	2.6%
Nixon	₹ 4,38,93,083	4.5%	7.2%	4.1%
Nomad Stores	₹ 1,77,39,351	1.8%	2.1%	2.9%
Novus	₹ 23,59,799	0.2%	0.3%	3.2%
Path	₹ 1,29,95,938	1.3%	0.9%	1.6%
Power	₹ 57,27,123	0.6%	1.4%	6.2%
Premium Stores	₹ 4,49,06,666	4.6%	4.3%	2.3%
Total	₹ 98,48,13,463	100.0%	100.0%	2.5%