

985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

year

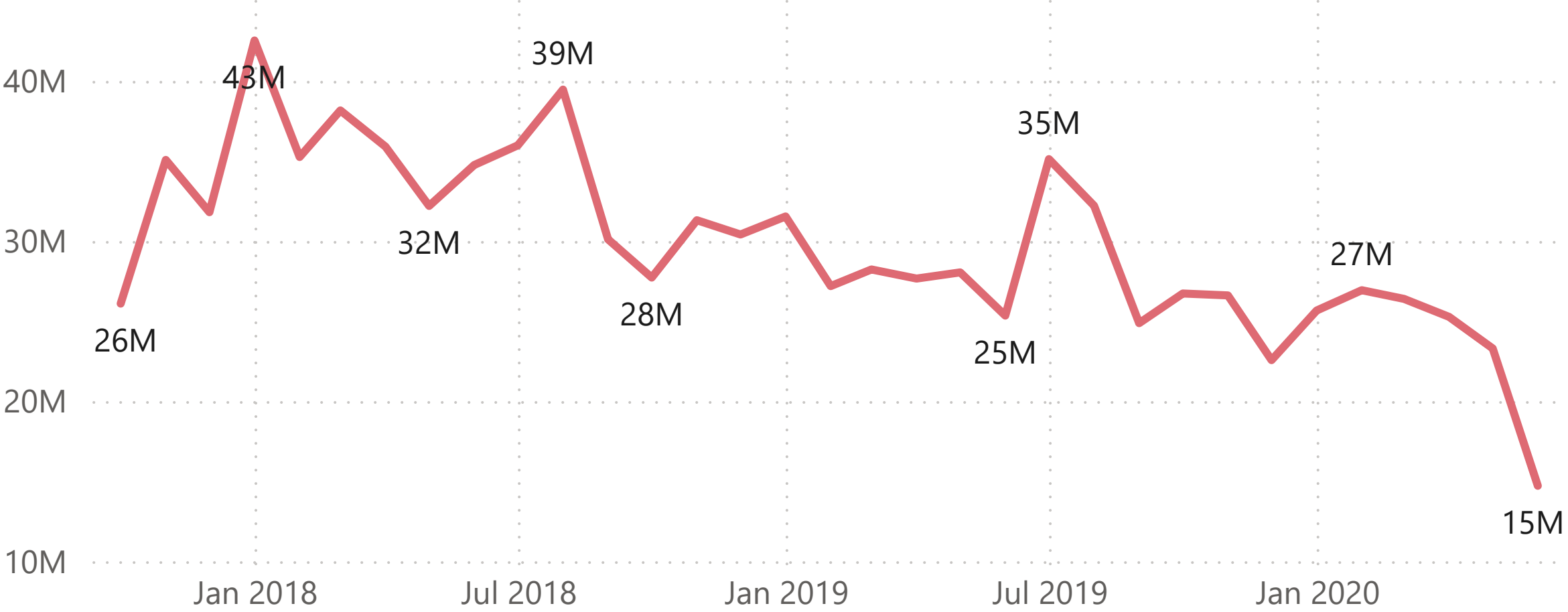
2017	2019
2018	2020

cy_date

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

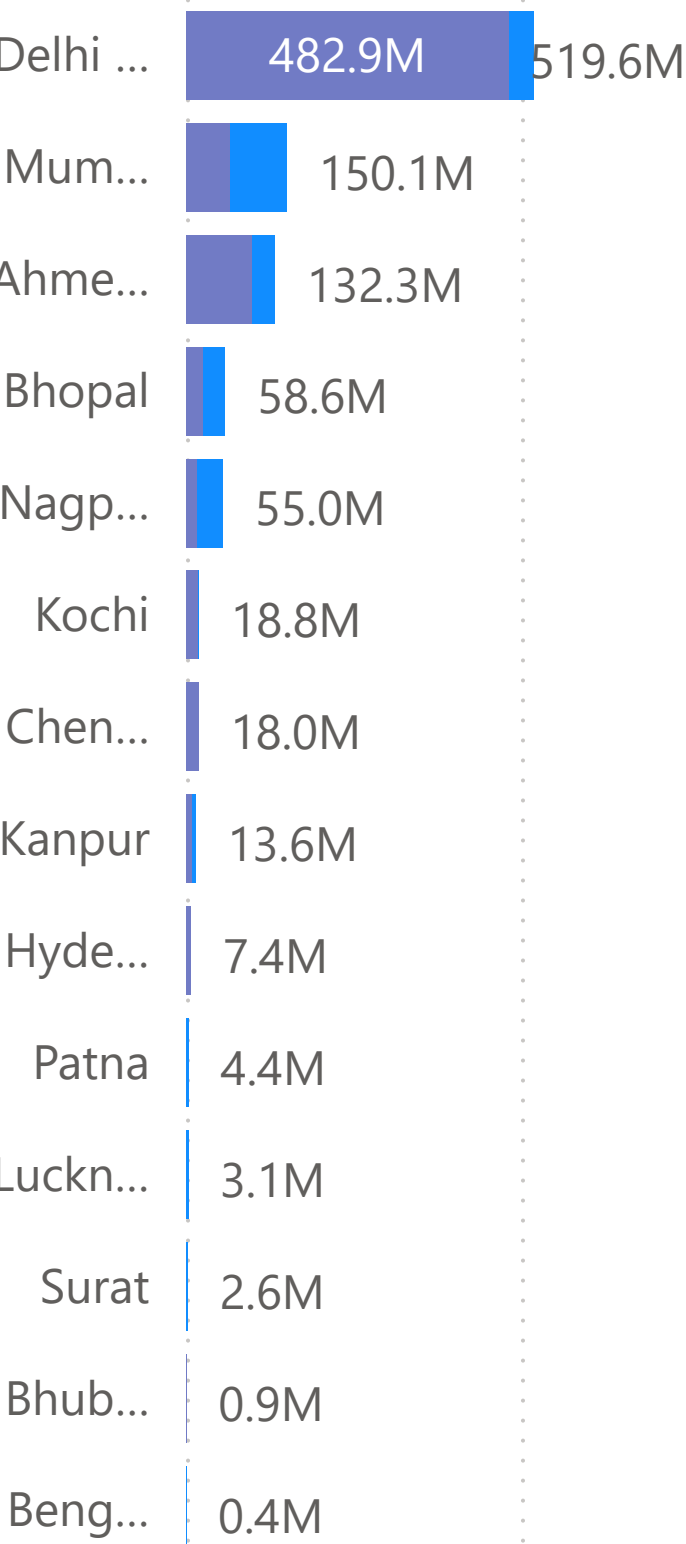


Revenue Y.O.Y.



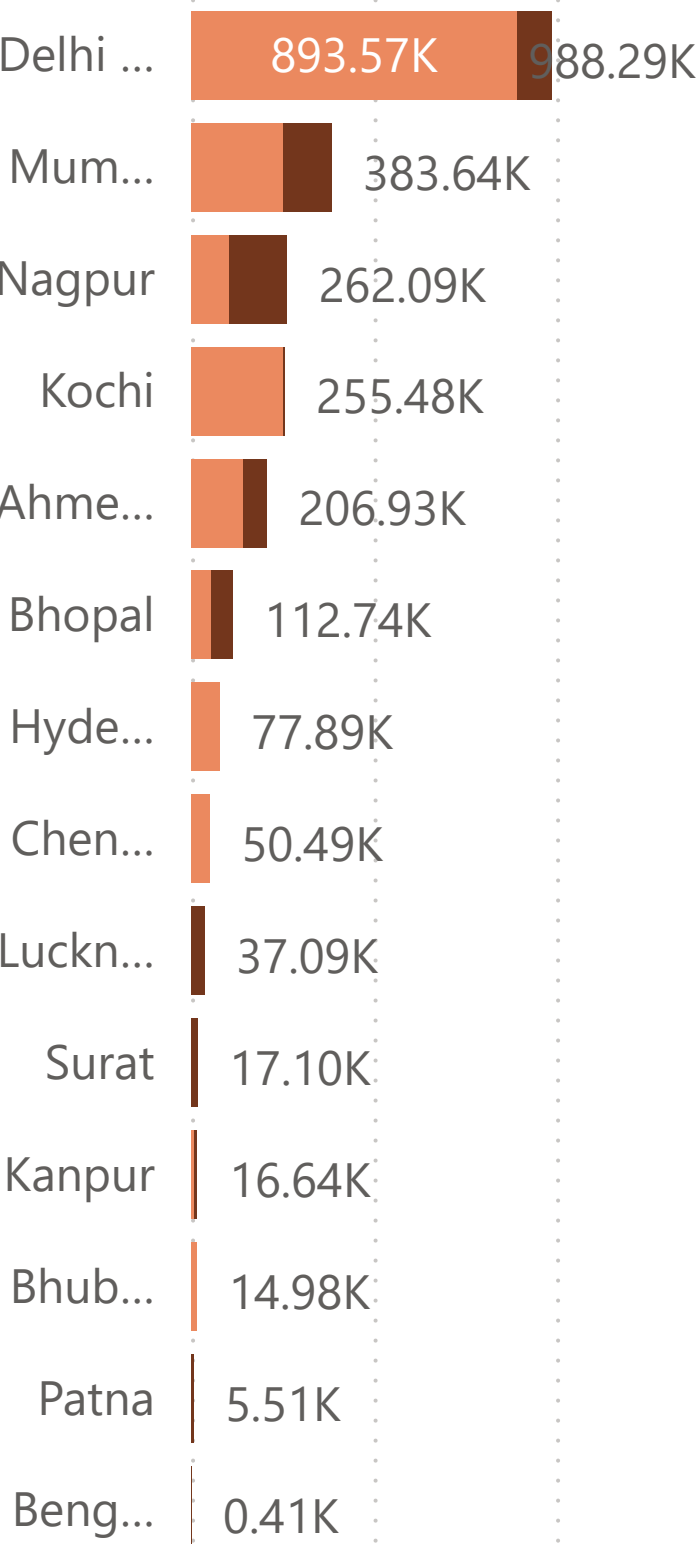
Revenue by Markets

cust... Brick & M... E-Comm...

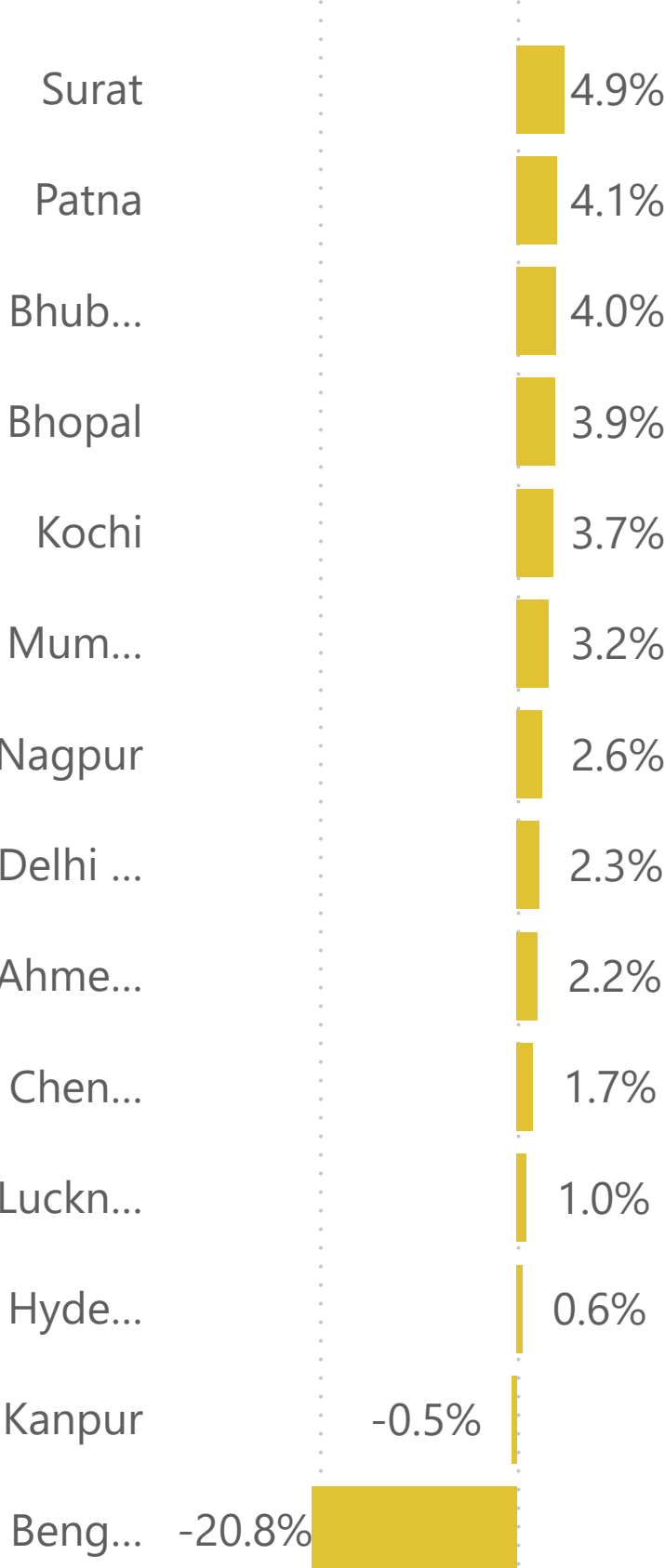


Sales by Markets

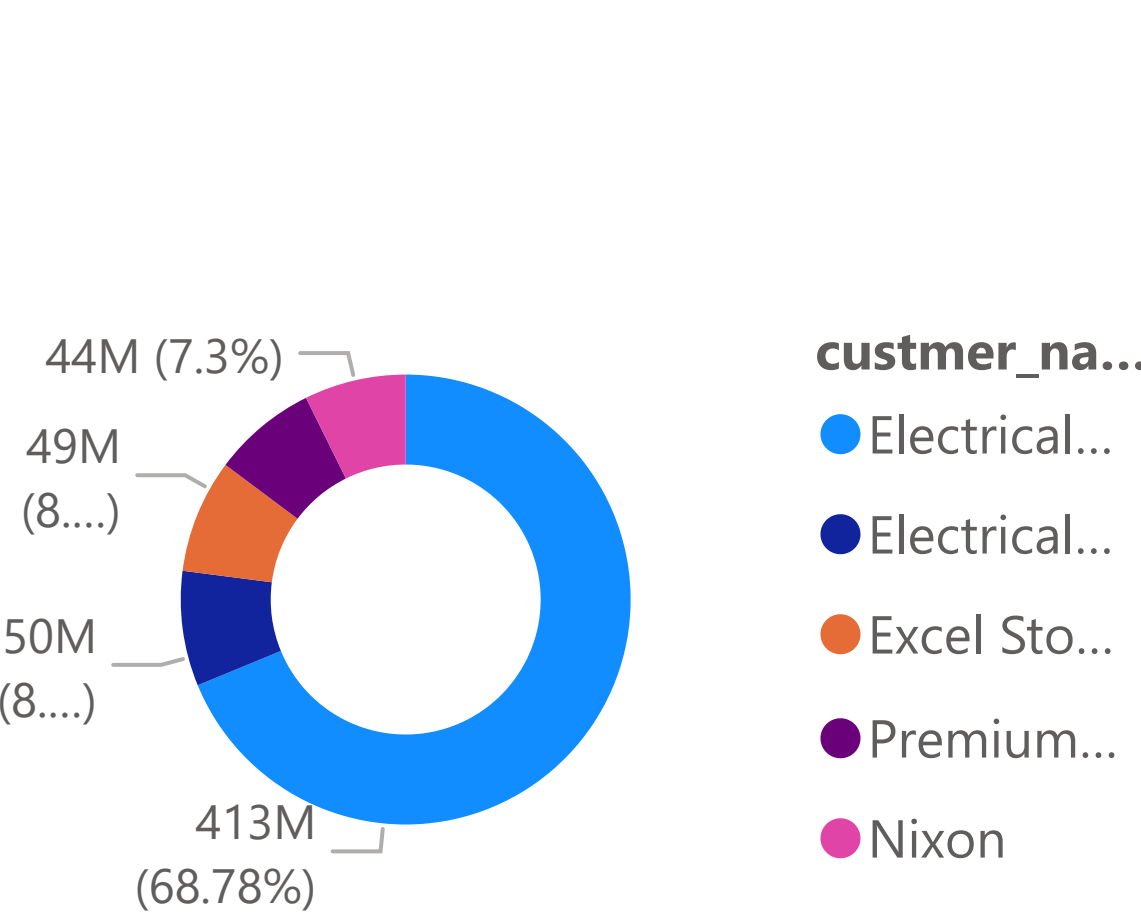
cust... Brick & M... E-Comme...



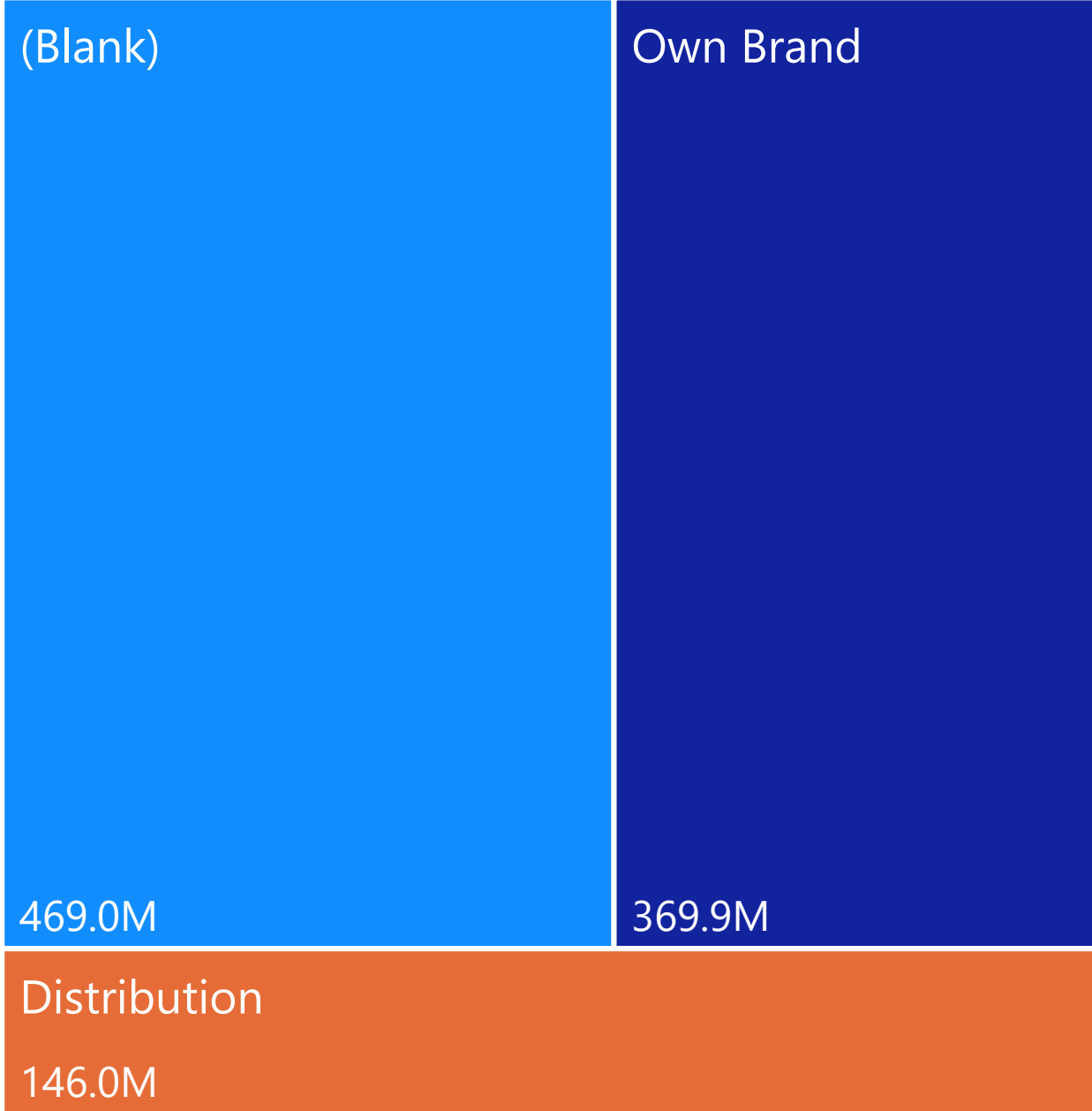
Profit Margin %



Top 5 Customers



Product type



985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

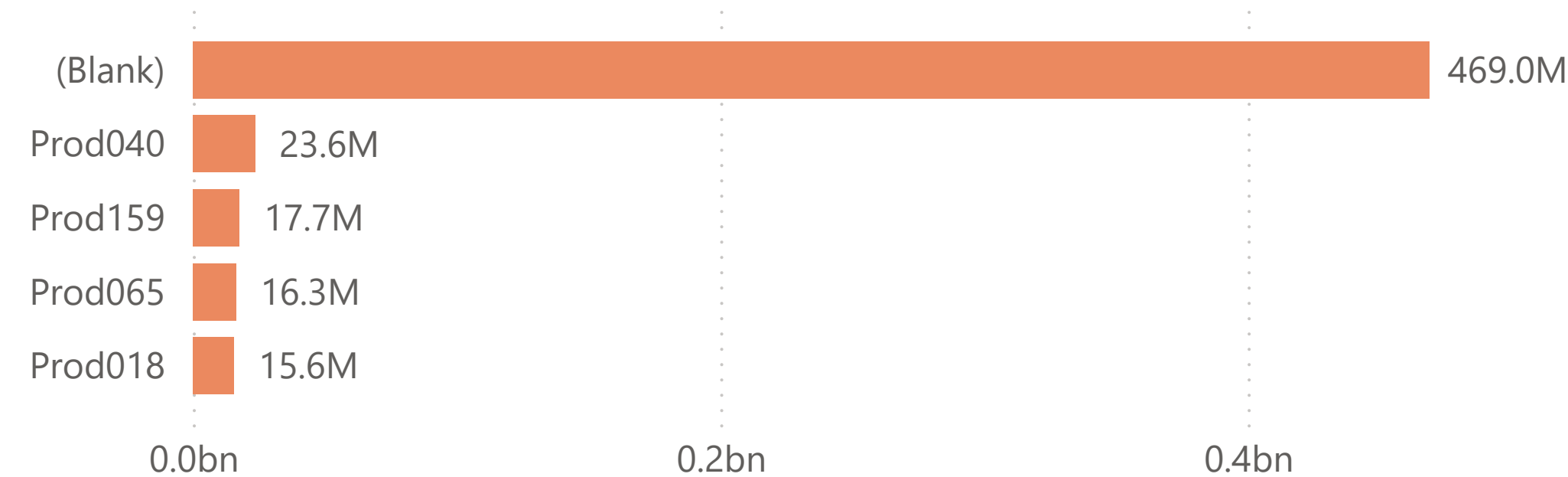
year

2017	2019
2018	2020

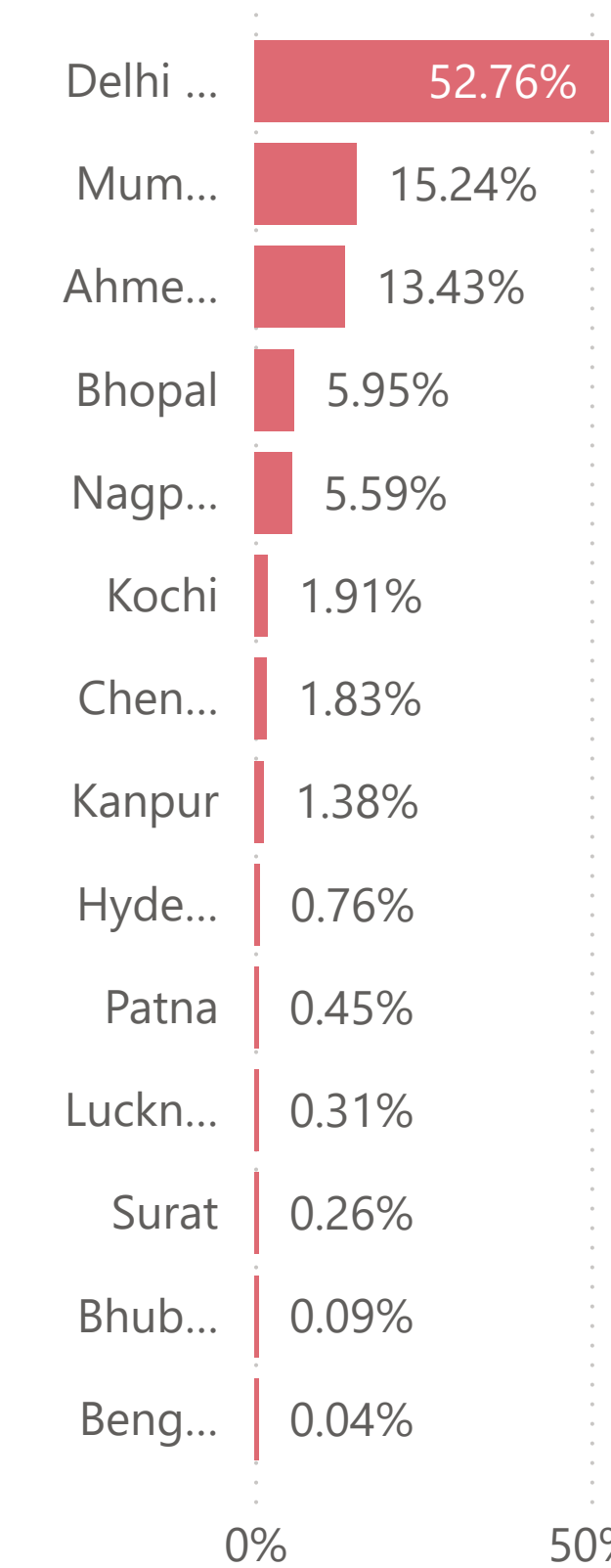
cy_date

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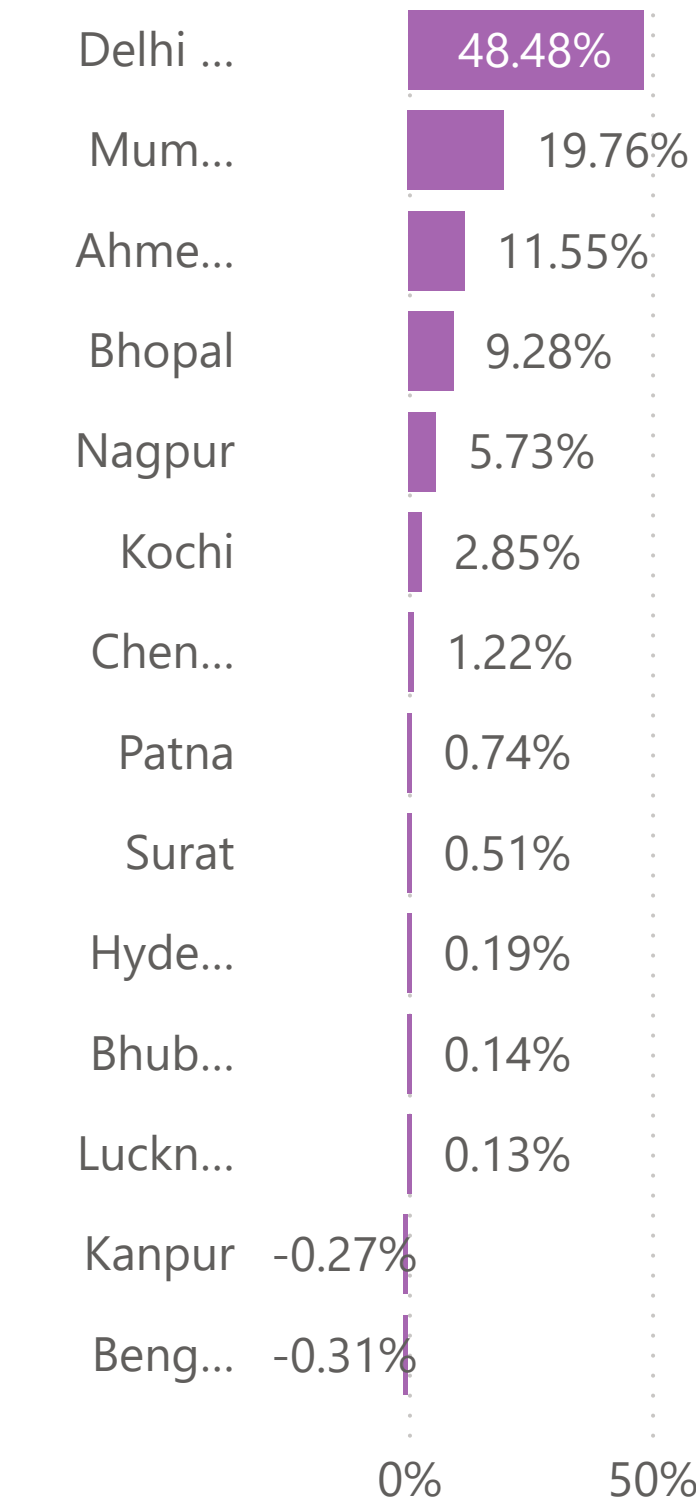
Top 5 Products



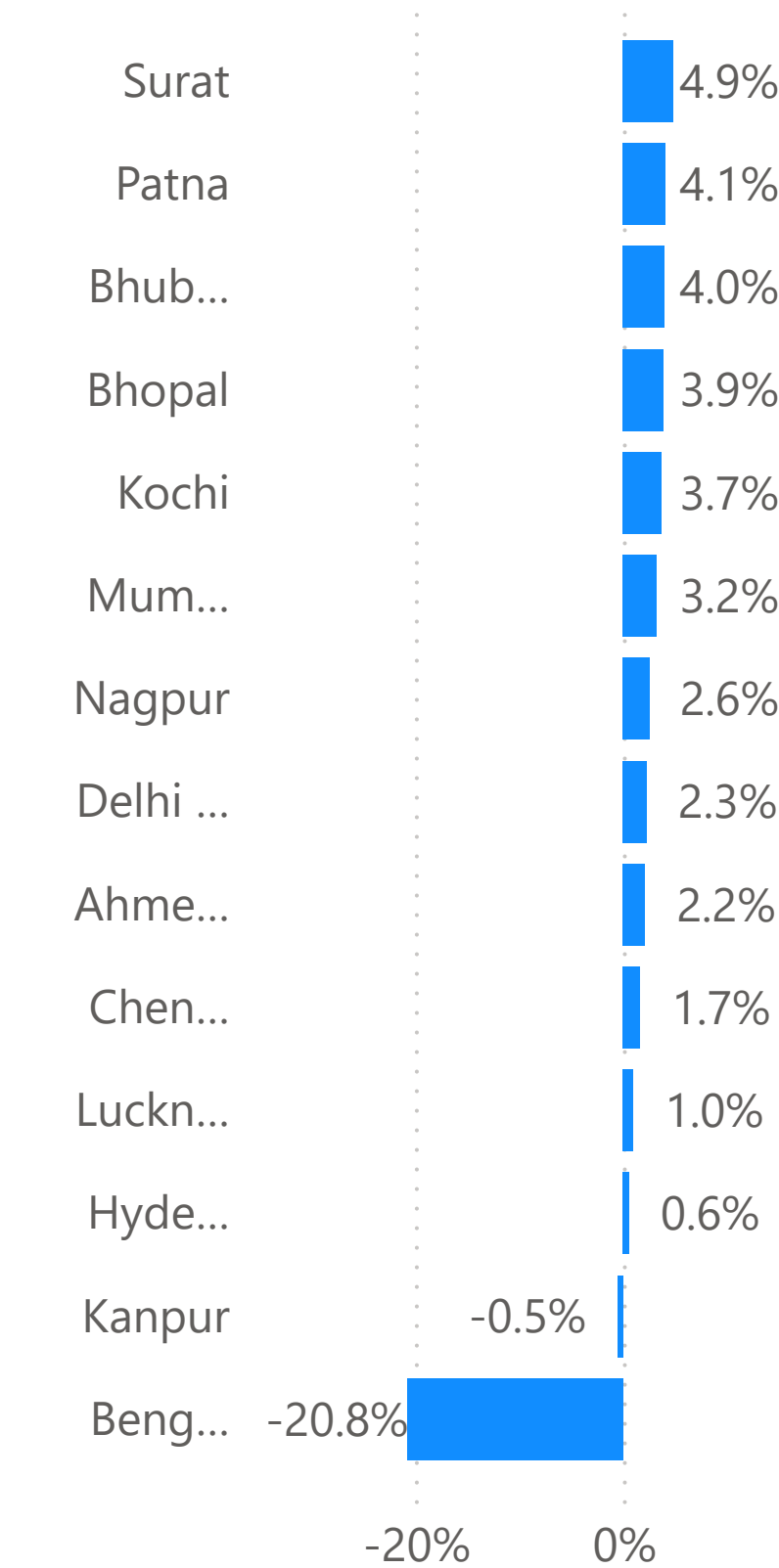
Revenue Contribution %



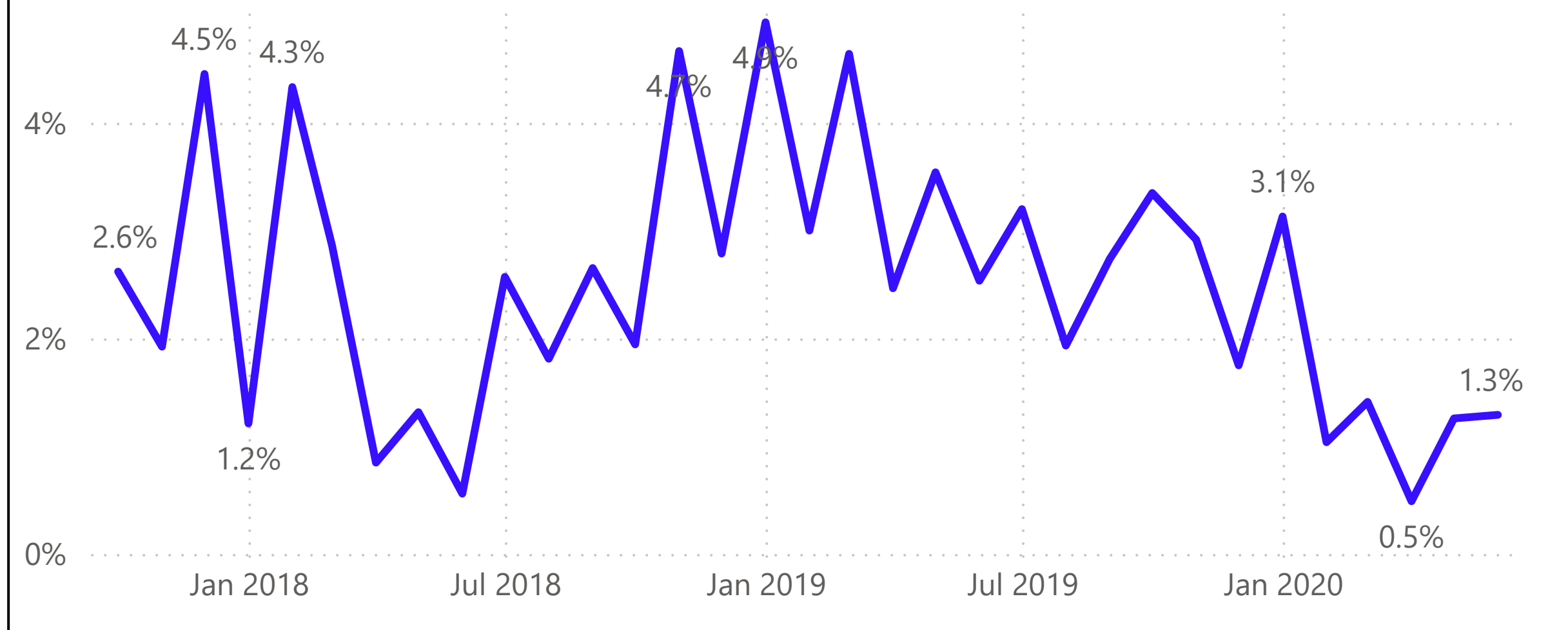
Profit Margin Contribution %



Profit Margin %



Profit Margin% Y.O.Y.



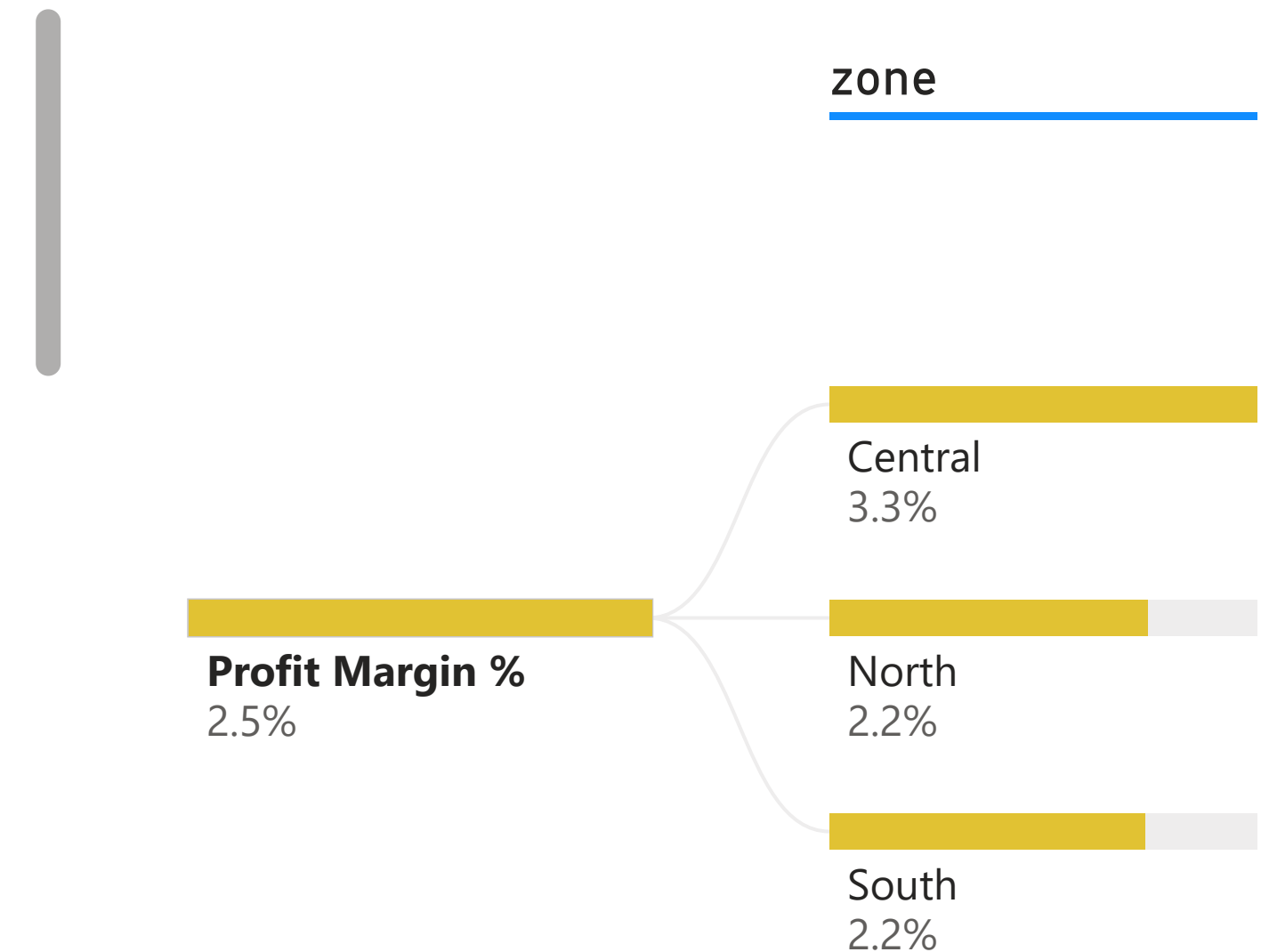
Top Customers

customer_name	Revenue
Electricalsara Stores	413333588
Electricalslytical	49644189
Excel Stores	49115620
Premium Stores	44970416
Nixon	43893083
Info Stores	35100033
Control	31771997
Surge Stores	28648916
Acclaimed Stores	21196727
Forward Stores	21026079
Epic Stores	18750440
Nomad Stores	17739351
Electricalsocity	17489935

Total

984877213

Profit Margin % Zonal



142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Target

2.0%

year

2017

2018

2019

2020

_date

Jan 20

Feb 20

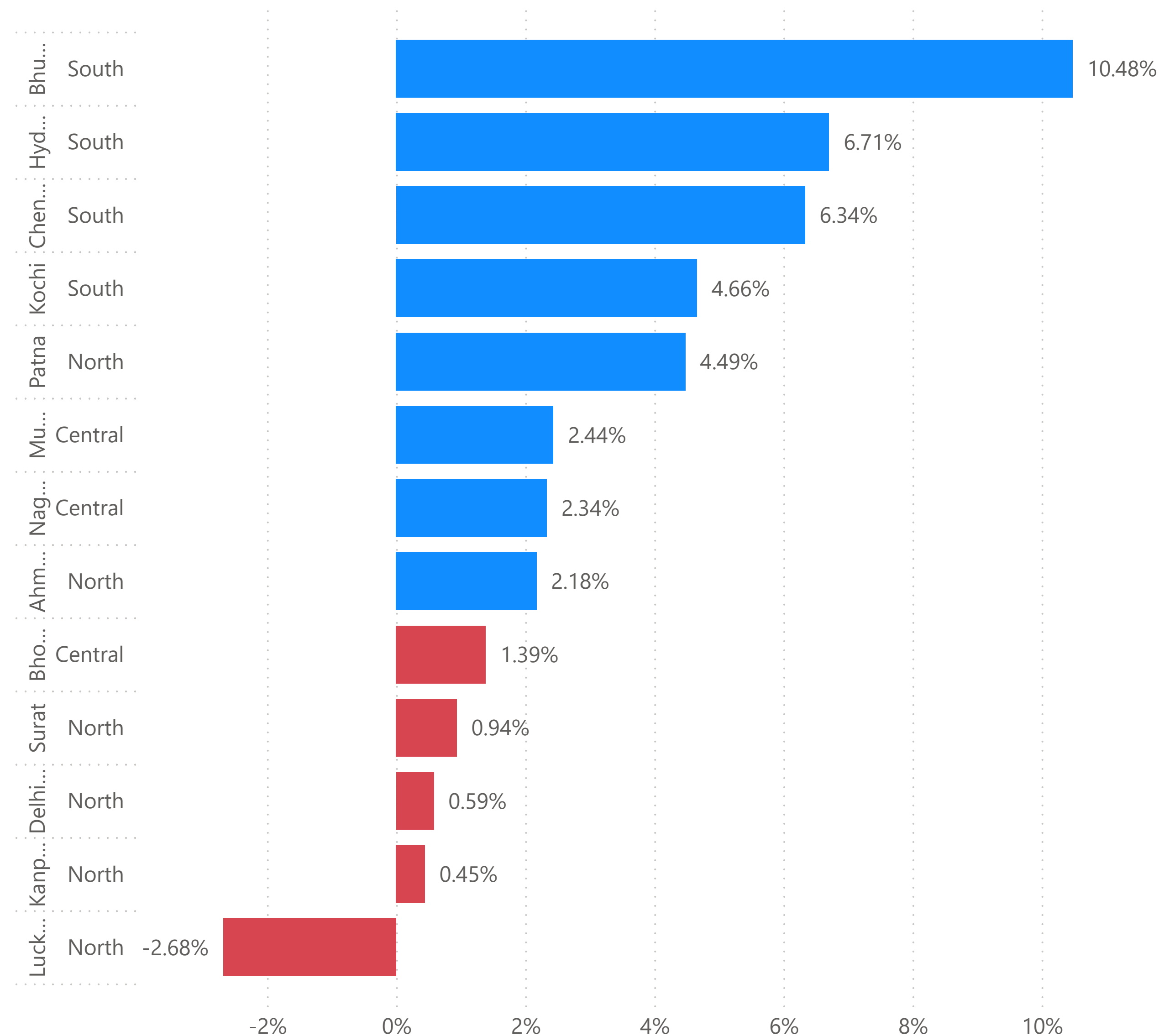
Mar 20

Apr 20

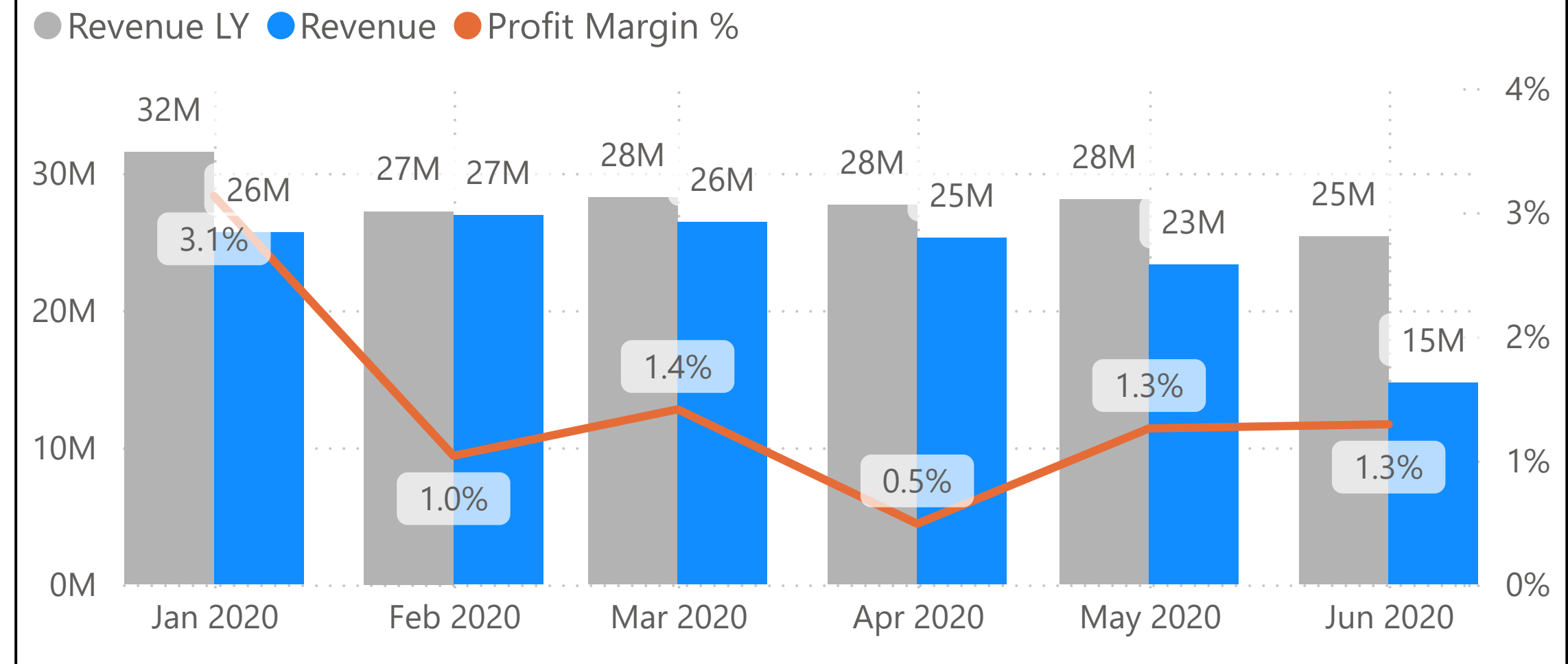
May 20

Jun 20

Revenue Contribution % by market



Revenue Y.O.Y.



Customers Overall

customer_name	Revenue	Revenue Contribution %	Profit Margin %	Profit Margin Contribution %
Electricalsara Stores	65641977	46.15%	0.4%	11.92%
Excel Stores	7928385	5.57%	3.3%	12.54%
Premium Stores	5899748	4.15%	0.5%	1.40%
Electricalslytical	5537904	3.89%	0.5%	1.31%
Info Stores	5064374	3.56%	3.2%	7.82%
Control	4182662	2.94%	1.2%	2.52%
Surge Stores	3953600	2.78%	6.2%	11.95%
Logic Stores	3319243	2.33%	0.4%	0.61%
Acclaimed Stores	3116384	2.19%	4.0%	6.12%
Nixon	3028345	2.13%	3.2%	4.66%
Total	142224545	100.00%	1.4%	100.00%