

₹ 985M

revenue

2M

Sales Qty

₹ 24.66M

Total profit margin

year

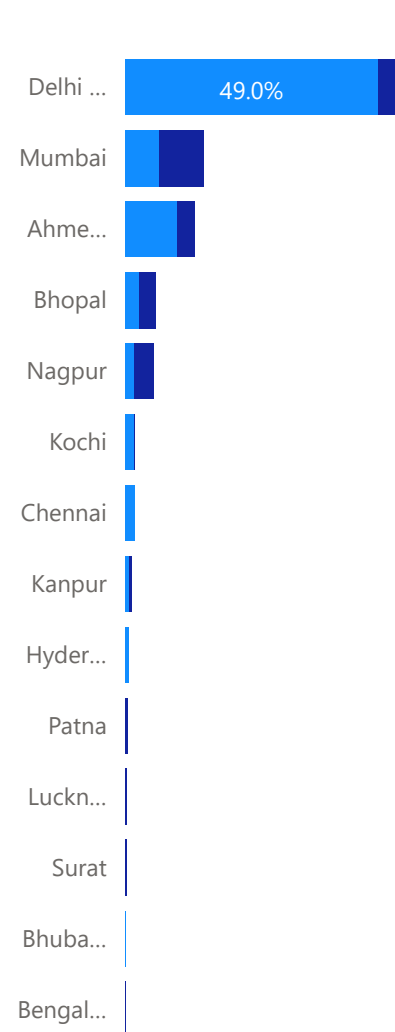
2017	2019
2018	2020

cy_date

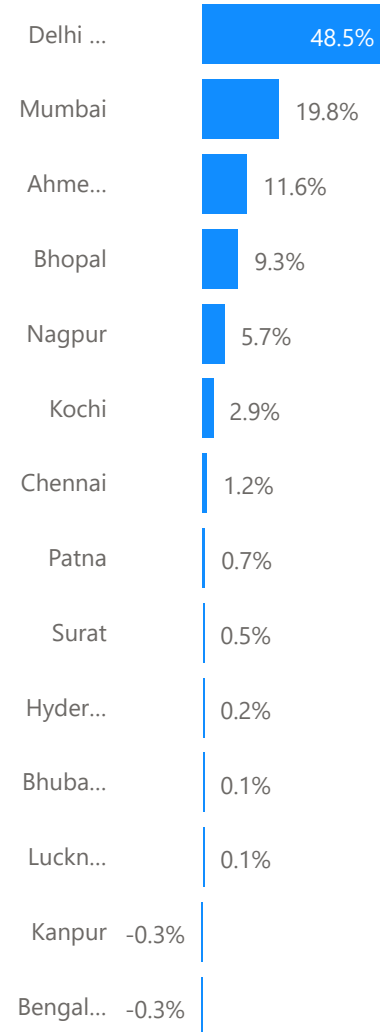
Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17
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revenue contribution %

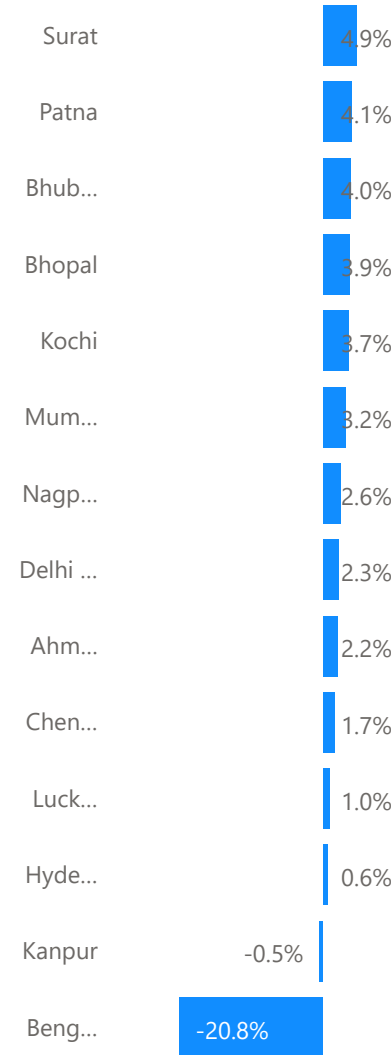
custo... ● Brick & Mor... ● E-Comme...



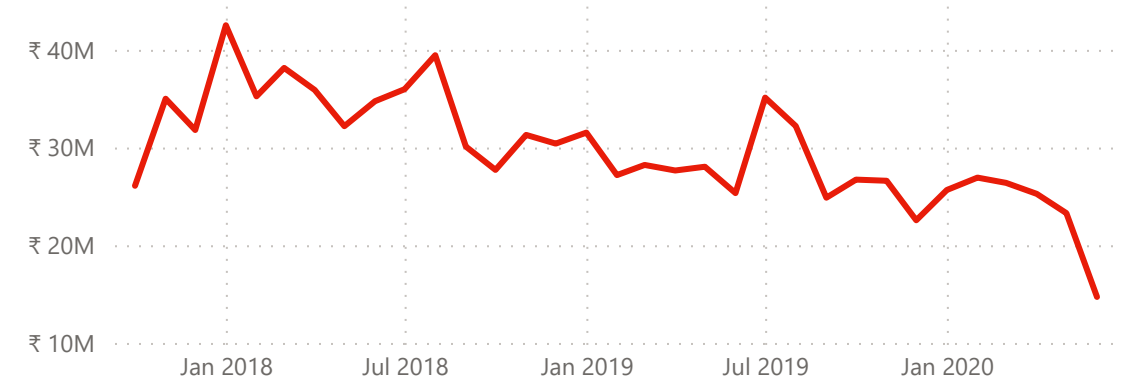
profit contribution %



profit % by market

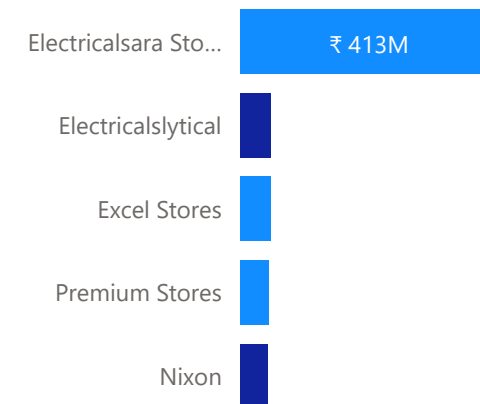


Revenue Trend



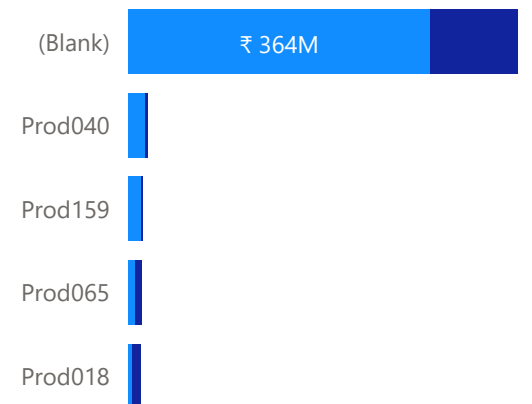
Top 5 customers

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



Top 5 products

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



₹ 142M

revenue

350K

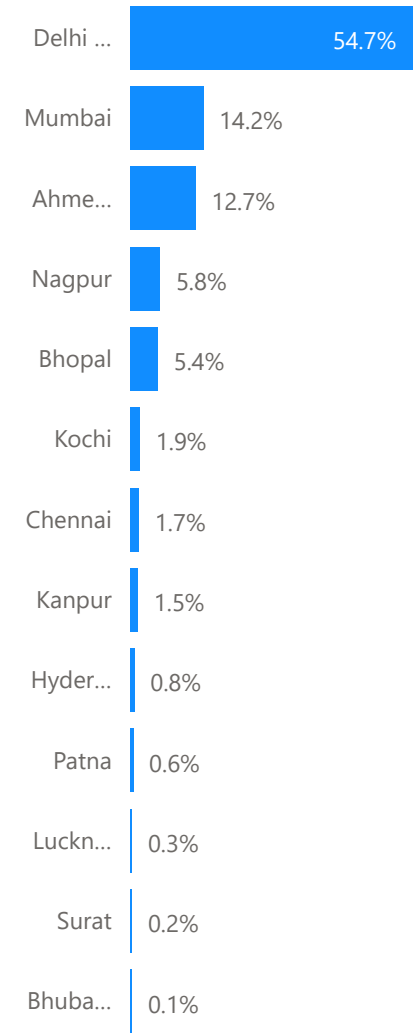
Sales Qty

₹ 2.06M

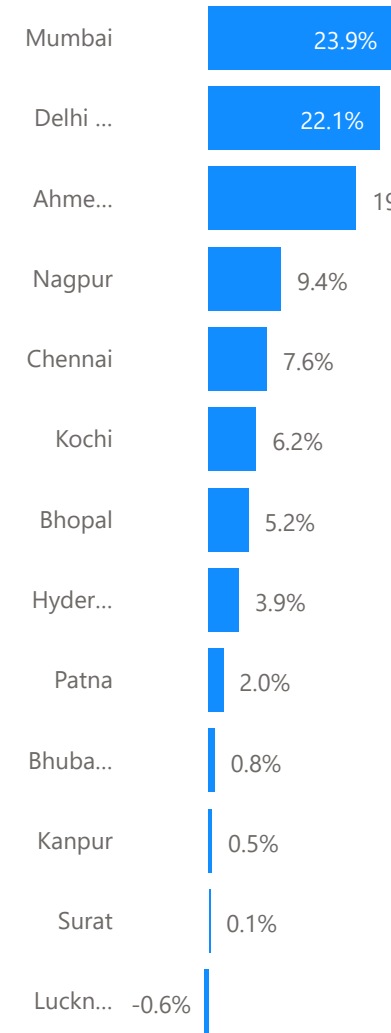
Total profit margin

year		cy_date					
2017		2019		Jan 20	Feb 20	Mar 20	Apr 20
2018		2020		May 20	Jun 20		

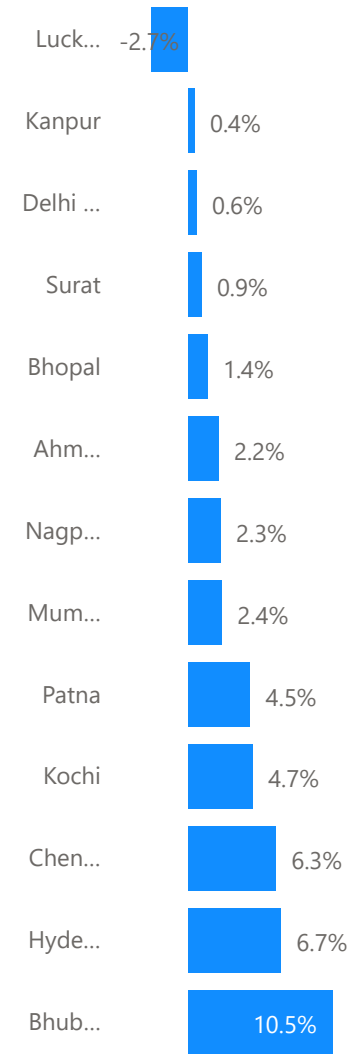
revenue contribution %



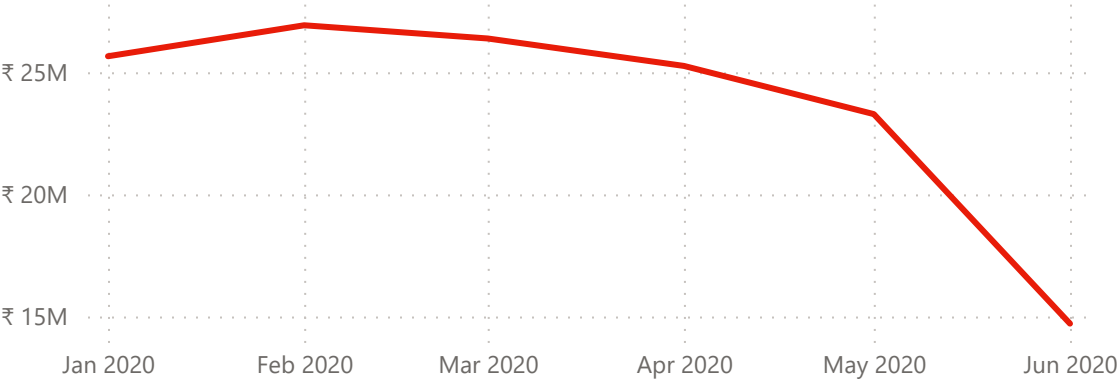
profit contribution %



profit % by market



Revenue Trend



custmer_name	revenue	revenue contribution %	profit margin contribution %	Profit Margin %
Electricalsquipo Stores	₹ 86,908	0.1%	-0.5%	-11.5%
Epic Stores	₹ 30,02,834	2.1%	-6.8%	-4.7%
Expression	₹ 82,845	0.1%	-0.2%	-4.2%
Insight	₹ 5,71,430	0.4%	-0.5%	-1.9%
Synthetic	₹ 9,16,267	0.6%	-0.4%	-1.0%
Integration Stores	₹ 19,09,611	1.3%	-0.2%	-0.2%
Relief	₹ 7,73,301	0.5%	0.1%	0.3%
Electricalsara Stores	₹ 6,56,41,977	46.2%	11.9%	0.4%
Logic Stores	₹ 33,19,243	2.3%	0.6%	0.4%
Electricalslytical	₹ 55,37,904	3.9%	1.3%	0.5%
Premium Stores	₹ 58,99,748	4.1%	1.4%	0.5%
Zone	₹ 9,27,154	0.7%	0.2%	0.5%
Total	₹ 14,22,24,545	100.0%	100.0%	1.4%

₹ 985M

revenue

2M

Sales Qty

₹ 24.66M

Total profit margin

year

2017

2019

2018

2020

cy_date

Jun
17

Jul 17

Aug
17

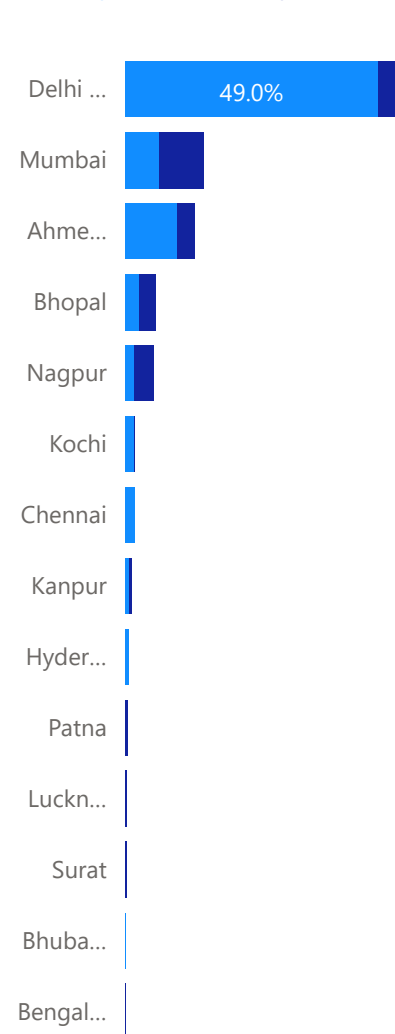
Sep
17

Oct
17

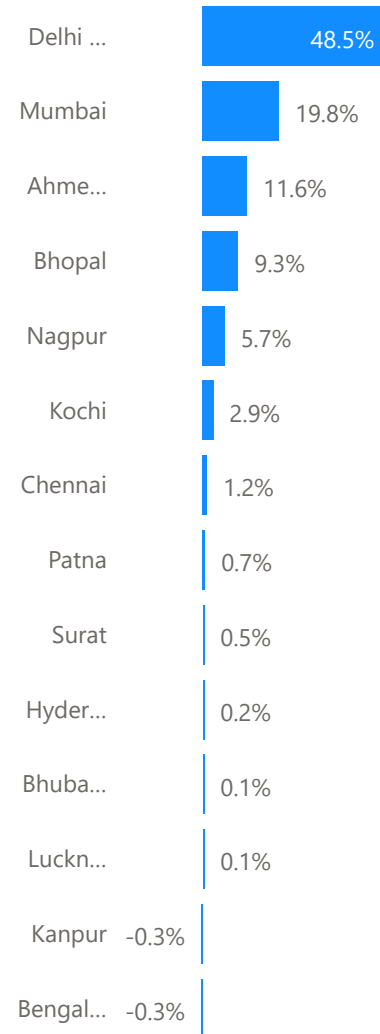
Nov
17

revenue contribution %

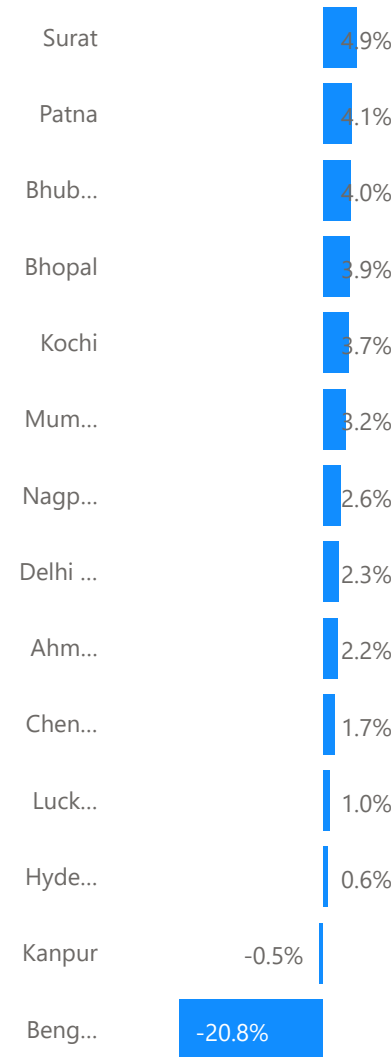
custo... Brick & Mor... E-Comme...



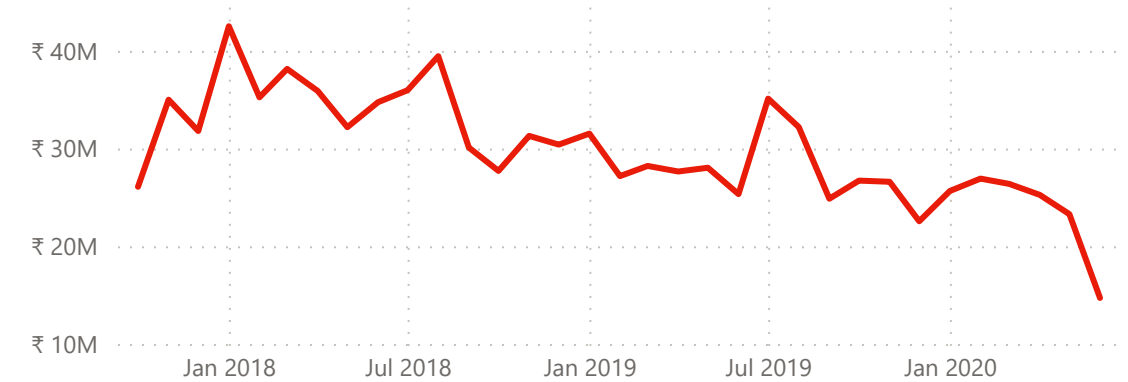
profit contribution %



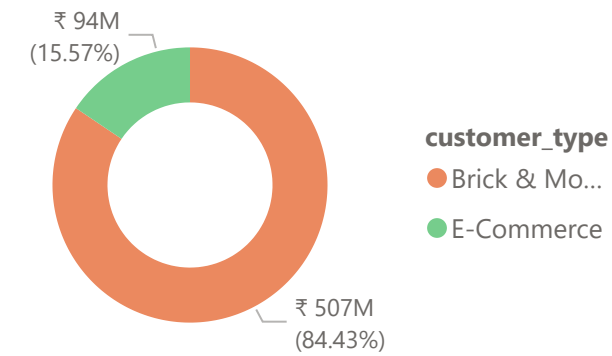
profit % by market



Revenue Trend

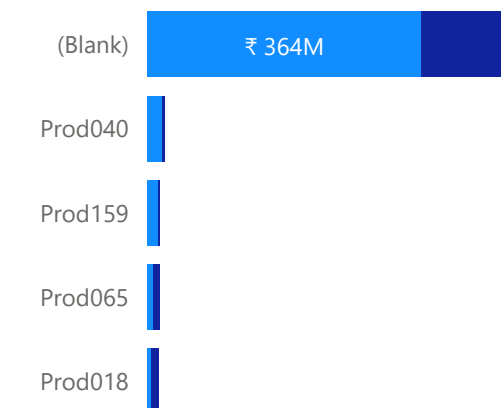


Top 5 customers



Top 5 products

custo... Brick & Mortar E-Commerce



₹ 142M

revenue

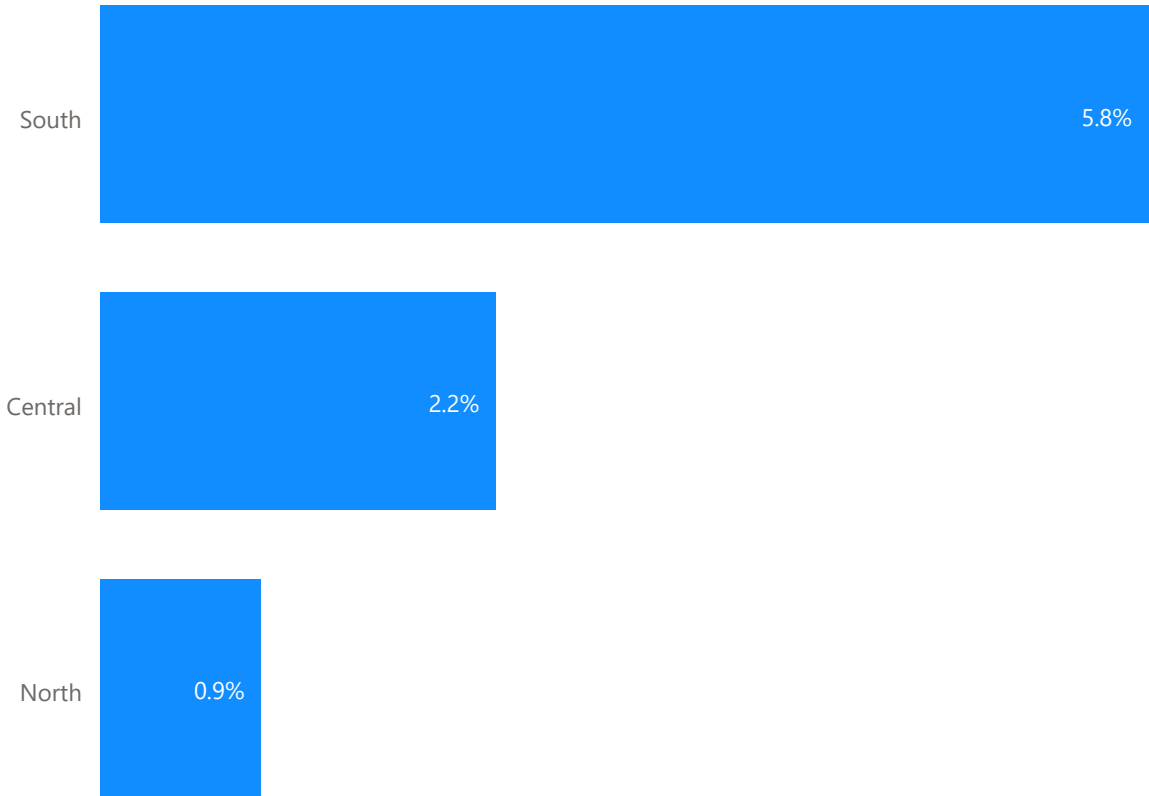
350K

Sales Qty

₹ 2.06M

Total profit margin

revenue contribution % by market



year

2017

2019

2018

2020

cy_date

Jan 20

Feb 20

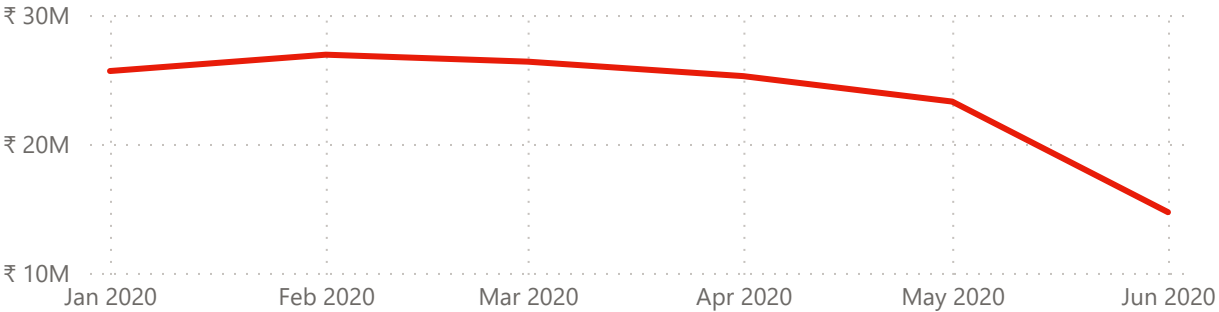
Mar 20

Apr 20

May 20

Jun 20

Revenue Trend



custmer_name	revenue	revenue contribution %	profit margin contribution %	Profit Margin %
Acclaimed Stores	₹ 31,16,384	2.2%	6.1%	4.0%
All-Out	₹ 7,13,953	0.5%	1.6%	4.5%
Atlas Stores	₹ 21,89,613	1.5%	2.1%	2.0%
Control	₹ 41,82,662	2.9%	2.5%	1.2%
Electricalsara Stores	₹ 6,56,41,977	46.2%	11.9%	0.4%
Electricalsbea Stores	₹ 50,940	0.0%	0.4%	15.6%
Electricalslance Stores	₹ 1,42,742	0.1%	0.2%	3.5%
Electricalslytical	₹ 55,37,904	3.9%	1.3%	0.5%
Electricalsocity	₹ 25,20,938	1.8%	3.3%	2.7%
Electricalsopedia Stores	₹ 9,95,764	0.7%	2.9%	5.9%
Electricalsquipo Stores	₹ 86,908	0.1%	-0.5%	-11.5%
Elite	₹ 12,47,785	0.9%	3.2%	5.3%
Epic Stores	₹ 30.02.834	2.1%	-6.8%	-4.7%
Total	₹ 14,22,24,545	100.0%	100.0%	1.4%

₹ 142M

350K

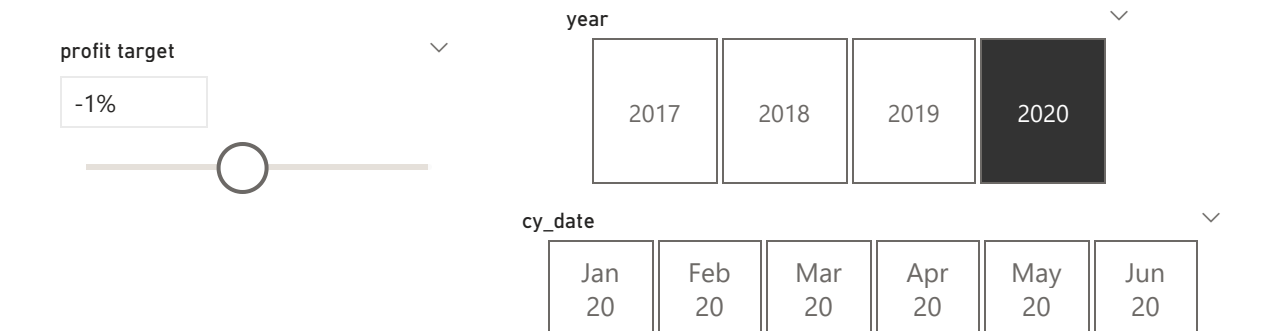
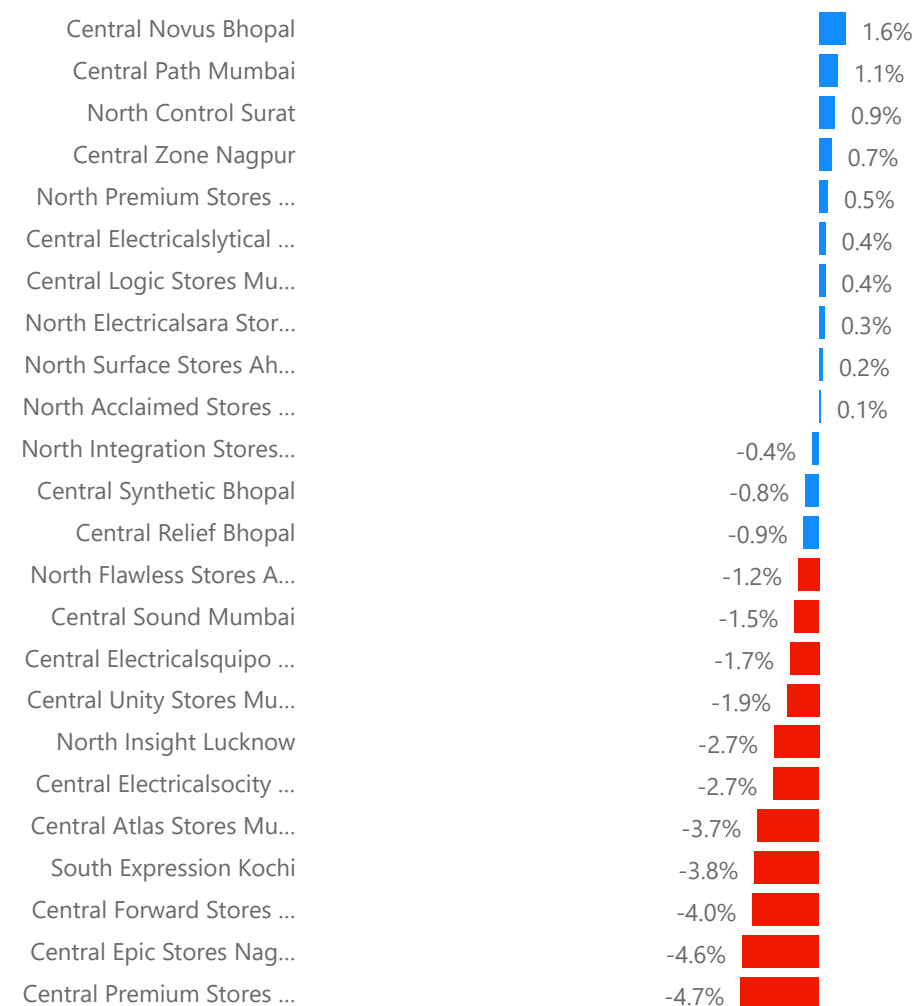
₹ 2.06M

revenue

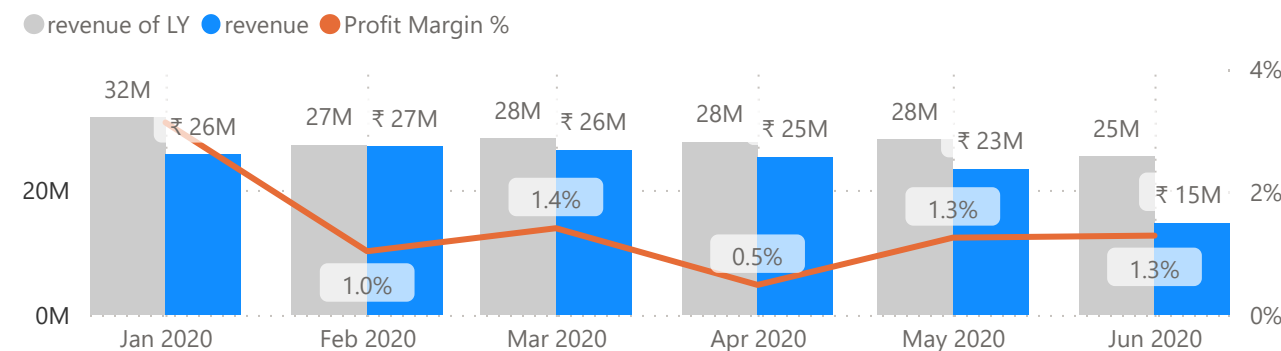
Sales Qty

Total profit margin

revenue contribution % by market



Revenue Trend



custmer_name	revenue	revenue contribution %	profit margin contribution %	Profit Margin %
Excel Stores	₹ 79,28,385	5.6%	12.5%	3.3%
Surge Stores	₹ 39,53,600	2.8%	11.9%	6.2%
Electricalsara Stores	₹ 6,56,41,977	46.2%	11.9%	0.4%
Info Stores	₹ 50,64,374	3.6%	7.8%	3.2%
Acclaimed Stores	₹ 31,16,384	2.2%	6.1%	4.0%
Forward Stores	₹ 25,60,961	1.8%	5.4%	4.3%
Modular	₹ 24,53,519	1.7%	5.0%	4.2%
Leader	₹ 16,71,901	1.2%	4.9%	6.0%
Nixon	₹ 30,28,345	2.1%	4.7%	3.2%
Nomad Stores	₹ 19,78,550	1.4%	4.0%	4.1%
Power	₹ 10,98,552	0.8%	3.7%	6.9%
Unity Stores	₹ 17,48,166	1.2%	3.3%	3.9%
Electricalsocity	₹ 25,20,938	1.8%	3.3%	2.7%
Total	₹ 14,22,24,545	100.0%	100.0%	1.4%