

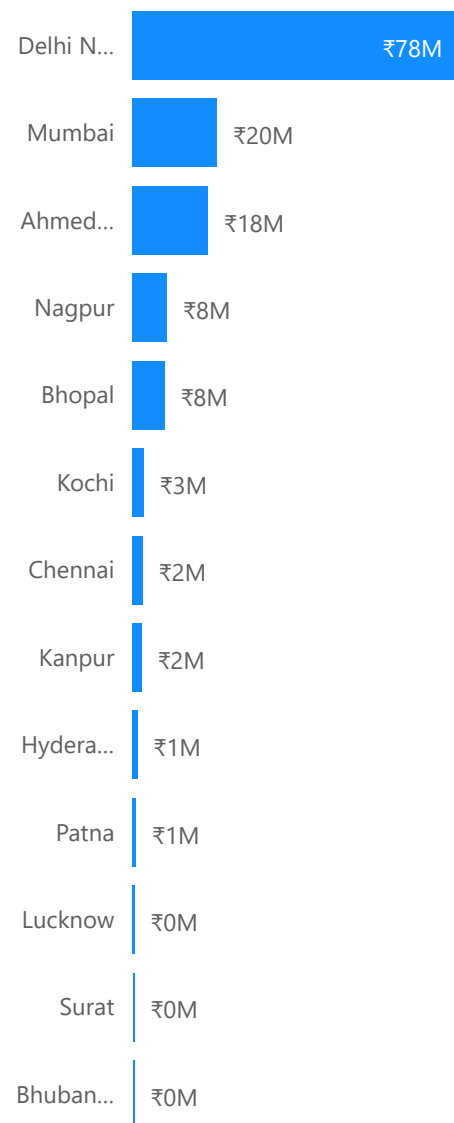
₹142M

Revenue

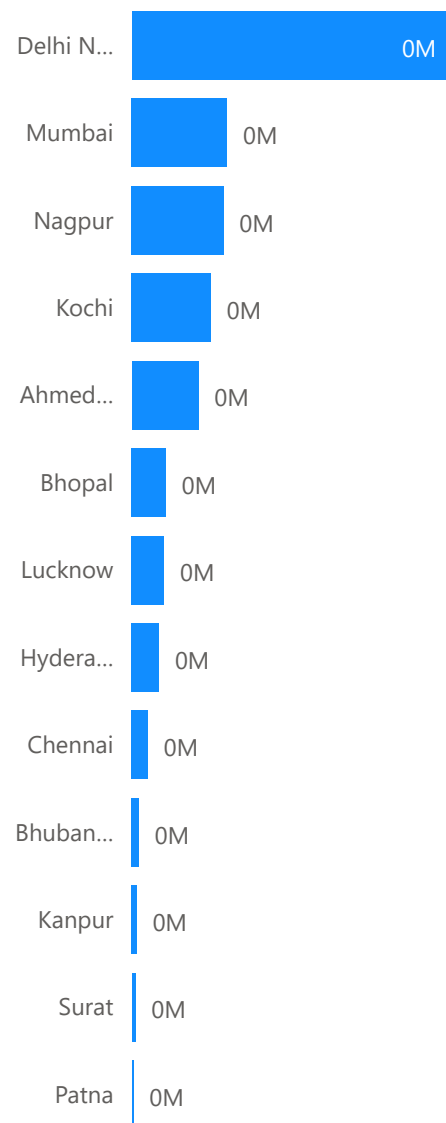
350K

Sales Qty

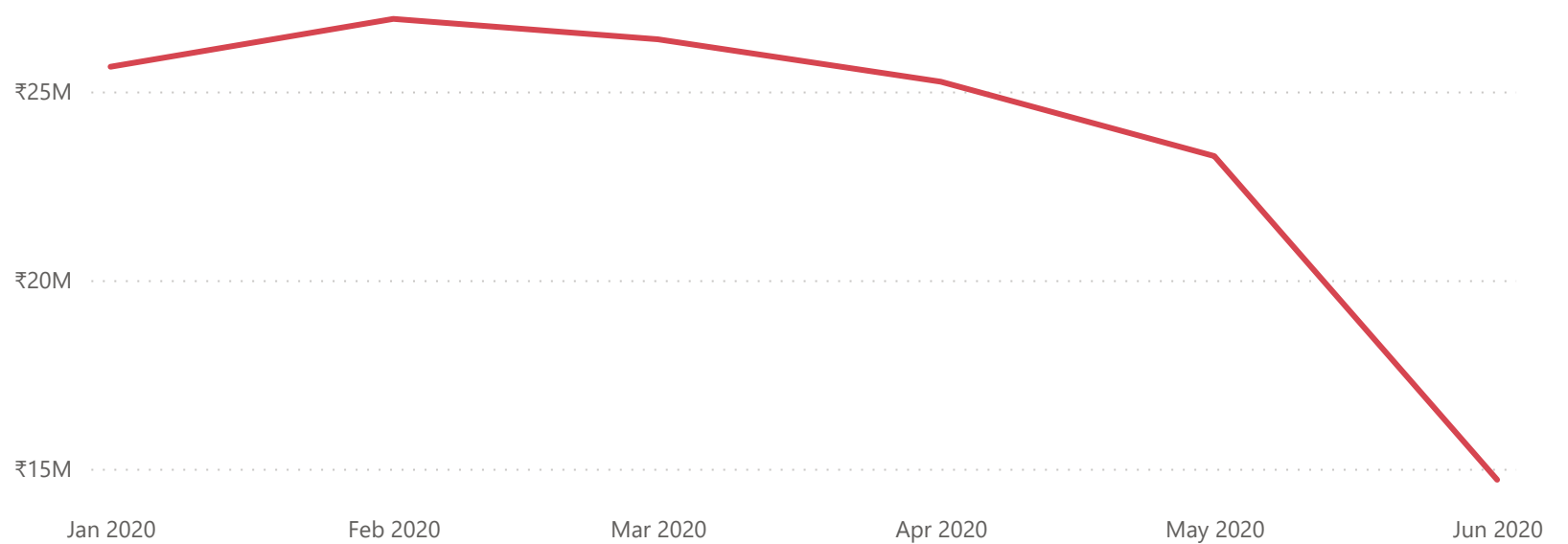
Revenue by Markets



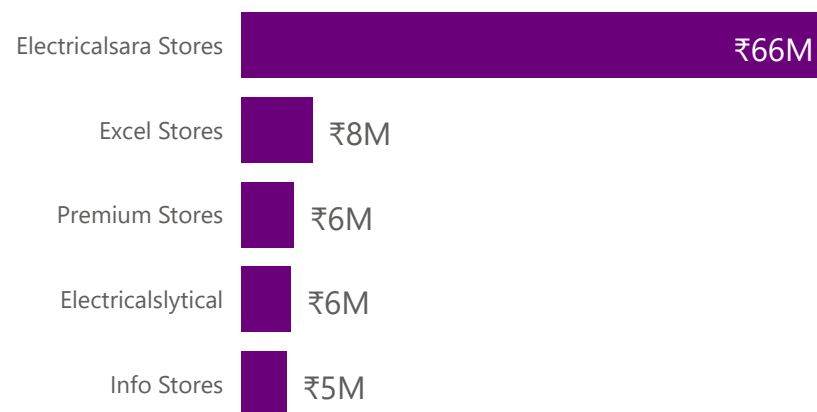
Sales Qty by Markets



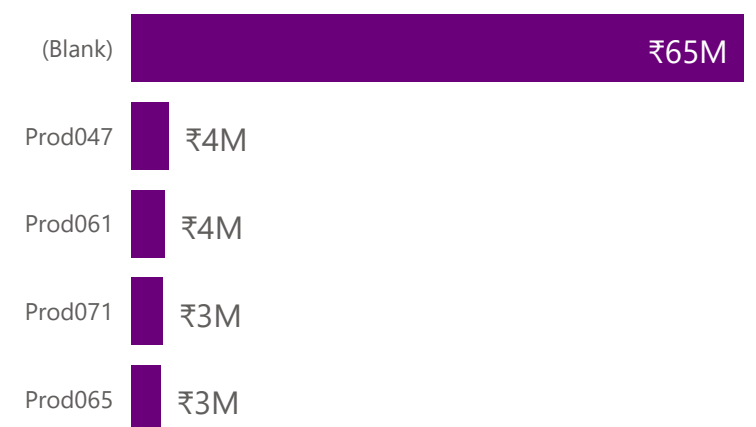
Revenue Trend



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

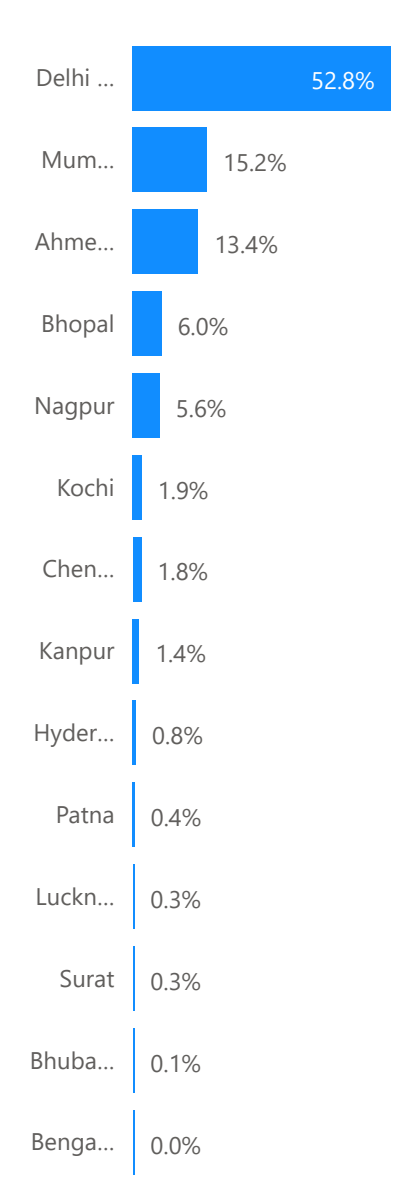
Jan
18

Feb
18

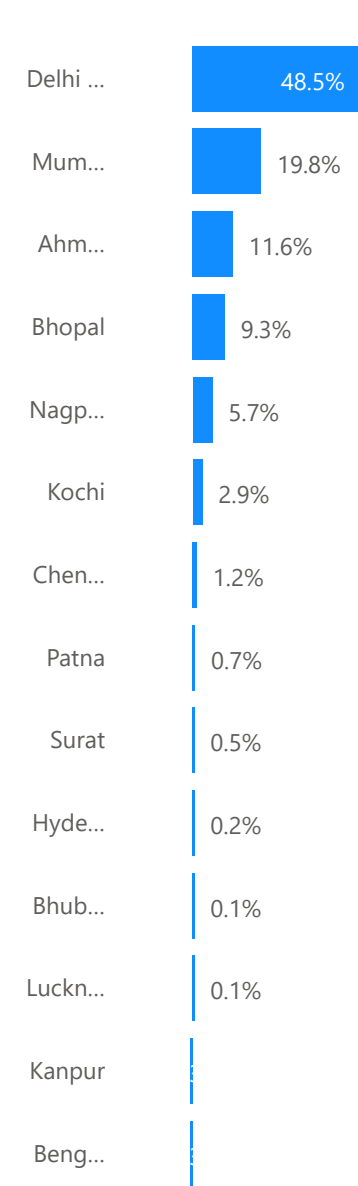
Mar
18



Revenue Contribution % by Market



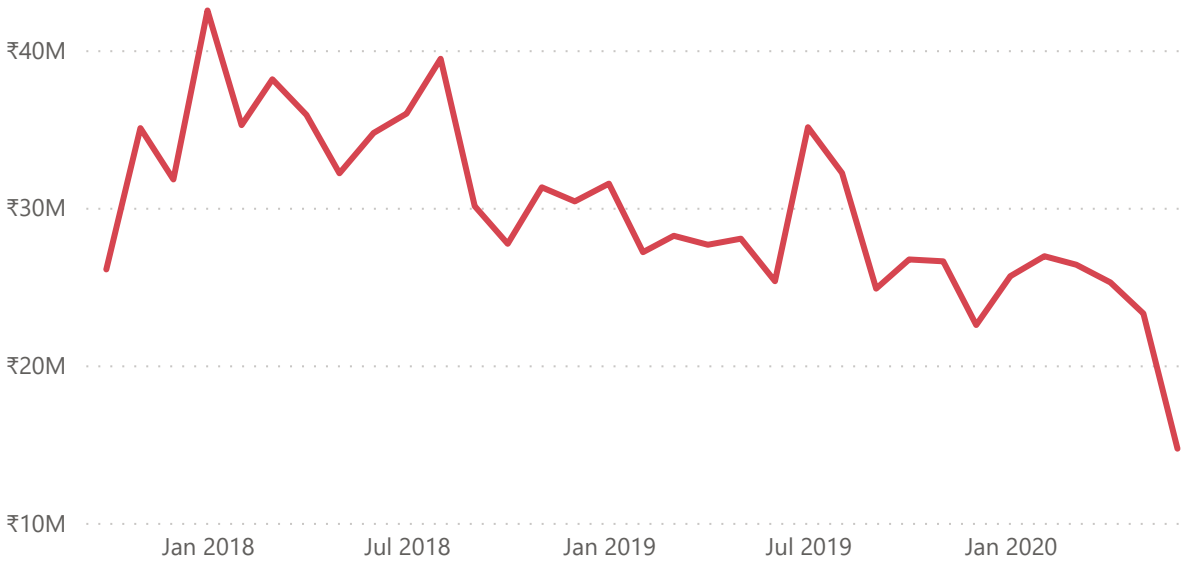
Profit Contribution % by Market



Profit % by market



Revenue Trend



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%
Info Stores	₹3,51,00,033	3.6%	1.3%	0.9%
Insight	₹33,42,051	0.3%	0.1%	1.0%
Zone	₹50,67,349	0.5%	0.2%	1.2%
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.4%
Synthetic	₹61,73,068	0.6%	0.4%	1.4%
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.5%
Sage	₹22,52,506	0.2%	0.1%	1.5%
Path	₹1,29,95,938	1.3%	0.9%	1.6%
Epic Stores	₹1,87,50,440	1.9%	1.3%	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%
Unity Stores	₹1,25,89,257	1.3%	0.9%	1.8%
Electricalsara Stores	₹41,33,33,588	42.0%	37.7%	2.3%
Surge Stores	₹2,86,48,916	2.9%	2.7%	2.3%
Total	₹98,48,68,963	100.0%	100.0%	2.5%

₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

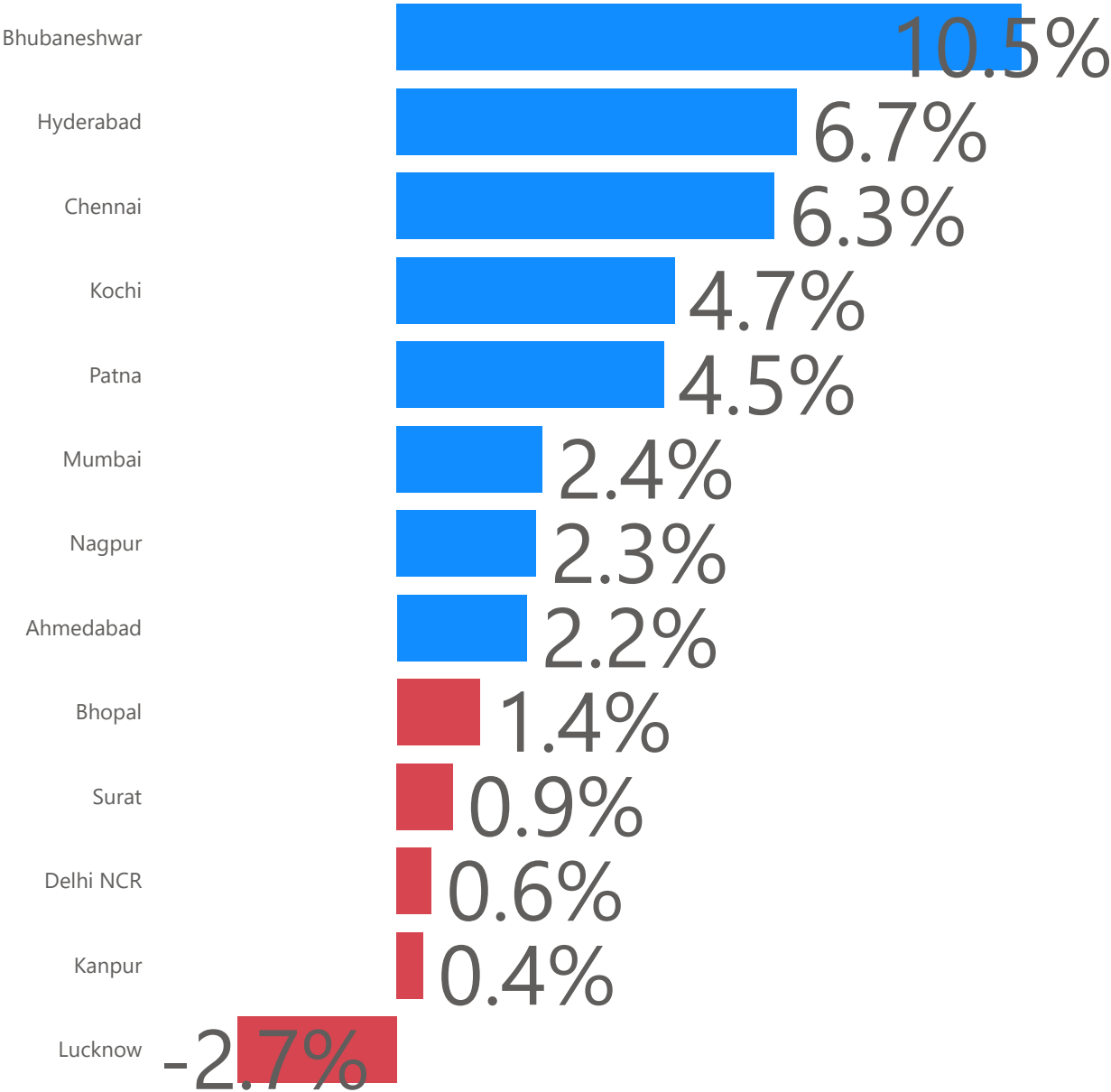
Mar 20

Apr 20

May 20

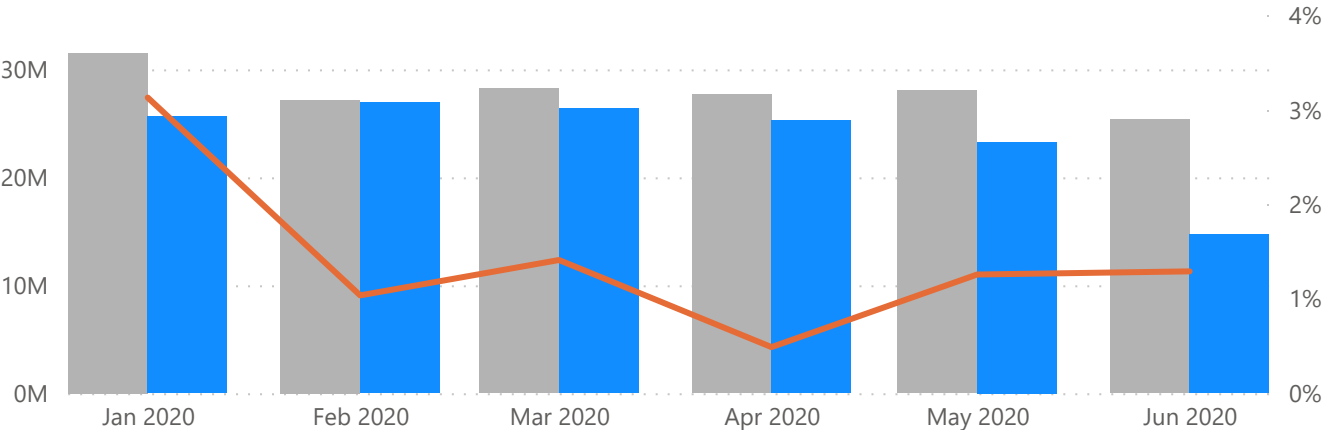
Jun 20

Revenue Contribution % by Market



Revenue Trend

Revenue LY Revenue Profit Margin %



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Excel Stores	₹79,28,385	5.6%	12.5%	3.3%
Premium Stores	₹58,99,748	4.1%	1.4%	0.5%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Info Stores	₹50,64,374	3.6%	7.8%	3.2%
Control	₹41,82,662	2.9%	2.5%	1.2%
Surge Stores	₹39,53,600	2.8%	11.9%	6.2%
Logic Stores	₹33,19,243	2.3%	0.6%	0.4%
Acclaimed Stores	₹31,16,384	2.2%	6.1%	4.0%
Nixon	₹30,28,345	2.1%	4.7%	3.2%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Forward Stores	₹25,60,961	1.8%	5.4%	4.3%
Electricalsocity	₹25,20,938	1.8%	3.3%	2.7%
Modular	₹24,53,519	1.7%	5.0%	4.2%
Surface Stores	₹24,20,004	1.7%	3.2%	2.7%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Total	₹14,22,24,545	100.0%	100.0%	1.4%