Jul Aug Sep Oct Nov Dec Feb Mar Jun Apr Jan 2017 2018 2019 2020 985M 18 17 17 17 18 18 17 18 17 17 17 Sales Qty Revenue **Revenue Trend** 39M 43M 40M Revenue by Markets Sales Qty by Markets 35M 35M Delhi ... 0.52bn Delhi ... 0.99M 32M 30M 32M 27M Mumbai 0.38M 0.15bn Mumbai 28M 26M 25M 25M Ahmed... 0.13bn Nagpur 0.26M Bhopal Kochi 0.06bn 0.26M Nagpur 0.06bn Ahme... 0.21M 15M 10M Jan 2018 Jul 2018 Jan 2019 Jul 2019 Jan 2020 Bhopal 0.02bn 0.11M Chennai 0.02bn Hyder... Top 5 Products by Revenue Top 5 Customers by Revenue Kanpur Chennai 0.05M 0.01bn **Electricalsara Stores** (Blank) 0.47bn 0.41bn Luckn... **0.04M** Hydera... 0.01bn Surat 0.02M 0.00bn Electricalslytical Prod040 0.02bn 0.05bn Lucknow 0.00bn Kanpur 0.02M Prod159 0.02bn **Excel Stores** 0.05bn Bhuba... Surat 0.00bn 0.01M **Premium Stores** 0.02bn 0.04bn Bhuba... Patna 0.01M 0.00bn 0.02bn 0.04bn Bengal... Bengal... 0.00M 0.00bn

142M 350K ₹2.06M

Revenue Sales Qty Total Profit Margin

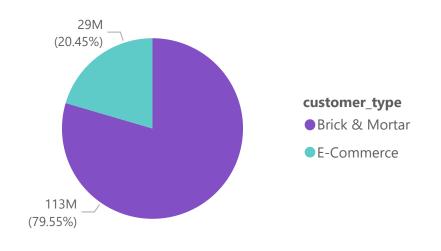
Revenue Contribution % by Markets		Profit Contrib Markets	Profit Contribution % by Markets		Profit % by Markets	
				Bhuba	10.5%	
Delhi	54.7%	Mum	23.89%	Hydera	6.7%	
Mum	14.2%	Delhi	22.13%	Trydera	0.176	
Ahm	12.7%	Ahme	19.05%	Chennai	6.3%	
				Kochi	4.7%	
Nagp	5.8%	Nagpur	9.36%	Patna	4.5%	
Bhopal	5.4%	Chen	7.58%			
Kochi	1.9%	Kochi	6.18%	Mumbai	2.4%	
Chen	1.7%	Bhopal	5.17%	Nagpur	2.3%	
Kanpur	1.5%	Hyder	3.94%	Ahmed	2.2%	
Hyde	0.8%	Patna	1.95%	Bhopal	1.4%	
Patna	0.6%	Bhub	0.82%	Surat	0.9%	
Luckn	0.3%	Kanpur	0.47%	Delhi	0.6%	
Surat	0.2%	Surat	0.11%	Kanpur	0.4%	
Bhub	0.1%	Luckn	5	Lucknow	-2.	

Epic Stores	2.1%	-6.83%	-4.7%
Elite	0.9%	3.19%	5.3%
Electricalsquipo Stores	0.1%	-0.48%	-11.5%
Electricalsopedia Stores	0.7%	2.86%	5.9%
Electricalsocity	1.8%	3.29%	2.7%
Electricalslytical	3.9%	1.31%	0.5%
Electricalslance Stores	0.1%	0.25%	3.5%
Electricalsbea Stores	0.0%	0.39%	15.6%
Electricalsara Stores	46.2%	11.92%	0.4%
Control	2.9%	2.52%	1.2%
Atlas Stores	1.5%	2.10%	2.0%
All-Out	0.5%	1.57%	4.5%
Acclaimed Stores	2.2%	6.12%	4.0%
custmer_name	Revenue Contribution %	Profit Contribution %	Profit Margin %^

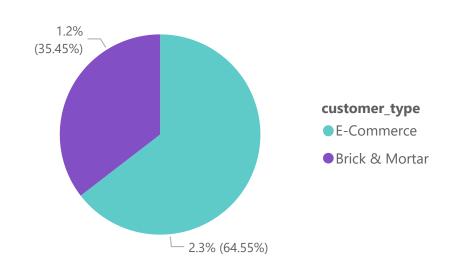
142M
Revenue

2017 2018 2019 2020

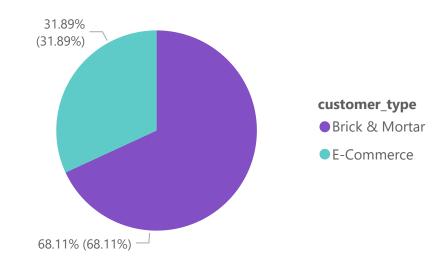
Revenue by customer_type



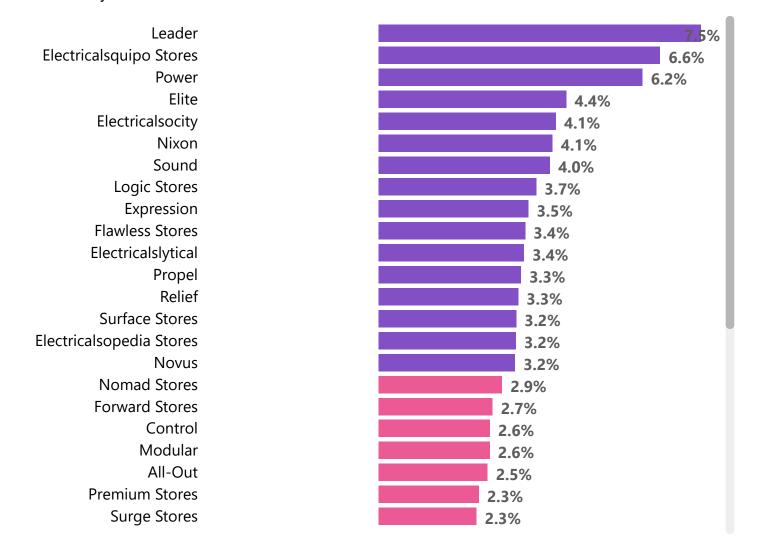
Profit Margin % by customer_type



Profit Contribution % by customer_type



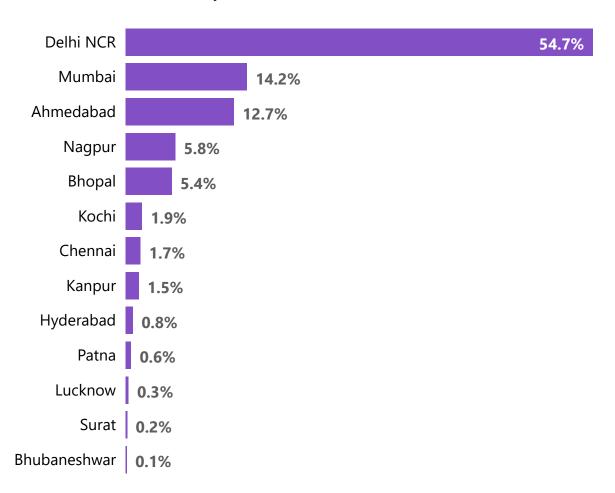
Profit % by Zones, Markets & Customers



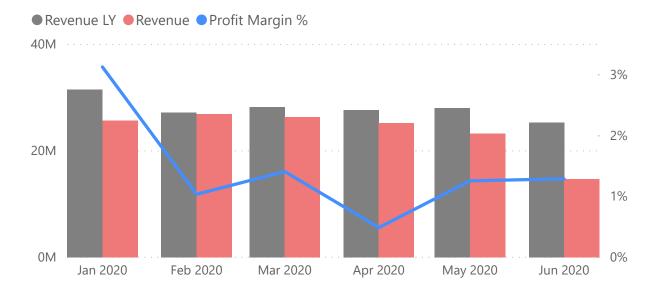
Profit Target

3%

Revenue Contribution % by Markets



Revenue Trend



custmer_name	Revenue Contribution %	Profit Contribution %	Profit Margin %^
Electricalsara Stores	46.2%	11.92%	0.4%
Excel Stores	5.6%	12.54%	3.3%
Premium Stores	4.1%	1.40%	0.5%
Electricalslytical	3.9%	1.31%	0.5%
Info Stores	3.6%	7.82%	3.2%
Control	2.9%	2.52%	1.2%
Surge Stores	2.8%	11.95%	6.2%
Logic Stores	2.3%	0.61%	0.4%
Acclaimed Stores	2.2%	6.12%	4.0%
Nixon	2.1%	4.66%	3.2%
Epic Stores	2.1%	-6.83%	-4.7%
Forward Stores	1.8%	5.39%	4.3%
Electricalsocity	1.8%	3.29%	2.7%
Total	100.0%	100.00%	1.4%