

985M

Revenue

2M

Sales Qty

2017

2018

2019

2020

Jun
17

Jul
17

Aug
17

Sep
17

Oct
17

Nov
17

Dec
17

Jan
18

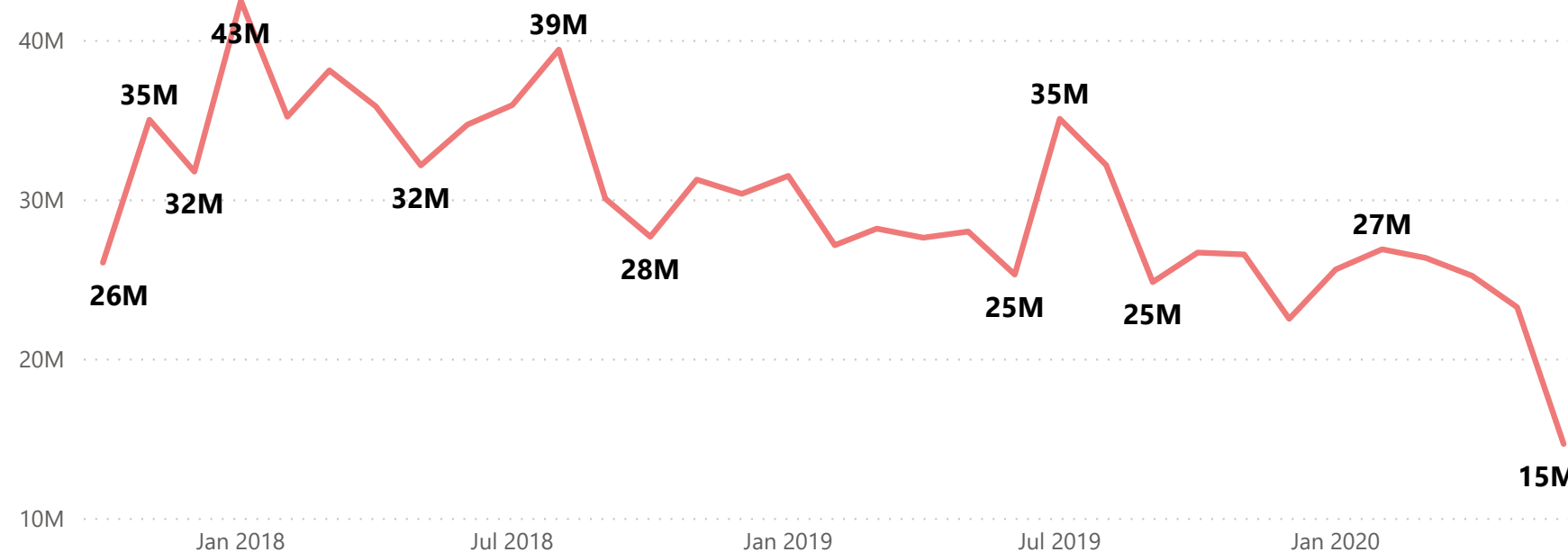
Feb
18

Mar
18

Apr
18



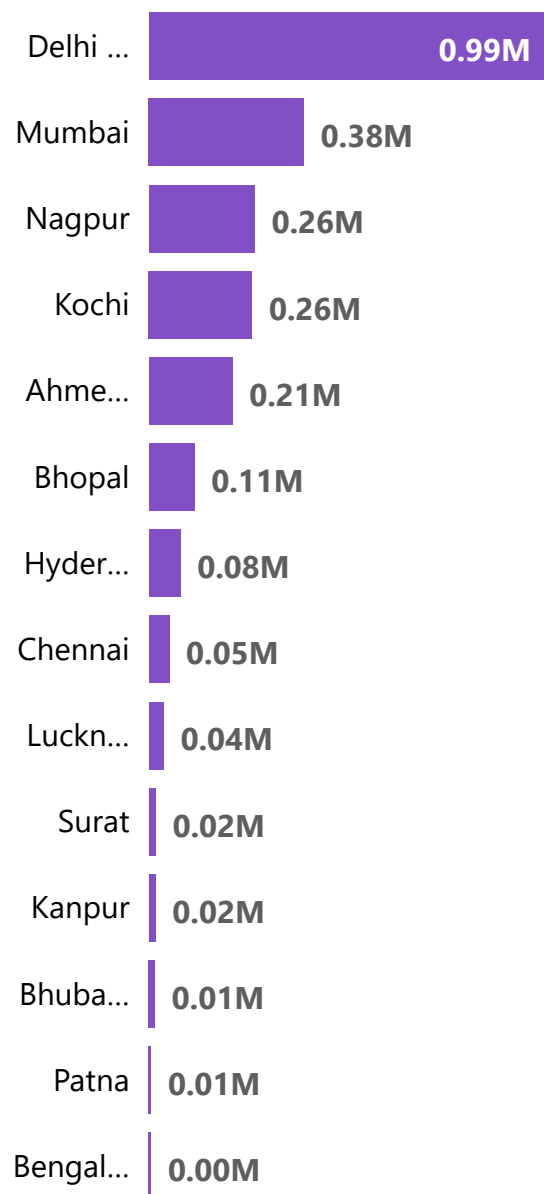
Revenue Trend



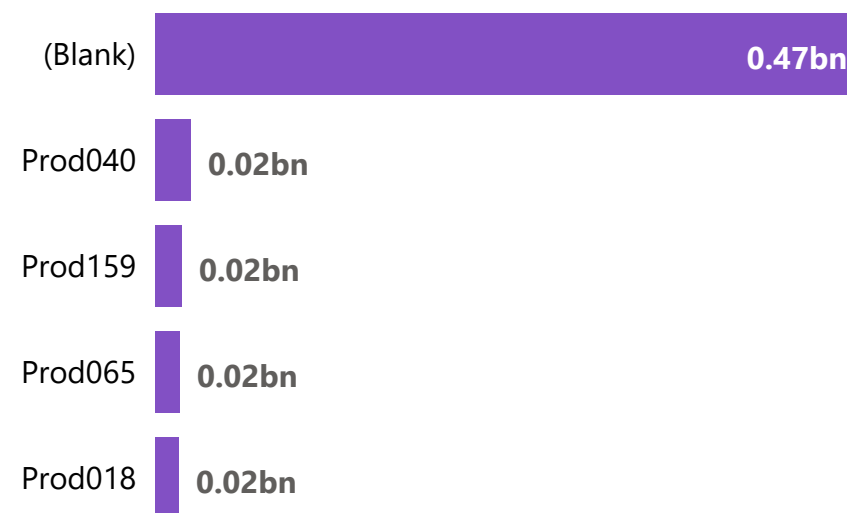
Revenue by Markets



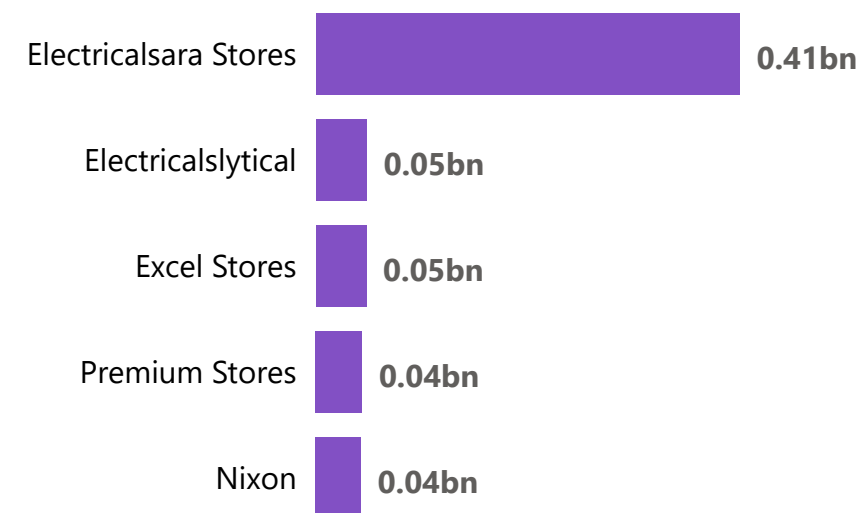
Sales Qty by Markets



Top 5 Products by Revenue



Top 5 Customers by Revenue



142M

350K

₹2.06M

Revenue

Sales Qty

Total Profit Margin

2017

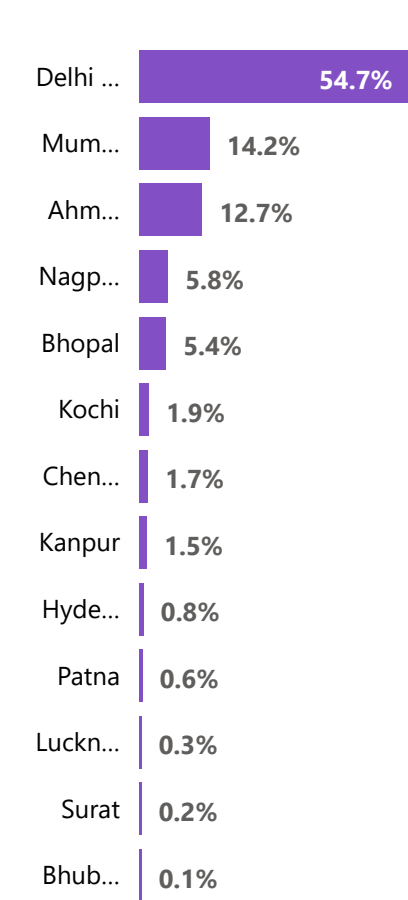
2018

2019

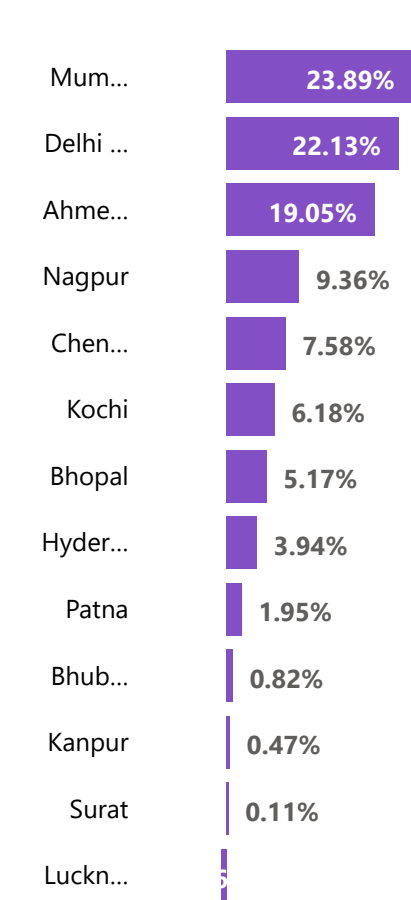
2020

Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20
--------	--------	--------	--------	--------	--------

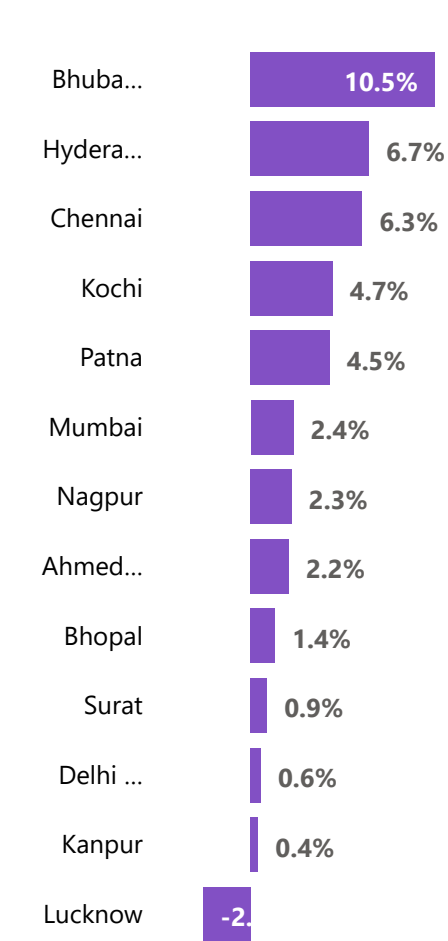
Revenue Contribution % by Markets



Profit Contribution % by Markets



Profit % by Markets



custmer_name	Revenue Contribution %	Profit Contribution %	Profit Margin %
▲			
Acclaimed Stores	2.2%	6.12%	4.0%
All-Out	0.5%	1.57%	4.5%
Atlas Stores	1.5%	2.10%	2.0%
Control	2.9%	2.52%	1.2%
Electricalsara Stores	46.2%	11.92%	0.4%
Electricalsbea Stores	0.0%	0.39%	15.6%
Electricalslance Stores	0.1%	0.25%	3.5%
Electricalslytical	3.9%	1.31%	0.5%
Electricalsociety	1.8%	3.29%	2.7%
Electricalsopedia Stores	0.7%	2.86%	5.9%
Electricalsquipo Stores	0.1%	-0.48%	-11.5%
Elite	0.9%	3.19%	5.3%
Epic Stores	2.1%	-6.83%	-4.7%
Electricals...	5.6%	18.51%	3.3%
Total	100.0%	100.00%	1.4%
<			>

142M

Revenue

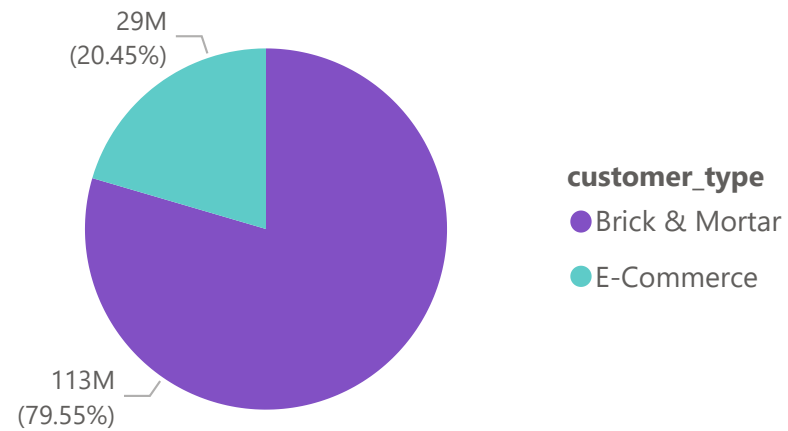
2017

2018

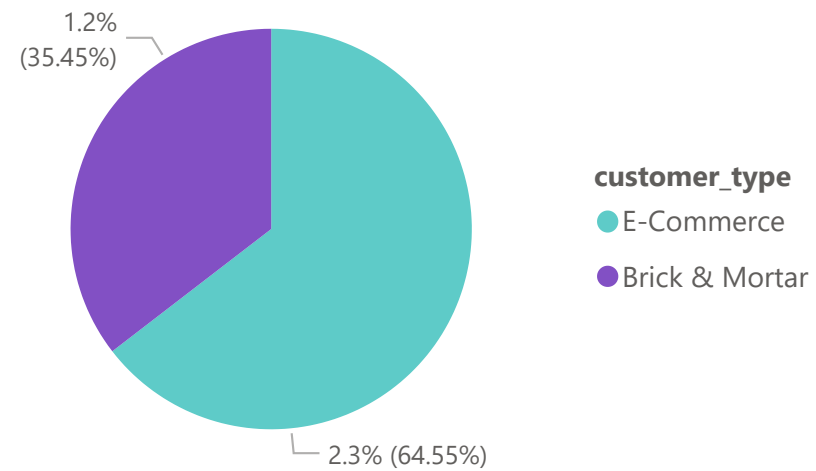
2019

2020

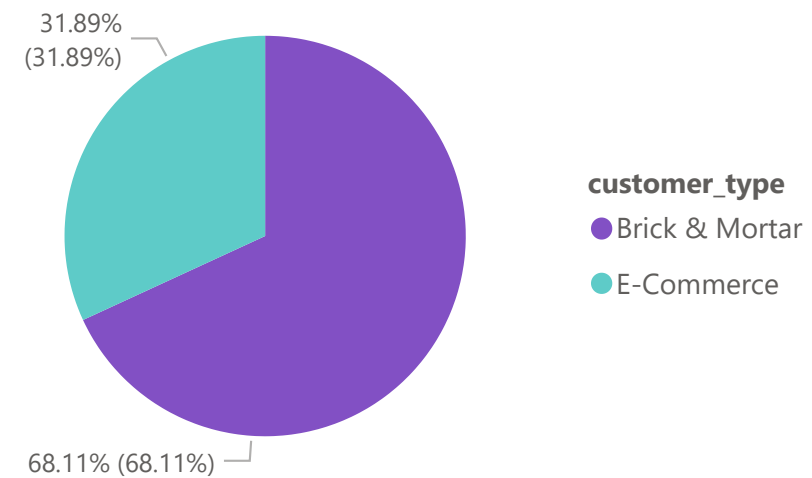
Revenue by customer_type



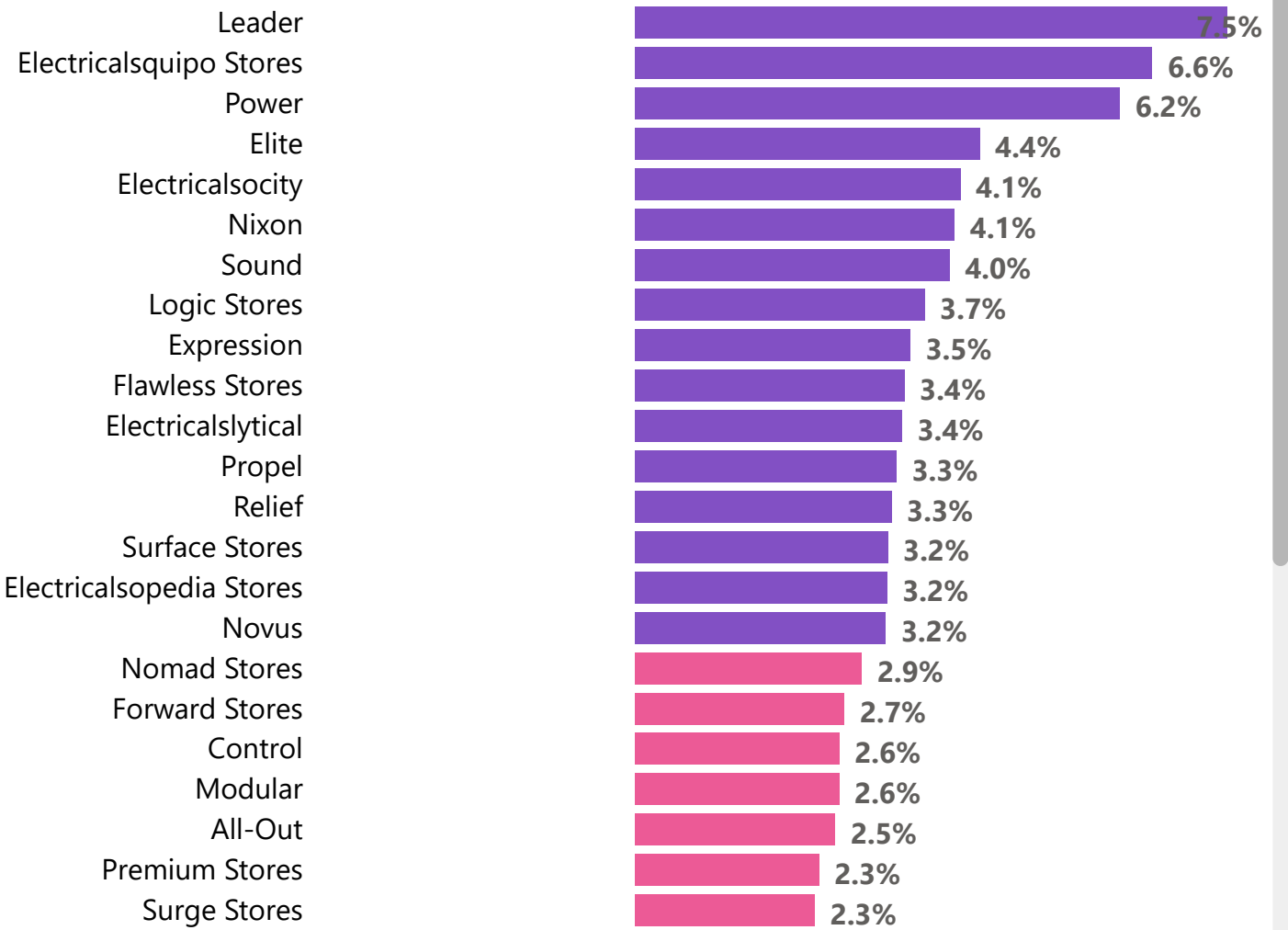
Profit Margin % by customer_type



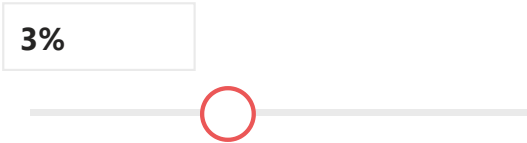
Profit Contribution % by customer_type



Profit % by Zones, Markets & Customers

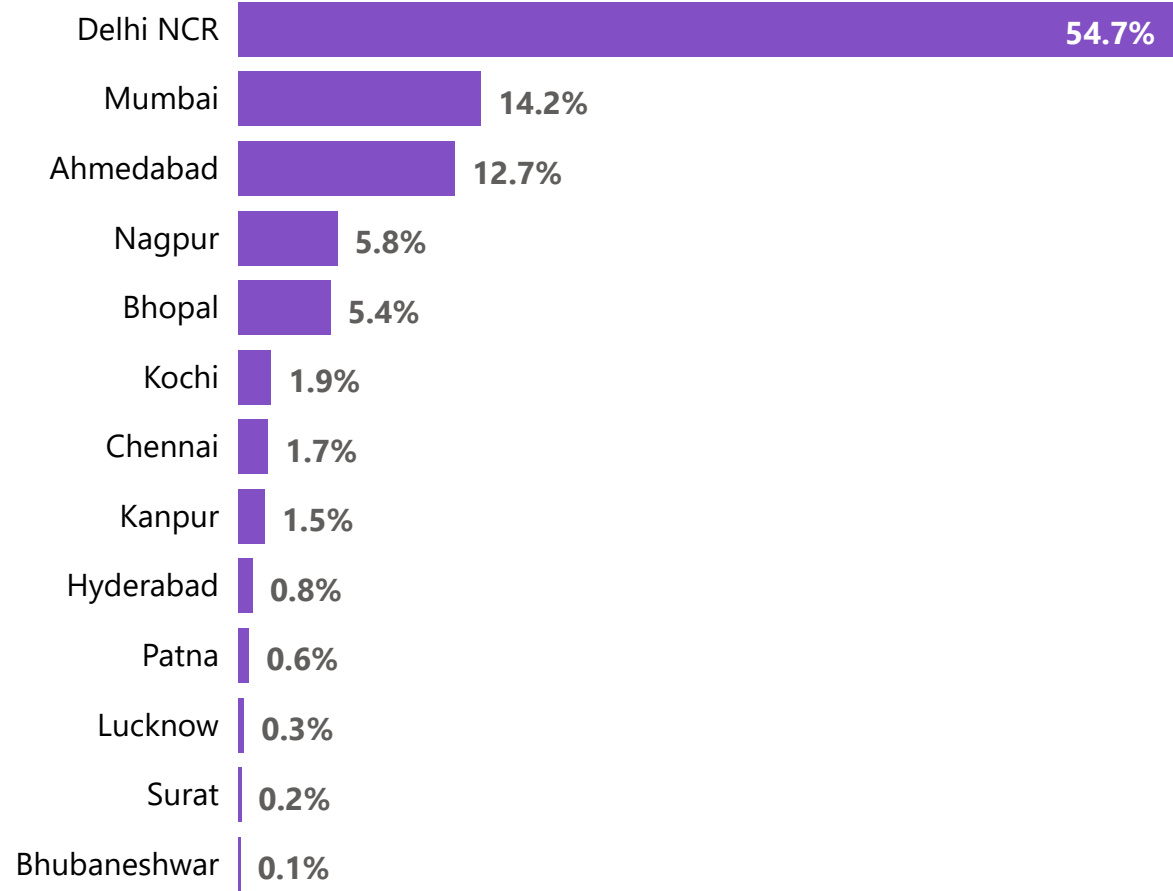


Profit Target ▼

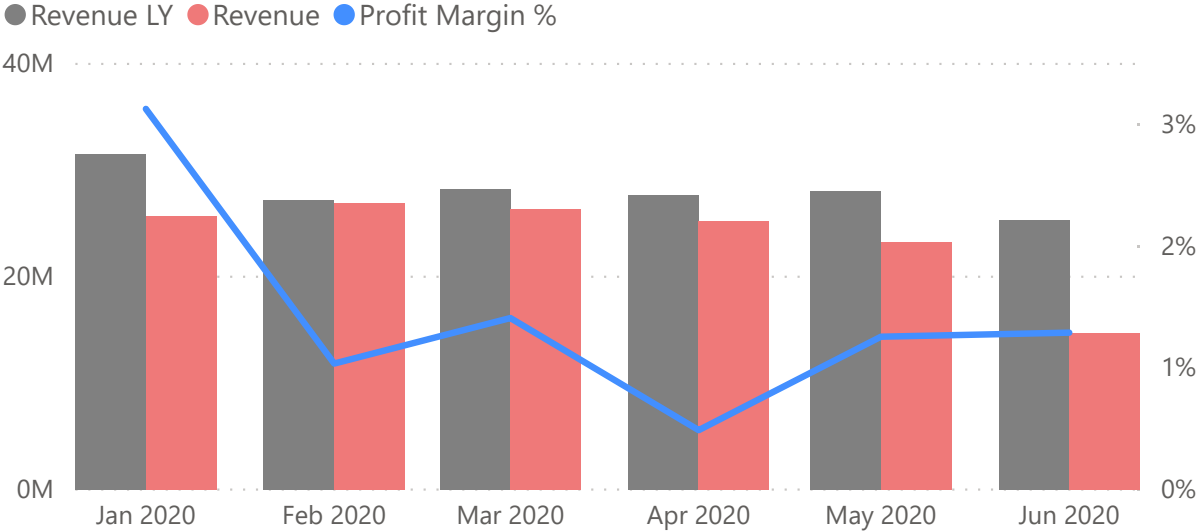




Revenue Contribution % by Markets



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%