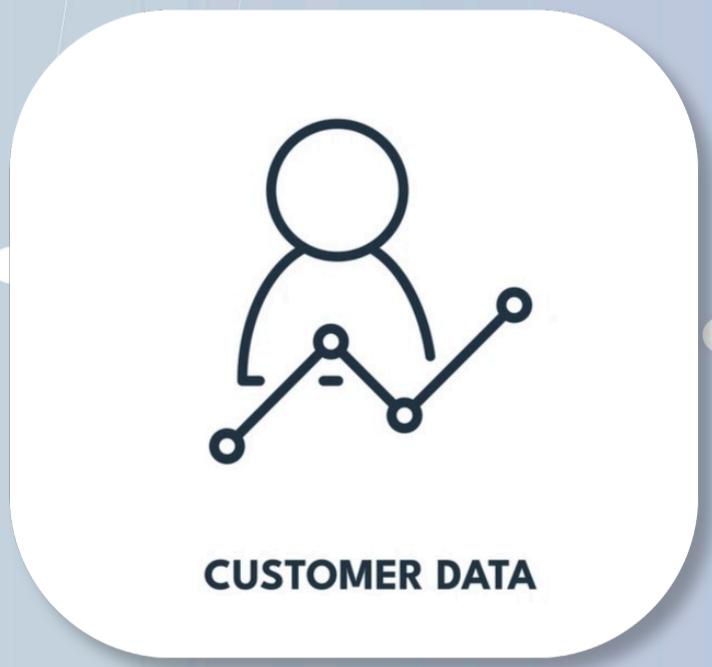


# Sales Insights



2017

2018

2019

2020

April

February

January

June

&gt;

**142M**

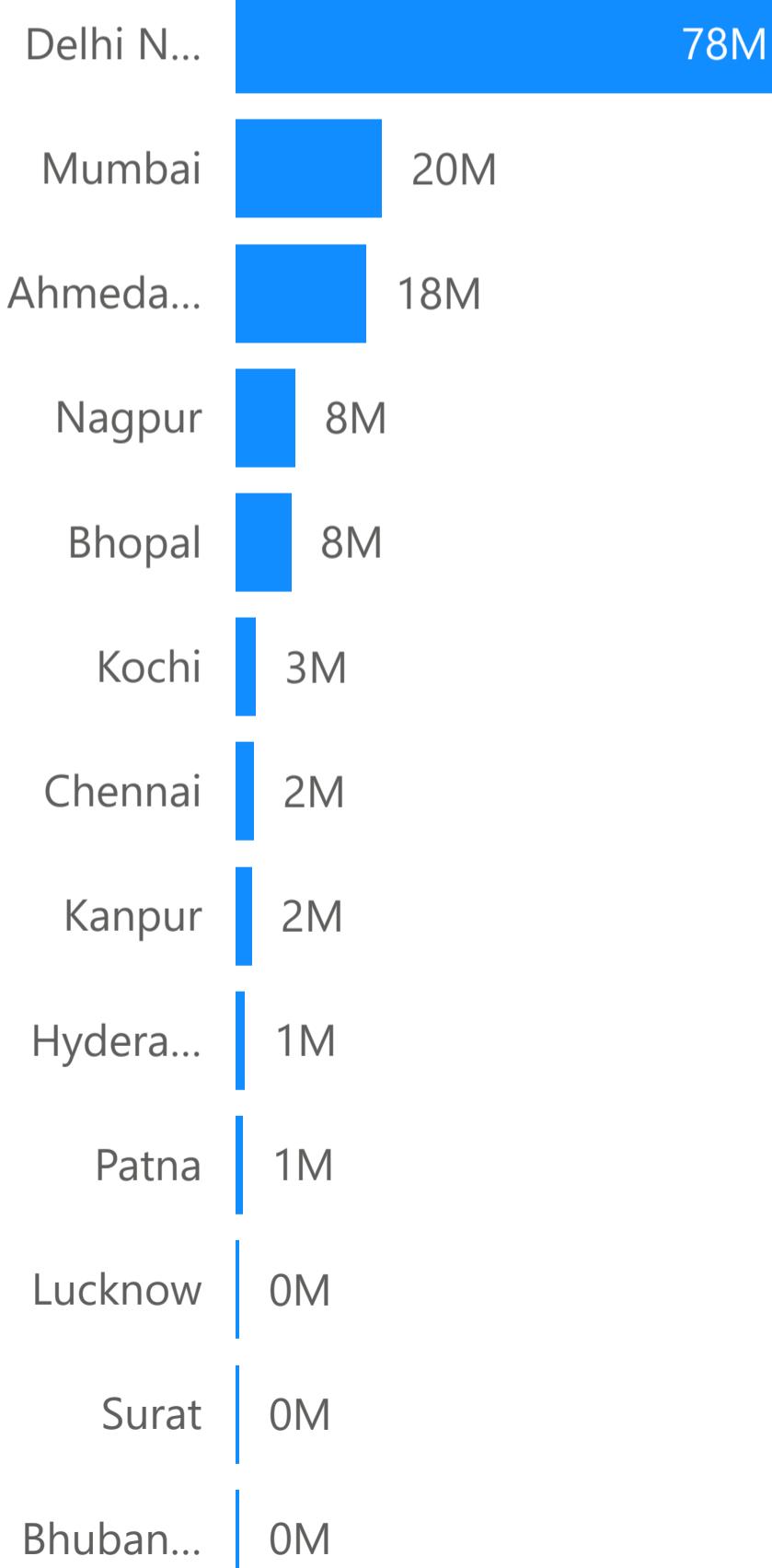
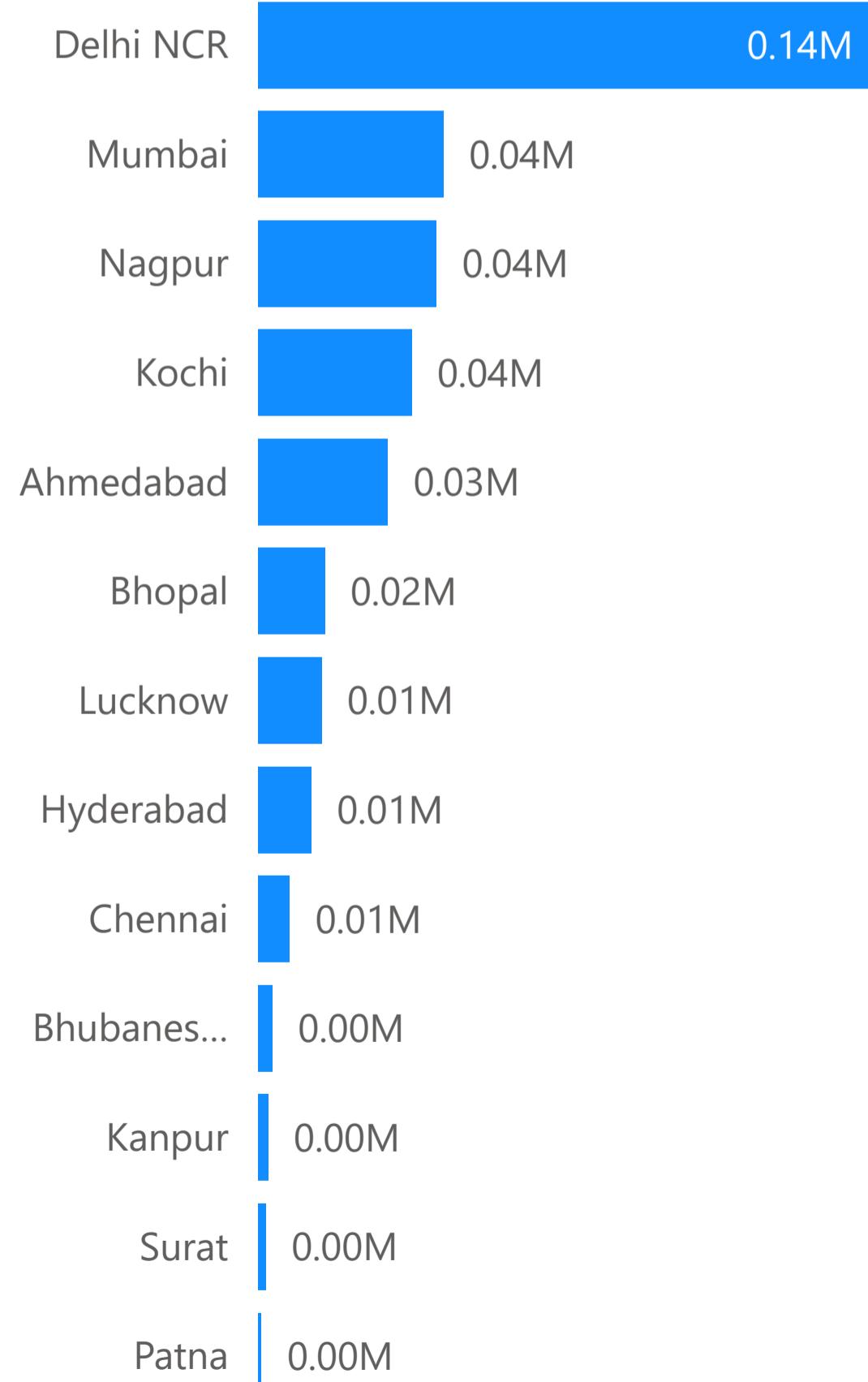
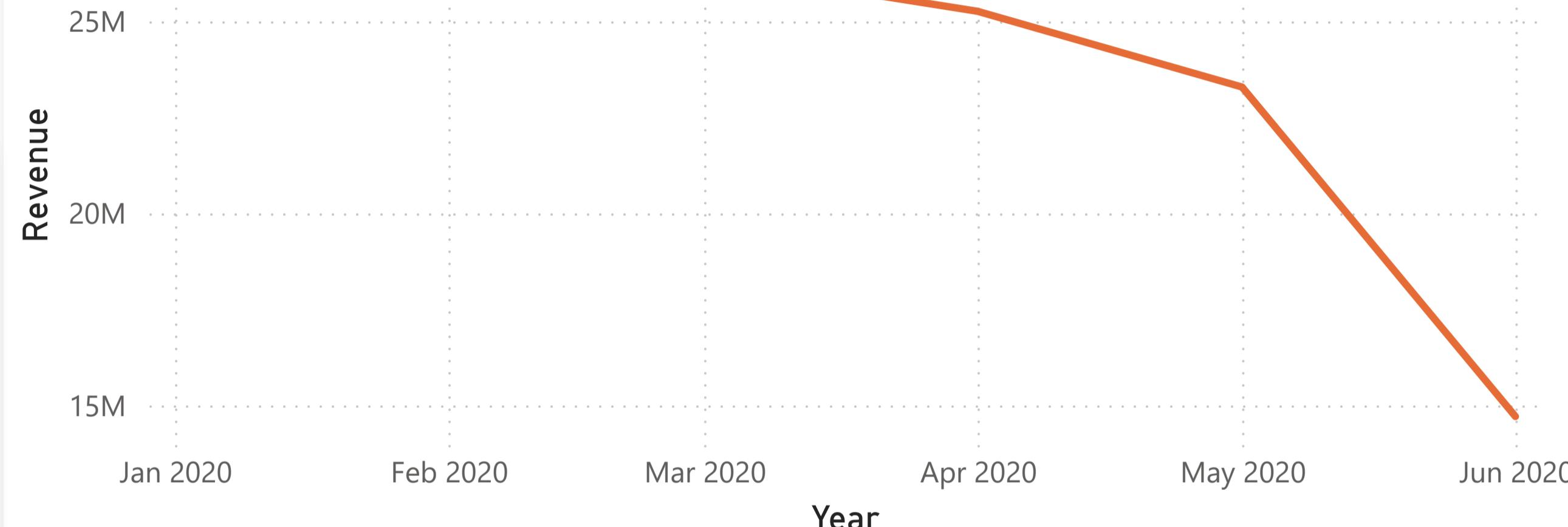
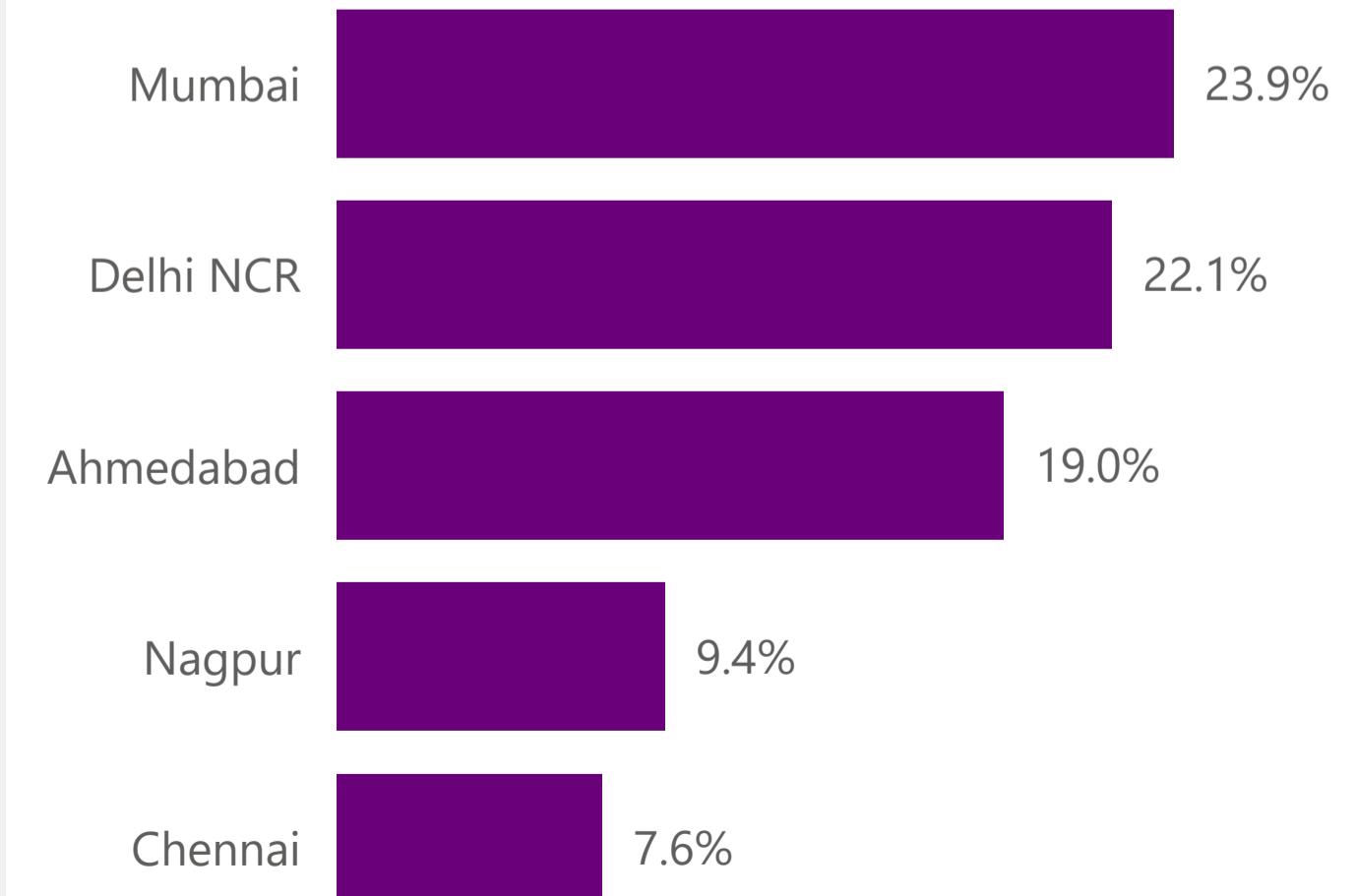
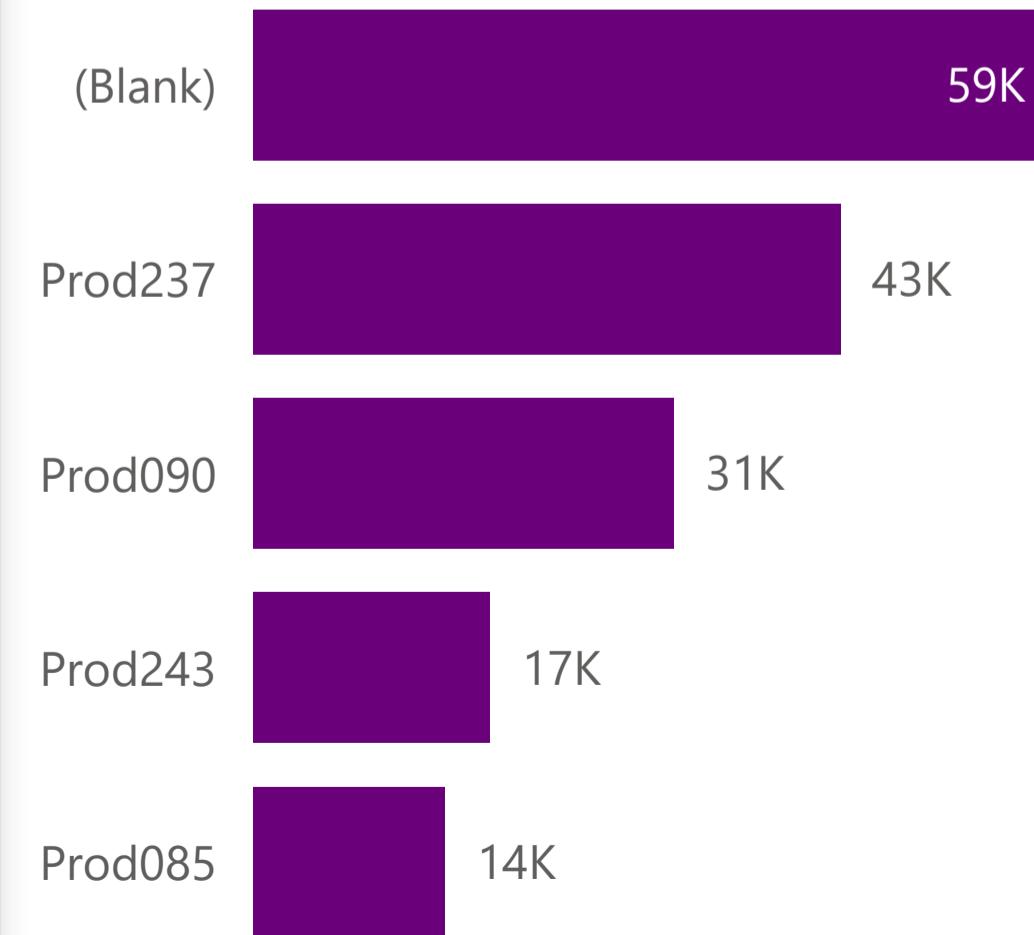
Revenue

**350K**

Sales Qty

**2M**

Profit

**Revenue by markets****Sales Qty by markets****Revenue Trend****Profit Margin Contribution % by markets****Top 5 Products**

2017

2018

2019

2020

April

August

December

&gt;

**985M**

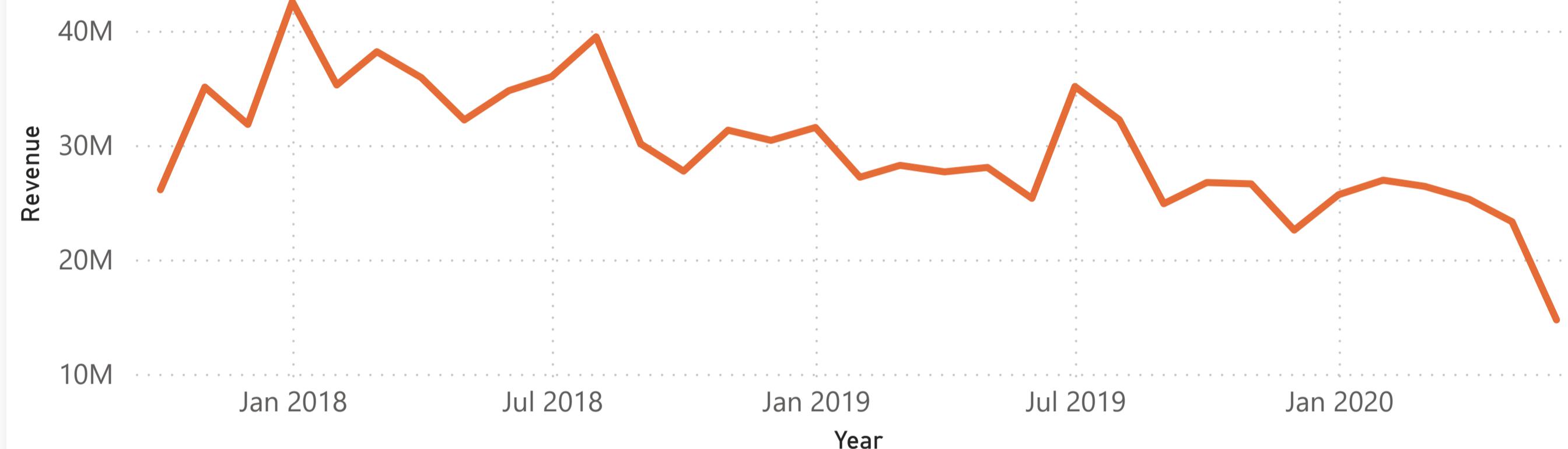
Revenue

**2M**

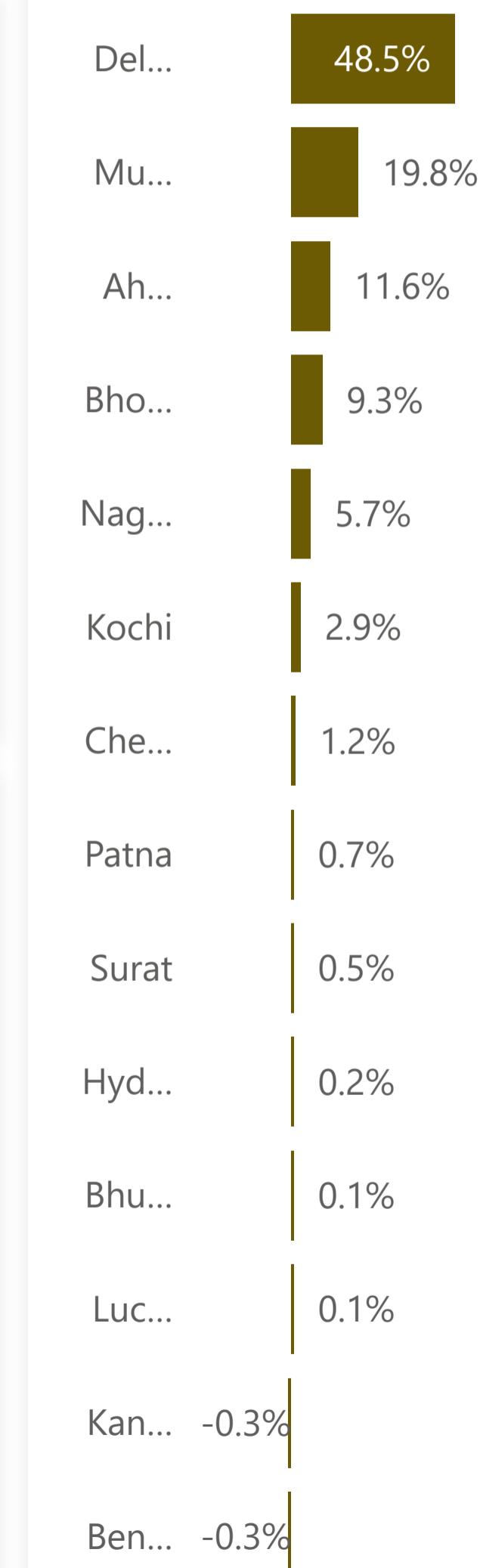
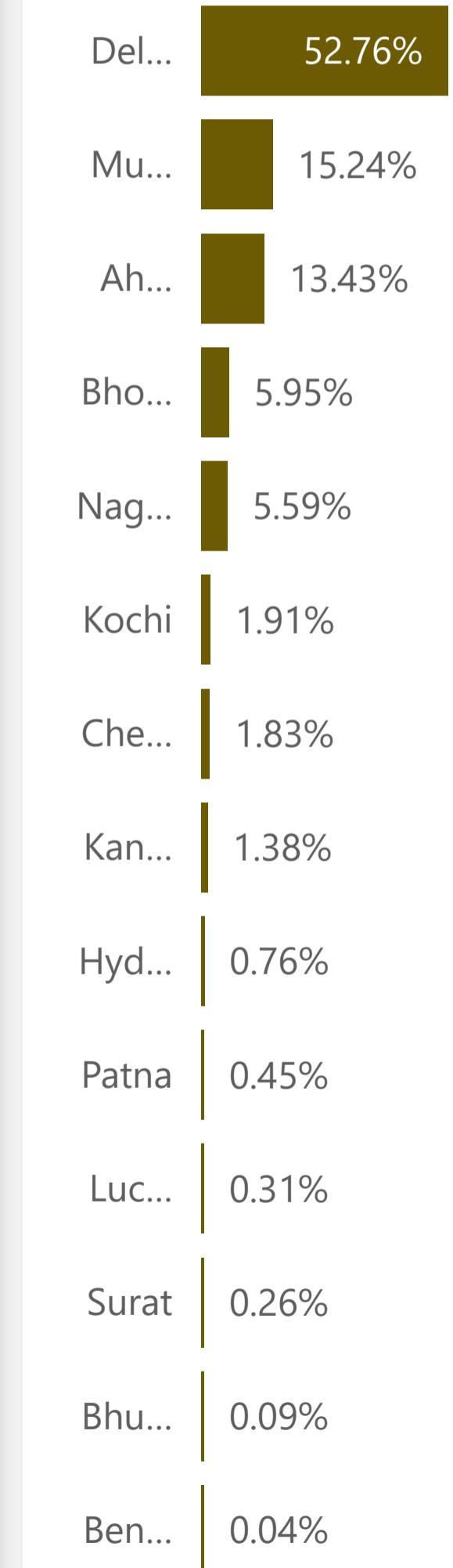
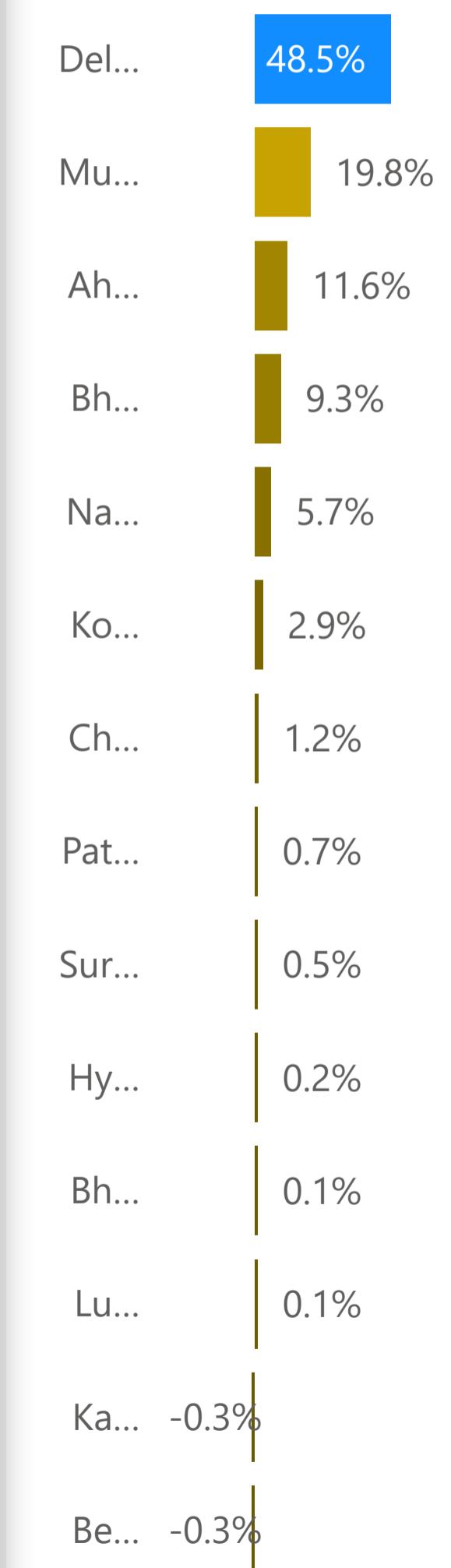
Sales Qty

**25M**

Profit

**Revenue Trend**

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit %
Leader	16,529,970	1.68%	5.1%	7.54%
Electricalsximo Stores	1,330,361	0.14%	0.4%	6.59%
Power	5,727,123	0.58%	1.4%	6.18%
Elite	4,837,239	0.49%	0.9%	4.39%
Electricalsociety	17,489,935	1.78%	2.9%	4.14%
Nixon	43,893,083	4.46%	7.2%	4.07%
Sound	4,966,707	0.50%	0.8%	4.00%
Logic Stores	13,201,366	1.34%	2.0%	3.69%
Expression	430,368	0.04%	0.1%	3.51%
Flawless Stores	9,156,412	0.93%	1.3%	3.43%
<b>Total</b>	<b>984,876,463</b>	<b>100.00%</b>	<b>100.0%</b>	<b>2.50%</b>

**Profit % contribution****Revenue % contribution****Profit % contribution**

2017

2018

2019

2020

April

August

December

February

January

&gt;

985M

Revenue

2M

Sales Qty

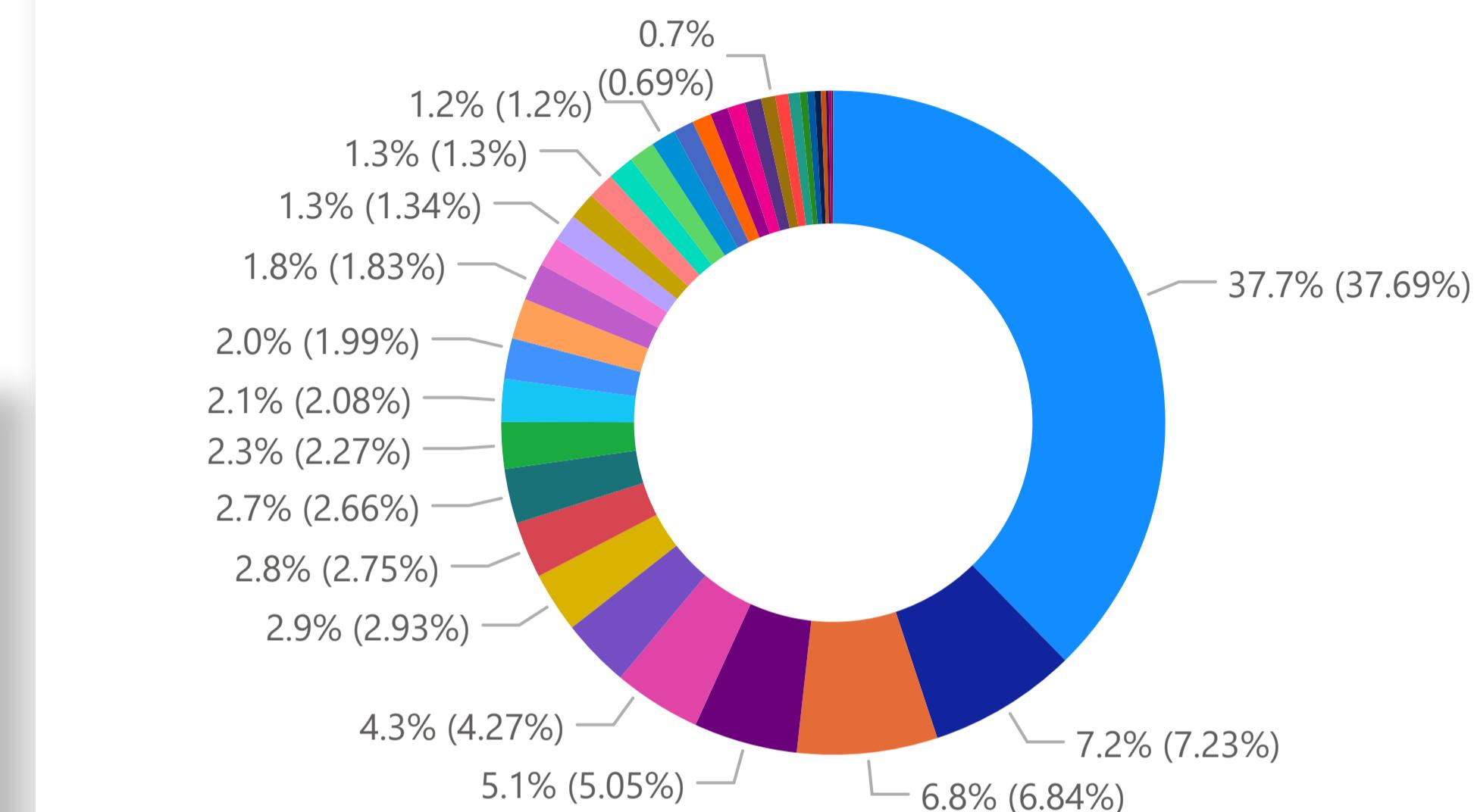
25M

Profit

## Revenue % contribution



## Profit Margin Contribution % by markets



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit %
Acclaimed Stores	21,196,727	2.15%	1.3%	1.51%
All-Out	6,068,432	0.62%	0.6%	2.55%
Atlas Stores	16,666,713	1.69%	1.2%	1.78%
Control	31,771,997	3.23%	3.3%	2.60%
Electricalsara Stores	413,333,588	41.97%	37.7%	2.25%
Electricalsbea Stores	336,367	0.03%	0.0%	0.82%
Electricalslance Stores	1,868,461	0.19%	-0.2%	-2.01%
Electricalslytical	49,644,189	5.04%	6.8%	3.40%
Electricalsociety	17,489,935	1.78%	2.9%	4.14%
Electricalsopedia Stores	10,281,203	1.04%	1.3%	3.21%
Total	984,876,463	100.00%	100.0%	2.50%

Market

All

Products

All

2017

2018

2019

2020

April

August

December

February

January

&gt;

985M

Revenue

2M

Sales Qty

25M

Profit

markets_name	Revenue	Revenue Contribution %	Profit %	Profit
Bengaluru	373,115	0.04%	-20.78%	-77535
Kanpur	13,582,609	1.38%	-0.49%	-65878
Lucknow	3,094,007	0.31%	1.01%	31161
Bhubaneshwar	893,857	0.09%	3.98%	35596
Hyderabad	7,436,823	0.76%	0.63%	46957
Surat	2,605,796	0.26%	4.86%	126677
Patna	4,428,393	0.45%	4.12%	182261
Chennai	18,042,702	1.83%	1.67%	300573
Kochi	18,813,466	1.91%	3.74%	703290
Nagpur	55,026,321	5.59%	2.57%	1412110
Bhopal	58,609,861	5.95%	3.90%	2287150
Ahmedabad	132,307,441	13.43%	2.15%	2848269
Mumbai	150,084,801	15.24%	3.25%	4872640
<b>Total</b>	<b>984,876,463</b>	<b>100.00%</b>	<b>2.50%</b>	<b>24657068</b>

## Revenue % contribution

Delhi NCR

52.76%

Mumbai

15.24%

Ahmedabad

13.43%

Bhopal

5.95%

Nagpur

5.59%

Kochi

1.91%

Chennai

1.83%

Kanpur

1.38%

Hyderabad

0.76%

Patna

0.45%

Lucknow

0.31%

Surat

0.26%

Bhubaneshwar

0.09%

Bengaluru

0.04%

## Profit % contribution

Delhi N...

52.76%

Mumbai

15.24%

Ahmed...

13.43%

Bhopal

5.95%

Nagpur

5.59%

Kochi

1.91%

Chennai

1.83%

Kanpur

1.38%

Hyderabad

0.76%

Patna

0.45%

Lucknow

0.31%

Surat

0.26%

Bhuban...

0.09%

Bengal...

0.04%