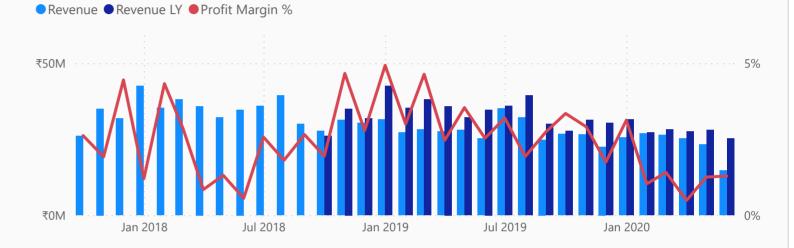


Jun Aug Sep Oct Nov 2017 2018 2019 2020 Jul 17 17 17 17 17 17 ₹985M 24.7M Revenue Trend Sales Qty Revenue **Total Profit Margin** ₹40M Revenue Contribution % by Profit Contribution % by Markets Profit % by Markets Markets ₹30M -20.78% Delhi N... 48.5% Bengal... Delhi N.. 52.8% Mumbai 19.8% Kanpur -0.49% Mumbai 15.2% Ahmed.. 11.6% Hydera... 0.63% Ahmed. 13.4% Bhopal Lucknow 1.01% Jan 2018 Jul 2018 Jan 2019 Jul 2019 Jan 2020 Bhopal Chennai Nagpur Profit Margin % Profit Margin Contribution % Revenue custmer name Revenue Contribution % 2.2% **Acclaimed Stores** 1.51% 1.3% ₹2,11,96,727 2.15% Kochi 2.9% Ahmed... All-Out 2.55% 0.6% ₹60,68,432 0.6% **Atlas Stores** ₹1,66,66,713 1.7% 1.78% 1.2% Delhi N... 2.30% Chennai 1.2% Control 2.60% ₹3,17,71,997 3.2% 3.3% Chennai 1.8% **Electricalsara Stores** 2.25% 37.7% ₹41,33,33,588 42.0% Patna 0.7% Nagpur Electricalsbea Stores 0.82% 0.0% ₹3,36,367 0.0% **Electricalslance Stores** -2.01% -0.2% ₹18,68,461 0.2% 3.25% Electricalslytical Surat 0.5% Mumbai 3.40% 6.8% ₹4,96,44,189 5.0% Hydera.. 0.8% Electricalsocity 4.14% 2.9% ₹1,74,89,935 1.8% 0.2% Hydera... Kochi 3.74% Electricalsopedia Stores 3.21% ₹1,02,81,203 1.0% 1.3% Patna 0.4% Electricalsquipo Stores 6.59% 0.4% ₹13,30,361 0.1% Bhuba... 3.90% Elite 0.1% Bhopal 4.39% 0.9% ₹48,37,239 0.5% Lucknow 0.3% **Epic Stores** 1.76% 1.3% ₹1,87,50,440 1.9% 3.98% Excel Stores ₹4,91,15,620 5.0% Lucknow 0.1% Bhuban... 1.38% 2.8% Surat 0.3% Expression 3.51% 0.1% ₹4,30,368 0.0% 4.12% Flawless Stores 3.43% 1.3% 0.9% ₹91,56,412 Patna Kanpur -0.3% Bhuba... 0.1% **Forward Stores** 2.67% 2.1% 2.3% ₹2,10,26,079 Info Stores 0.90% 1.3% ₹3,51,00,033 3.6% Bengal. Bengal... -0.3% Surat 0.0% 2.50% 100.0% ₹98,48,74,963 **Total** 100.0%





Trend



custmer_name	Profit Margin %	Profit Margin Contribution %	Revenue	Revenue Contribution %
Acclaimed Stores	1.51%	1.3%	₹2,11,96,727	2.2%
All-Out	2.55%	0.6%	₹60,68,432	0.6%
Atlas Stores	1.78%	1.2%	₹1,66,66,713	1.7%
Control	2.60%	3.3%	₹3,17,71,997	3.2%
Electricalsara Stores	2.25%	37.7%	₹41,33,33,588	42.0%
Electricalsbea Stores	0.82%	0.0%	₹3,36,367	0.0%
Electricalslance Stores	-2.01%	-0.2%	₹18,68,461	0.2%
Electricalslytical	3.40%	6.8%	₹4,96,44,189	5.0%
Electricalsocity	4.14%	2.9%	₹1,74,89,935	1.8%
Electricalsopedia Stores	3.21%	1.3%	₹1,02,81,203	1.0%
Electricalsquipo Stores	6.59%	0.4%	₹13,30,361	0.1%
Elite	4.39%	0.9%	₹48,37,239	0.5%
Epic Stores	1.76%	1.3%	₹1,87,50,440	1.9%
Excel Stores	1.38%	2.8%	₹4,91,15,620	5.0%
Expression	3.51%	0.1%	₹4,30,368	0.0%
Flawless Stores	3.43%	1.3%	₹91,56,412	0.9%
Forward Stores	2.67%	2.3%	₹2,10,26,079	2.1%
Info Stores	0.90%	1.3%	₹3,51,00,033	3.6%
Total	2.50%	100.0%	₹98,48,74,963	100.0%