

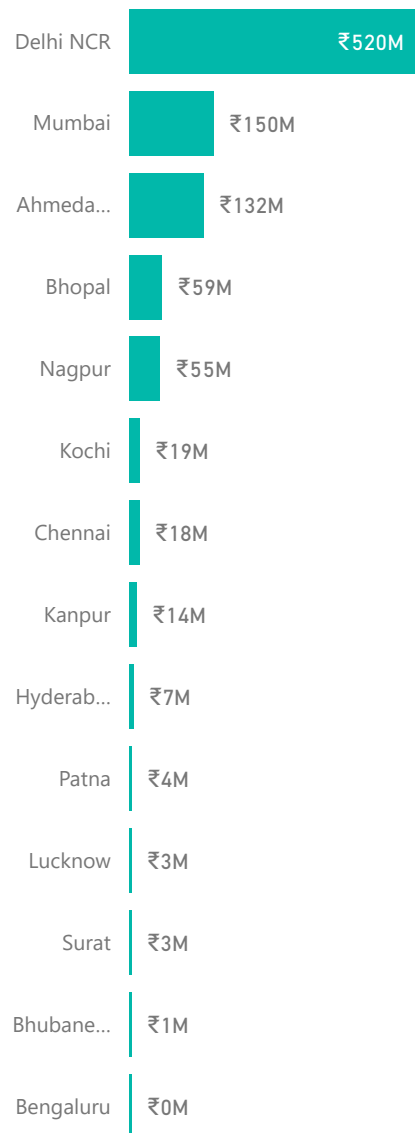
₹985M

Revenue

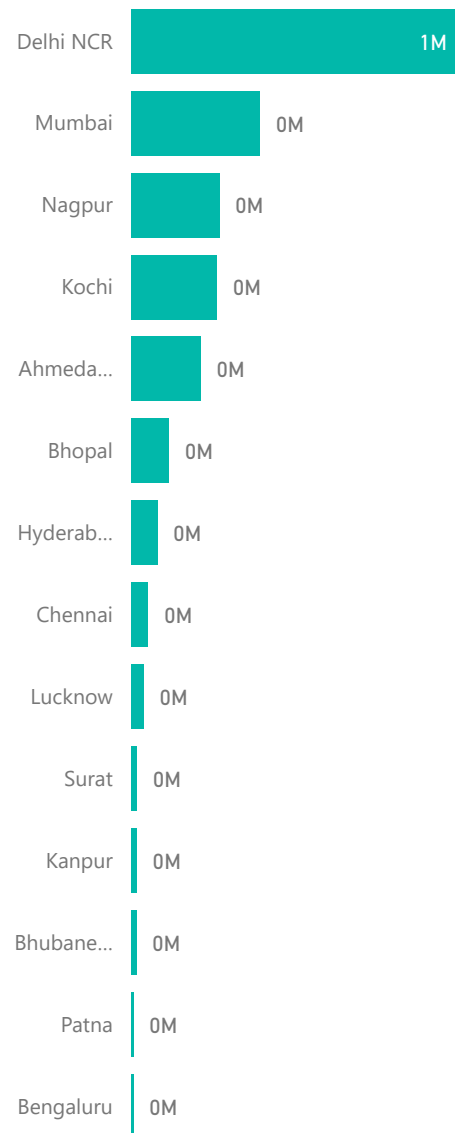
2M

Sales Qty

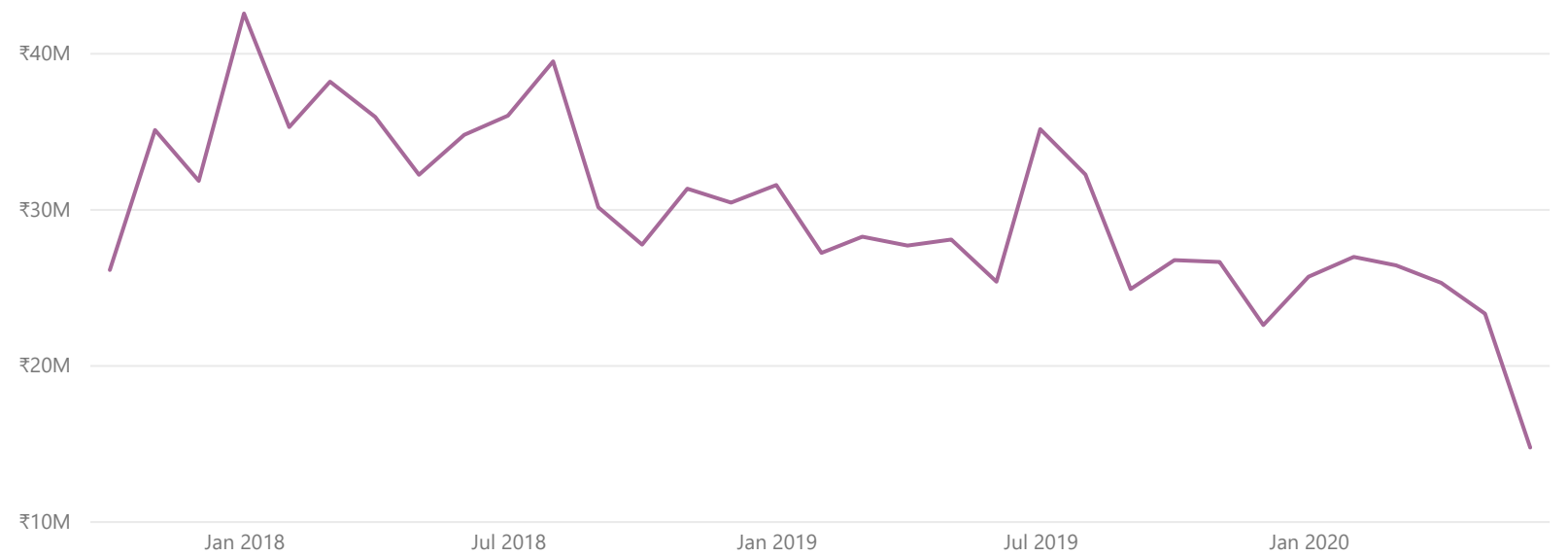
## Revenue by Markets



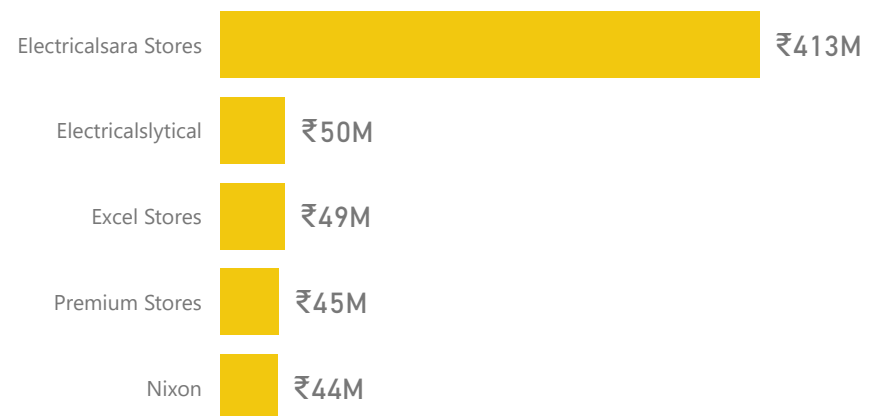
Sales Qty by Markets



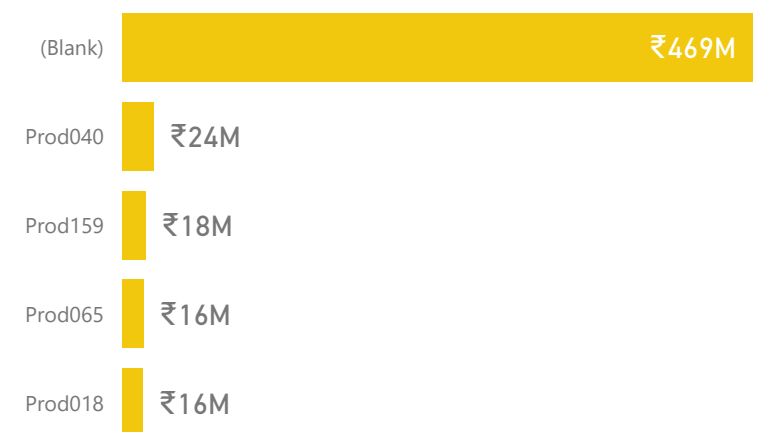
Revenue Trend



### Top 5 Customers



### Top 5 Products



₹27M

Revenue

73K

Sales Qty

₹279.0...

Total Profit Margin

2020

Jan 20

Feb 20

Mar 20

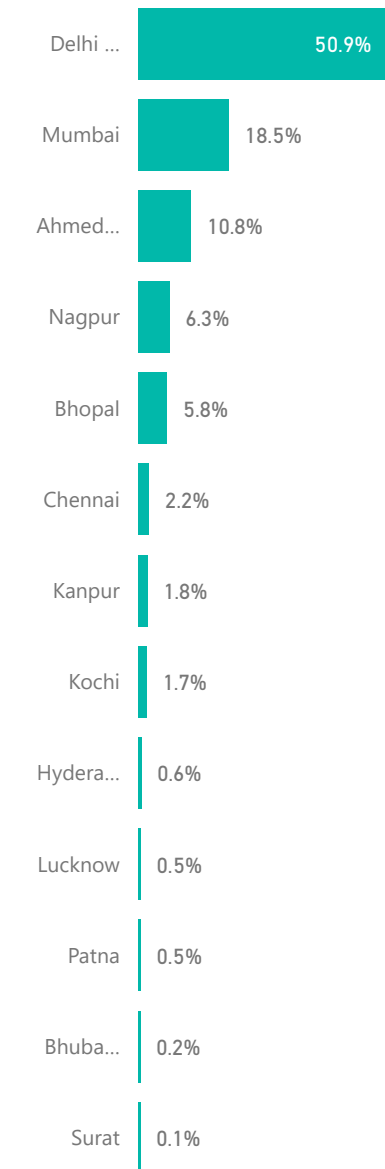
Apr 20

May 20

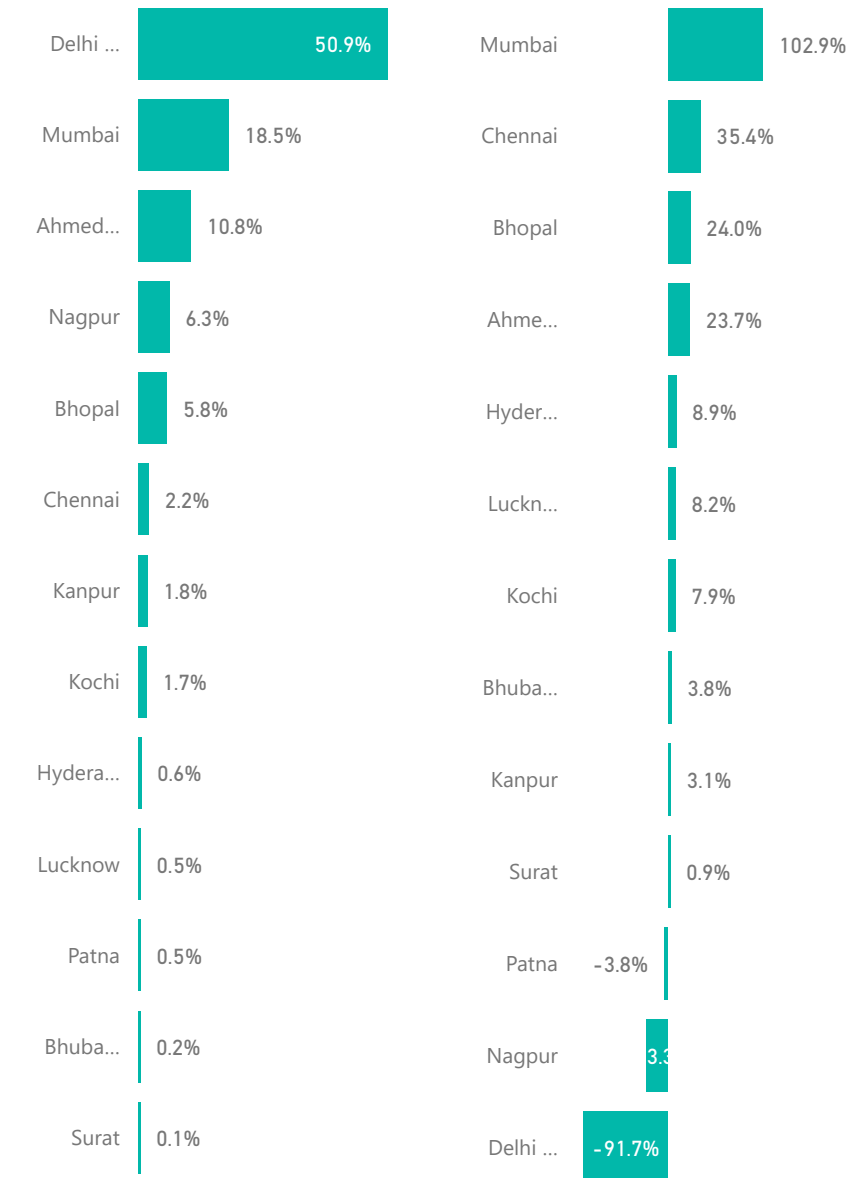
Jun 20

Revenue Trend

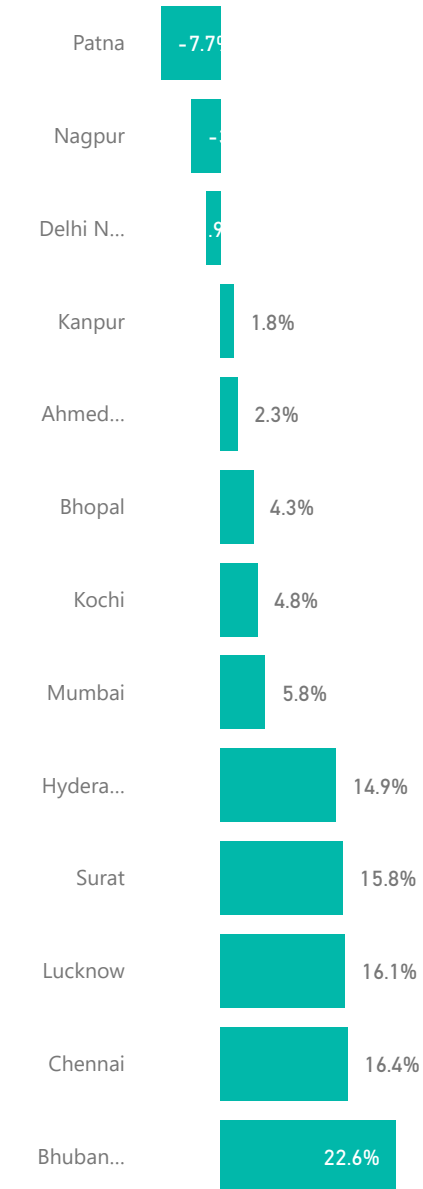
Revenue Contribution % by Market



Profit Contribution % by Market



Profit % by market



₹30M

₹20M

Feb 2020

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Epic Stores	₹9,04,293	3.4%	-46.4%	-14.3%
Zone	₹2,99,681	1.1%	-9.2%	-8.5%
Elite	₹1,51,086	0.6%	-3.8%	-7.0%
Atlas Stores	₹3,27,881	1.2%	-4.7%	-4.0%
Sound	₹1,89,290	0.7%	-2.6%	-3.9%
Electricalsara Stores	₹1,19,98,520	44.6%	-108.6%	-2.5%
Forward Stores	₹4,40,665	1.6%	-3.2%	-2.0%
Integration Stores	₹3,02,147	1.1%	-1.6%	-1.5%
Info Stores	₹8,26,052	3.1%	-1.6%	-0.6%
Unity Stores	₹2,51,881	0.9%	-0.1%	-0.1%
Surface Stores	₹4,16,008	1.5%	0.1%	0.1%
Electricalsopedia Stores	₹2,03,769	0.8%	0.2%	0.2%
Nomad Stores	₹2,87,561	1.1%	0.3%	0.3%
Acclaimed Stores	₹7,12,008	2.6%	1.7%	0.6%
All-Out	₹1,33,823	0.5%	0.6%	1.2%
Control	₹6,10,543	2.3%	4.0%	1.8%
Modular	₹3,14,873	1.2%	2.1%	1.9%
Electricalslytical	₹10,12,542	3.8%	9.6%	2.6%
Premium Stores	₹8,03,779	3.0%	12.2%	4.2%
Expression	₹13,589	0.1%	0.2%	4.5%
Electricalslance Stores	₹45,571	0.2%	0.7%	4.6%
Synthetic	₹1,23,875	0.5%	2.4%	5.4%
Patna	₹1,16,888	0.5%	3.1%	5.8%
Total	₹2,69,24,799	100.0%	100.0%	1.0%

₹142M

Revenue

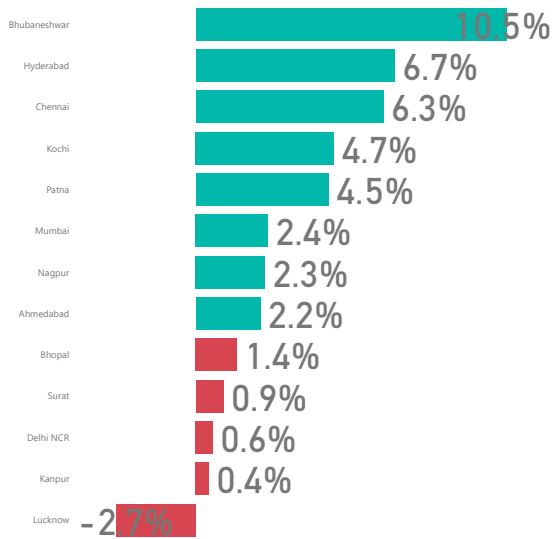
350K

Sales Qty

₹2.1M

Total Profit Margin

Revenue Contribution % by Market



Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

Mar 20

Apr 20

May 20

Jun 20

Revenue Trend

● Revenue LY ● Revenue ● Profit Margin %

Month	Revenue LY (M)	Revenue (M)	Profit Margin %
Jan 2020	30.0	25.0	3.5%
Feb 2020	27.0	27.0	1.0%
Mar 2020	28.0	26.0	1.5%
Apr 2020	27.0	25.0	0.5%
May 2020	28.0	23.0	1.2%
Jun 2020	25.0	14.0	1.2%

customer_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%
Electricalsdytical	₹55,17,904	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	₹30,02,894	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%
Nomad Stores	₹19,78,550	1.4%	4.0%	4.1%
Integration Stores	₹19,09,611	1.3%	-0.2%	-0.2%
Unity Stores	₹17,48,166	1.2%	3.3%	3.9%
Path	₹17,23,307	1.2%	1.0%	1.1%
Leader	₹16,71,901	1.2%	4.9%	6.0%
Elite	₹12,47,785	0.9%	3.2%	5.3%
Total	₹14,22,24,545	100.0%	100.0%	1.4%