17-Sep 17-Dec 17-Jul 17-Jun 17-Nov 17-Oct 2017 2018 2019 2020 17-Aug ₹985M Revenue Trend Sales Qty Revenue ₹40M Revenue by Markets Sales by Markets Revenue ₹30M Delhi ... Delhi ... 519.51M 519.51M ₹20M 150.08M Mum... 150.08M Mum... Ahme... 132.31M Ahme... 132.31M ₹10M Jan 2018 Jul 2018 Jan 2019 Jul 2019 Jan 2020 Bhopal Bhopal 58.61M Date Nagpur Nagpur 55.03M 55.03M Kochi Kochi 18.81M 18.81M Chennai Chennai 18.04M 18.04M Top 5 Customers Top 5 Customers Kanpur Kanpur 13.58M 13.58M Electricalsara Stores 413.33M Prod318 68.97M Hyder... Hyder... 7.44M 7.44M Patna Patna Electricalslytical 4.43M 4.43M Prod316 49.64M 60.88M Luckn... Luckn... 3.09M 3.09M **Excel Stores** 49.12M Prod324 41.46M 2.61M 2.61M Surat Surat Premium Stores 44.91M Prod329 34.38M Bhuba... Bhuba... 0.89M 0.89M Prod334 Nixon 43.89M 31.47M Benga... Benga... 0.37M 0.37M 0.5bn 0.5bn 20M 0.0bn 0.0bn 0.0bn 0.5bn 0M 40M 60M

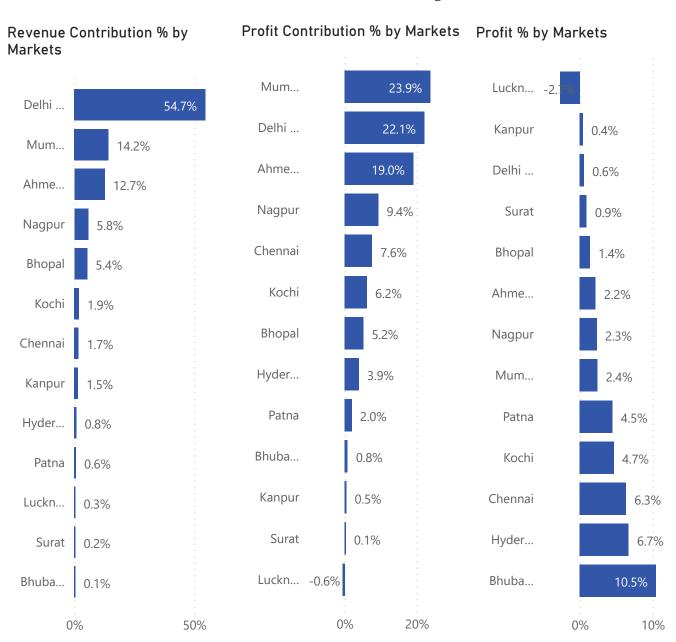


₹142M 350K ₹2.1M

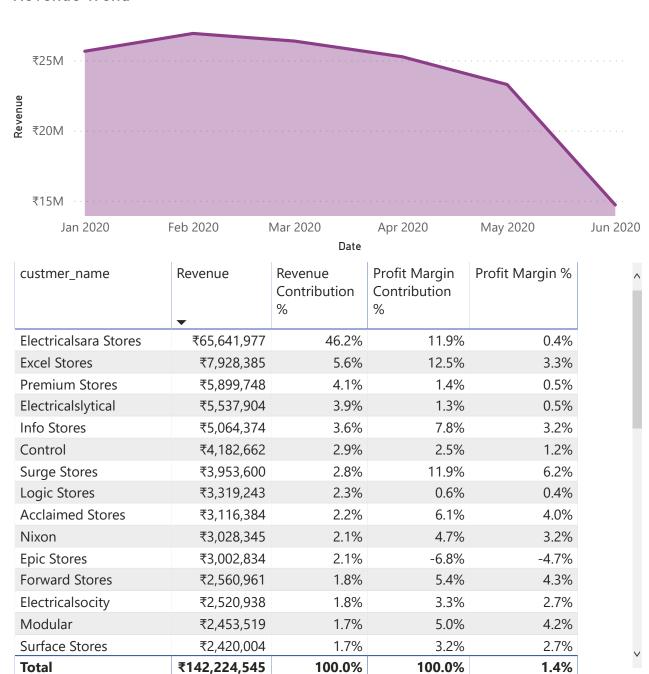
Revenue

Sales Qty

Total Profit Margin



Revenue Trend



₹142M 350K ₹2.1M

Profit Target

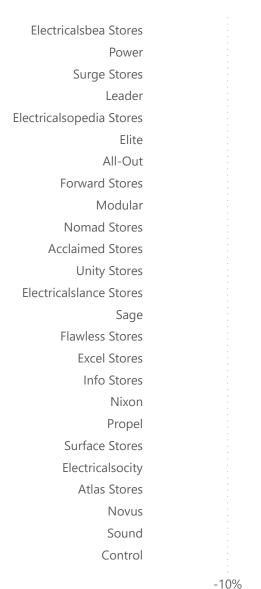
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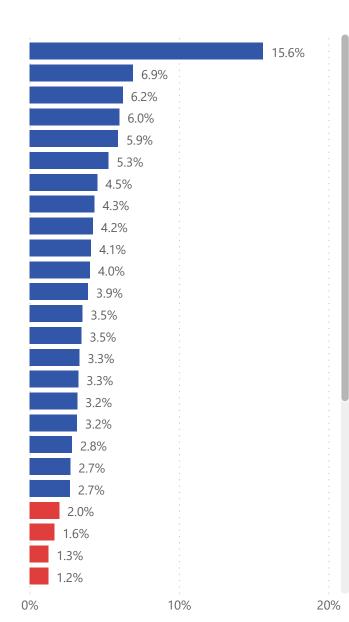
Revenue

Sales Qty

Total Profit Margin

Revenue Contribution % by Markets

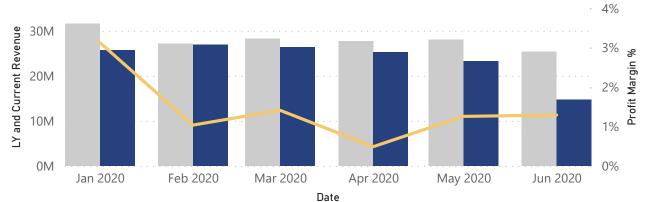






Revenue Trend

■ Revenue LY ■ Revenue ■ Profit Margin %



| custmer_name | Revenue | Revenue Contribution % | Profit Margin Contribution % | Profit Margin % |
|-----------------------|--------------|------------------------------|------------------------------------|-----------------|
| Electricalsara Stores | ₹65,641,977 | 46.2% | 11.9% | 0.4% |
| Excel Stores | ₹7,928,385 | 5.6% | 12.5% | 3.3% |
| Premium Stores | ₹5,899,748 | 4.1% | 1.4% | 0.5% |
| Electricalslytical | ₹5,537,904 | 3.9% | 1.3% | 0.5% |
| Info Stores | ₹5,064,374 | 3.6% | 7.8% | 3.2% |
| Control | ₹4,182,662 | 2.9% | 2.5% | 1.2% |
| Surge Stores | ₹3,953,600 | 2.8% | 11.9% | 6.2% |
| Logic Stores | ₹3,319,243 | 2.3% | 0.6% | 0.4% |
| Acclaimed Stores | ₹3,116,384 | 2.2% | 6.1% | 4.0% |
| Nixon | ₹3,028,345 | 2.1% | 4.7% | 3.2% |
| Epic Stores | ₹3,002,834 | 2.1% | -6.8% | -4.7% |
| Forward Stores | ₹2,560,961 | 1.8% | 5.4% | 4.3% |
| Electricalsocity | ₹2,520,938 | 1.8% | 3.3% | 2.7% |
| Total | ₹142,224,545 | 100.0% | 100.0% | 1.4% |