₹984.9M 2.4M Sales Qty Revenue Revenue by Market Delhi NCR ₹519.6M Mumbai ₹150.1M Ahmedab.. ₹132.3M

₹58.6M

₹55.0M

₹18.8M

₹18.0M

₹13.6M

₹7.4M

₹4.4M

₹3.1M

₹2.6M

₹0.9M

₹0.4M

₹0.5bn

₹0.0bn

Nagpur

Kochi

Chennai

Kanpur

Patna

Lucknow

Surat

Bhubanes...

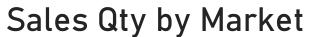
Bengaluru

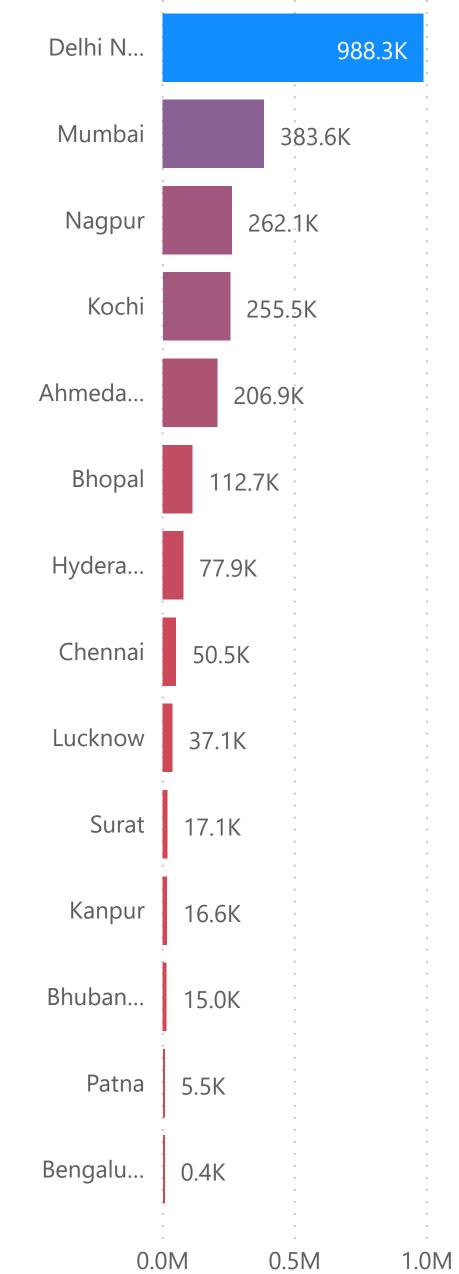
Hyderabad

₹24.7M



Total profit margin







2018

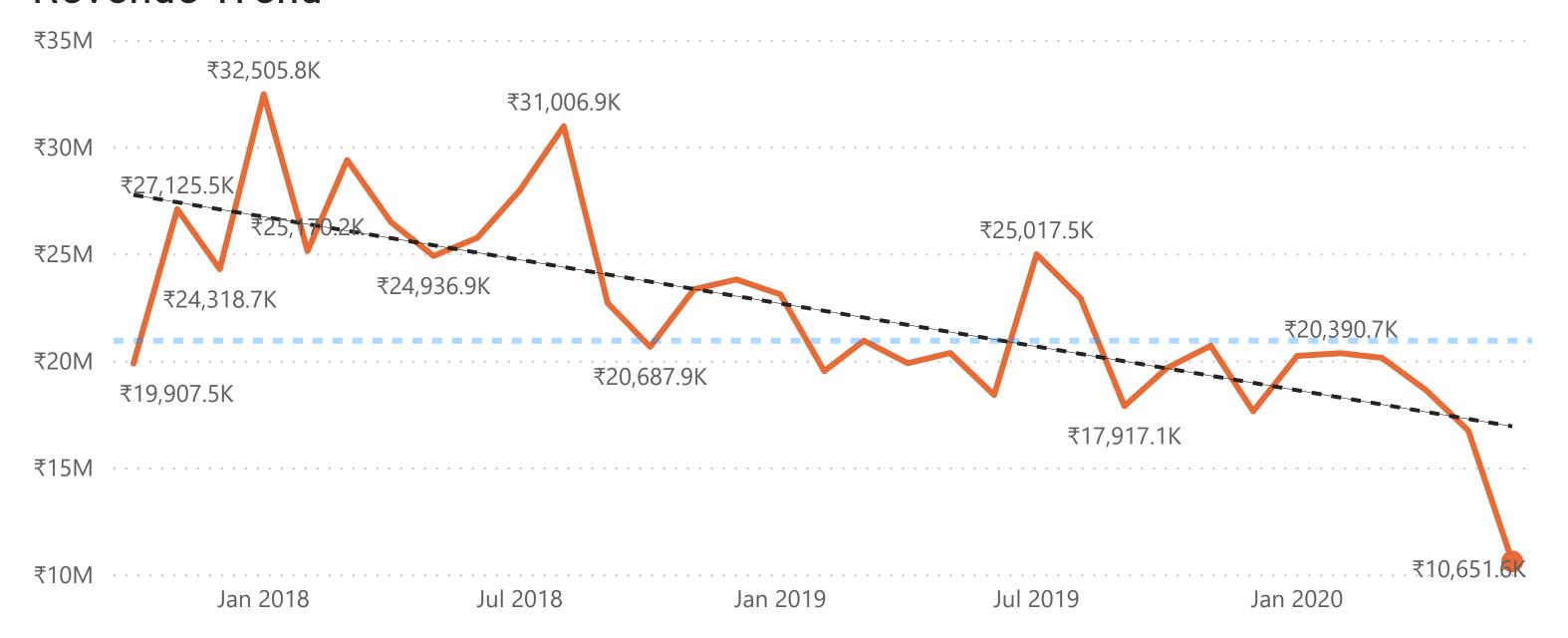
2019

2020

Jun-17

Jul-17

2017



Oct-17

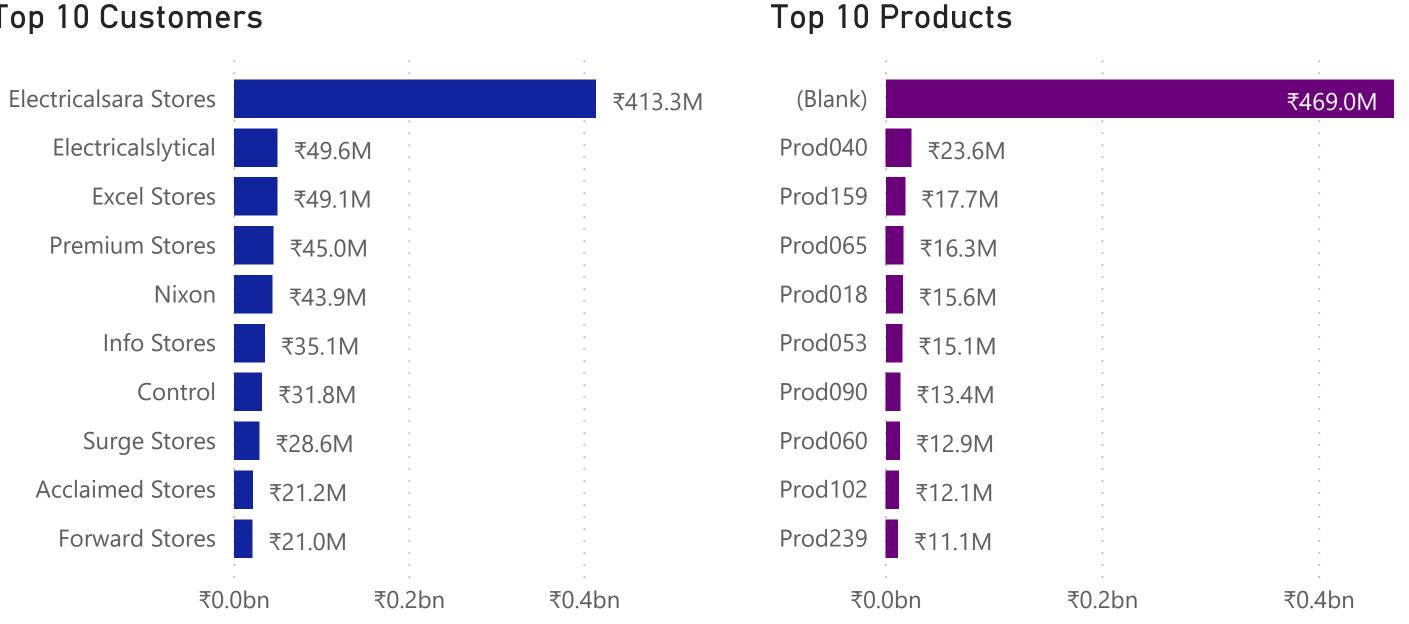
Nov-17

Dec-17

Sep-17

Aug-17

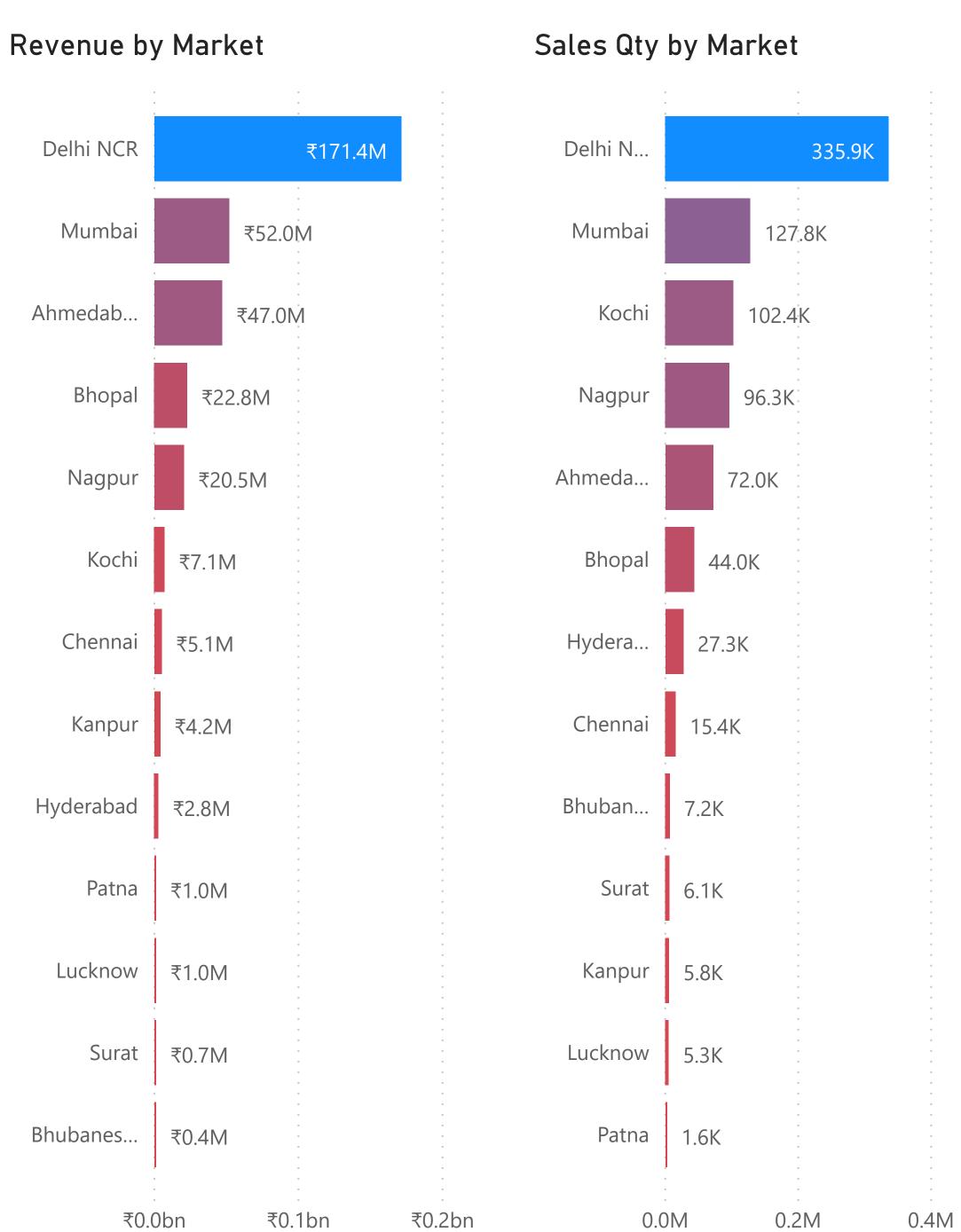
Top 10 Customers



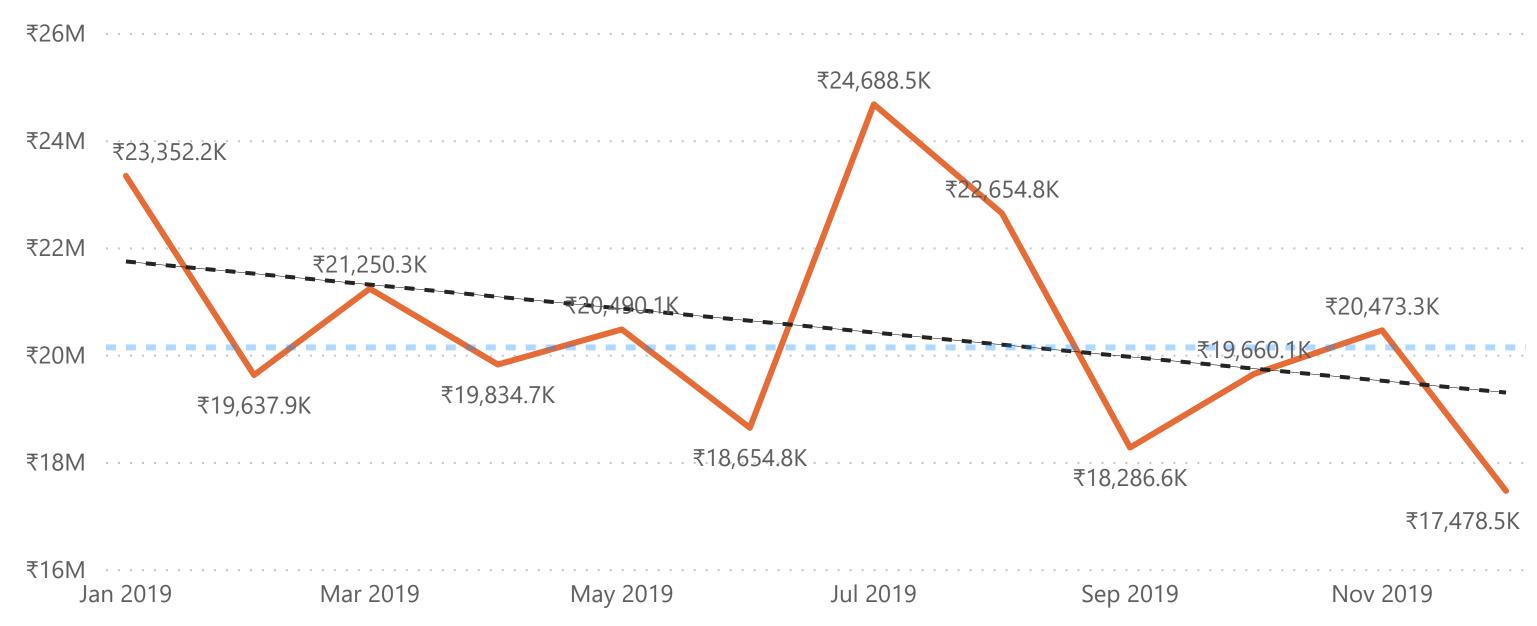
₹336.0M 847.... ₹10.5M

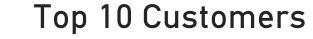
Apr-19 Jun-19 2017 2018 2019 2020 Jan-19 Feb-19 Mar-19 May-19 Jul-19

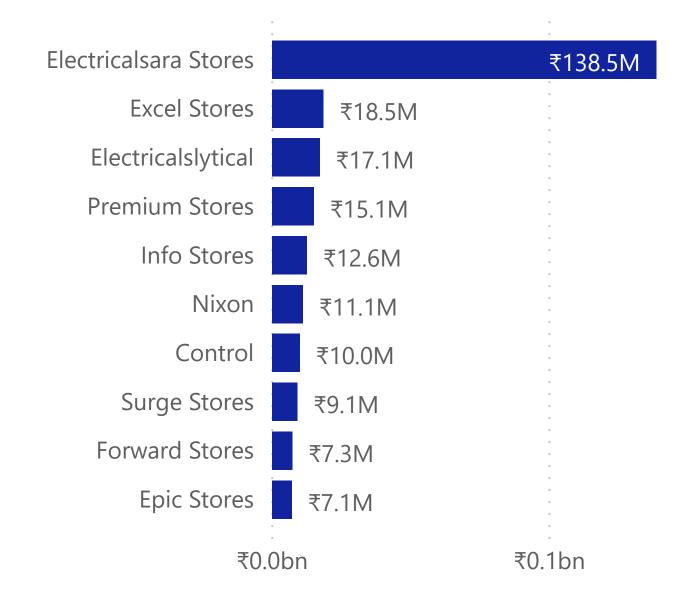




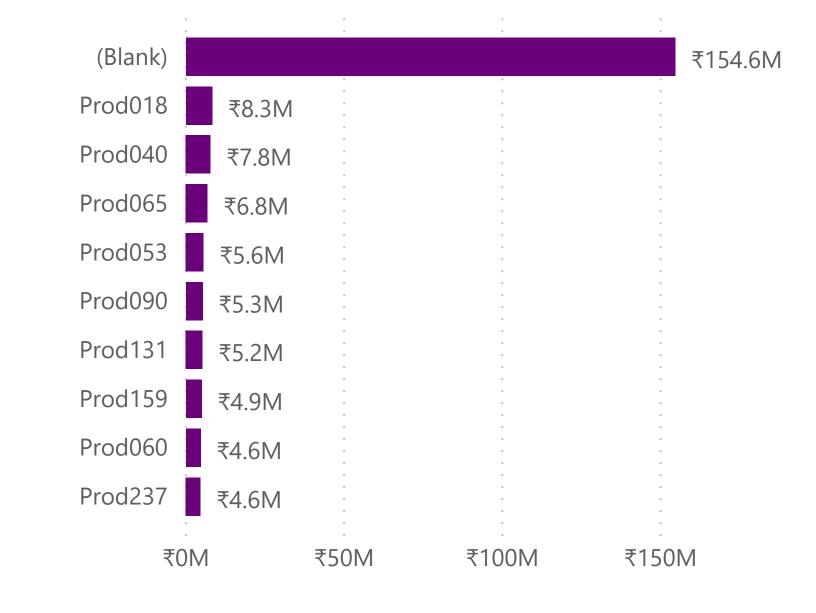








Top 10 Products



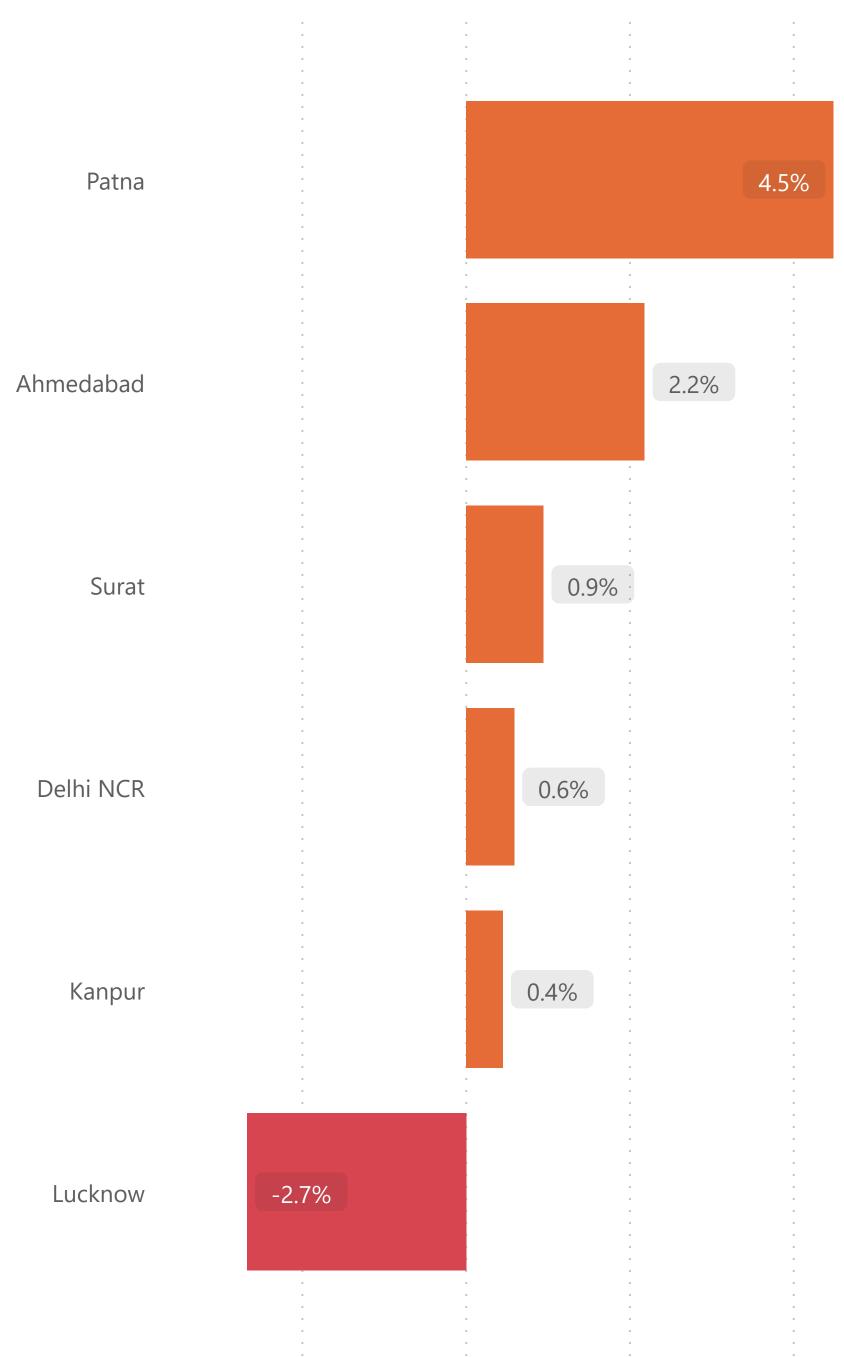
₹413.7M 997.5K ₹9.3M

2017 2018 2019 2020 Jan-18 Feb-18 Mar-18 Apr-18 May-18 Jun-18 Jul-18

Sales Qty Total profit margin Revenue Revenue Contribution % by Profit Margin Contribution Profit % by Market Revenue Trend % by market market ₹32,505.8K 8.0% Surat ₹31,006.9K Delhi ... Delhi... 53.4% 48.7% ₹29,426.2K ₹30M Patna 3.9% Mum... 15.2% Mum... 26.0% ₹28,012.5K 3.8% Mumbai Ahme... 13.5% Ahm... 9.4% Kochi 3.7% ₹23,836.0K ₹25,170.2K ₹24,936.9K Bhopal 7.6% ₹22,**₹**34.4K 3,380.2K 3.1% Bhopal Nagp... 6.9% Nagpur 2.9% Nov 2018 Jan 2018 Mar 2018 May 2018 Jul 2018 Sep 2018 Chen. Kochi 2.6% Profit margin % Revenue Profit Margin Revenue custmer_name Delhi ... 2.1% Contribution % Contribution % Kochi Surat 1.6% 1.4% **Acclaimed Stores** ₹93,39,052.0 2.3% 2.1% 2.1% 1.6% Ahme... Kanpur Patna 1.3% 0.7% All-Out ₹24,15,760.0 0.6% 0.8% 2.9% **Atlas Stores** 1.5% ₹63,49,578.0 1.9% 2.8% Hyder... 1.5% Hyder... Hyde... 0.4% 0.6% Control ₹1,50,03,105.0 3.6% 2.7% 1.7% **Electricalsara Stores** 1.9% 41.8% 35.1% ₹17,30,50,977.0 Chennai 0.1% Chen... Electricalsbea Stores 0.0% 2.2% ₹1,18,011.0 0.0% 0.1% Patna 0.4% **Electricalslance Stores** 0.1% 0.1% ₹5,69,105.0 2.0% Bhuba... -0.2% Electricalslytical 5.0% 3.5% ₹2,08,25,800.0 7.8% Bhub... -0.0% Surat 0.4% Electricalsocity 2.2% ₹92,99,125.0 6.0% 6.0% Electricalsopedia Stores ₹42,66,415.0 1.0% 1.1% 2.4% Luckn... -3.9% Luck... -0.6% Luckn... 0.3% Electricalsquipo Stores 0.2% ₹7,16,350.0 0.8% 10.5% Elite ₹17,05,324.0 0.4% 0.7% 3.9% Kanpur -3.9% Beng... Beng... -0.8% 0.1% **Epic Stores** 1.8% ₹72,74,863.0 2.7% 3.4% **Excel Stores** 4.4% ₹1,80,51,333.0 1.4% 0.7% Benga... -20.8% Bhub... Kanpur -2.3% 0.1% Expression ₹1,12,513.0 0.0% 0.1% 5.8% 1.0% Flawless Stores ₹43,09,071.0 2.0% 4.3% 0% 50% 0% 50% -20% 0% Total ₹41,36,87,163.0 100.0% 100.0% 2.3%

₹99.6M 192.8K ₹887.3K

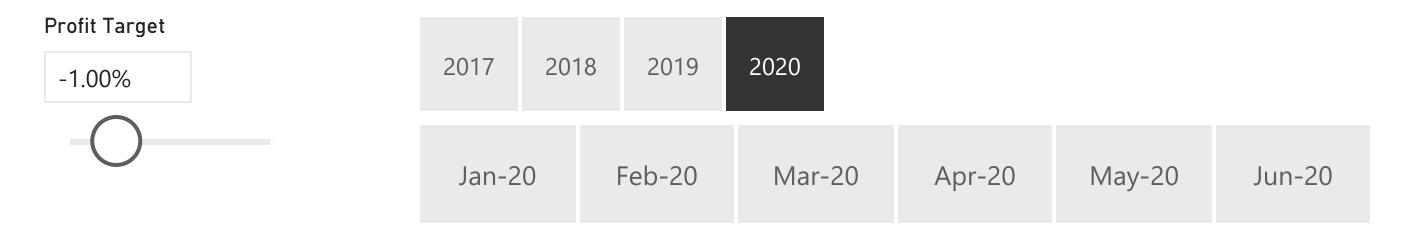




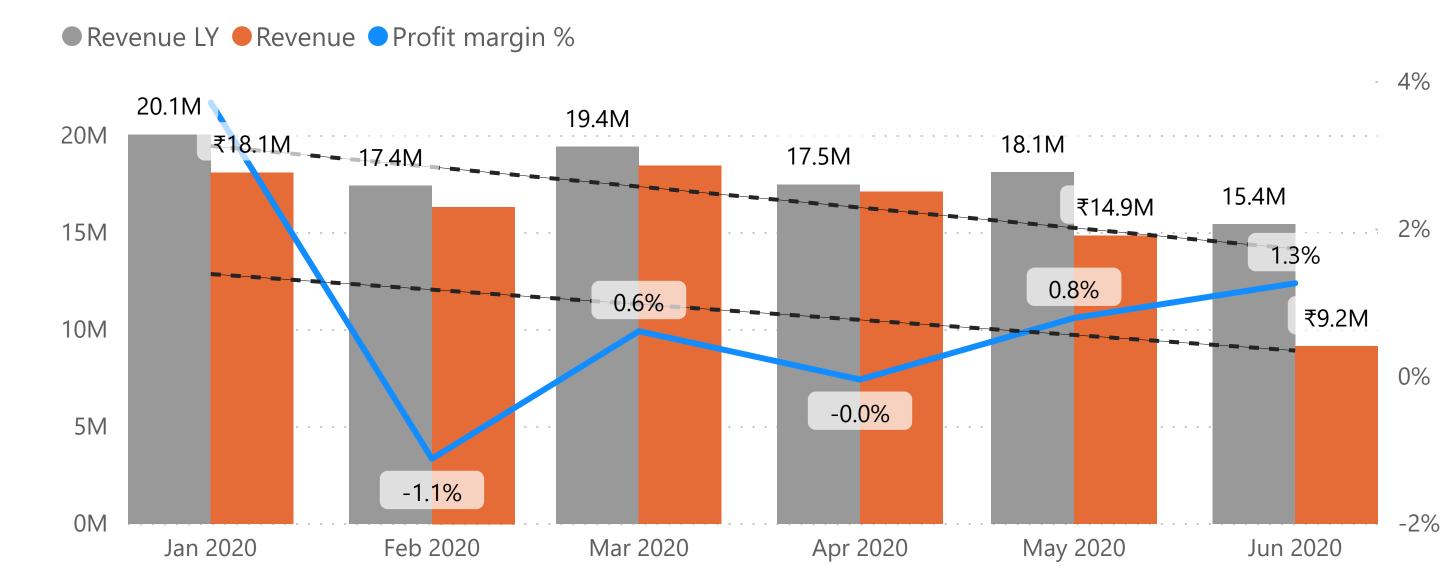
-2%

0%

2%



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit margin %
Acclaimed Stores	₹15,29,782.0	1.1%	0.1%	0.1%
All-Out	₹4,73,625.0	0.3%	1.0%	4.4%
Atlas Stores	₹21,58,941.0	1.5%	2.2%	2.1%
Control	₹41,82,662.0	2.9%	2.5%	1.2%
Electricalsara Stores	₹6,51,21,286.0	45.8%	11.1%	0.3%
Elite	₹8,95,777.0	0.6%	2.0%	4.5%
Excel Stores	₹45,10,834.0	3.2%	4.2%	1.9%
Flawless Stores	₹7,05,634.0	0.5%	-0.4%	-1.2%
Forward Stores	₹19,77,549.0	1.4%	6.5%	6.8%
Info Stores	₹44,92,145.0	3.2%	6.2%	2.8%
Insight	₹4,95,760.0	0.3%	-0.6%	-2.7%
Integration Stores	₹17,79,229.0	1.3%	-0.4%	-0.4%
Nixon	₹22,64,445.0	1.6%	3.4%	3.1%
Nomad Stores	₹95,925.0	0.1%	0.3%	5.6%
Novus	₹1,709.0	0.0%	0.0%	10.5%
Premium Stores	₹58,54,726.0	4.1%	1.5%	0.5%
Total	₹9,95,65,797.0	70.0%	43.1%	0.9%