

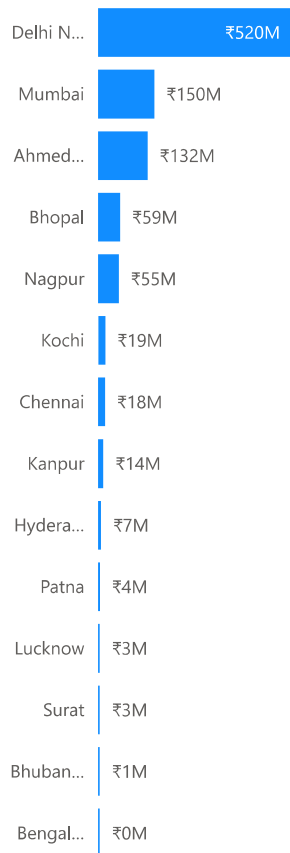
₹985M

Revenue

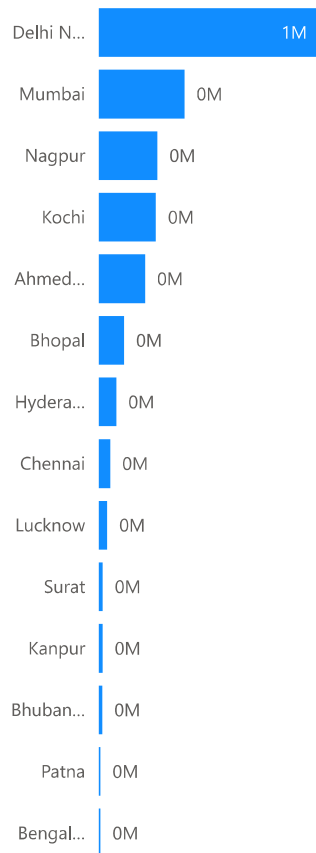
2M

Sales Qty

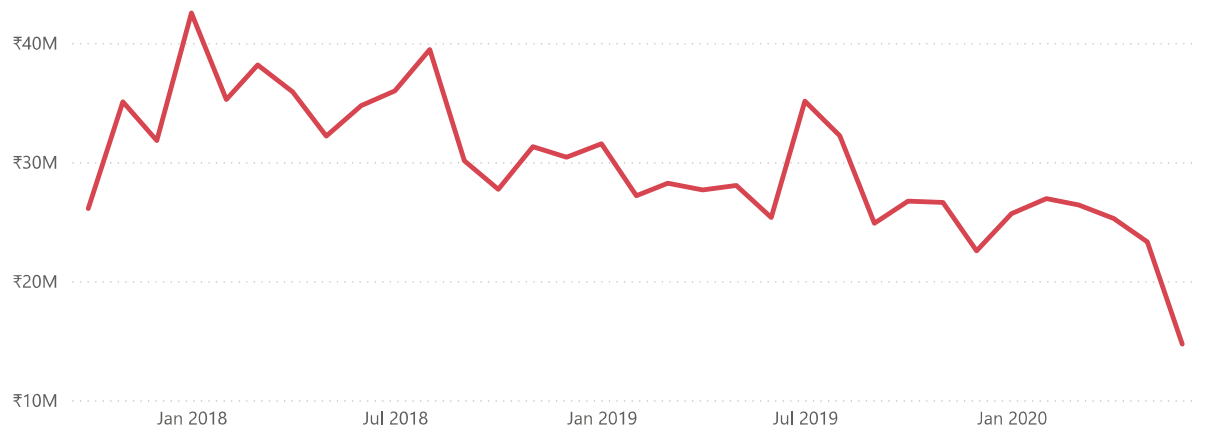
### Revenue by Markets



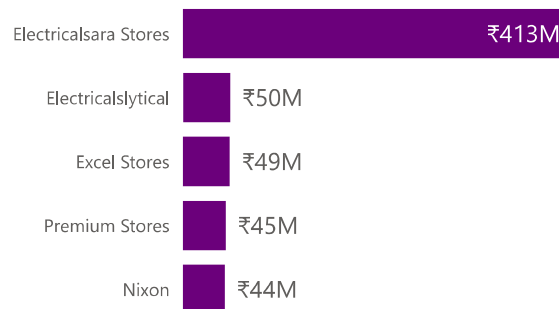
### Sales Qty by Markets



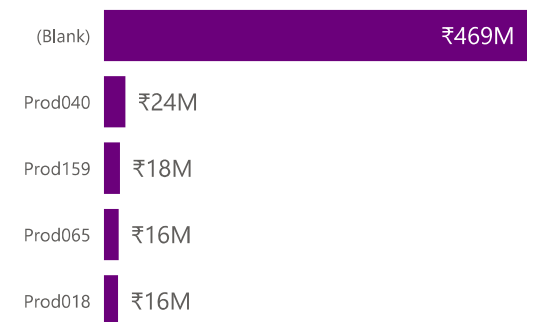
### Revenue Trend



### Top 5 Customers



### Top 5 Products



2017	2018	2019	2020
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Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	>
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₹985M

Revenue

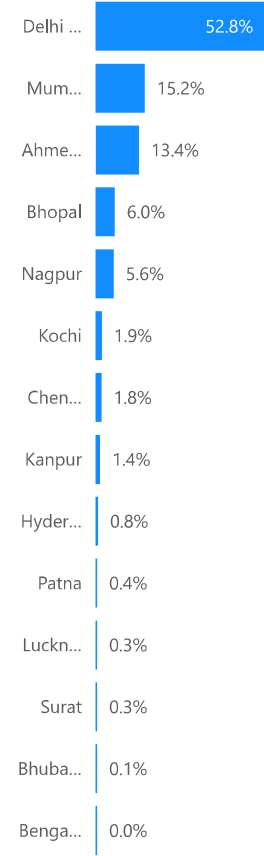
2M

Sales Qty

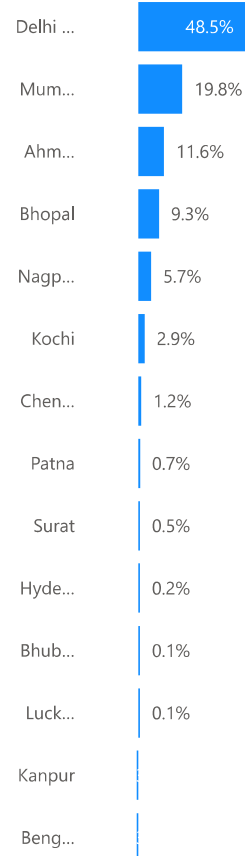
₹24.7M

Total Profit Margin

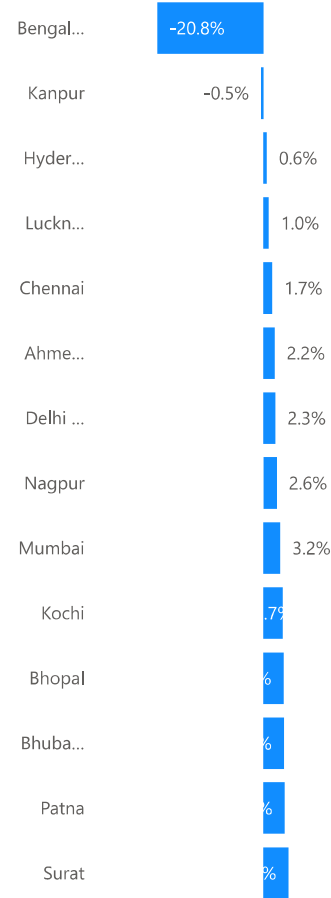
Revenue Contribution % by Market



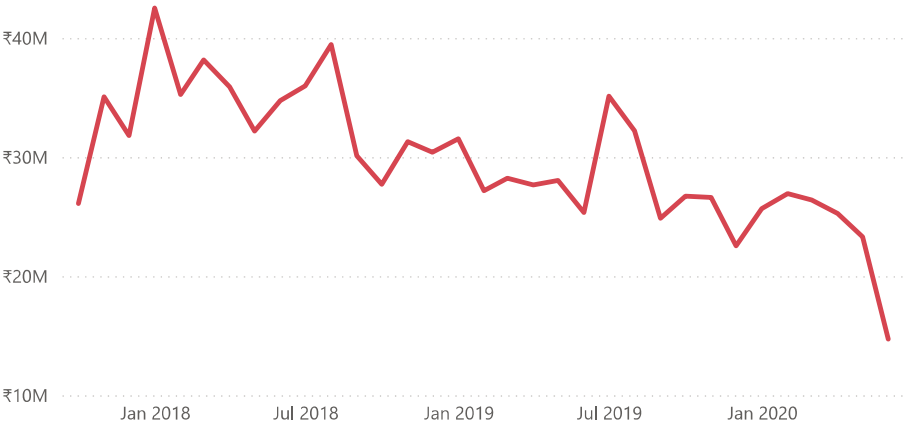
Profit Contribution % by Market



Profit % by market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalslance Stores	₹1,868,461	0.2%	-0.2%	-2.0%
Electricalsbea Stores	₹336,367	0.0%	0.0%	0.8%
Info Stores	₹35,100,033	3.6%	1.3%	0.9%
Insight	₹3,342,051	0.3%	0.1%	1.0%
Zone	₹5,067,349	0.5%	0.2%	1.2%
Excel Stores	₹49,115,620	5.0%	2.8%	1.4%
Synthetic	₹6,173,068	0.6%	0.4%	1.4%
Acclaimed Stores	₹21,196,727	2.2%	1.3%	1.5%
Sage	₹2,252,506	0.2%	0.1%	1.5%
Path	₹12,995,938	1.3%	0.9%	1.6%
Epic Stores	₹18,750,440	1.9%	1.3%	1.8%
Integration Stores	₹13,979,716	1.4%	1.0%	1.8%
Atlas Stores	₹16,666,713	1.7%	1.2%	1.8%
Unity Stores	₹12,589,257	1.3%	0.9%	1.8%
Electricalsara Stores	₹413,333,588	42.0%	37.7%	2.3%
Surge Stores	₹28,648,916	2.9%	2.7%	2.3%
Total	₹984,868,963	100.0%	100.0%	2.5%

₹985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

Profit Target

2%

2017

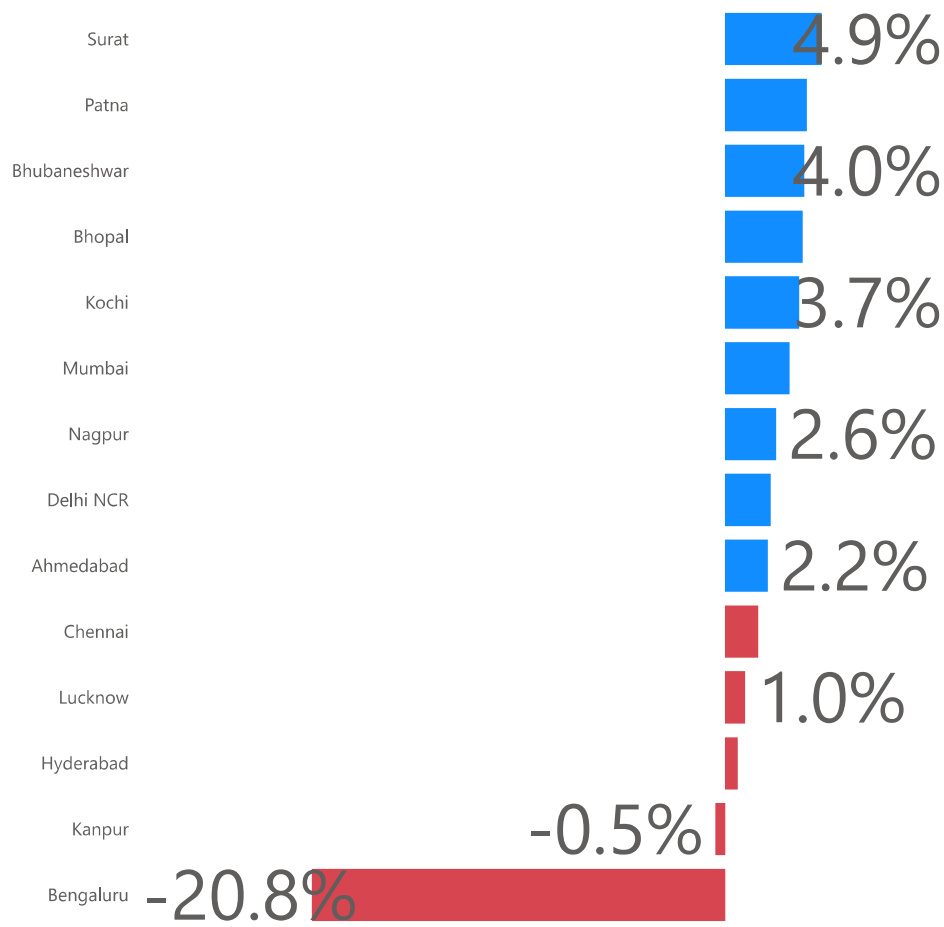
2018

2019

2020

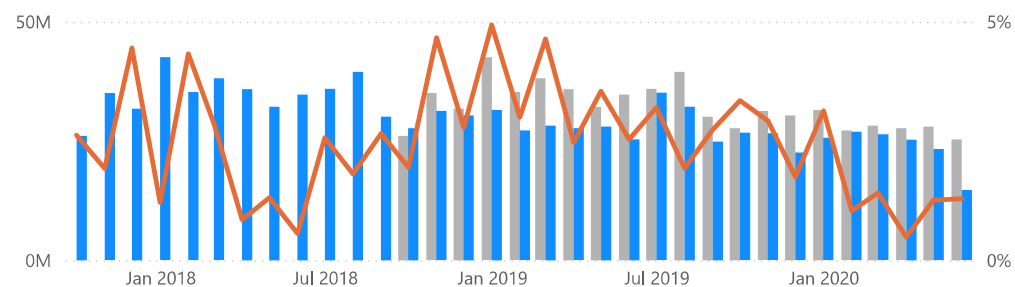
Jun  
17Jul  
17Aug  
17Sep  
17Oct  
17Nov  
17Dec  
17Jan  
18Feb  
18Mar  
18

## Revenue Contribution % by Market



## Revenue Trend

● Revenue LY ● Revenue ● Profit Margin %



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹413,333,588	42.0%	37.7%	2.3%
Electricalslytical	₹49,644,189	5.0%	6.8%	3.4%
Excel Stores	₹49,115,620	5.0%	2.8%	1.4%
Premium Stores	₹44,962,166	4.6%	4.3%	2.3%
Nixon	₹43,893,083	4.5%	7.2%	4.1%
Info Stores	₹35,100,033	3.6%	1.3%	0.9%
Control	₹31,771,997	3.2%	3.3%	2.6%
Surge Stores	₹28,648,916	2.9%	2.7%	2.3%
Acclaimed Stores	₹21,196,727	2.2%	1.3%	1.5%
Forward Stores	₹21,026,079	2.1%	2.3%	2.7%
Epic Stores	₹18,750,440	1.9%	1.3%	1.8%
Nomad Stores	₹17,739,351	1.8%	2.1%	2.9%
Electricalsocity	₹17,489,935	1.8%	2.9%	4.1%
Modular	₹17,379,851	1.8%	1.8%	2.6%
Atlas Stores	₹16,666,713	1.7%	1.2%	1.8%
Leader	₹16,529,970	1.7%	5.1%	7.5%
Total	₹984,868,963	100.0%	100.0%	2.5%