

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

₹18,750,440

₹13,979,716

₹16,666,713

₹12,589,257

₹413,333,588

₹28,648,916

₹984,868,963

Revenue Trend

Epic Stores

Atlas Stores

Unity Stores

Surge Stores

Total

Integration Stores

Electricalsara Stores

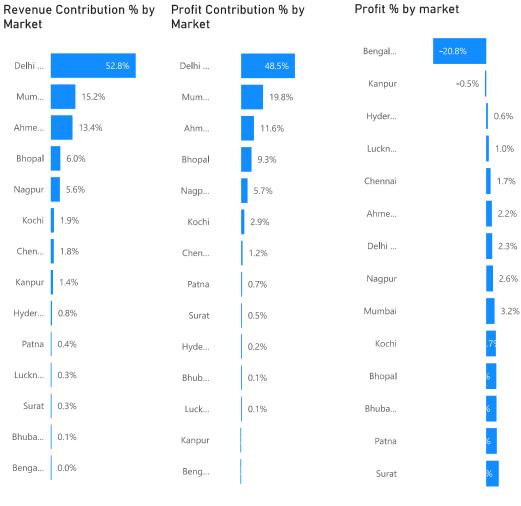
₹985M

2M

₹24.7M

Revenue Sales Qty

Total Profit Margin



30M		\\\		
20M ·····				V
10M Jan 2018	Jul 2018	Jan 2019	Jul 2019	Jan 2020
custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
lectricalslance Stores	₹1.868.461	0.2%	-0.2%	-2.0%
	₹1,868,461 ₹336,367	0.2%	-0.2% 0.0%	-2.0% 0.8%
lectricalsbea Stores	₹1,868,461 ₹336,367 ₹35,100,033			
lectricalsbea Stores nfo Stores	₹336,367	0.0%	0.0%	0.8%
lectricalsbea Stores nfo Stores nsight	₹336,367 ₹35,100,033	0.0% 3.6%	0.0% 1.3%	0.8% 0.9%
lectricalsbea Stores nfo Stores nsight Yone	₹336,367 ₹35,100,033 ₹3,342,051	0.0% 3.6% 0.3%	0.0% 1.3% 0.1%	0.8% 0.9% 1.0%
Electricalsbea Stores nfo Stores nsight Zone Excel Stores	₹336,367 ₹35,100,033 ₹3,342,051 ₹5,067,349	0.0% 3.6% 0.3% 0.5%	0.0% 1.3% 0.1% 0.2%	0.8% 0.9% 1.0% 1.2%
Electricalsbea Stores Info Stores Insight Icone Icxcel Stores Icxcel Stores	₹336,367 ₹35,100,033 ₹3,342,051 ₹5,067,349 ₹49,115,620	0.0% 3.6% 0.3% 0.5% 5.0%	0.0% 1.3% 0.1% 0.2% 2.8%	0.8% 0.9% 1.0% 1.2% 1.4%
Electricalsbea Stores Info Stores Insight Zone Excel Stores Synthetic Acclaimed Stores	₹336,367 ₹35,100,033 ₹3,342,051 ₹5,067,349 ₹49,115,620 ₹6,173,068	0.0% 3.6% 0.3% 0.5% 5.0% 0.6%	0.0% 1.3% 0.1% 0.2% 2.8% 0.4%	0.8% 0.9% 1.0% 1.2% 1.4%
Electricalslance Stores Electricalsbea Stores Info Stores Insight Zone Excel Stores Synthetic Acclaimed Stores Sage Path	₹336,367 ₹35,100,033 ₹3,342,051 ₹5,067,349 ₹49,115,620 ₹6,173,068 ₹21,196,727	0.0% 3.6% 0.3% 0.5% 5.0% 0.6% 2.2%	0.0% 1.3% 0.1% 0.2% 2.8% 0.4% 1.3%	0.8% 0.9% 1.0% 1.2% 1.4% 1.4%

1.9%

1.4%

1.7%

1.3%

2.9%

100.0%

42.0%

1.3%

1.0%

1.2%

0.9%

37.7%

2.7%

100.0%

1.8%

1.8%

1.8%

1.8%

2.3%

2.3%

2.5%

₹985M

Revenue

2M

₹24.7M

Sales Qty

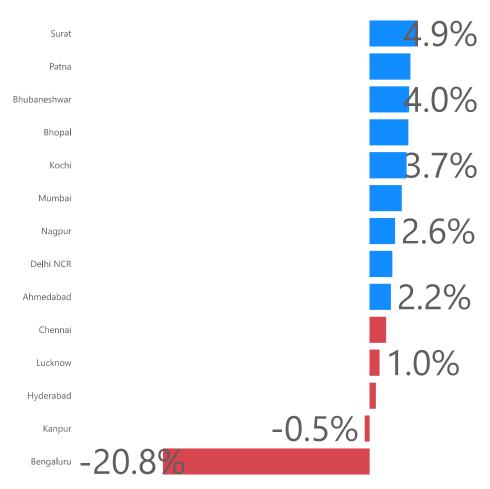
Total Profit Margin

Profit Target

2%

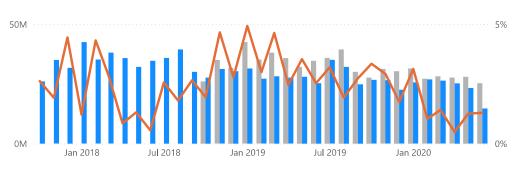
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Revenue Contribution % by Market



Revenue Trend

■ Revenue LY ■ Revenue ■ Profit Margin %



custmer_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%	