

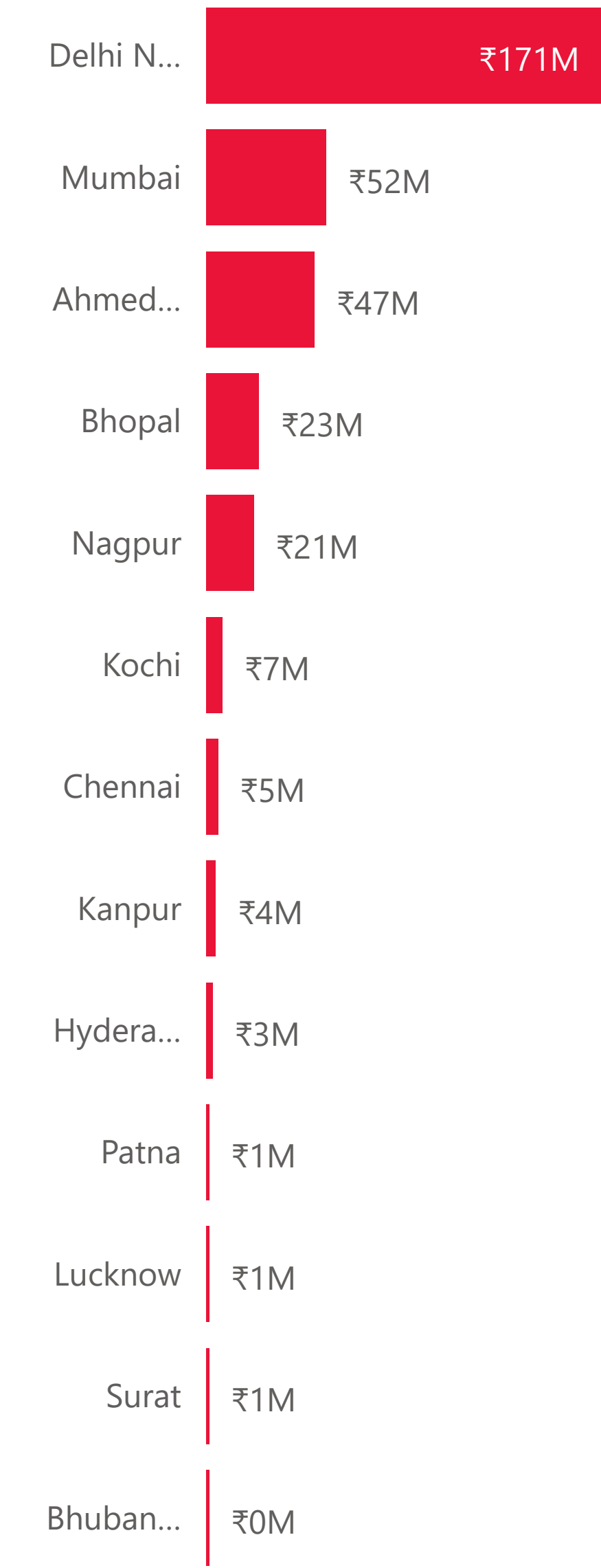
₹336M

Revenue

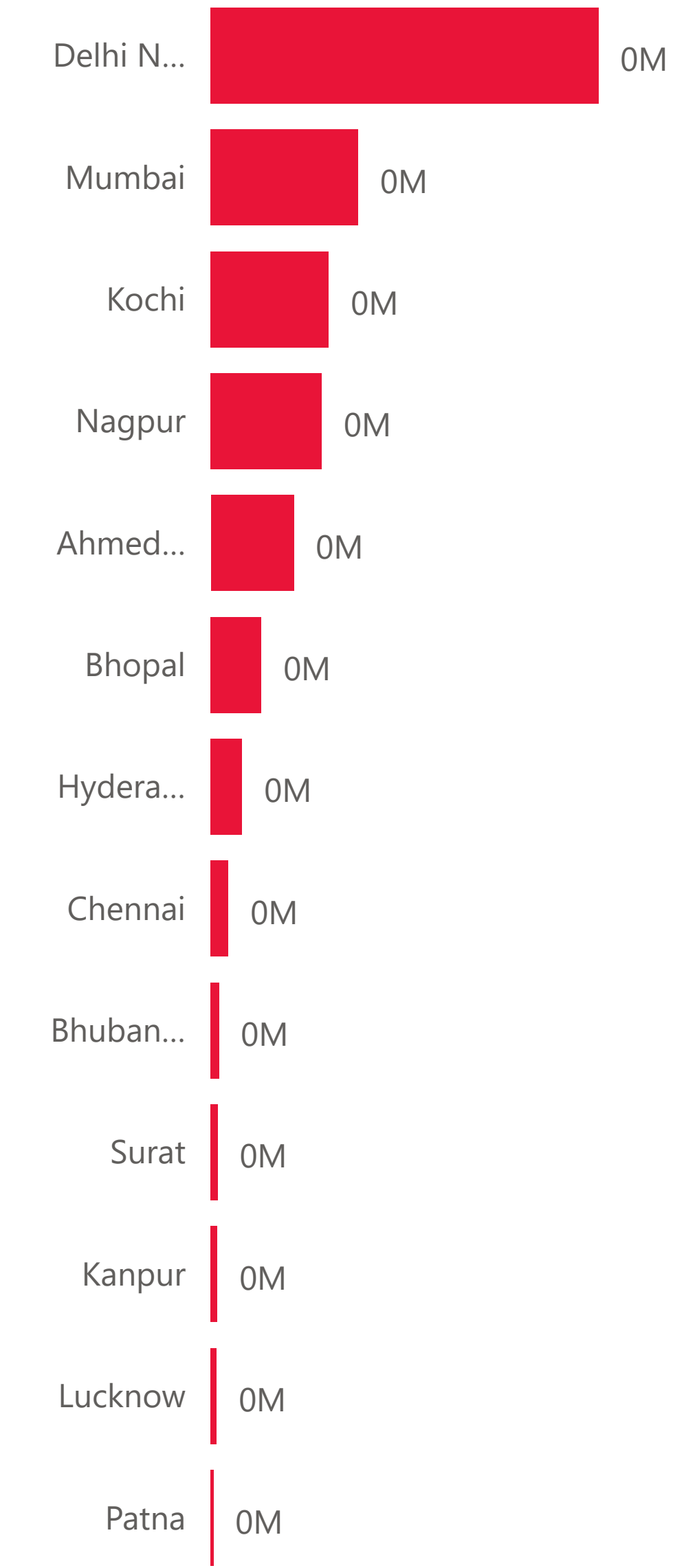
847K

Sales Qty

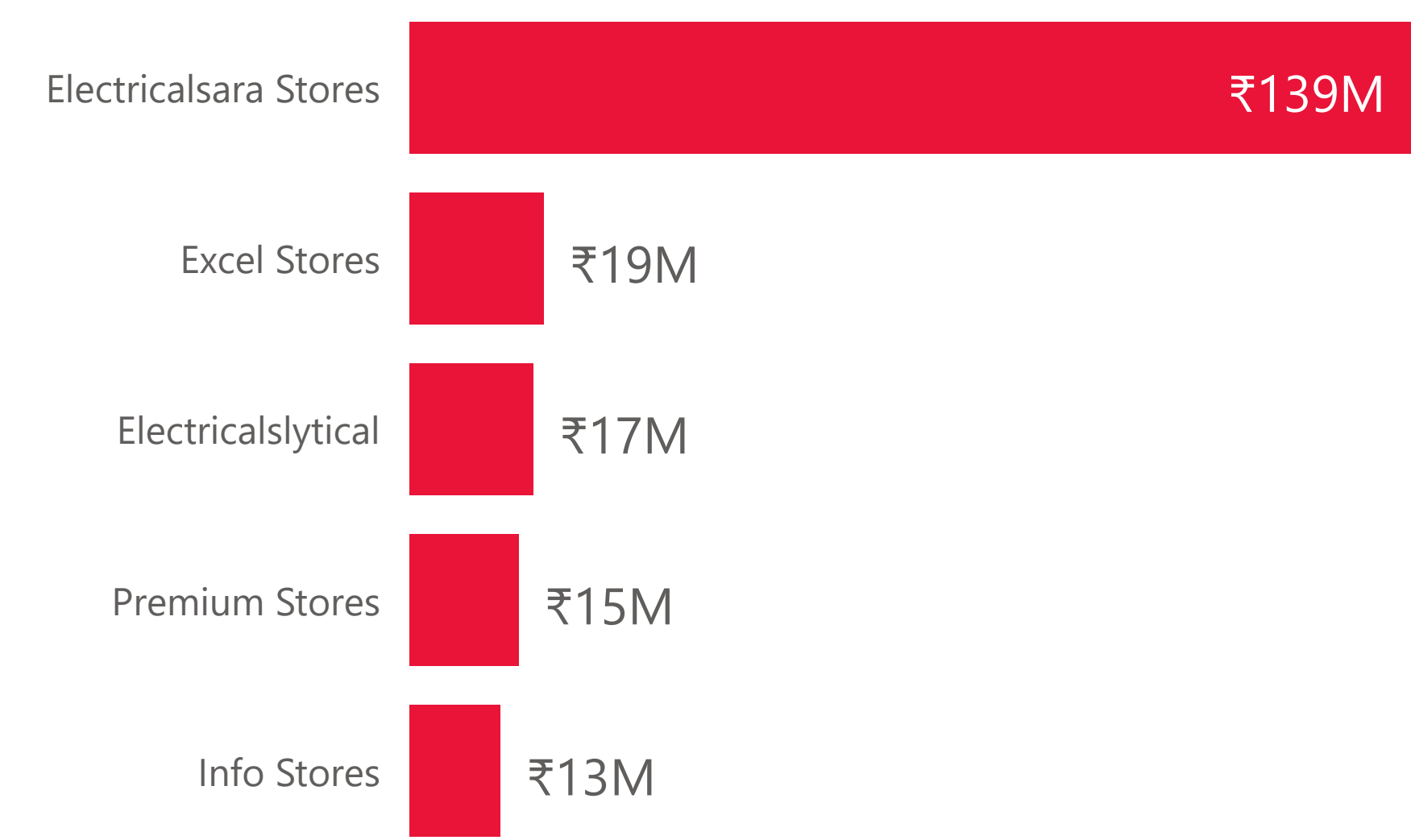
Revenue by Markets



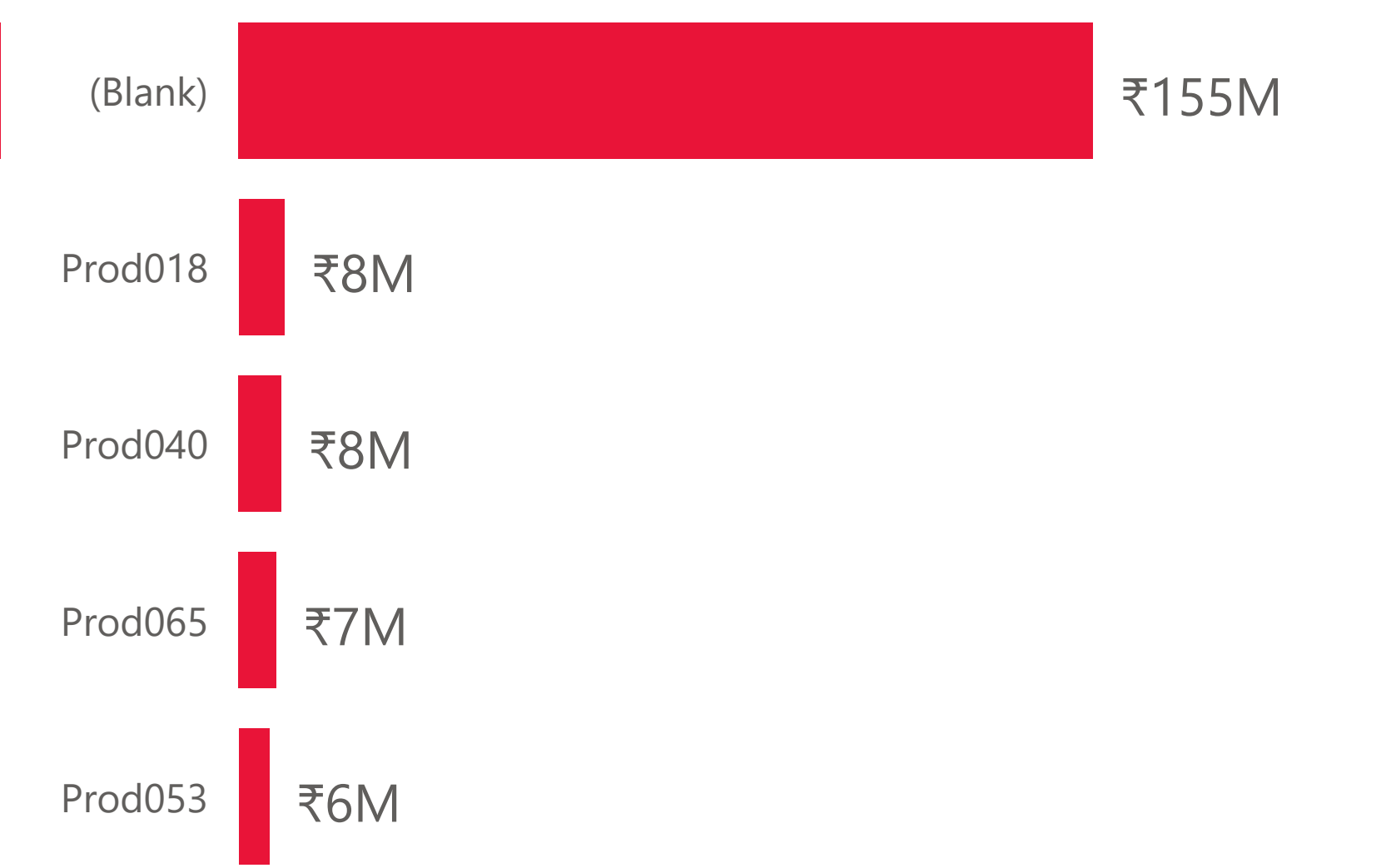
Sales Qty by Markets



Top 5 Customers



Top 5 Products



₹985M

Revenue

2M

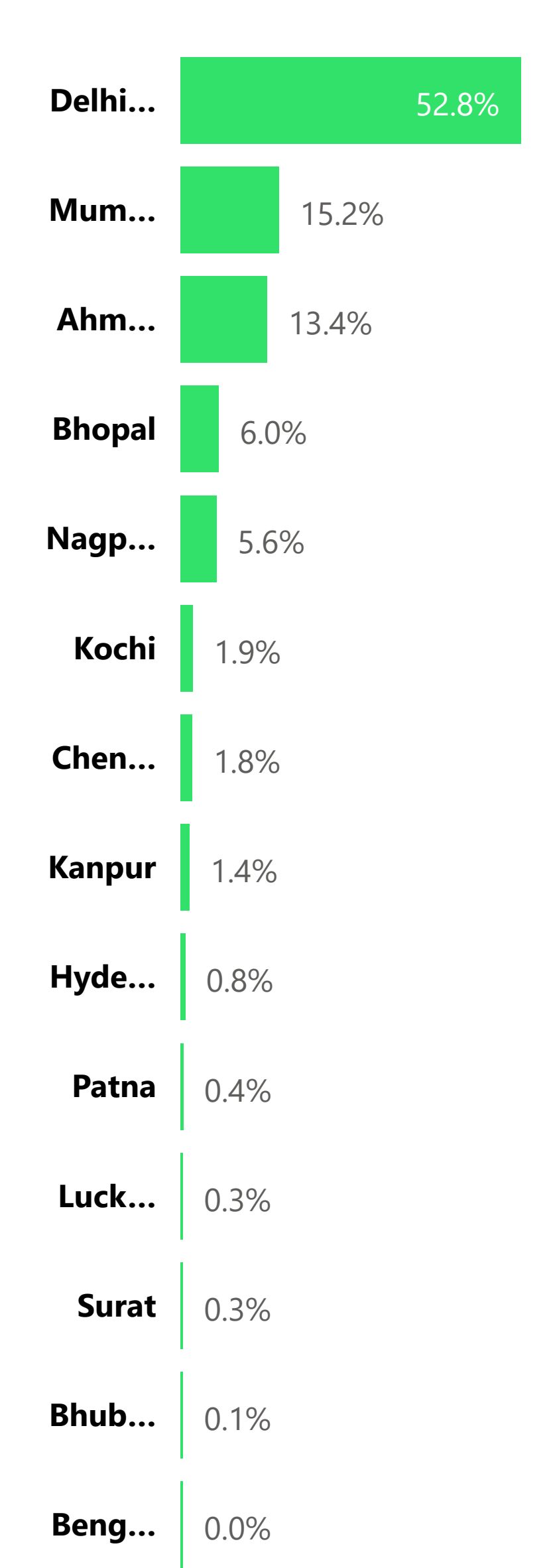
Sales Qty

₹24.7M

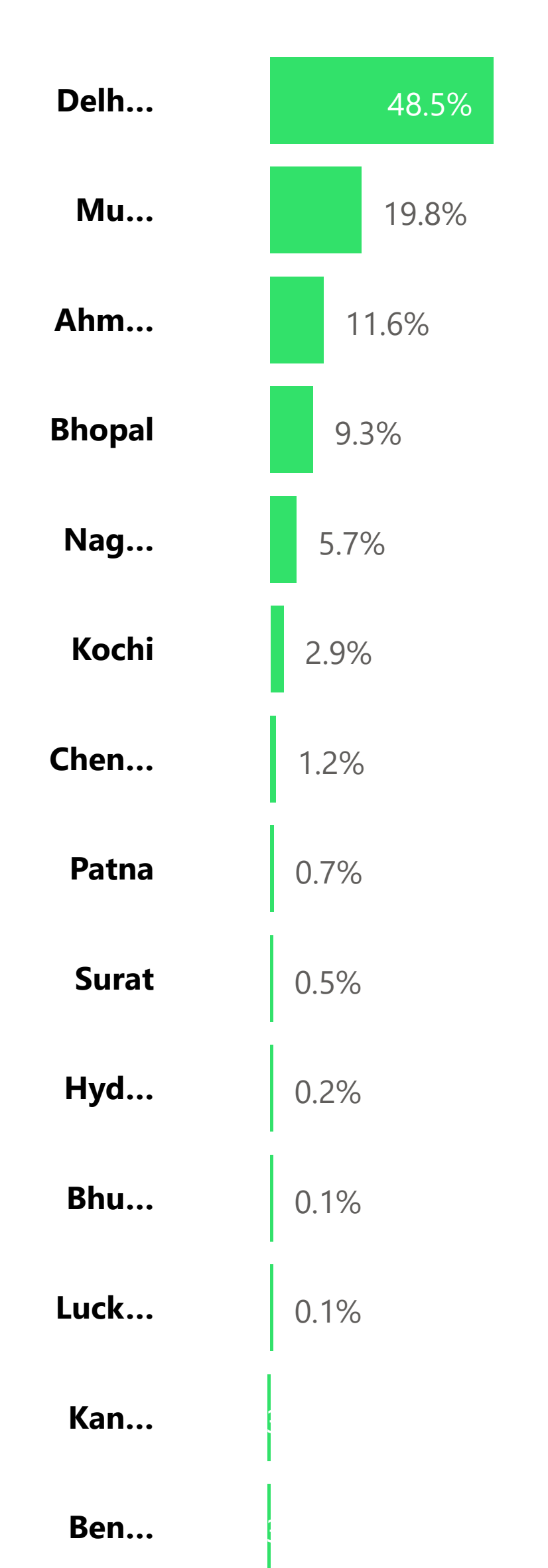
Total Profit Margin

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

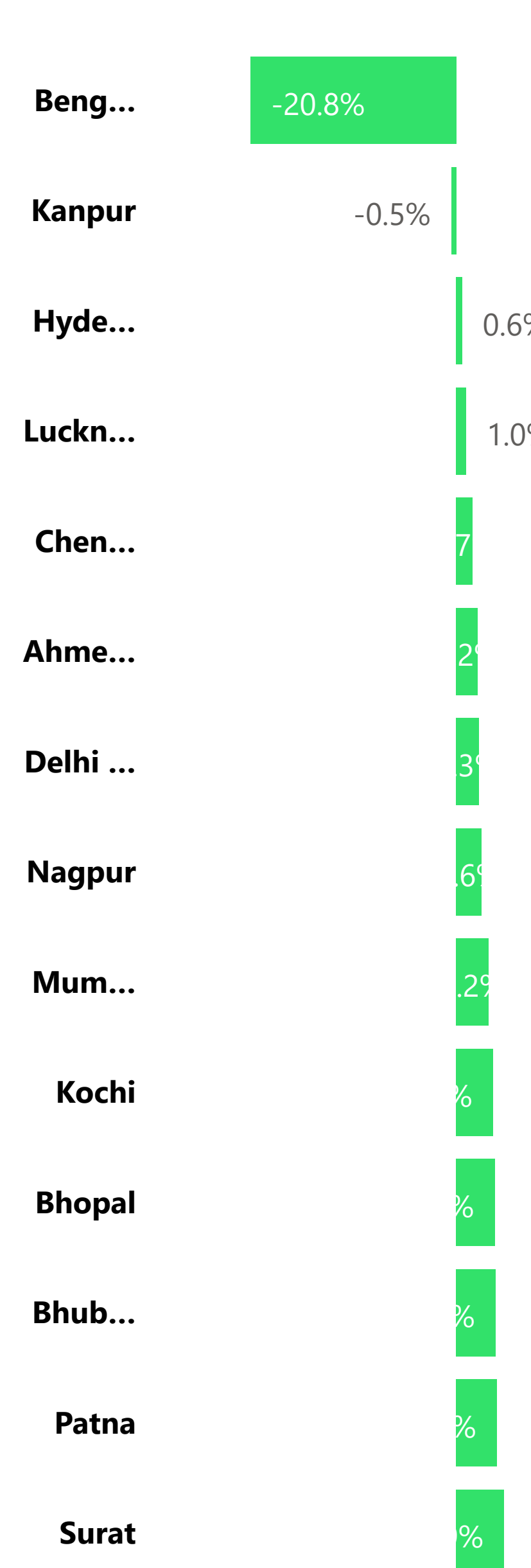
Revenue Contribution % by Market



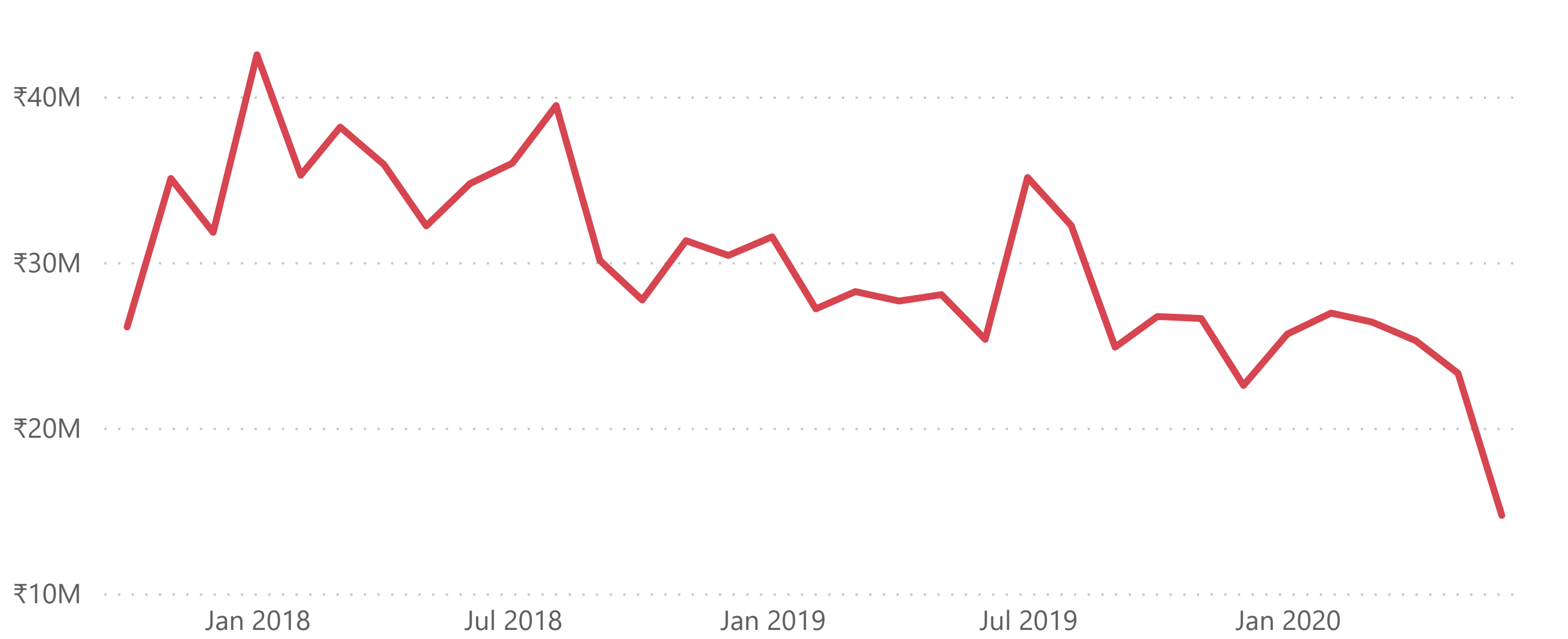
Profit Contribution % by Market



Profit % by market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Zone	₹5,067,349	0.5%	0.2%	1.2%
Unity Stores	₹12,589,257	1.3%	0.9%	1.8%
Synthetic	₹6,173,068	0.6%	0.4%	1.4%
Surge Stores	₹28,648,916	2.9%	2.7%	2.3%
Surface Stores	₹15,242,562	1.5%	2.0%	3.2%
Sound	₹4,966,707	0.5%	0.8%	4.0%
Sage	₹2,252,506	0.2%	0.1%	1.5%
Relief	₹5,230,158	0.5%	0.7%	3.3%
Propel	₹4,183,862	0.4%	0.6%	3.3%
Premium Stores	₹44,962,166	4.6%	4.3%	2.3%
Power	₹5,727,123	0.6%	1.4%	6.2%
Path	₹12,995,938	1.3%	0.9%	1.6%
Novus	₹2,359,799	0.2%	0.3%	3.2%
Named Stores	₹17,720,251	1.8%	2.1%	2.0%
Total	₹984,868,963	100.0%	100.0%	2.5%

₹142M

Revenue

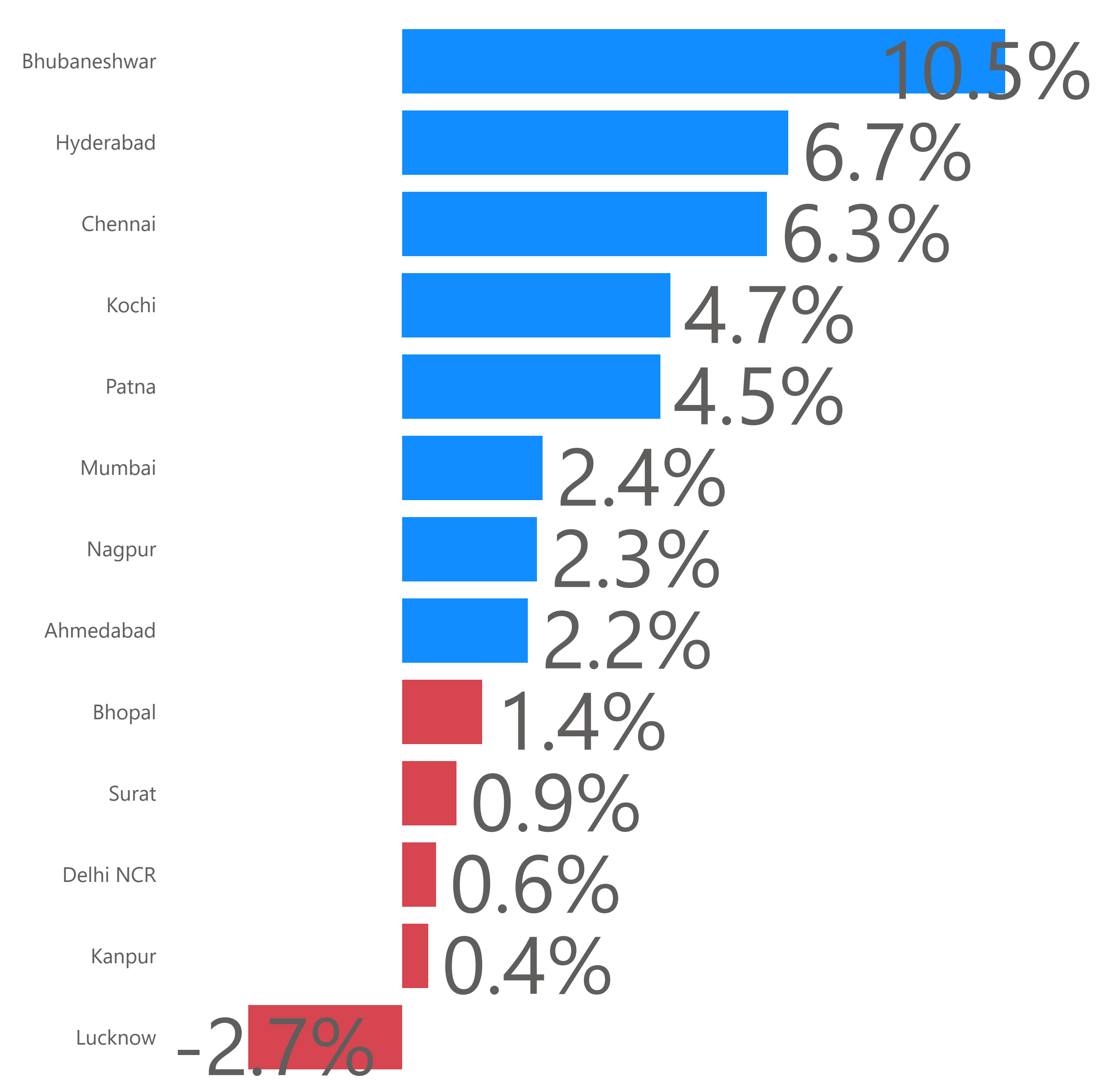
350K

Sales Qty

₹2.1M

Total Profit Margin

Revenue Contribution % by Market



Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

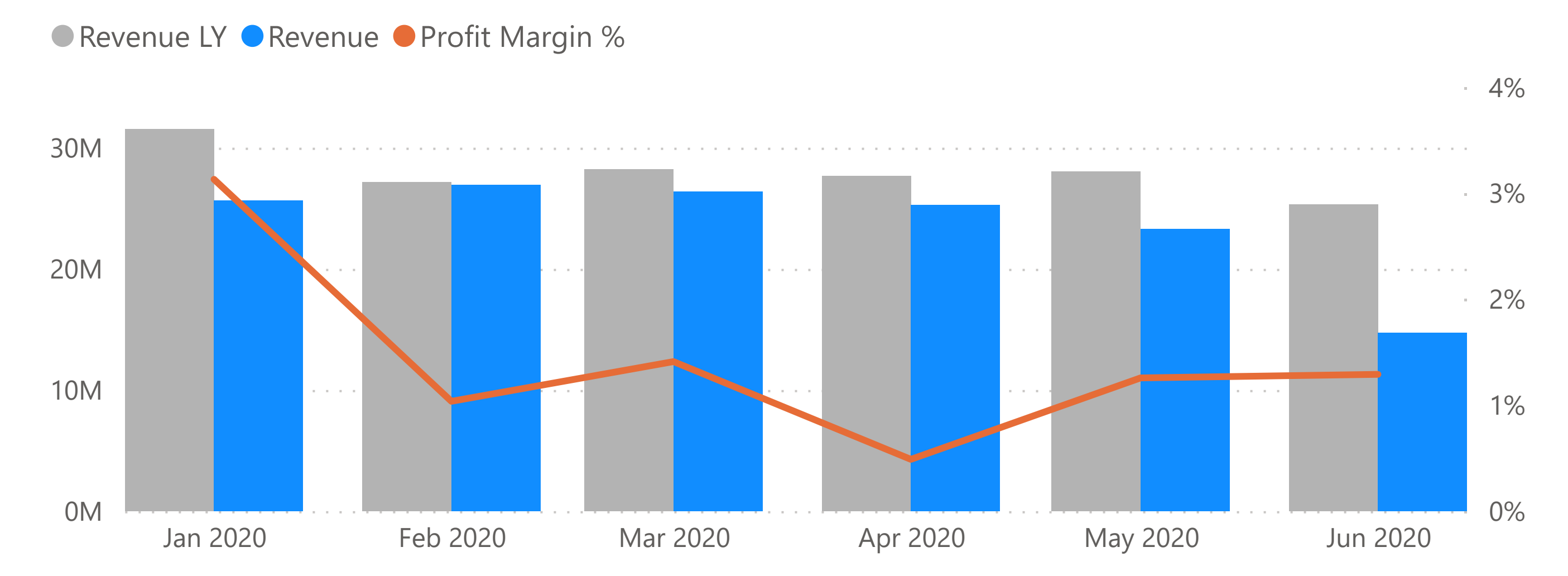
Mar 20

Apr 20

May 20

Jun 20

Revenue Trend



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%
Modular	₹2,453,519	1.7%	5.0%	4.2%
Surface Stores	₹2,420,004	1.7%	3.2%	2.7%
Atlas Stores	₹2,189,613	1.5%	2.1%	2.0%
Total	₹142,224,545	100.0%	100.0%	1.4%