

Sales Report - Key Insights

₹985M

Revenue

2M

Sales Qty

2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

Nov 17

Dec 17

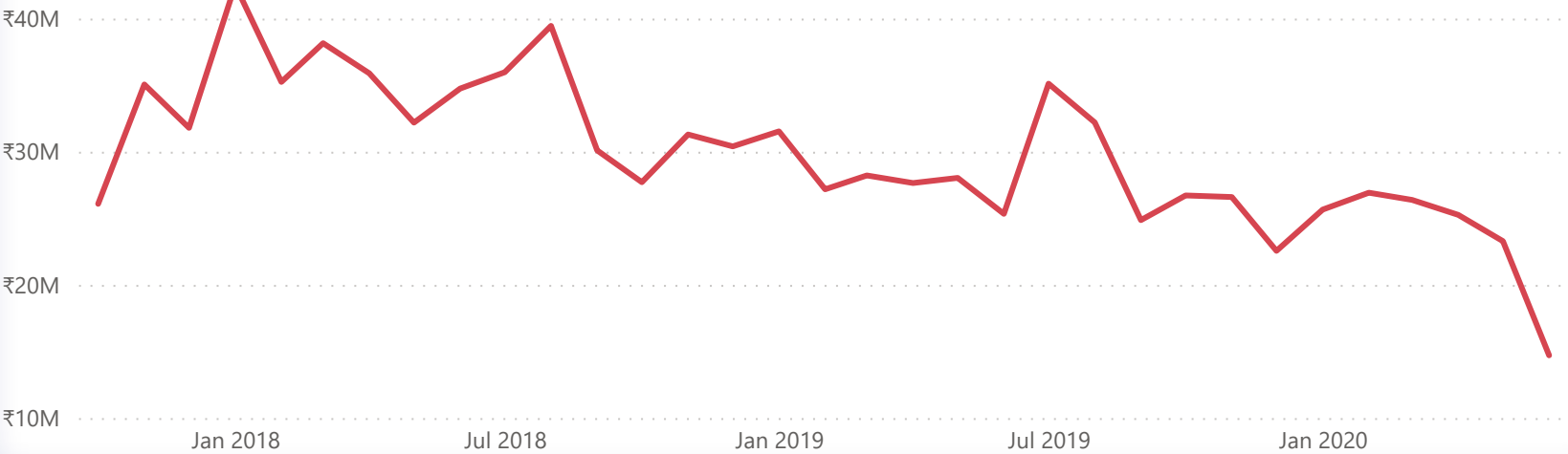
Jan 18

Feb 18

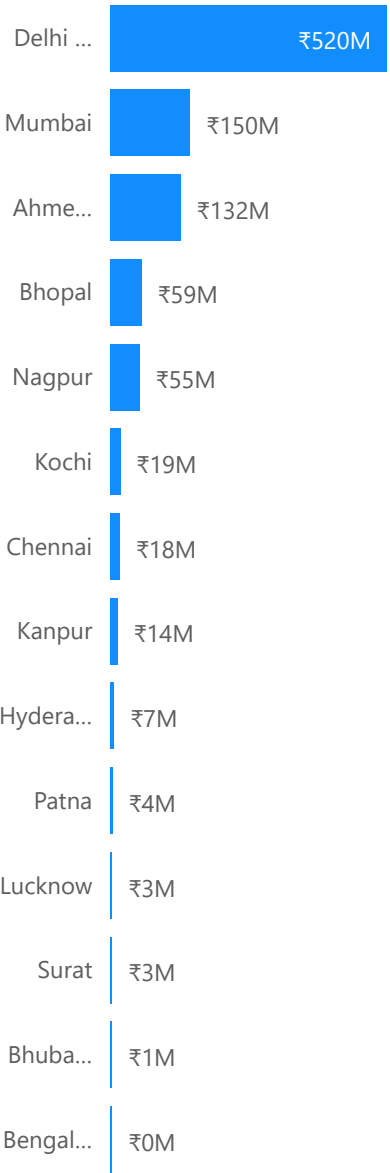
Mar 18



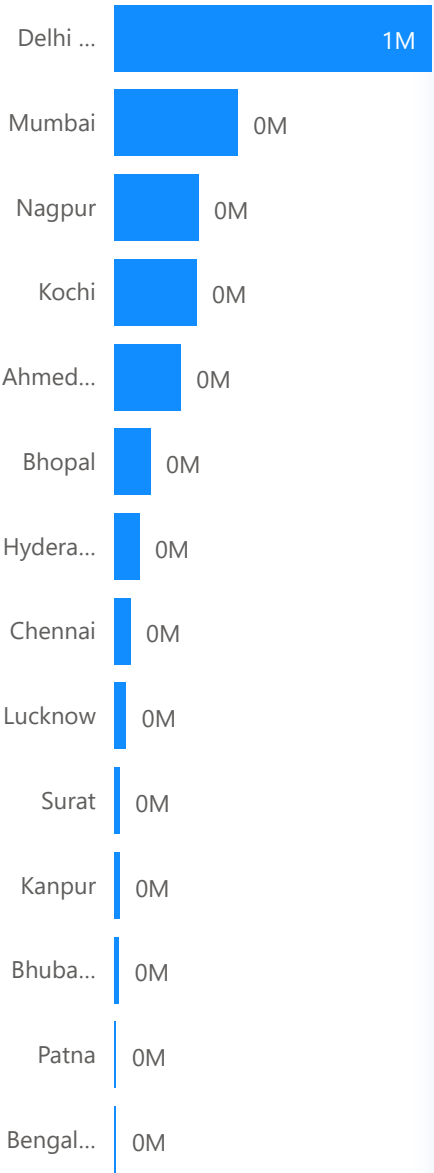
Revenue Trend



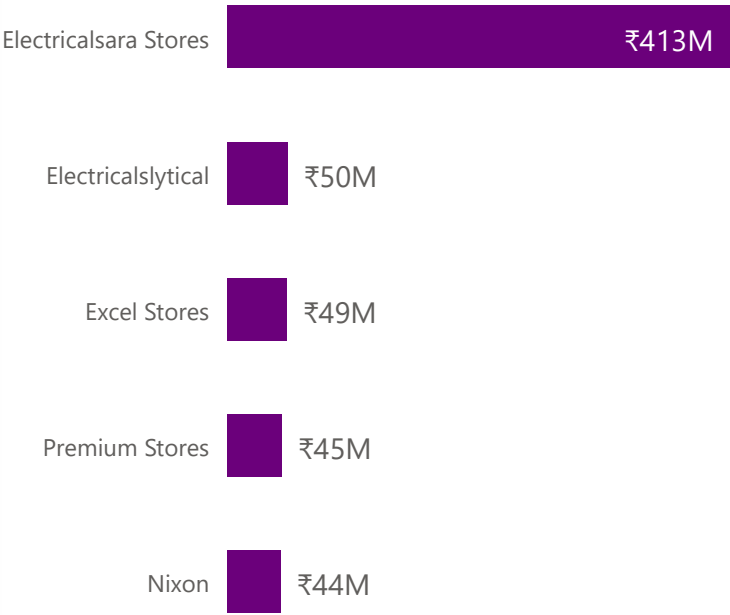
Revenue by Markets



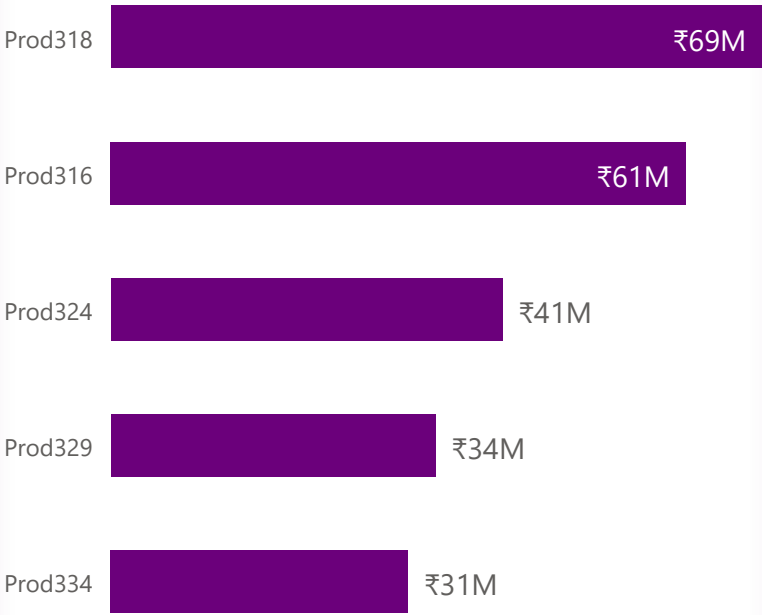
Sales Qty by Markets



Top 5 Customers



Top 5 Products



₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

2017

2018

2019

2020

Jan 20

Feb 20

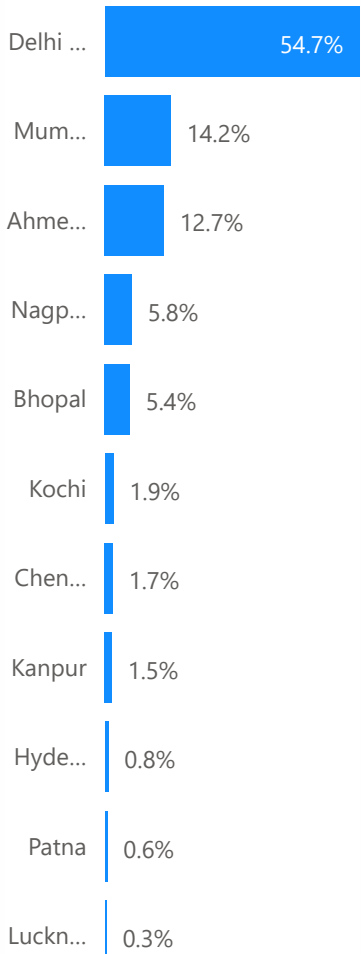
Mar 20

Apr 20

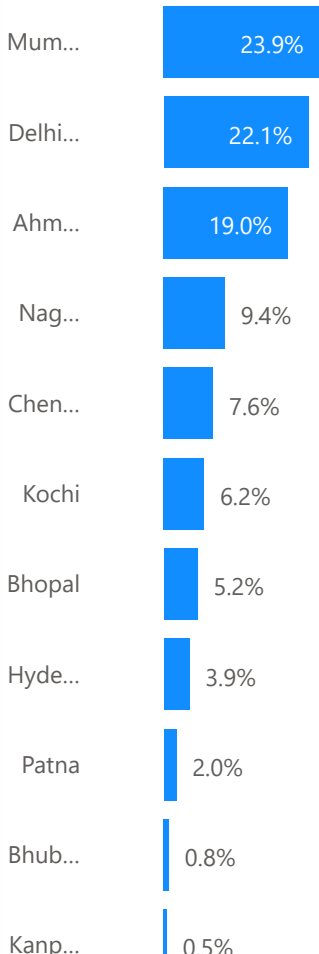
May 20

Jun 20

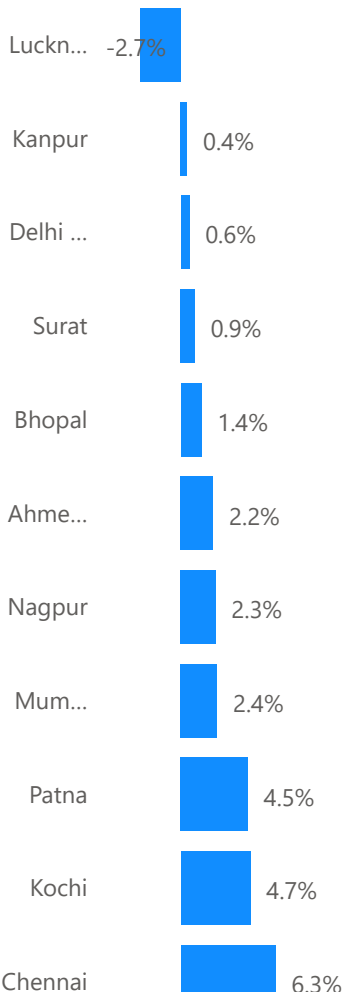
Revenue Contribution % by Market



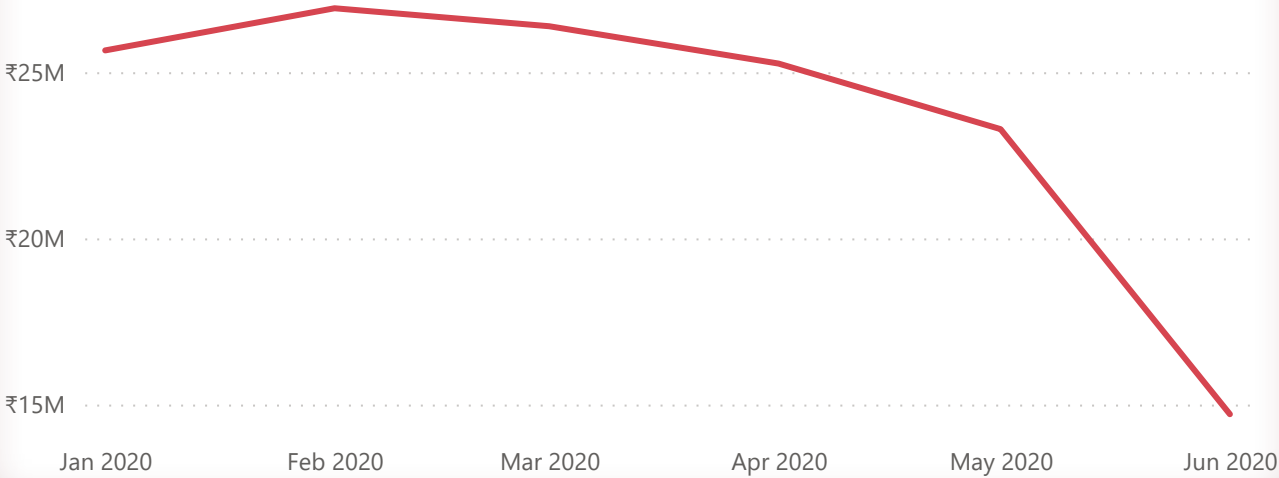
Profit Contribution % by Market



Profit % by market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	₹31,16,384	2.2%	6.1%	4.0%
All-Out	₹7,13,953	0.5%	1.6%	4.5%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Control	₹41,82,662	2.9%	2.5%	1.2%
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Electricalsbea Stores	₹50,940	0.0%	0.4%	15.6%
Electricalslance Stores	₹1,42,742	0.1%	0.2%	3.5%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Electricalsociety	₹25,20,938	1.8%	3.3%	2.7%
Total	₹14,22,24,545	100.0%	100.0%	1.4%