

₹985M

Revenue

2M

Sales Qty

2017

2018

2019

2020

Jun
17Jul
17Aug
17Sep
17Oct
17Nov
17Dec
17Jan
18Feb
18**Revenue by Markets**

Delhi... ₹520M

Mum... ₹150M

Ahm... ₹132M

Bhopal ₹59M

Nagpur ₹55M

Kochi ₹19M

Chen... ₹18M

Kanpur ₹14M

Hyde... ₹7M

Patna ₹4M

Luck... ₹3M

Surat ₹3M

Bhub... ₹1M

Beng... ₹0M

Sales Qty by Markets

Delhi ... 1M

Mumbai 0M

Nagpur 0M

Kochi 0M

Ahme... 0M

Bhopal 0M

Hyder... 0M

Chennai 0M

Luckn... 0M

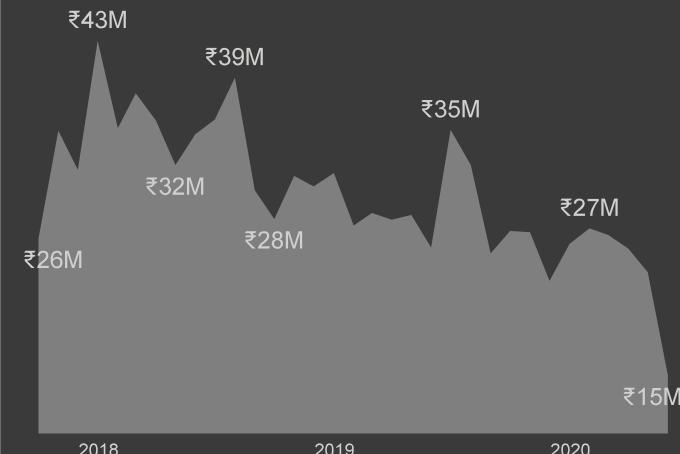
Surat 0M

Kanpur 0M

Bhub... 0M

Patna 0M

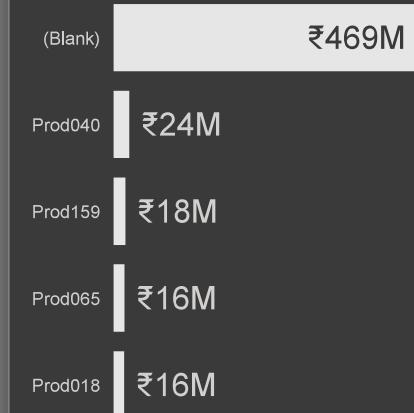
Beng... 0M

Revenue Trend**Revenue by customer_type**

customer... ● Brick & Mortar ● E-Commerce

₹0.74bn

₹0.24bn

Top 5 Customers by Type**Top 5 Products**

₹985M

Revenue

2M

Sales Qty

₹25M

Total Profit Margin

2017

2018

2019

2020

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

Revenue Contribution % by Market

Delhi... 52.8%

Mu... 15.2%

Ahm... 13.4%

Bho... 6.0%

Nag... 5.6%

Kochi 1.9%

Che... 1.8%

Kan... 1.4%

Hyd... 0.8%

Patna 0.4%

Luc... 0.3%

Surat 0.3%

Bhu... 0.1%

Ben... 0.0%

Profit Contribution % by Market

Delhi... 48.5%

Mu... 19.8%

Ahm... 11.6%

Bho... 9.3%

Nag... 5.7%

Kochi 2.9%

Che... 1.2%

Patna 0.7%

Surat 0.5%

Hyd... 0.2%

Bhu... 0.1%

Luc... 0.1%

Kan... 0.1%

Ben... 0.1%

Profit % by market

Beng... -20.8%

Kanpur -0.5%

Hyder... 0.6%

Luckn... 1.0%

Chennai 1.7%

Ahme... 2.2%

Delhi ... 2.3%

Nagpur 2.6%

Mumbai 3.2%

Kochi .7%

Bhopal .9%

Bhub... 6%

Patna 6%

Surat %

Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.
All-Out	₹60,68,432	0.6%	0.6%	2.
Atlas Stores	₹1,66,66,713	1.7%	1.2%	1.
Control	₹3,17,71,997	3.2%	3.3%	2.
Electricalsara Stores	₹41,33,33,588	42.0%	37.7%	2.
Electricalsbea Stores	₹3,36,367	0.0%	0.0%	0.
Electricalslance Stores	₹18,68,461	0.2%	-0.2%	-2.
Electricalslytical	₹4,96,44,189	5.0%	6.8%	3.
Electricalsociety	₹1,74,89,935	1.8%	2.9%	4.
Electricalsopedia Stores	₹1,02,81,203	1.0%	1.3%	3.
Electricalsquipo Stores	₹13,30,361	0.1%	0.4%	6.
Elite	₹48,37,239	0.5%	0.9%	4.
Epic Stores	₹1,87,50,440	1.9%	1.3%	1.
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.
Expression	₹4,30,368	0.0%	0.1%	3.
Flawless Stores	₹91,56,412	0.9%	1.3%	3.
Forward Stores	₹2,10,26,079	2.1%	2.3%	2.
Info Stores	₹2,51,00,022	2.6%	-1.2%	0.
Total	₹98,48,68,963	100.0%	100.0%	2.

₹142M

Revenue

350K

Sales Qty

₹2M

Total Profit Margin

1%

2017

2018

2019

2020

Jan 20

Feb 20

Mar 20

Apr 20

May 20

Jun 20

Revenue Contribution % by Zone

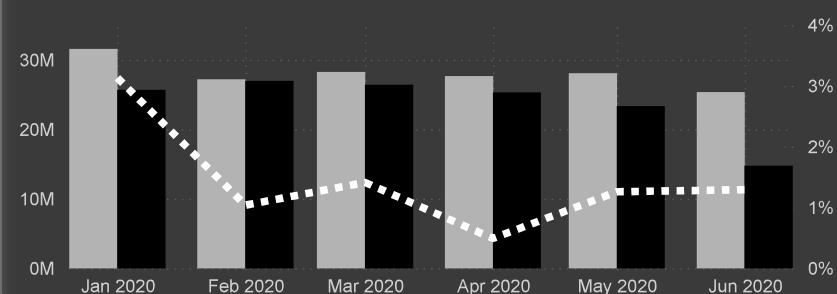
South 5.8%

Central 2.2%

North 0.9%

**Revenue Trend**

● Revenue LY ● Revenue ● Profit Margin %



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.1%
Excel Stores	₹79,28,385	5.6%	12.5%	3.3%
Premium Stores	₹58,99,748	4.1%	1.4%	0.0%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.0%
Info Stores	₹50,64,374	3.6%	7.8%	3.3%
Control	₹41,82,662	2.9%	2.5%	1.1%
Surge Stores	₹39,53,600	2.8%	11.9%	6.6%
Logic Stores	₹33,19,243	2.3%	0.6%	0.0%
Acclaimed Stores	₹31,16,384	2.2%	6.1%	4.4%
Nixon	₹30,28,345	2.1%	4.7%	3.3%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.1%
Forward Stores	₹25,60,961	1.8%	5.4%	4.4%
Electricalsociety	₹25,20,938	1.8%	3.3%	2.2%
Modular	₹24,53,519	1.7%	5.0%	4.1%
Surface Stores	₹24,20,004	1.7%	3.2%	2.2%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.2%
Nomad Stores	₹19,78,550	1.4%	4.0%	4.1%
Integration Stores	₹10,00,611	1.3%	-0.2%	-0.1%
Total	₹14,22,24,545	100.0%	100.0%	1.1%