

# ₹985M

Revenue

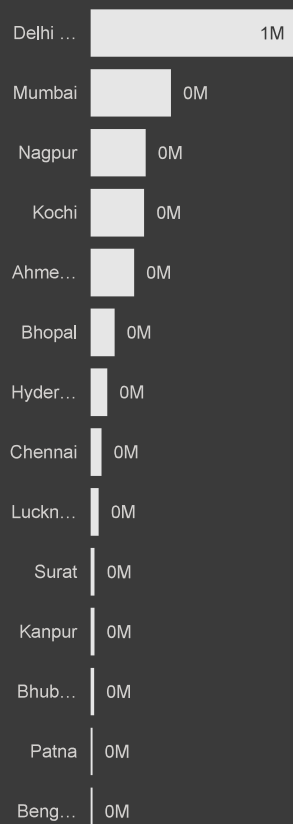
# 2M

Sales Qty

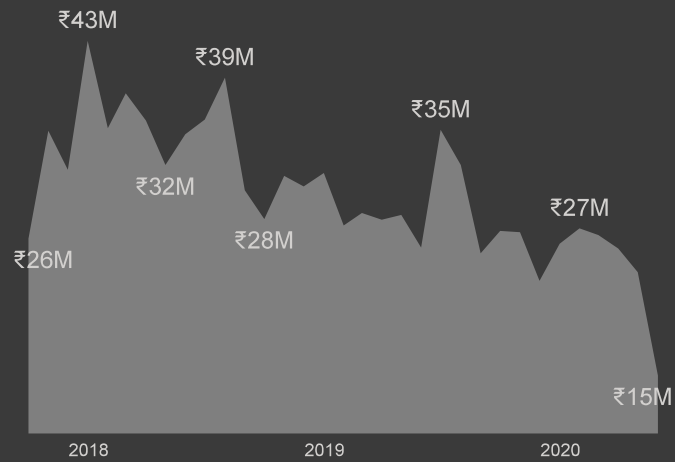
## Revenue by Markets



## Sales Qty by Markets

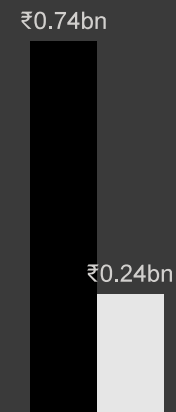


## Revenue Trend

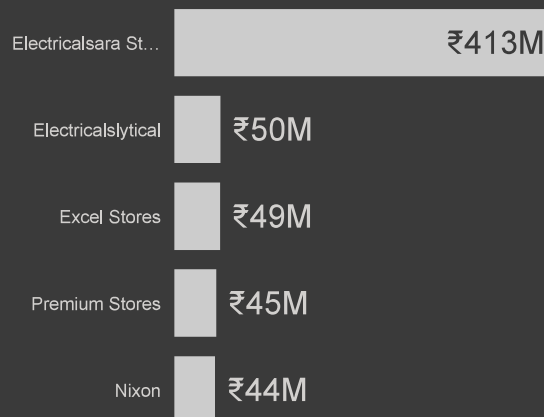


## Revenue by customer\_type

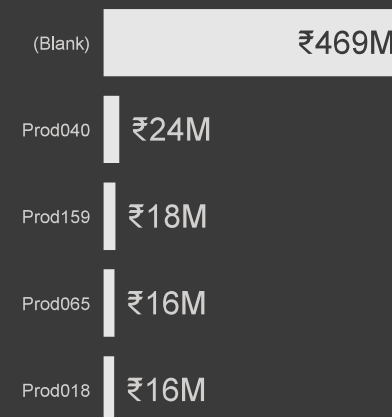
customer... ● Brick & Mortar ● E-Commerce



## Top 5 Customers by Type



## Top 5 Products



₹985M

Revenue

2M

Sales Qty

₹25M

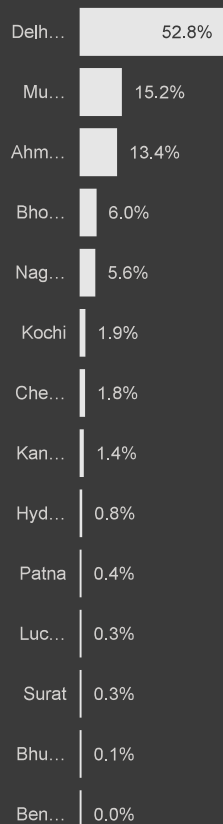
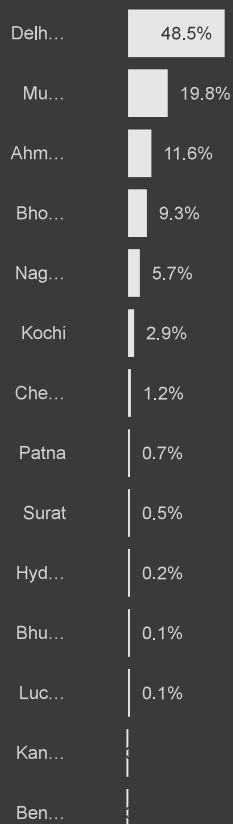
Total Profit Margin

2017

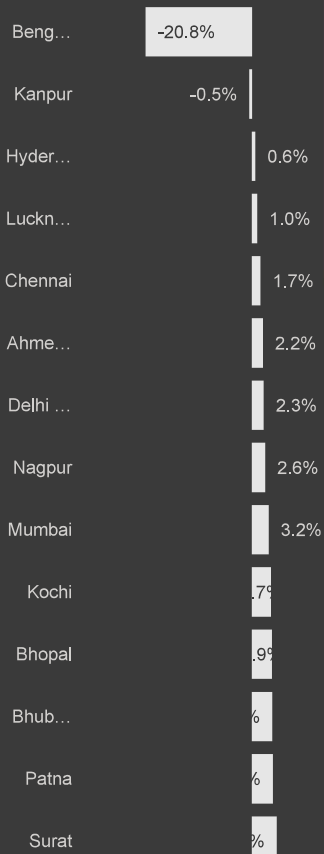
2018

2019

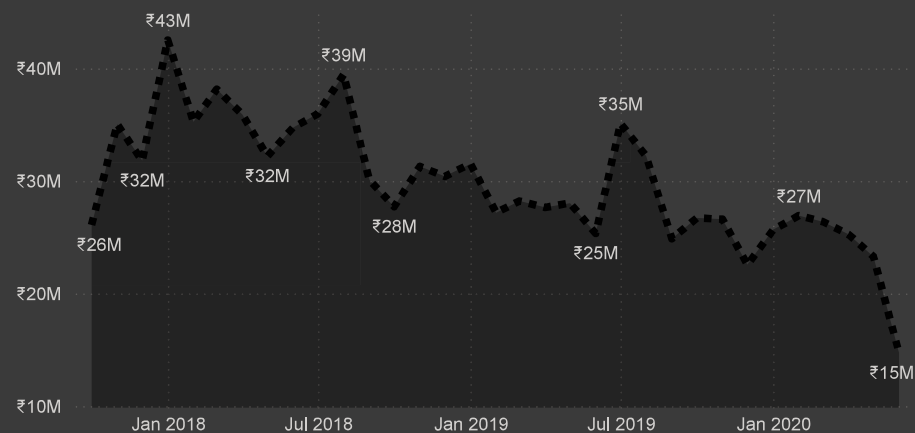
2020

Jun  
17Jul  
17Aug  
17Sep  
17Oct  
17Nov  
17Dec  
17Jan  
18Feb  
18Revenue Contribution  
% by MarketProfit Contribution %  
by Market

## Profit % by market



## Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	₹2,11,96,727	2.2%	1.3%	1.3%
All-Out	₹60,68,432	0.6%	0.6%	2.1%
Atlas Stores	₹1,66,66,713	1.7%	1.2%	1.1%
Control	₹3,17,71,997	3.2%	3.3%	2.1%
Electricalsara Stores	₹41,33,33,588	42.0%	37.7%	2.1%
Electricalsbea Stores	₹3,36,367	0.0%	0.0%	0.0%
Electricalslance Stores	₹18,68,461	0.2%	-0.2%	-2.1%
Electricalslytical	₹4,96,44,189	5.0%	6.8%	3.1%
Electricalsocity	₹1,74,89,935	1.8%	2.9%	4.1%
Electricalsopedia Stores	₹1,02,81,203	1.0%	1.3%	3.1%
Electricalsquipo Stores	₹13,30,361	0.1%	0.4%	6.1%
Elite	₹48,37,239	0.5%	0.9%	4.1%
Epic Stores	₹1,87,50,440	1.9%	1.3%	1.1%
Excel Stores	₹4,91,15,620	5.0%	2.8%	1.1%
Expression	₹4,30,368	0.0%	0.1%	3.1%
Flawless Stores	₹91,56,412	0.9%	1.3%	3.1%
Forward Stores	₹2,10,26,079	2.1%	2.3%	2.1%
Info Stores	₹2,51,00,000	2.6%	1.2%	0.1%
Total	₹98,48,68,963	100.0%	100.0%	2.1%

₹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

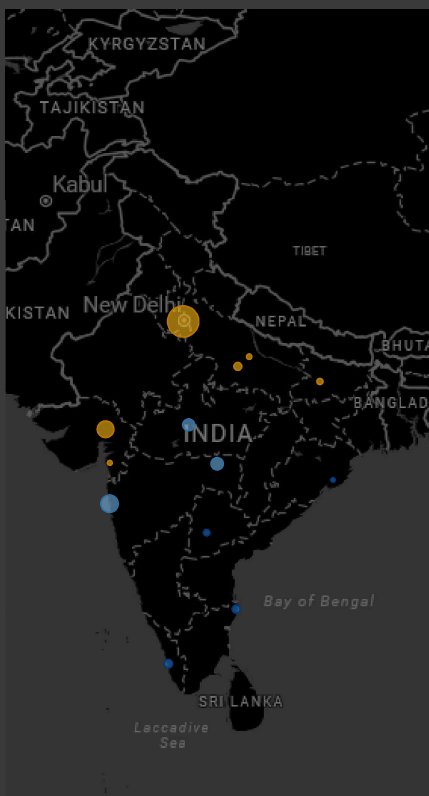
5.8%

Central

2.2%

North

0.9%

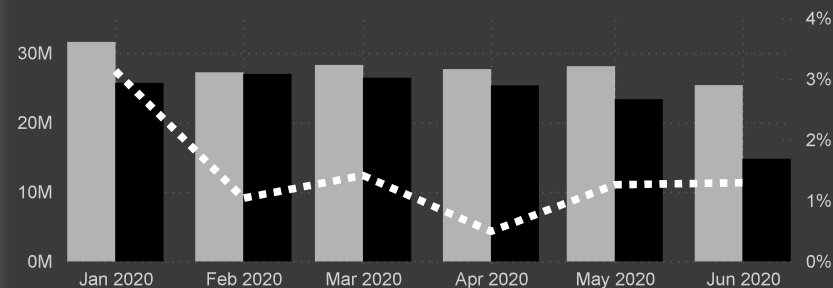


Microsoft Bing

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### 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%	3.1%
Premium Stores	₹58,99,748	4.1%	1.4%	0.1%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.1%
Info Stores	₹50,64,374	3.6%	7.8%	3.1%
Control	₹41,82,662	2.9%	2.5%	1.1%
Surge Stores	₹39,53,600	2.8%	11.9%	6.1%
Logic Stores	₹33,19,243	2.3%	0.6%	0.1%
Acclaimed Stores	₹31,16,384	2.2%	6.1%	4.1%
Nixon	₹30,28,345	2.1%	4.7%	3.1%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.1%
Forward Stores	₹25,60,961	1.8%	5.4%	4.1%
Electricalsociety	₹25,20,938	1.8%	3.3%	2.1%
Modular	₹24,53,519	1.7%	5.0%	4.1%
Surface Stores	₹24,20,004	1.7%	3.2%	2.1%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.1%
Nomad Stores	₹19,78,550	1.4%	4.0%	4.1%
Integration Stores	₹19,00,611	1.3%	0.2%	0.1%
Total	₹14,22,24,545	100.0%	100.0%	1.1%