

₹984.87M

sales_revenue

2M

sales_qty

year

2017

2018

2019

2020

cy_date

Jun
17

Jul 17

Aug
17

Sep
17

Oct
17

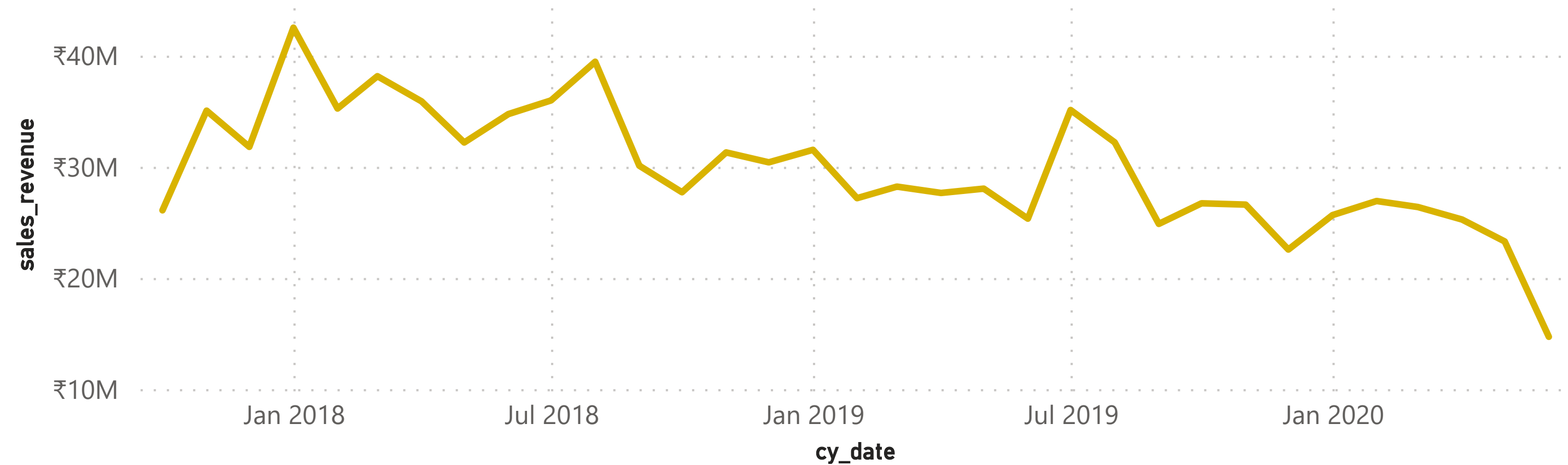
Nov
17

Dec
17

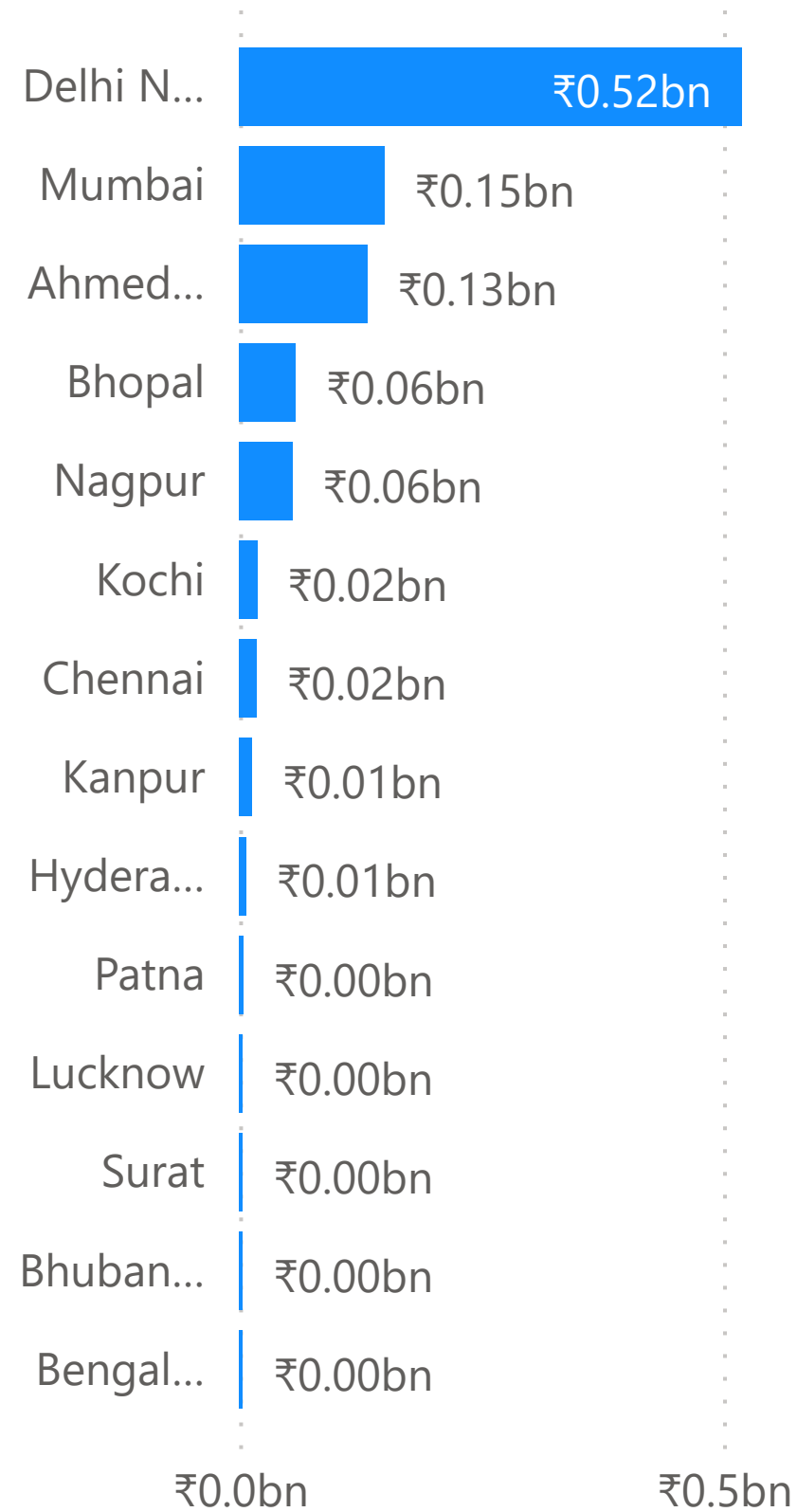
Jan
18



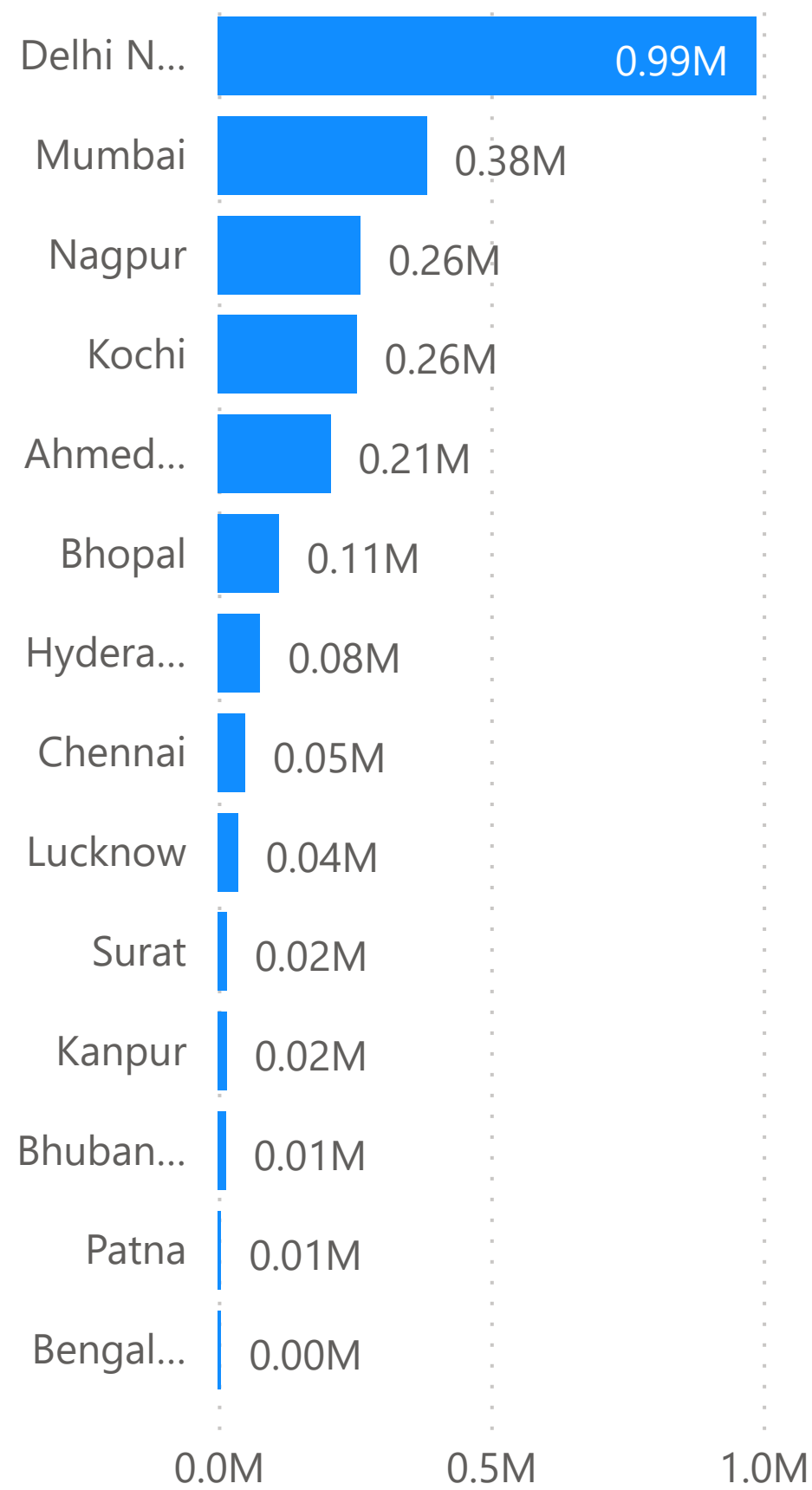
sales_revenue by cy_date



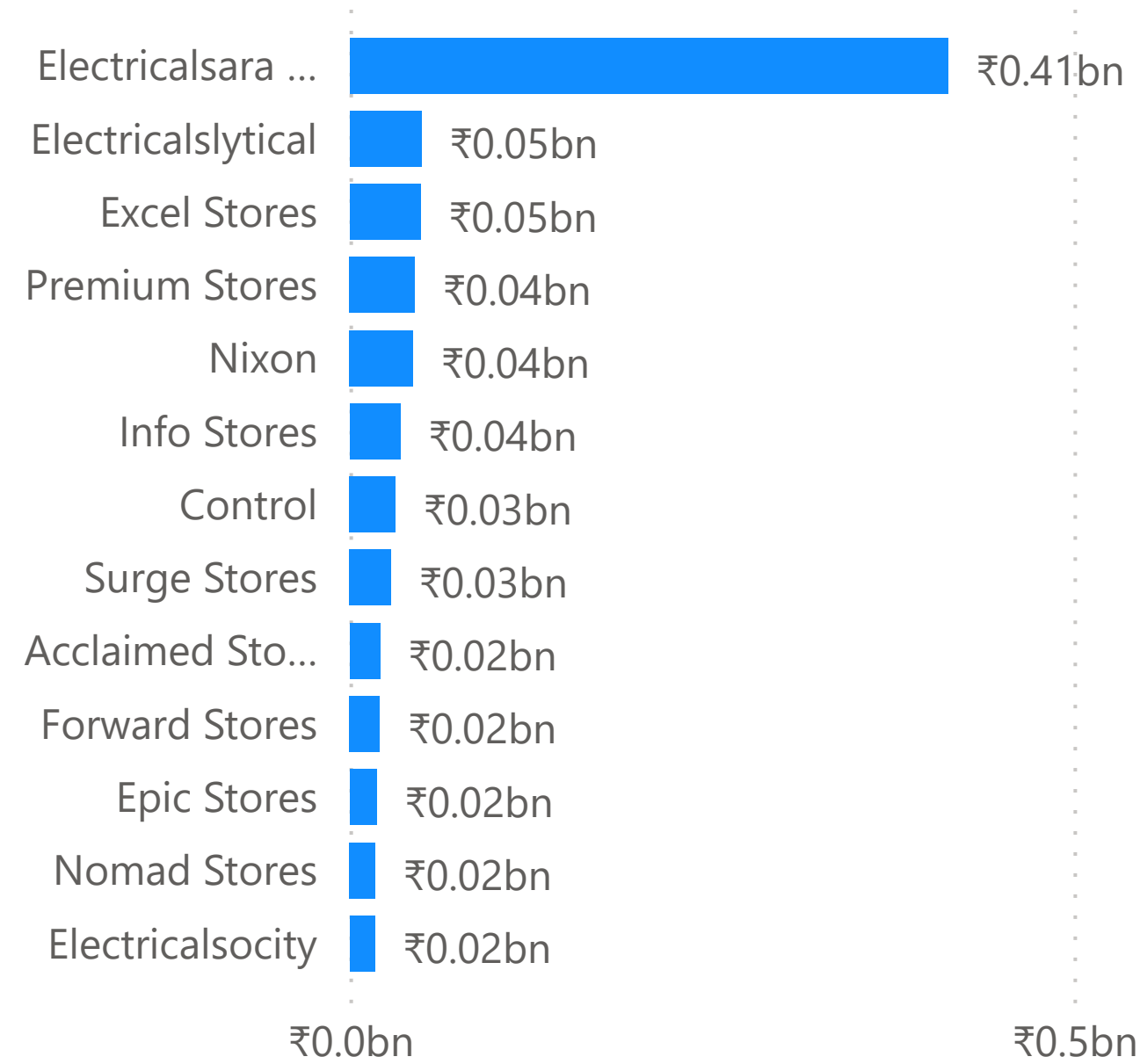
sales_revenue by markets_name



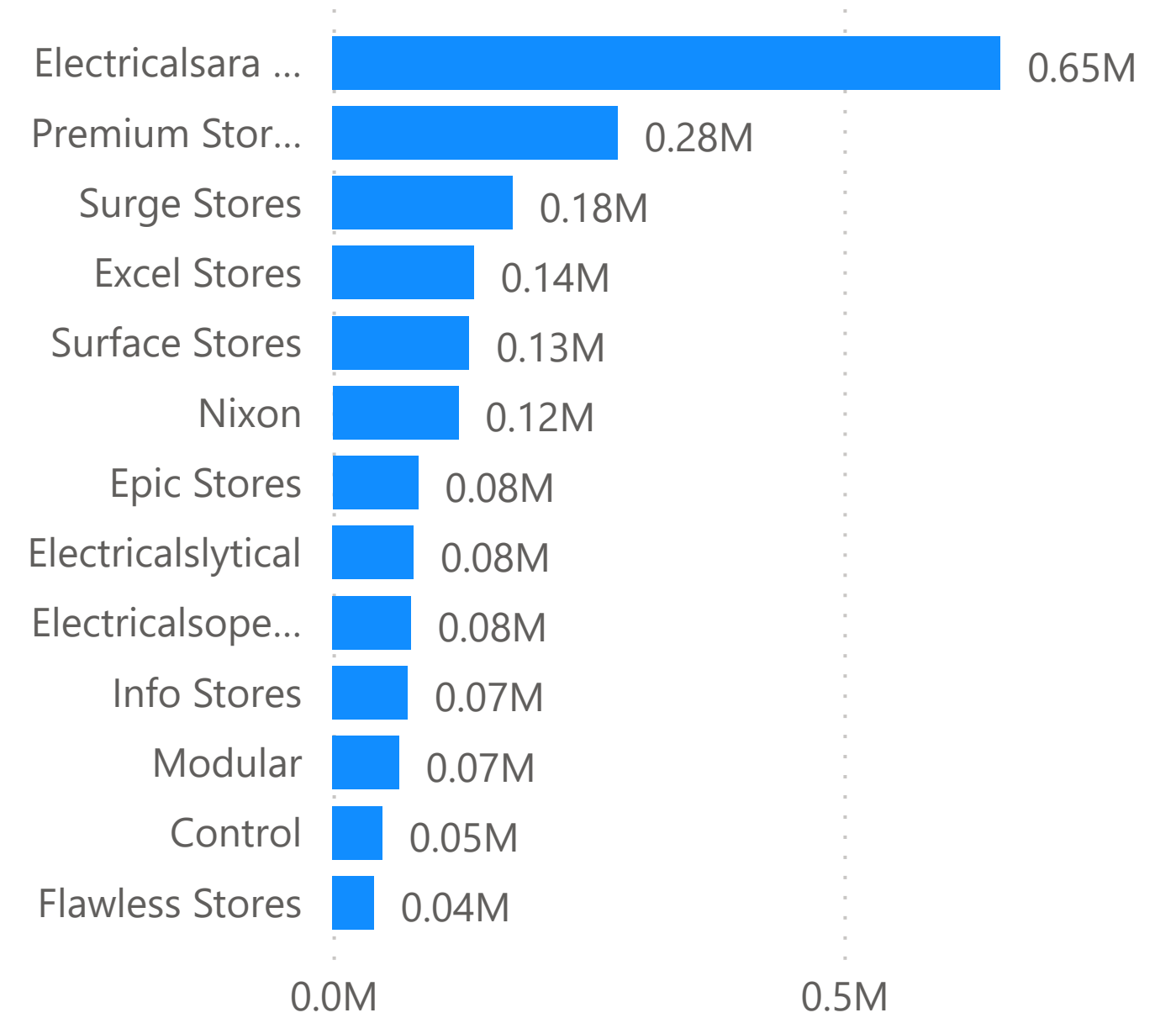
sales_qty by markets_name



Top 5 customer by revenue



Top 5 customer by quantity



₹142M

sales_revenue

350K

sales_qty

₹2.1M

Total profit margin

year

2017

2018

2019

2020

cy_date

Jan 20

Feb 20

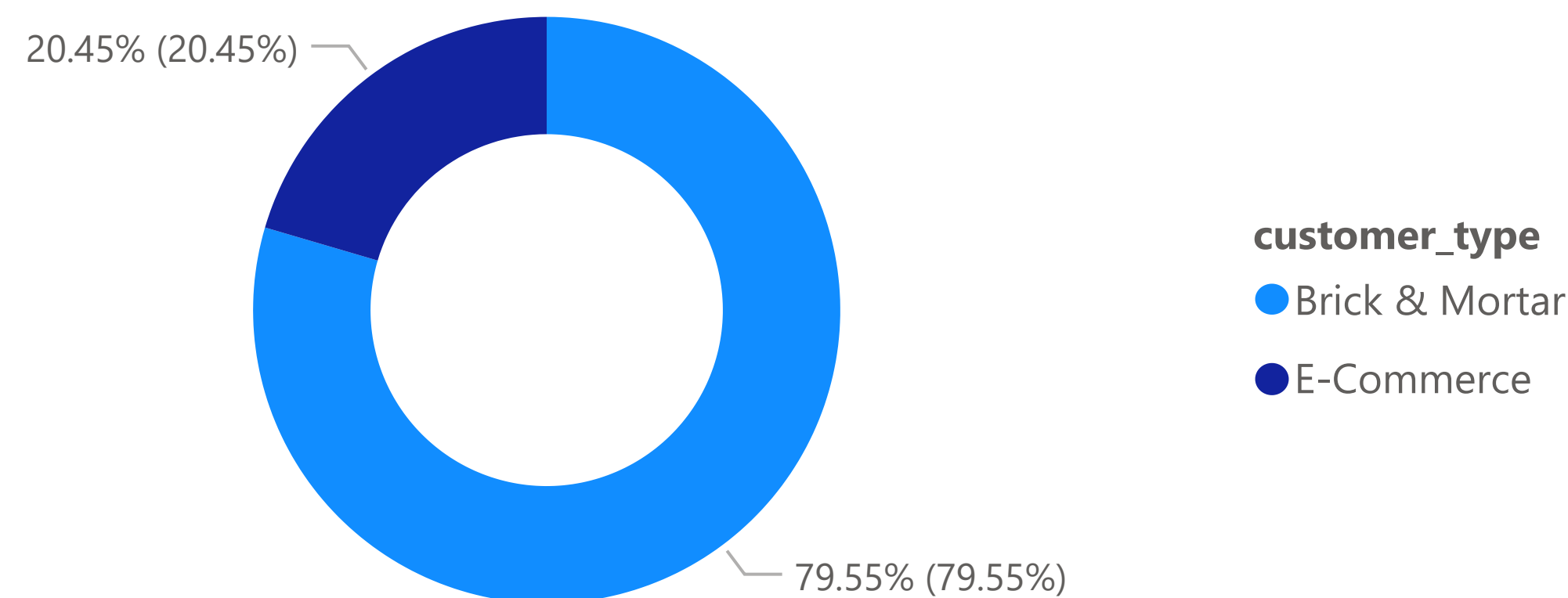
Mar 20

Apr 20

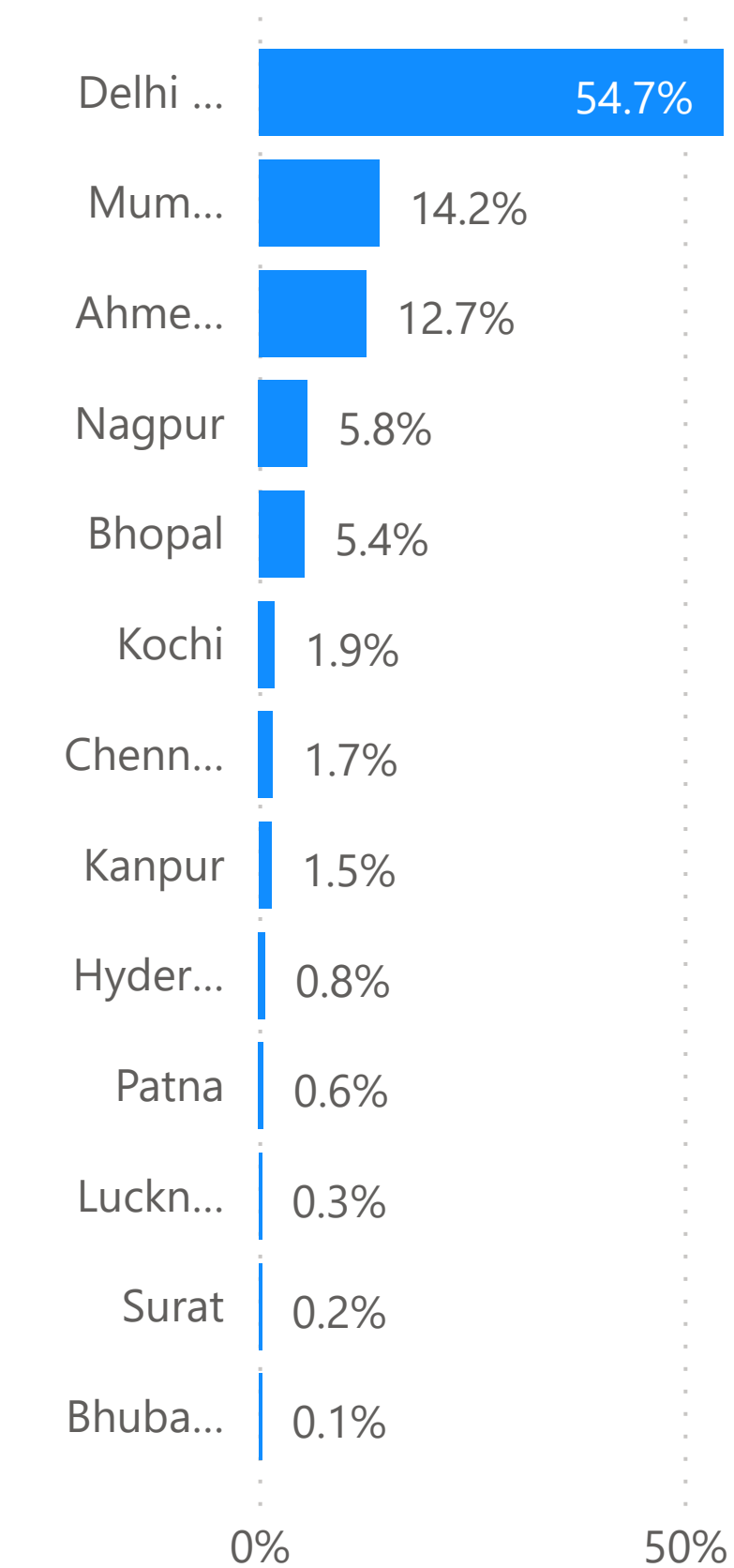
May 20

Jun 20

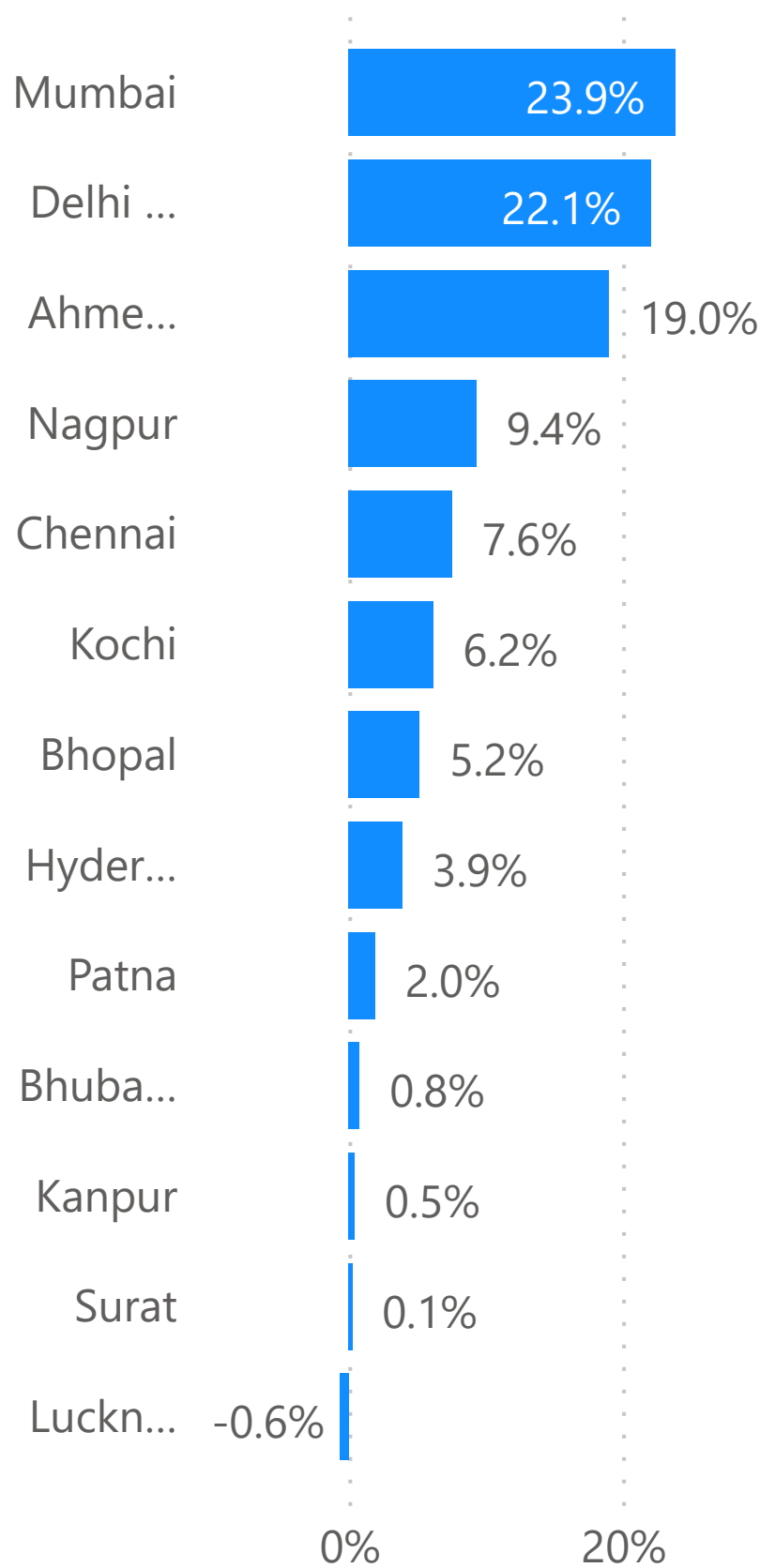
Revenue contribution % by customer_type



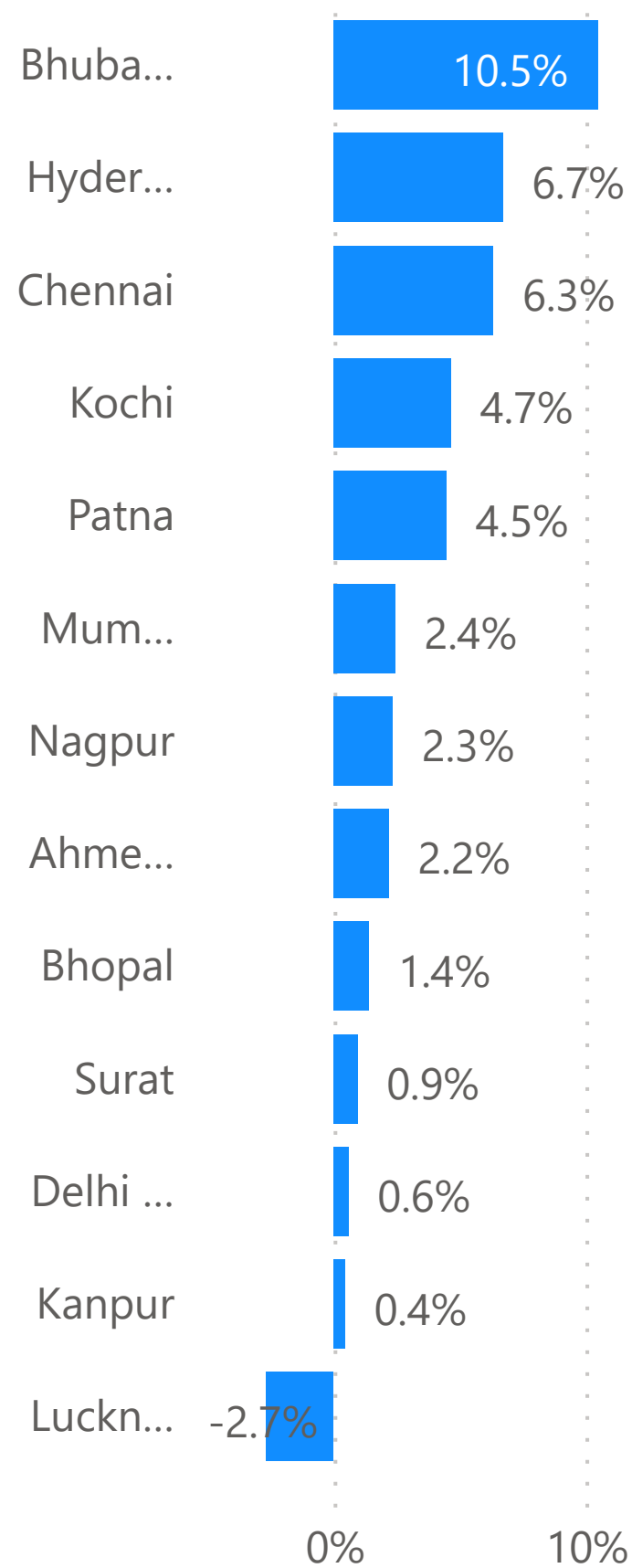
Revenue contribution % by markets_name



profit contribution % by markets_name



profit % by markets_name



custmer_name	sales_revenue	Revenue contribution %	profit Margin contribution %	profit Margin %
Electricalsara Stores	₹65,641,977.00	46.2%	11.9%	0.4%
Excel Stores	₹7,928,385.00	5.6%	12.5%	3.3%
Premium Stores	₹5,899,748.00	4.1%	1.4%	0.5%
Electricalslytical	₹5,537,904.00	3.9%	1.3%	0.5%
Info Stores	₹5,064,374.00	3.6%	7.8%	3.2%
Control	₹4,182,662.00	2.9%	2.5%	1.2%
Surge Stores	₹3,953,600.00	2.8%	11.9%	6.2%
Logic Stores	₹3,319,243.00	2.3%	0.6%	0.4%
Acclaimed Stores	₹3,116,384.00	2.2%	6.1%	4.0%
Nixon	₹3,028,345.00	2.1%	4.7%	3.2%
Epic Stores	₹3,002,834.00	2.1%	-6.8%	-4.7%
Forward Stores	₹2,560,961.00	1.8%	5.4%	4.3%
Electricalsocity	₹2,520,938.00	1.8%	3.3%	2.7%
Modular	₹2,453,519.00	1.7%	5.0%	4.2%
Surface Stores	₹2,420,004.00	1.7%	3.2%	2.7%
Atlas Stores	₹2,189,613.00	1.5%	2.1%	2.0%
Nomad Stores	₹1,978,550.00	1.4%	4.0%	4.1%
Integration Stores	₹1,909,611.00	1.3%	-0.2%	-0.2%
Total	₹142,224,545.00	100.0%	100.0%	1.4%

₹142M

sales_revenue

350K

sales_qty

₹2.1M

Total profit margin

Profit Target

1.00%

year

2017

2018

2019

2020

cy_date

Jan 20

Feb 20

Mar 20

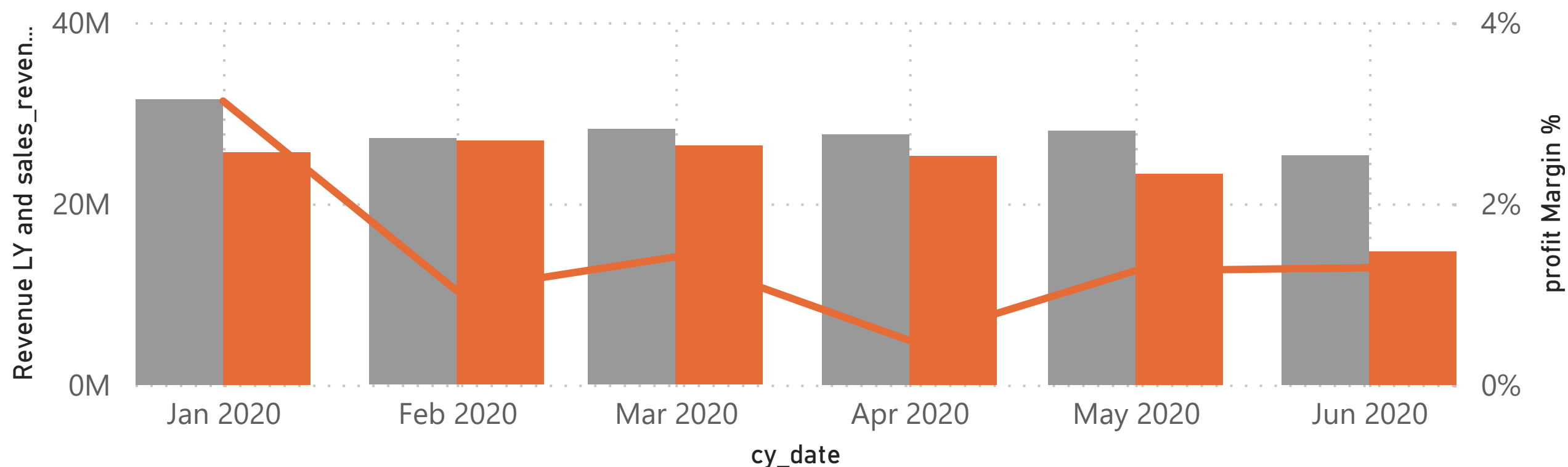
Apr 20

May 20

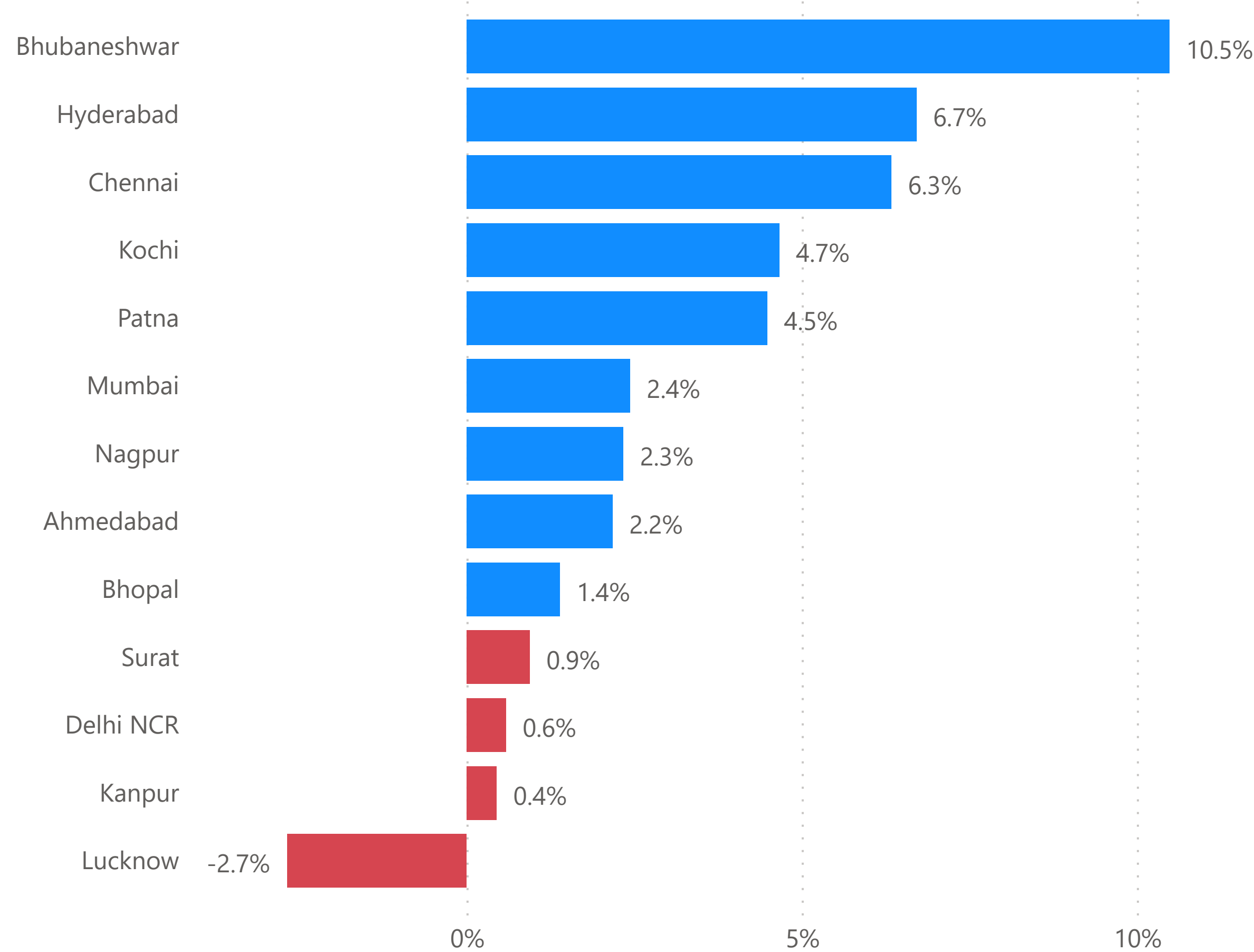
Jun 20

Revenue LY, sales_revenue and profit Margin % by cy_date

Revenue LY sales_revenue profit Margin %



Revenue contribution % by Market



custmer_name	sales_revenue	Revenue contribution %	profit Margin contribution %	profit Margin %
Electricalsara Stores	₹65,641,977.00	46.2%	11.9%	0.4%
Excel Stores	₹7,928,385.00	5.6%	12.5%	3.3%
Premium Stores	₹5,899,748.00	4.1%	1.4%	0.5%
Electricalslytical	₹5,537,904.00	3.9%	1.3%	0.5%
Info Stores	₹5,064,374.00	3.6%	7.8%	3.2%
Control	₹4,182,662.00	2.9%	2.5%	1.2%
Surge Stores	₹3,953,600.00	2.8%	11.9%	6.2%
Logic Stores	₹3,319,243.00	2.3%	0.6%	0.4%
Acclaimed Stores	₹3,116,384.00	2.2%	6.1%	4.0%
Nixon	₹3,028,345.00	2.1%	4.7%	3.2%
Epic Stores	₹3,002,834.00	2.1%	-6.8%	-4.7%
Forward Stores	₹2,560,961.00	1.8%	5.4%	4.3%
Electricalsocity	₹2,520,938.00	1.8%	3.3%	2.7%
Modular	₹2,453,519.00	1.7%	5.0%	4.2%
Surface Stores	₹2,420,004.00	1.7%	3.2%	2.7%
Atlas Stores	₹2,189,613.00	1.5%	2.1%	2.0%
Nomad Stores	₹1,978,550.00	1.4%	4.0%	4.1%
Integration Stores	₹1,909,611.00	1.3%	-0.2%	-0.2%
Unity Stores	₹1,748,166.00	1.2%	3.3%	3.9%
Total	₹142,224,545.00	100.0%	100.0%	1.4%