985M

Sales Qty 2M

Sales Qty by customers

Revenue by customer_name

0.28M 0.18M 0.14M 0.13M 0.12M 0.08M

Premium Stores

Electricalsara S...

0.41bn

Electricalsar... Electricalslyt...

0.05bn 0.05bn 0.04bn 0.04bn

Excel Stores

Premium Sto...

Surge Stores Excel Stores Surface Stores

2018 2017

2020

2019

October	November	December
July	August	September
April	Мау	June
January	February	March

	45M	42.5M	40M		35M	_	30M 31.8M	_	25M 26.1M	M02		15M		10M 10M 100 100 100 100 100 100 100 100	Jan 20
Revenue by markets_name		0.52bn	0.15bn	0.13bn	0.06bn	0.06bn	0.02bn	0.02bn	0.01bn	0.01bn	0.00bn	0.00bn	0.00bn	0.00bn	0.00bn
Revenue by		Delhi NCR	Mumbai	Ahmedabad	Bhopal	Nagpur	Kochi	Chennai	Kanpur	Hyderabad	Patna	Lucknow	Surat	Bhubaneshwar	Bengaluru

0.08M 0.08M

Electricalsope...

0.02bn 0.03bn

> Acclaimed St... Forward Sto...

0.02bn

0.02bn

Epic Stores Nomad Stores Electricalsocity

Electricalslytical

Epic Stores

0.03bn

Contro Surge Stores

0.04bn

Info Stores

Nixon

Nixon

0.07M 0.07M 0.05M 0.04M 0.04M 0.03M 0.03M

Info Stores Modular Flawless Stores

Insight Forward Stores Sound

Control

0.02bn 0.02bn Nomad Stores 0.03M

0.02bn

0.02bn

Surface Stores

0.02bn

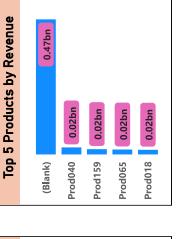
0.02bn

Modular Atlas Stores Leader Top 5 Customers by Revenue

0.41bn

Electricalsara Stores

					4.7M	
			26.9M	>	-	Jan 2020
	35.1M	_	25.3M			Jul 2019
		{	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \			Jan 2019
NI 68		2.2M				Jul 2018
42.5M						Jan 2018
45M	40M	35M		20M	15M	10M
	42.5M	42.5M 39.5M	39.5M 32.2M	39.5M 31.8M 32.2M 26.1M	42.5M 35.1M 31.8M 32.2M 26.1M 25.3M	42.5M 35.1M 31.8M 32.2M 27.7M 25.3M



0.05bn 0.05bn

Excel Stores

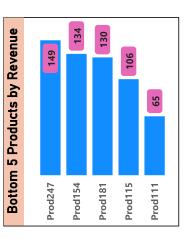
Electricalslytical

0.04bn 0.04bn

Premium Stores

Nixon

ers by Revenue	2.3M	1.9M	1.3M	0.4M	0.3M	
Bottom 5 Customers by Revenue	Sage	Electricalslance Stores	Electricalsquipo Stores	Expression	Electricalsbea Stores	



October	November	December
ylul	August	September
April	Мау	June
January	February	March

2018 2019			custmer_name	Electricalsara Stores	Nixon Electricalslytical Leader	Premium Stores Control	Excel Stores Surge Stores	Forward Stores Nomad Stores	Surface Stores Logic Stores	Power Electricalsopedia St	Epic Stores Acclaimed Stores	Into Stores Flawless Stores Aflac Stores	Integration Stores Unity Stores	Path Elite	Sound Relief	Propel Synthetic	Electricalsquipo Sto Novus	
2017		ame		4.9%	4.1%	4.0%	3.9%	3.7%	3.2%	2.6%	2.3%	2.2%	1.7%	1.0%	%9.0			
Σ9	/argin	profit % by markets_name														-0.5%	-20.8%	
₹24.66M	Total Profit Margin	profit %		Surat	Patna	Bhubaneshwar	Bhopal	Kochi	Mumbai	Nagpur	Delhi NCR	Ahmedabad	Chennai	Lucknow	Hyderabad	Kanpur	Bengaluru	
m		% by	lame	48.5%	19.8%	11.6%	9.3%	5.7%	2.9%	1.2%	0.7%	0.5%	0.2%	0.1%	0.1%			
2 M	Sales Qty	Profit Cont. % by	Markets_name	Delhi NCR	Mumbai	Ahmedabad	Bhopal	Nagpur	Kochi	Chennai	Patna	Surat	Hyderabad	Bhubaneshwar	Lucknow	Kanpur -0.3%	Bengaluru -0.3%	
985M	Revenue	Revenue Cont. % by	markets_name	52.8%	15.2%	13.4%	6.0%	2.6%	1.9%	1.8%	1.4%	0.8%	0.4%	0.3%	0.3%	0.1%	0.0%	
86	Rev	Revenue	mark	Delhi NCR	Mumbai	Ahmedabad	Bhopal	Nagpur	Kochi	Chennai	Kanpur	Hyderabad	Patna	Lucknow	Surat	Bhubaneshwar	Bengaluru	_

		8	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	1
	profit margin %	2.3%	4.1%	3.4%	7.5%	2.3%	2.6%	4.1%	1.4%	2.3%	2.7%	2.9%	3.2%	3.7%	2.6%	6.2%	3.2%	1.8%	1.5%	%6.0	3.4%	1.8%	1.8%	1.8%	1.6%	4.4%	4.0%	3.3%	2.5%	3.3%	1.4%	%9.9	3.2%	
by Revenue	Profit Margin Contribution %	37.7%	7.2%	6.8 %	5.1%	4.3%	3.3%	2.9%	2.8%	2.7%	2.3%	2.1%	2.0%	2.0%	1.8%	1.4%	1.3%	1.3%	1.3%	1.3%	1.3%	1.2%	1.0%	%6.0	%6.0	%6.0	%8.0	0.7%	%9.0	%9.0	0.4%	0.4%	0.3%	
Customers Performance by Revenue	Revenue Contribution %	45.0%	4.5%	2.0%	1.7%	4.6%	3.2%	1.8%	2.0%	2.9%	2.1%	1.8%	1.5%	1.3%	1.8%	%9.0	1.0%	1.9%	2.2%	3.6%	%6.0	1.7%	1.4%	1.3%	1.3%	0.5%	%5'0	0.5%	%9.0	0.4%	%9.0	0.1%	0.2%	
Custon	Revenue	413333588	43893083	49644189	16529970	44967416	31771997	17489935	49115620	28648916	21026079	17739351	15242562	13201366	17379851	5727123	es 10281203	18750440	21196727	35100033	9156412	16666713	13979716	12589257	12995938	4837239	4966707	5230158	6068432	4183862	6173068	s 1330361	2359799	
	custmer_name	Electricalsara Stores	Nixon	Electricalslytical	Leader	Premium Stores	Control	Electricalsocity	Excel Stores	Surge Stores	Forward Stores	Nomad Stores	Surface Stores	Logic Stores	Modular	Power	Electricalsopedia Stores	Epic Stores	Acclaimed Stores	Info Stores	Flawless Stores	Atlas Stores	Integration Stores	Unity Stores	Path	Elite	Sound	Relief	All-Out	Propel	Synthetic	Electricalsquipo Stores	Novus	

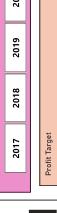
985M

2M

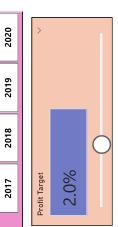
Sales Qty

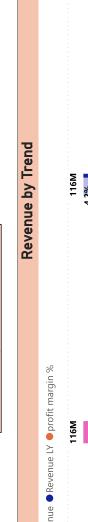
₹24.66M Total Profit Margin





January	April	July	October
February	May	August	November
March	June	September	December





4%

3%

81M

2%

1%

1.0%

Qtr 2

