

142.22M

Revenue

350K

Sales Qty

2.06M

Total Profit Margin

1.45%

Profit Margin %

2017

2018

2019

2020

Jan
20

Feb
20

Mar
20

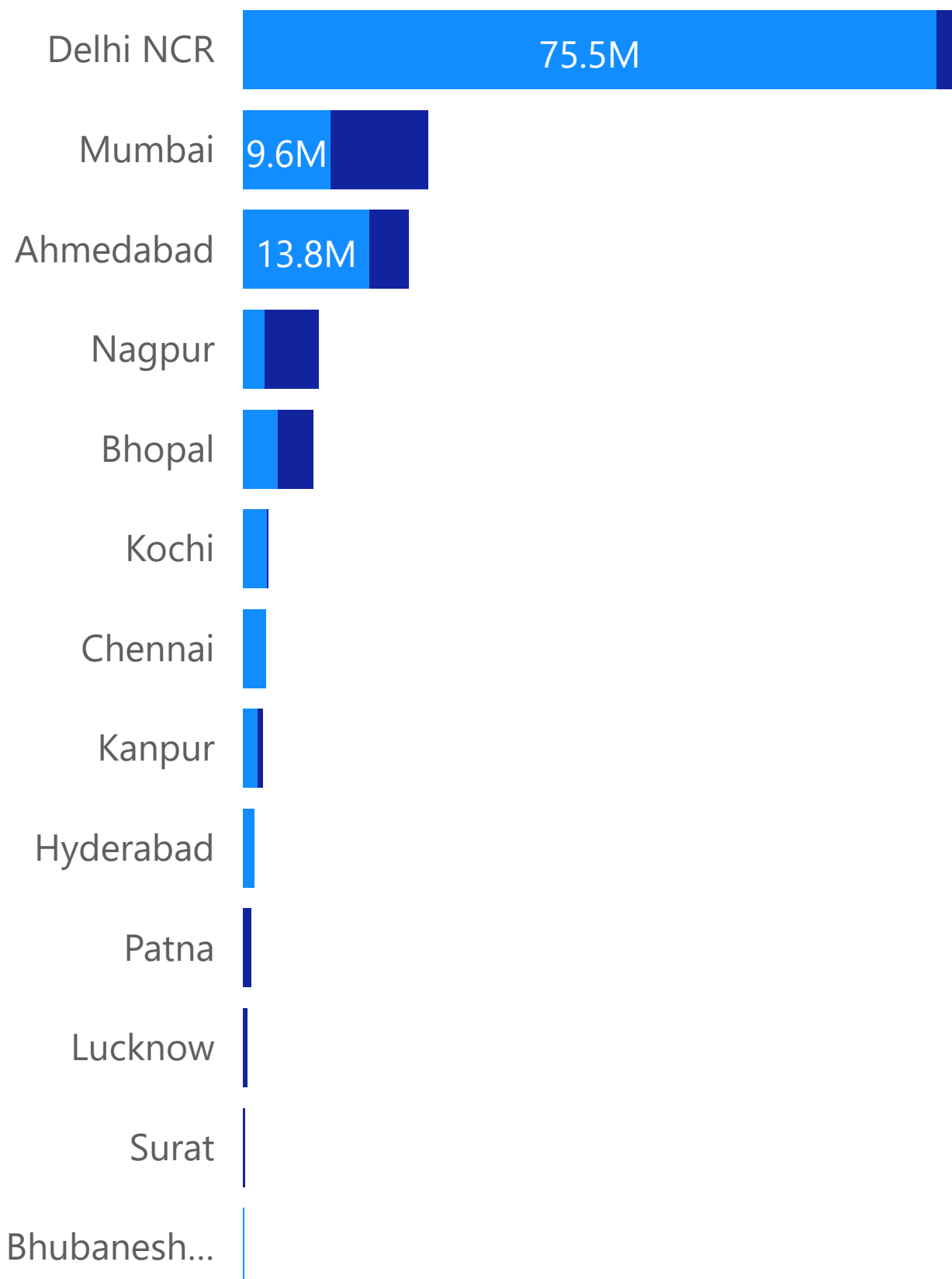
Apr
20

May
20

Jun
20

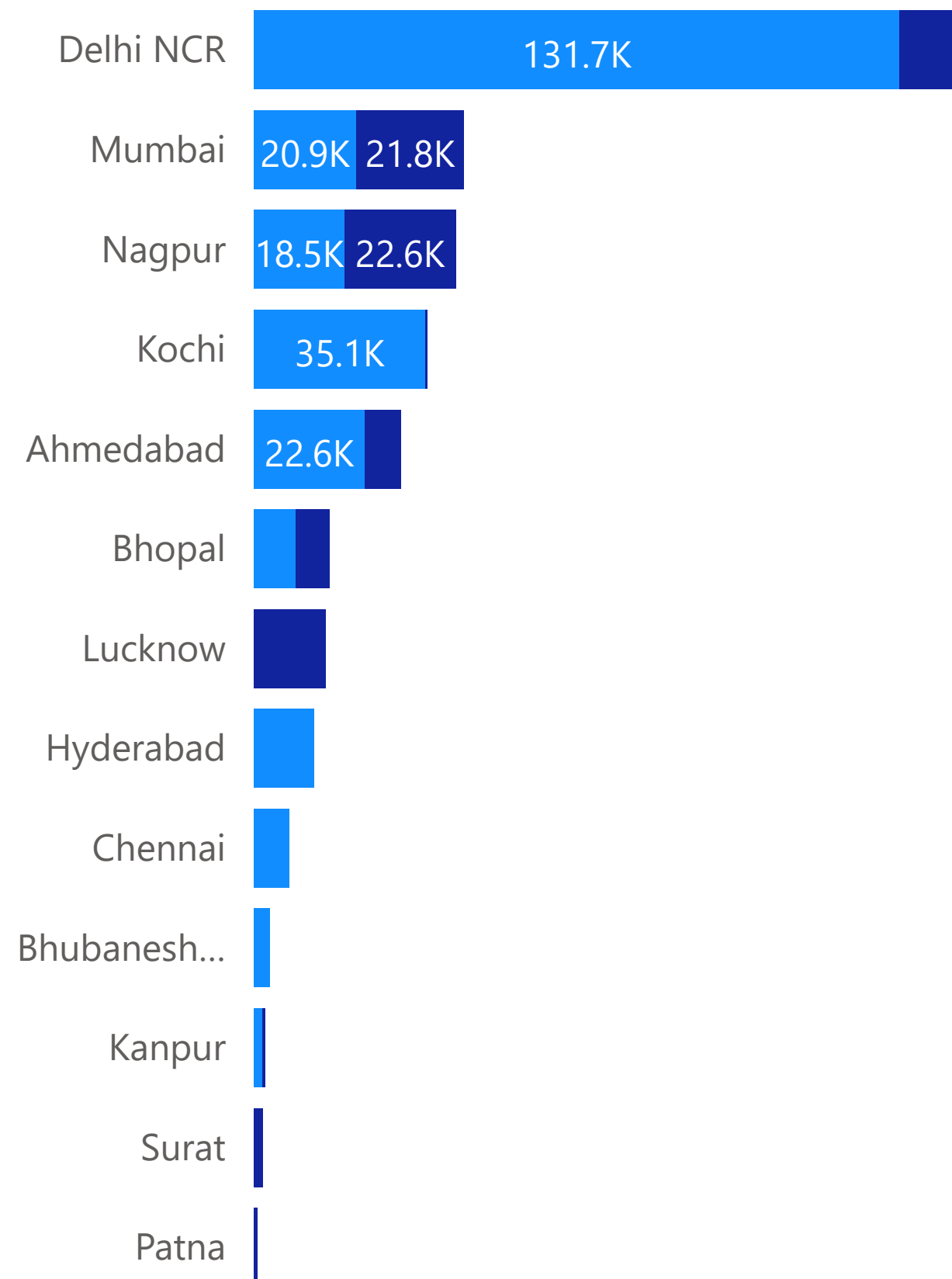
Revenue by Markets

Brick & Mortar E-Commerce



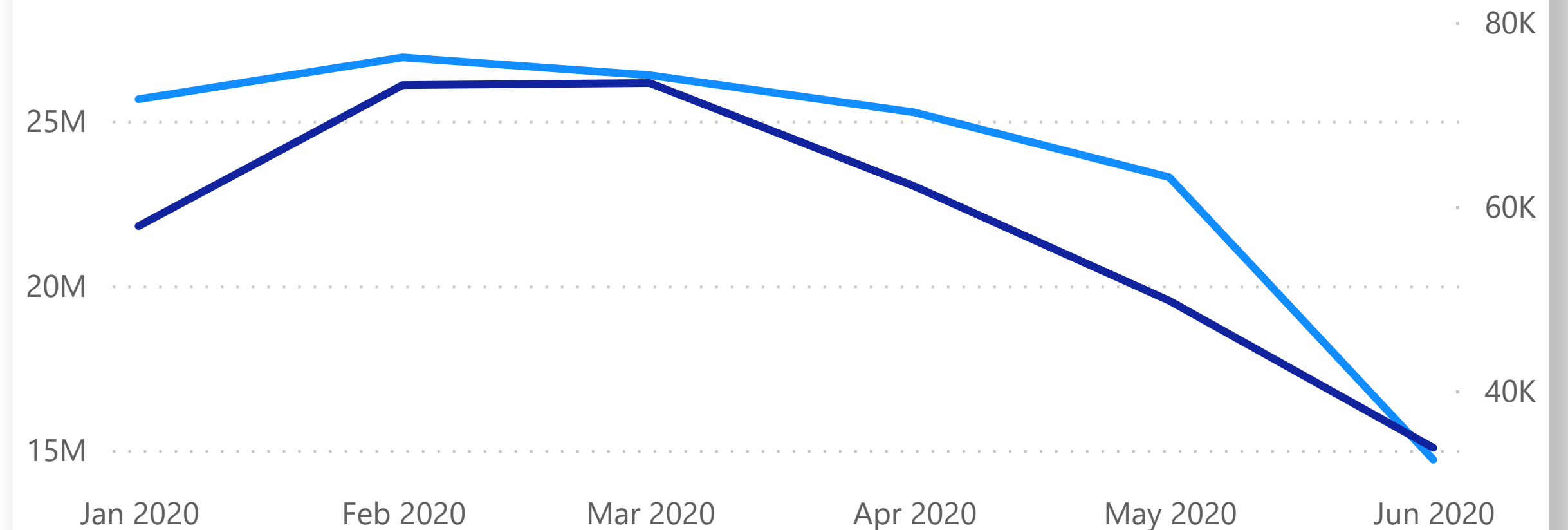
Sales Qty by Markets

Brick & Mortar E-Commerce

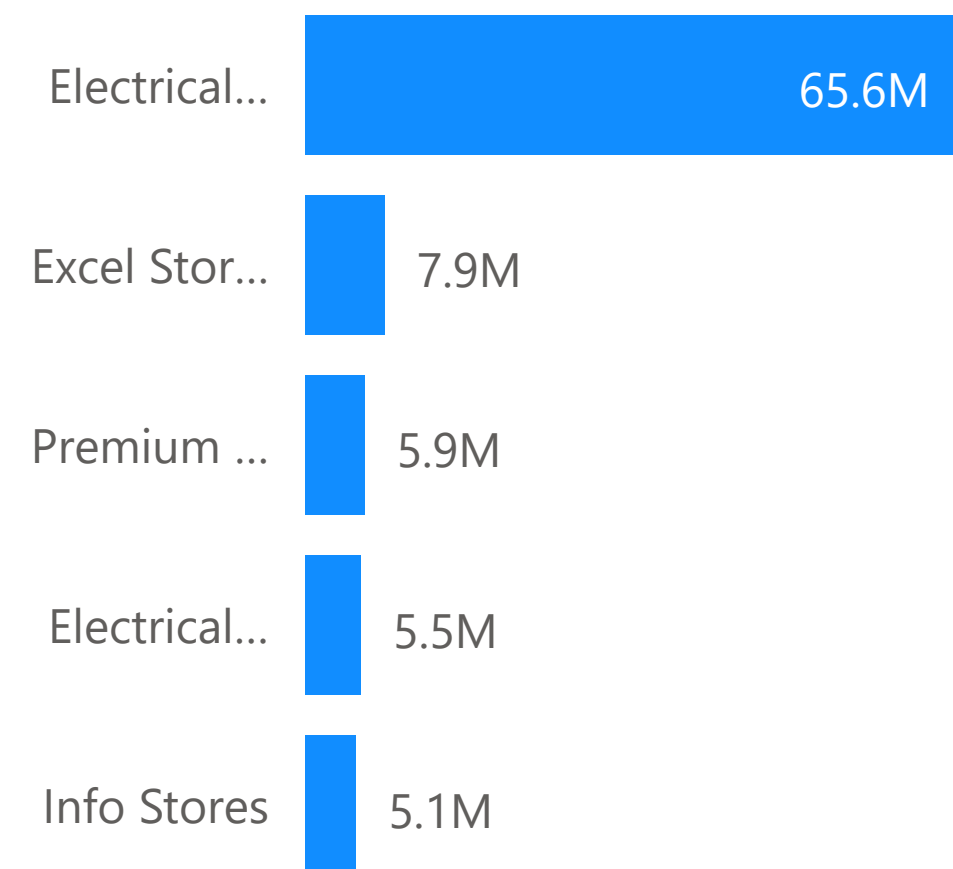


Revenue Trend

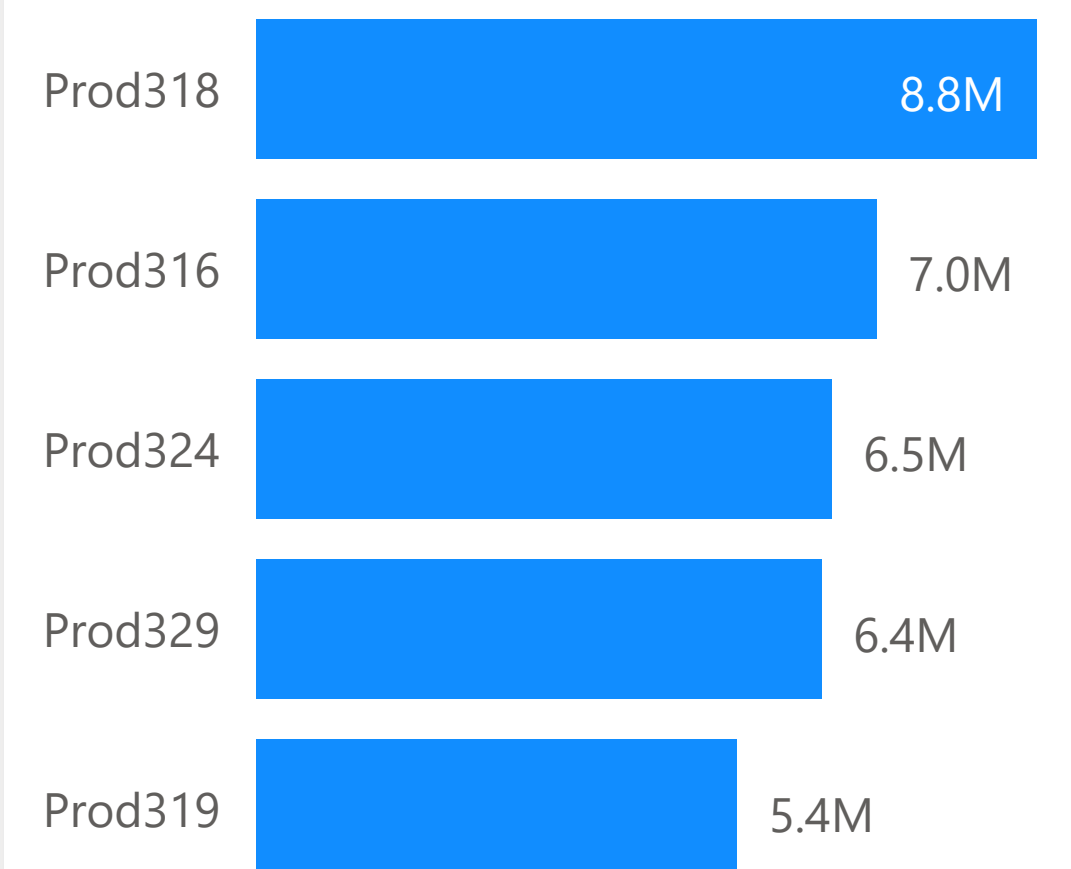
Revenue Sales Qty



Top 5 Customers



Top 5 Customers



142.22M

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Sales Qty

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Total Profit Margin

1.45%

Profit Margin %

2017

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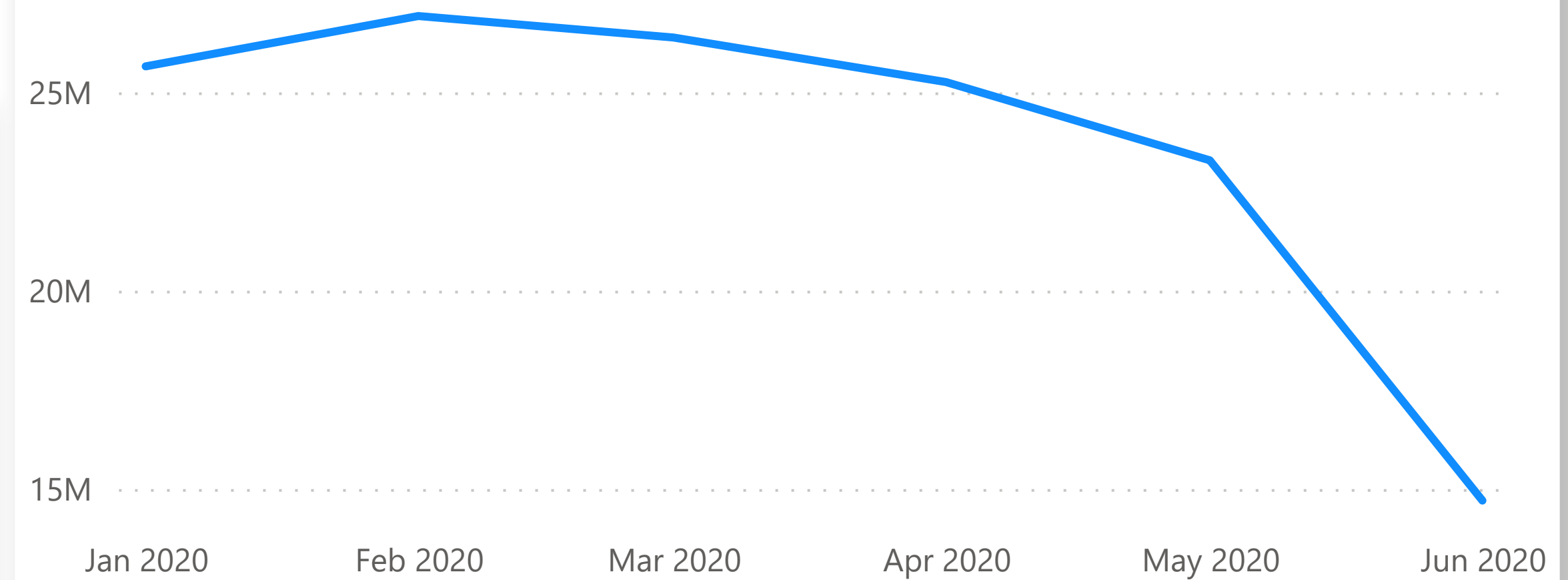
Mar
20

Apr
20

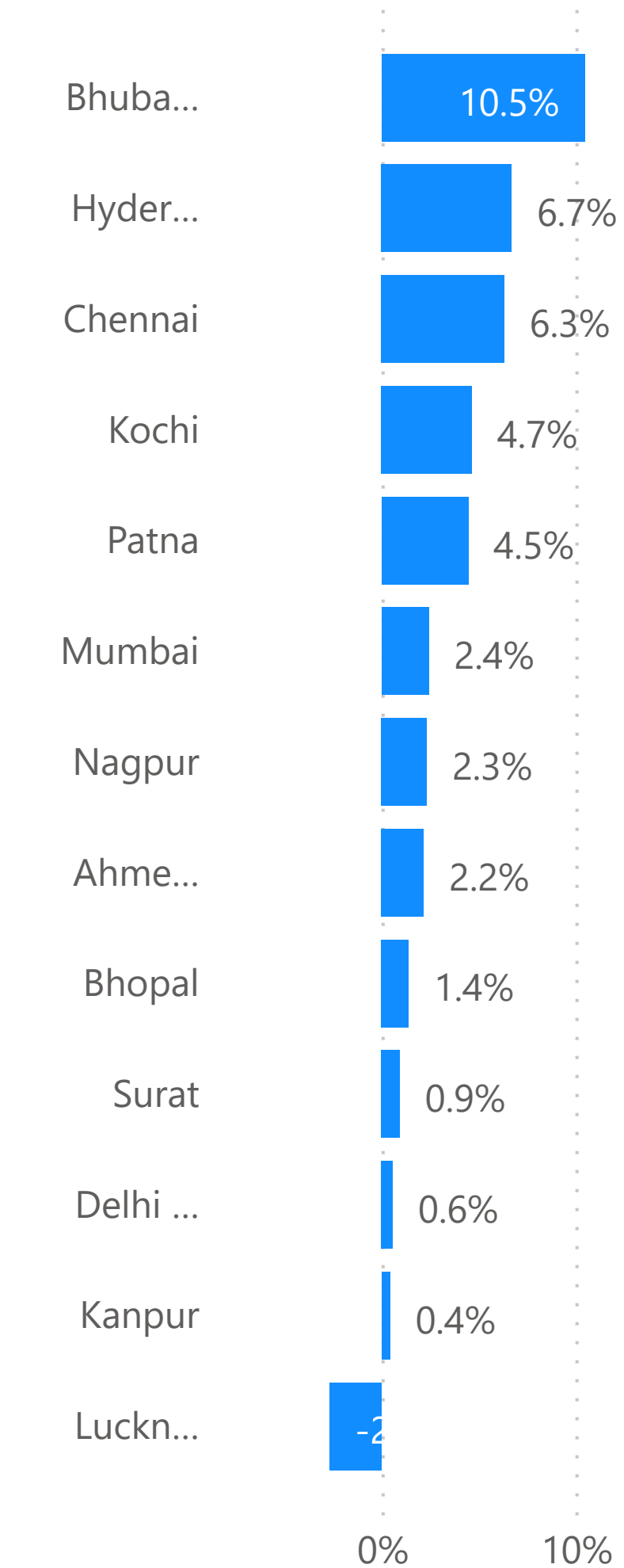
May
20

Jun
20

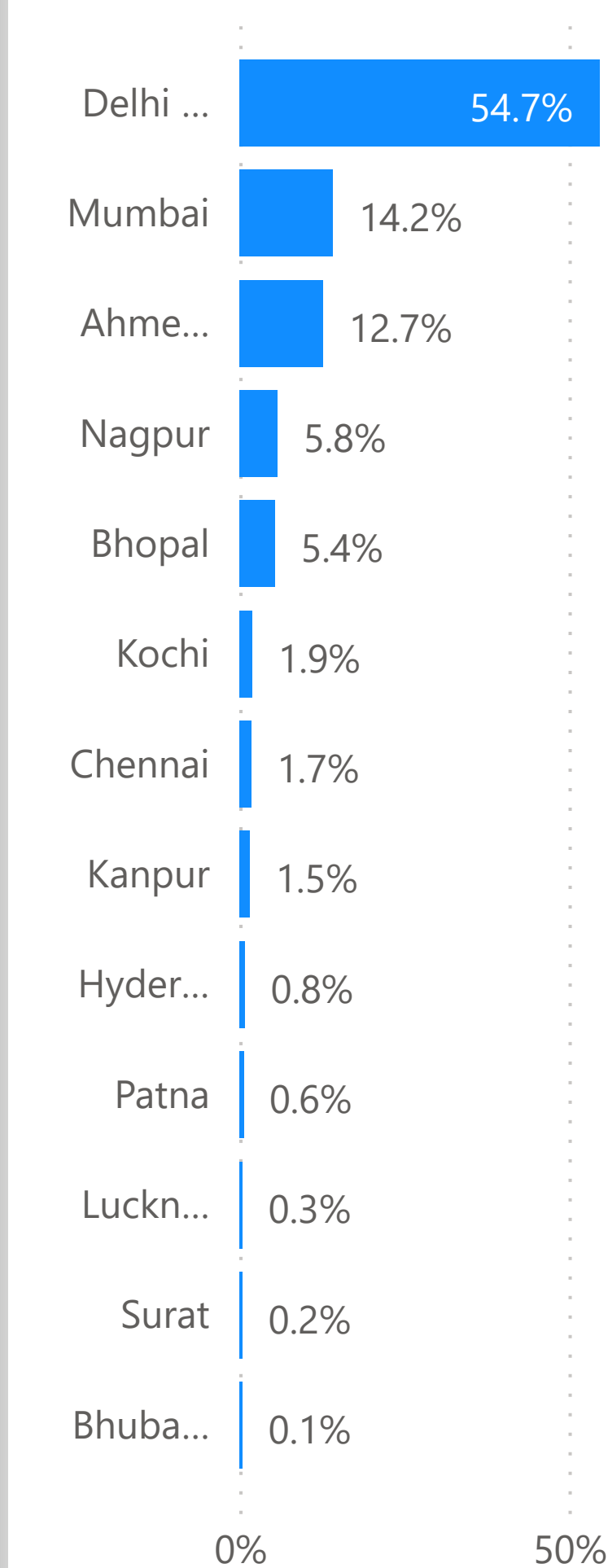
Revenue Trend



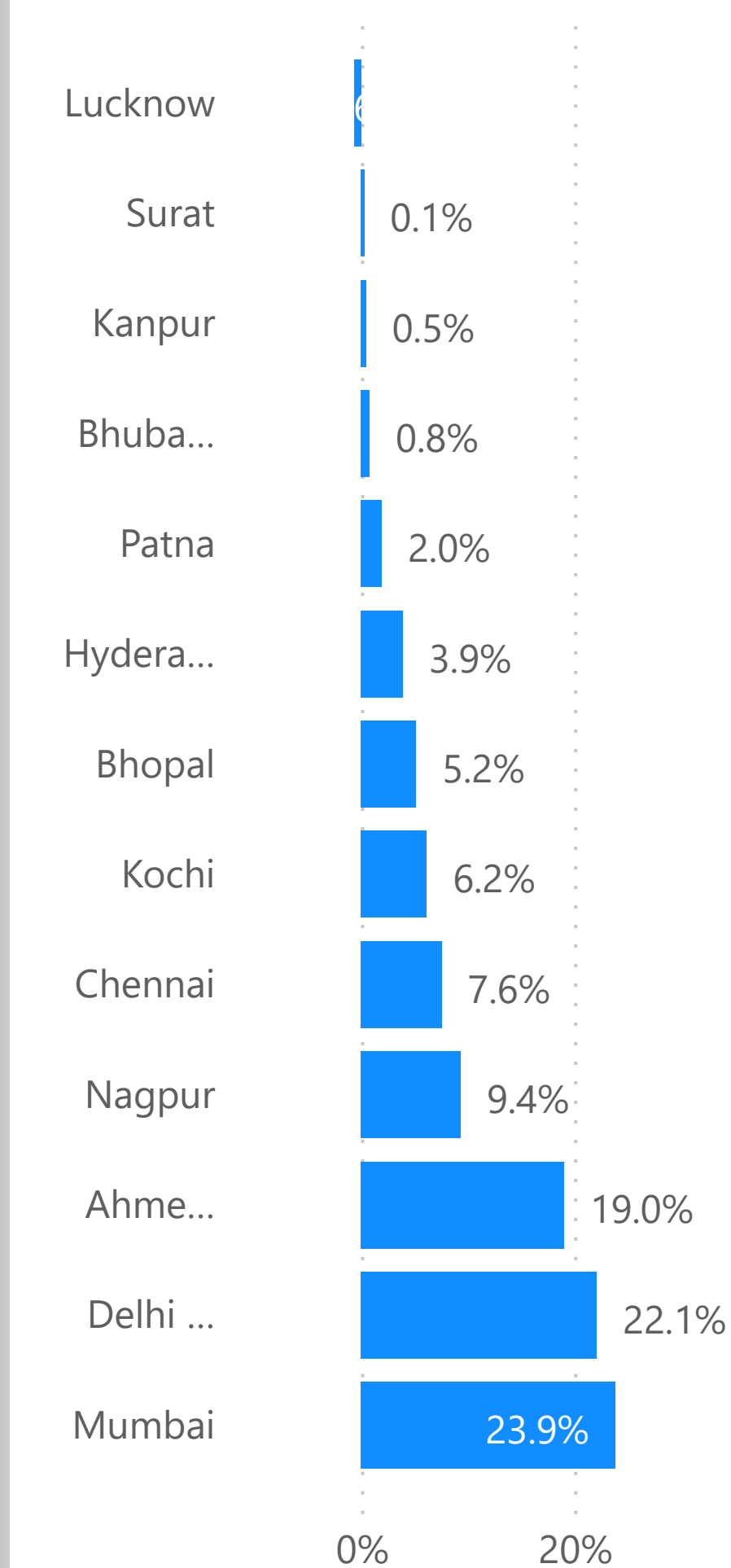
Profit Margin % by Markets



Revenue Contribution % by Markets



Profit Contribution % by Markets



customer_name	Revenue	Sales Qty	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsbea Stores	0.05M	0.1K	0.04%	0.39%	15.63%
Expression	0.08M	0.3K	0.06%	-0.17%	-4.16%
Electricalsquipo Stores	0.09M	0.3K	0.06%	-0.48%	-11.49%
Sage	0.10M	0.5K	0.07%	0.16%	3.46%
Electricalslance Stores	0.14M	0.7K	0.10%	0.25%	3.54%
Novus	0.26M	0.5K	0.18%	0.21%	1.65%
Propel	0.54M	0.9K	0.38%	0.74%	2.83%
Insight	0.57M	15.0K	0.40%	-0.53%	-1.92%
All-Out	0.71M	1.2K	0.50%	1.57%	4.53%
Sound	0.74M	7.7K	0.52%	0.45%	1.25%
Total	142.22M	350.2K	100.00%	100.00%	1.45%

Profit Target

8%

142.22M

Revenue

350K

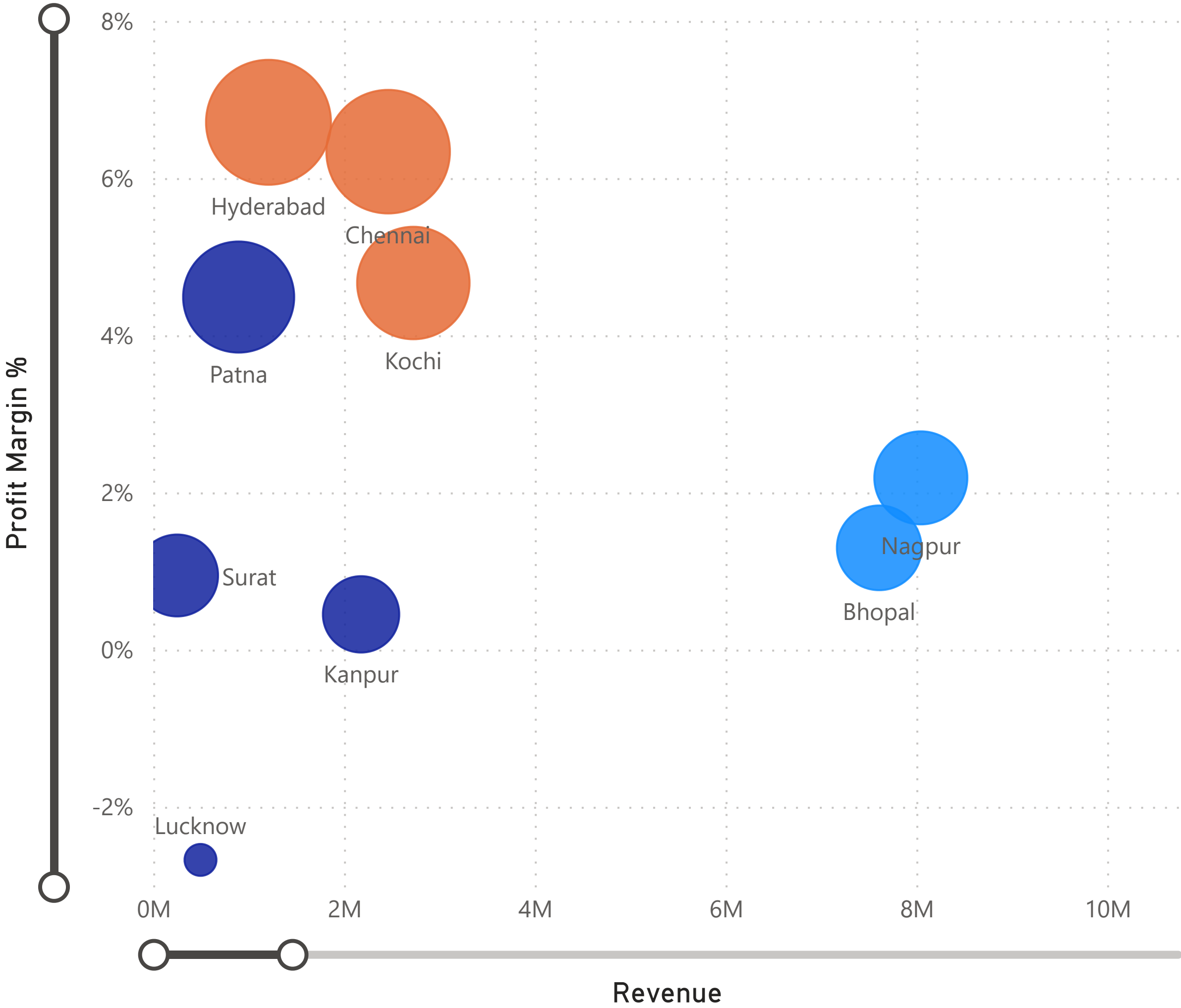
Sales Qty

2.06M

Total Profit Margin

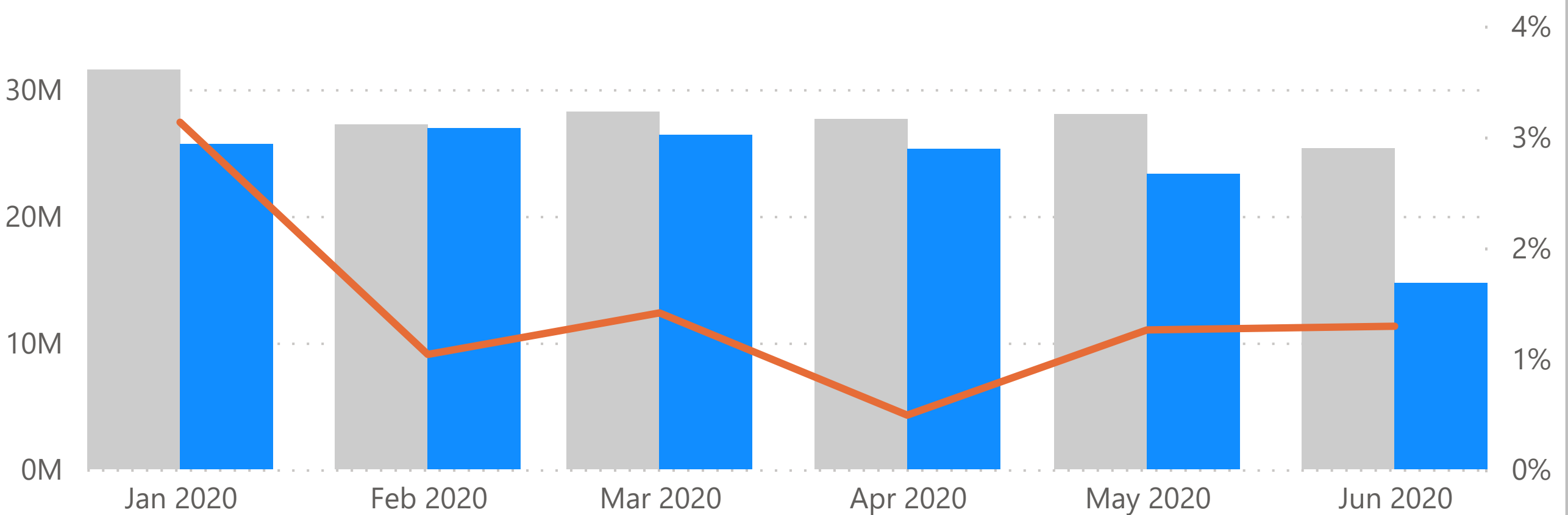
Performance Matrix by Market, Customers

Central North South



Revenue Trend

Revenue LY Revenue Profit Margin %



Key Metrics by Customers

customer_name	Revenue	Sales Qty	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsbea Stores	0.05M	0.1K	0.04%	0.39%	15.63%
Power	1.10M	2.9K	0.77%	3.69%	6.92%
Surge Stores	3.95M	21.3K	2.78%	11.95%	6.23%
Leader	1.67M	2.3K	1.18%	4.87%	6.01%
Electricalsopedia Stores	1.00M	6.6K	0.70%	2.86%	5.92%
Elite	1.25M	1.7K	0.88%	3.19%	5.27%
All-Out	0.71M	1.2K	0.50%	1.57%	4.53%
Total	142.22M	350.2K	100.00%	100.00%	1.45%