YEAR 2017 2018 2019 2020 984.87M Months 01 October **SalesOty** 01 August 01 01 01 January 01 February 01 June 01 July 01 2017 2017 2017 2017 Decembe... 2018 2018 Septembe... Novembe... Revenue by Year, Quarter, Month and Day Sales Quantity By market Revenue by Markets **customer...** • Brick & Mortar • E-Commerce 39M 40M 35M 40M 35M Delhi NCR 27M 32M 28M Delhi NCR 0.48bn 25M 25M 23M Mumbai 0.38M 15M Jan 2018 Jul 2018 Jan 2019 Jul 2019 Jan 2020 Mumbai Nagpur 0.26M TOP 5 CUSTOMERS BY REVENUE & TYPE **TOP 5 PRODUCTS BY REVENUE** Ahmedabad Kochi 0.26M ● Brick & Mortar ● E-Commerce Bhopal Ahmedab. 0.21M Nagpur Kochi Chennai Chennai 0.05M Kanpur 0.04M Lucknow Hyderabad Surat 0.02M Patna 0.02M Kanpur Lucknow Bhubanes... 0.01M Surat Patna 0.01M Bhubanesh.. Bengaluru 0.00M Bengaluru 0.0M 0.5M 1.0M 0.0bn 0.5bn

YEAR Monthly 01 March 01 September 01 November 01 January 01 May 2019 01 July 2019 336.02M ₹10.49M 847K 2017 2019 2019 2019 2019 2019 01 February 01 August 01 October 01 December 01 April 2019 01 June 2019 **TotalProfitMargin** 2018 2020 2019 2019 2019 2019 Revenue by Year, Quarter, Month and Day Profit % By Market **Profit Contribution % Revenue Contribution %** 35M 28M 28M 30M Lucknow 8.3% 27M 27M Delhi NCR 51.35% Delhi NCR 51.0% 28M 27M 25M 25M 23M 20M Patna 7.4% Jan 2019 Mar 2019 May 2019 Jul 2019 **Sep 2019** Nov 2019 Ahmedabad 5.5% Revenue Contribution % Profit Margin Contribution % Profit Percentage custmer name Bhubanes.. 6.6% 41.2% 45.37% 3.4% Mumbai **Electricalsara Stores** 2.38% 1.9% 6.71% Leader 11.1% 3.0% 4.50% 4.7% Control 5.5% Bhopal Bhopal 4.5% 3.63% 2.5% **Premium Stores** Electricalslytical 5.1% 3.52% 2.2% **Logic Stores** 1.7% 3.41% 6.1% Kochi 3.4% Nagpur Nixon 3.3% 3.40% 3.2% **Excel Stores** 5.5% 2.57% 1.5% 2.7% Surge Stores 2.26% 2.6% Delhi NCR 3.1% Kochi 2.1% Modular 2.19% 3.3% 1.9% **Nomad Stores** 2.18% 3.6% Ahmedabad 3.0% 2.2% **Forward Stores** 2.10% 3.0% Chennai 1.5% **Unity Stores** 1.99% 4.3% 2.1% 1.75% 2.6% **Epic Stores** 3.0% Kanpur Kanpur 1.18% Kanpur 1.5% Path 1.67% 3.5% 1.2% Electricalsopedia Stores 1.47% 4.0% 0.5% 1.35% 8.1% Power Chennai Lucknow Hyderabad **Surface Stores** 1.6% 1.16% 2.2% Atlas Stores 1.9% 1.9% 1.14% Info Stores 3.7% 1.04% 0.9% Mumbai 2.5% Patna Patna All-Out 0.6% 0.90% 4.6% Relief 0.7% 0.89% 4.2% 0.5% 5.0% Sound 0.83% Nagpur Bhubanes. 0.24% Lucknow 1.4% 0.82% 1.8% **Integration Stores** 0.3% 0.77% 7.4% Insight Surat -0.6% Surat -0.04% Surat 0.2% 0.3% 0.75% Elite 7.5% Synthetic 0.6% 0.72% 3.5% 1.0% 0.68% Flawless Stores 2.2% Hyderabad Hyderabad -0.42% Bhubanes... 0.1% Electricalsocity 1.4% 0.68% 1.5% 0.6% 0.38% 2.1% Zone 100.0% 100.00% 3.1% ^V **Total** 0% 10% 0% 50% 50% 0%

413.69M

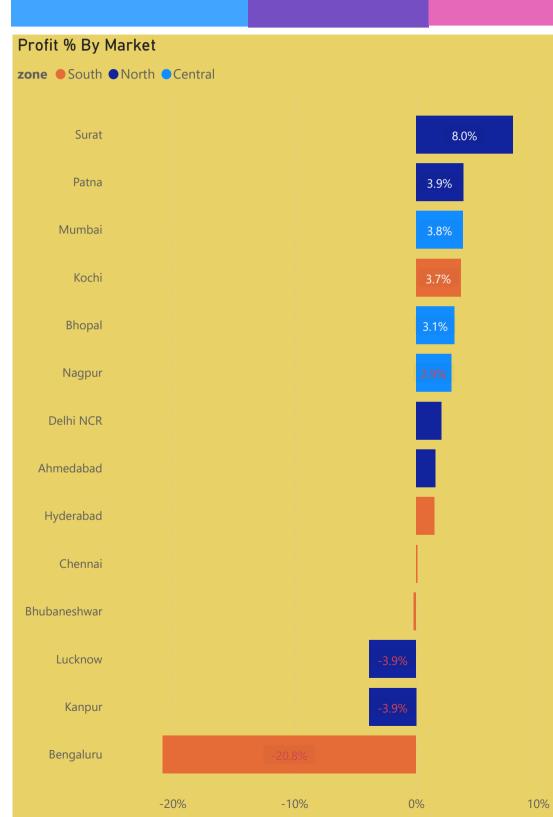
997K

₹9.34M

TotalProfitMargin

YEAR					
2017	2019				
2018	2020				

Monthly								
	01 January 2018	01 March 2018	01 May 2018	01 July 2018	01 September 2018	01 November 2018		
	01 February 2018	01 April 2018	01 June 2018	01 August 2018	01 October 2018	01 December 2018		







custmer_name	Revenue Contribution %	Profit Margin Contribution %	Profit Percentage
Zone	0.4%	0.37%	1.9%
Unity Stores	1.2%	-0.48%	-0.9%
Synthetic	0.5%	0.52%	2.6%
Surge Stores	3.1%	1.48%	1.1%
Surface Stores	1.4%	2.19%	3.4%
Sound	0.5%	0.69%	3.3%
Sage	0.3%	-0.36%	-2.4%
Relief	0.5%	0.57%	2.8%
Propel	0.4%	0.76%	4.3%
Premium Stores	4.5%	6.92%	3.5%
Power	0.6%	0.92%	3.7%
Path	1.3%	0.50%	0.9%
Novus	0.2%	0.47%	5.1%
Nomad Stores	1.9%	1.63%	1.9%
Total	100.0%	100.00%	2.3%

