₹142M

350K Sales Qty

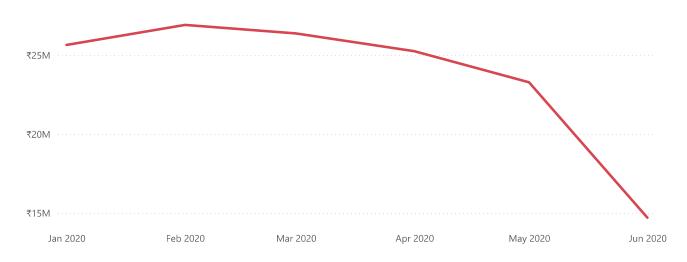
Sales Qty by Markets

Revenue by Markets

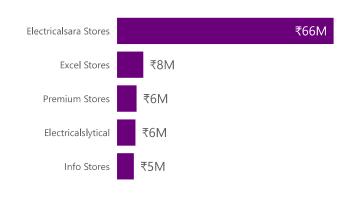


2017 2018 2019 **2020** Jan 20 Feb 20 Mar 20 Apr 20 May 20 Jun 20

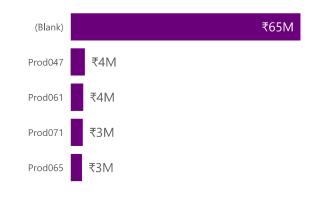
Revenue Trend



Top 5 Customers



Top 5 Products



2017 2018 2019 2020 Jan 20 Feb 20 Mar 20 Apr 20 May 20 Jun 20 ₹2.1M ₹142M 350K Revenue Trend Total Profit Margin Revenue Sales Qty Profit % by market Revenue Contribution % by Profit Contribution % by ₹25M Market Market Luckn... 54.7% Delhi ... Mum... 0.4% Kanpur 14.2% Delhi ... Mum.. Delhi ... 0.6% Ahme.. 19.0% Ahm... 0.9% Surat ₹15M Nagpur 9.4% Nagp... Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 Bhopal 1.4% Chen... Profit Margin Profit Margin % Revenue Revenue custmer_name 2.2% Contribution Contribution % Ahme... Kochi 2.3% Electricalsquipo Stores ₹86,908 -0.5% -11.5% Nagpur 0.1% Bhopal 5.2% **Epic Stores** ₹3,002,834 2.1% -6.8% -4.7% Expression ₹82,845 0.1% -0.2% -4.2% Mumbai 2.4% 1.5% Kanpur Hyde... Insight ₹571,430 0.4% -0.5% -1.9% Synthetic ₹916,267 0.6% -0.4% -1.0% 0.8% 4.5% Hyder... Patna 2.0% **Integration Stores** ₹1,909,611 1.3% -0.2% -0.2% Patna Relief ₹773,301 0.5% 0.1% 0.3% Electricalsara Stores ₹65,641,977 46.2% 11.9% 0.4% 0.6% Patna 0.8% Kochi Bhub... **Logic Stores** ₹3,319,243 2.3% 0.6% 0.4% Electricalslytical ₹5,537,904 3.9% 1.3% 0.5% 0.3% Luckn... 0.5% 6.3% Kanpur Chennai **Premium Stores** ₹5,899,748 0.5% 4.1% 1.4% ₹927,154 0.7% 0.2% 0.5% Zone 0.2% Surat Surat 0.1% 6.7% Path ₹1,723,307 1.2% 1.0% 1.1% Hyder... Control ₹4,182,662 2.9% 2.5% 1.2% Bhuba... 0.1% Sound ₹740,856 0.5% 0.5% 1.3% Luck... Bhuba... Novus ₹258,543 0.2% 0.2% 1.6% ₹142,224,545 Total 100.0% 100.0% 1.4%

₹142M

350K

₹2.1M

Revenue

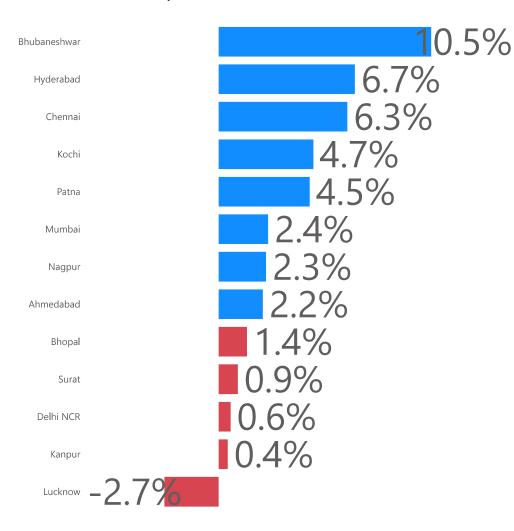
Sales Qty

Total Profit Margin



| | 2017 | 2018 | 2019 | 2020 | | |
|---|-------|--------|--------|--------|--------|--------|
| J | an 20 | Feb 20 | Mar 20 | Apr 20 | May 20 | Jun 20 |

Revenue Contribution % by Market



Revenue Trend

custmer name

Revenue



Profit Margin

Profit Margin %

| Electricalsara Stores Excel Stores Premium Stores | TCE C 14 077 | | | |
|---|--------------|--------|--------|-------|
| | ₹65,641,977 | 46.2% | 11.9% | 0.4% |
| Premium Stores | ₹7,928,385 | 5.6% | 12.5% | 3.3% |
| | ₹5,899,748 | 4.1% | 1.4% | 0.5% |
| Electricalslytical | ₹5,537,904 | 3.9% | 1.3% | 0.5% |
| Info Stores | ₹5,064,374 | 3.6% | 7.8% | 3.2% |
| Control | ₹4,182,662 | 2.9% | 2.5% | 1.2% |
| Surge Stores | ₹3,953,600 | 2.8% | 11.9% | 6.2% |
| Logic Stores | ₹3,319,243 | 2.3% | 0.6% | 0.4% |
| Acclaimed Stores | ₹3,116,384 | 2.2% | 6.1% | 4.0% |
| Nixon | ₹3,028,345 | 2.1% | 4.7% | 3.2% |
| Epic Stores | ₹3,002,834 | 2.1% | -6.8% | -4.7% |
| Forward Stores | ₹2,560,961 | 1.8% | 5.4% | 4.3% |
| Electricalsocity | ₹2,520,938 | 1.8% | 3.3% | 2.7% |
| Modular | ₹2,453,519 | 1.7% | 5.0% | 4.2% |
| Surface Stores | ₹2,420,004 | 1.7% | 3.2% | 2.7% |
| Atlas Stores | ₹2,189,613 | 1.5% | 2.1% | 2.0% |
| Total | ₹142,224,545 | 100.0% | 100.0% | 1.4% |

Revenue