

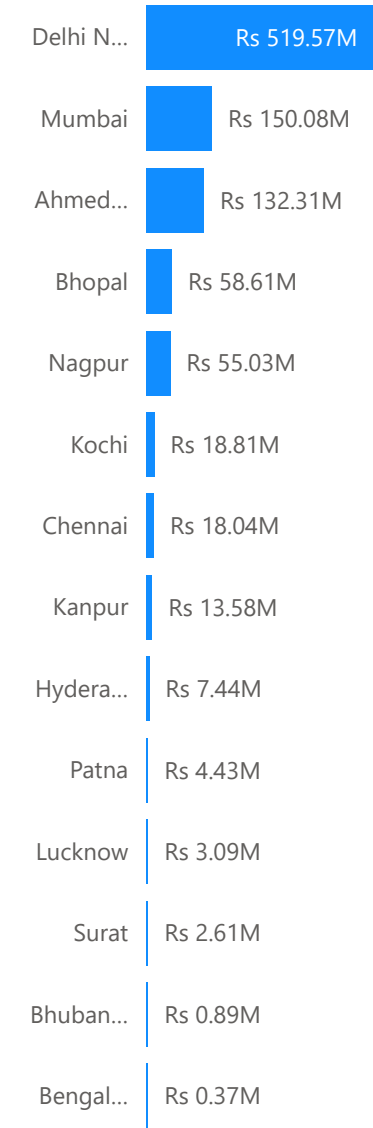
Rs 984.87M

Revenue

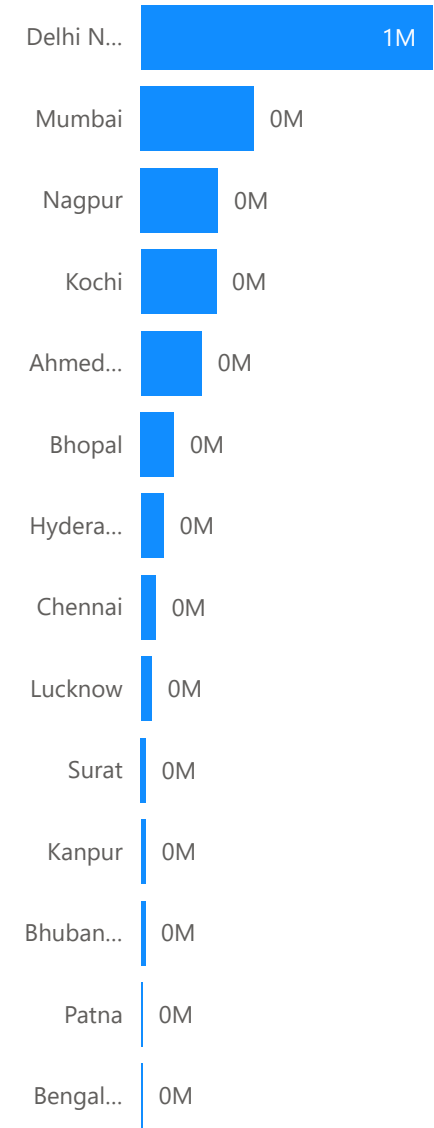
2M

Sales Qty

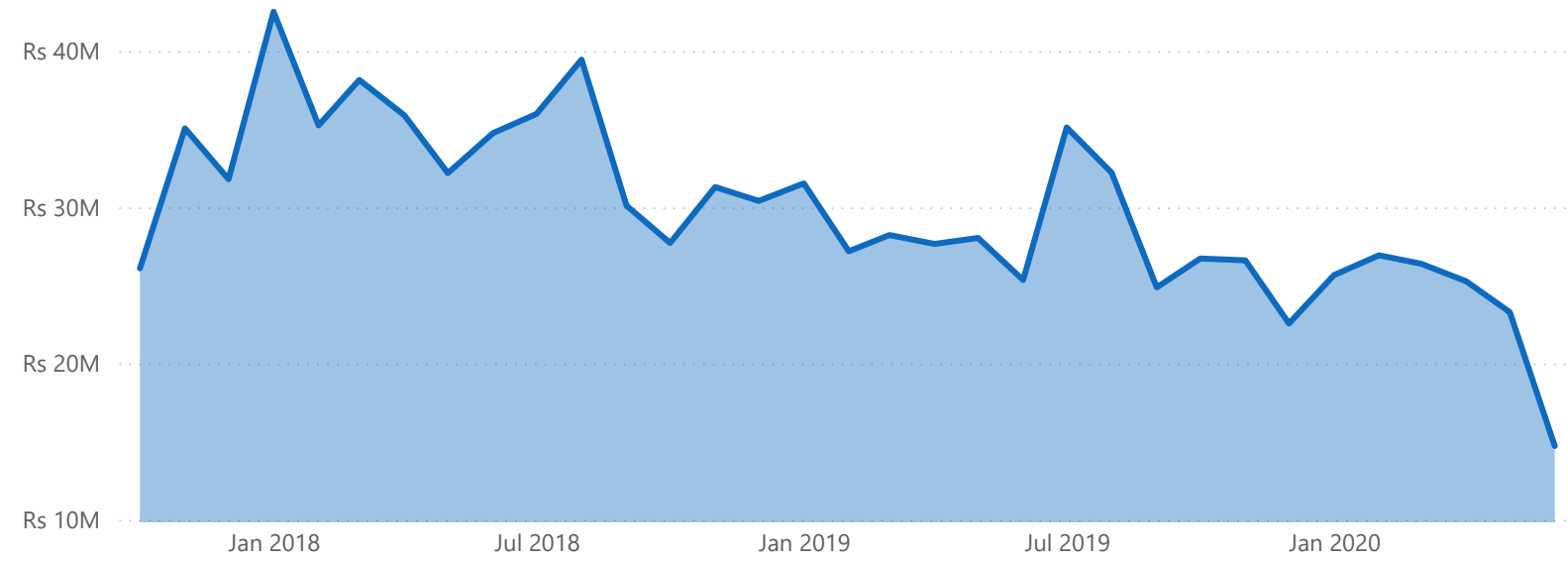
Revenue by Markets



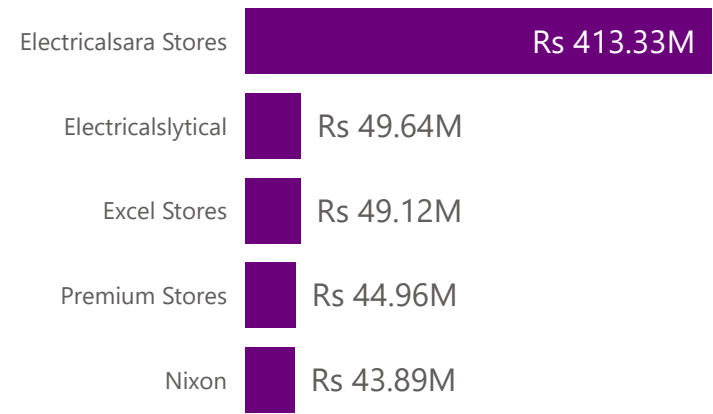
Sales Qty by Markets



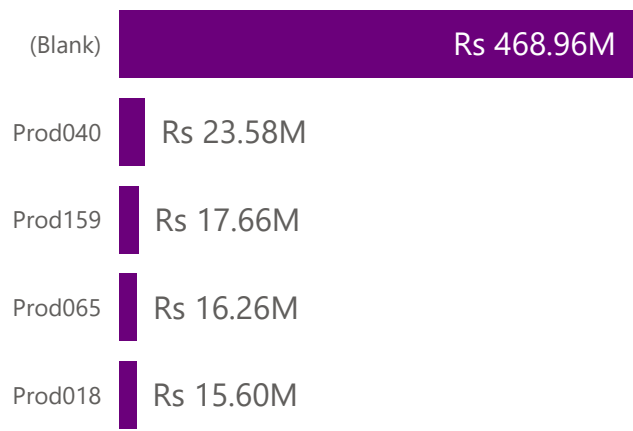
Revenue Trend



Top 5 Customers



Top 5 Products



Rs  
985M

Revenue

2M

Sales Qty

Rs  
24.7M

Total Profit Margin

2017

2018

2019

2020

Jun  
17

Jul  
17

Aug  
17

Sep  
17

Oct  
17

Nov  
17

Dec  
17

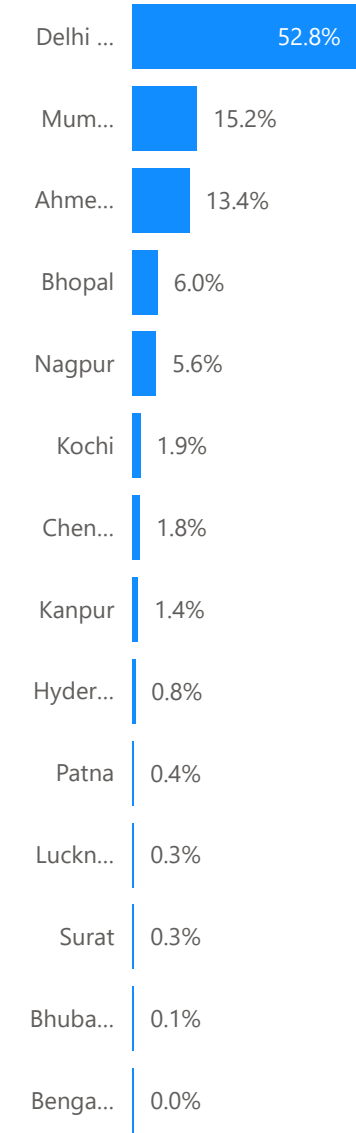
Jan  
18

Feb  
18

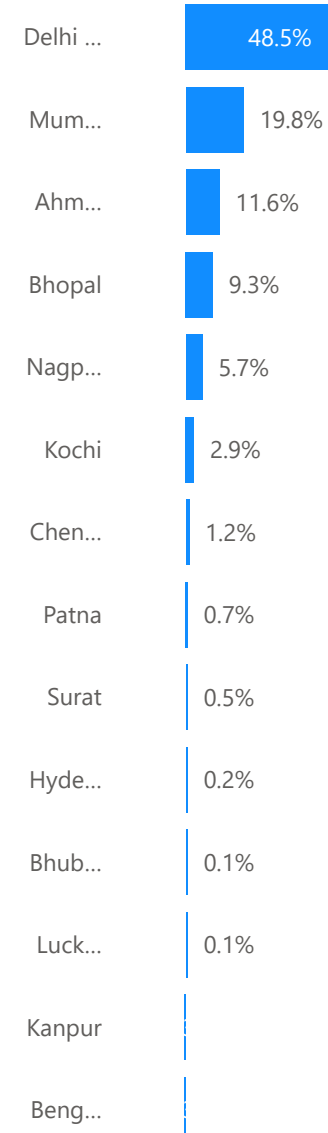
Mar  
18



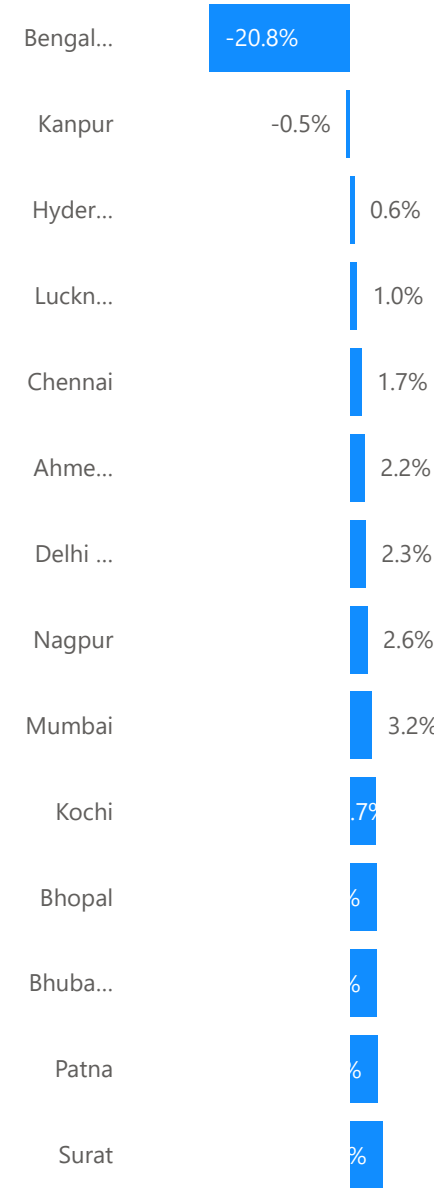
Revenue Contribution % by Market



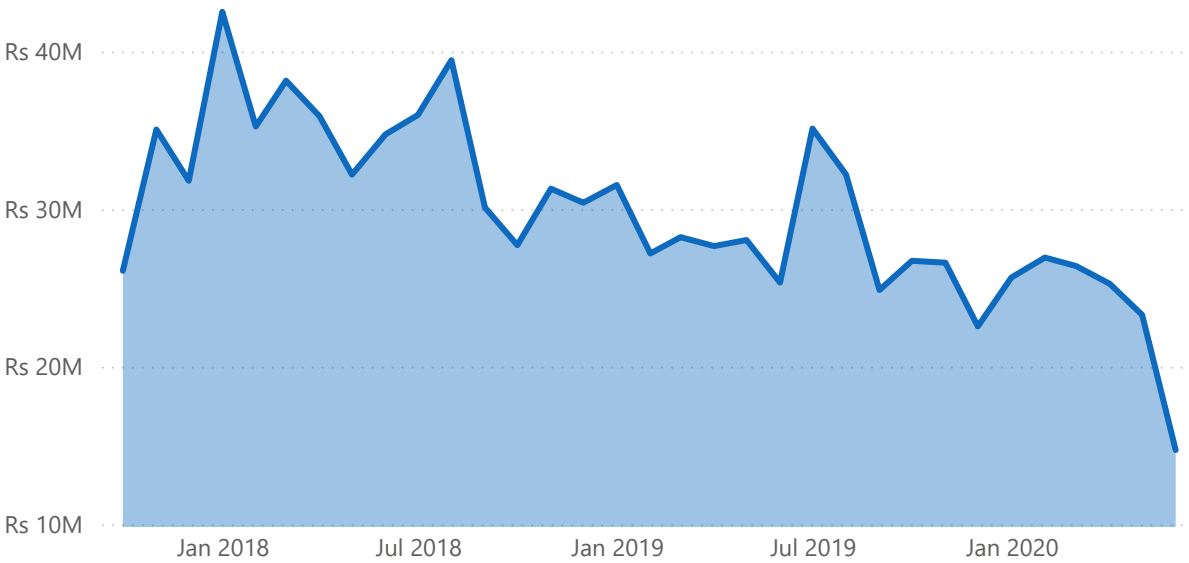
Profit Contribution % by Market



Profit % by market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalslance Stores	Rs 1,868,461.00	0.2%	-0.2%	-2.0%
Electricalsbea Stores	Rs 336,367.00	0.0%	0.0%	0.8%
Info Stores	Rs 35,100,033.00	3.6%	1.3%	0.9%
Insight	Rs 3,342,051.00	0.3%	0.1%	1.0%
Zone	Rs 5,067,349.00	0.5%	0.2%	1.2%
Excel Stores	Rs 49,115,620.00	5.0%	2.8%	1.4%
Synthetic	Rs 6,173,068.00	0.6%	0.4%	1.4%
Acclaimed Stores	Rs 21,196,727.00	2.2%	1.3%	1.5%
Sage	Rs 2,252,506.00	0.2%	0.1%	1.5%
Path	Rs 12,995,938.00	1.3%	0.9%	1.6%
Epic Stores	Rs 18,750,440.00	1.9%	1.3%	1.8%
Integration Stores	Rs 13,979,716.00	1.4%	1.0%	1.8%
Atlas Stores	Rs 16,666,713.00	1.7%	1.2%	1.8%
Unity Stores	Rs 12,589,257.00	1.3%	0.9%	1.8%
Electricalsara Stores	Rs 413,333,588.00	42.0%	37.7%	2.3%
Surge Stores	Rs 28,648,916.00	2.9%	2.7%	2.3%
Premium Stores	Rs 44,962,166.00	4.6%	4.3%	2.3%
Total	Rs 984,868,963.00	100.0%	100.0%	2.5%

Rs  
985M

Revenue

2M

Sales Qty

Rs  
24.7M

Total Profit Margin

Profit Target

2%

2017

2018

2019

2020

Jun  
17

Jul  
17

Aug  
17

Sep  
17

Oct  
17

Nov  
17

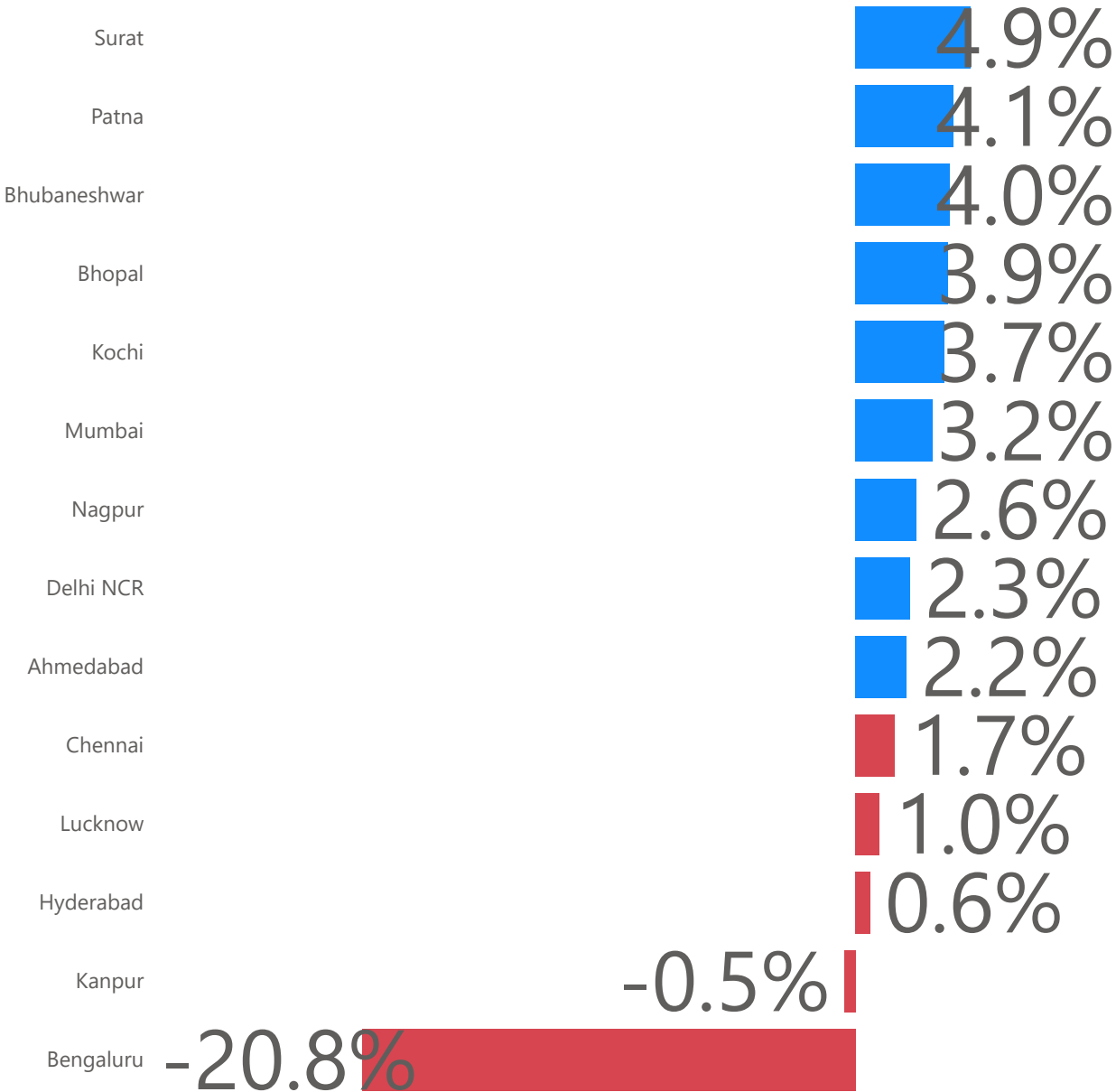
Dec  
17

Jan  
18

Feb  
18

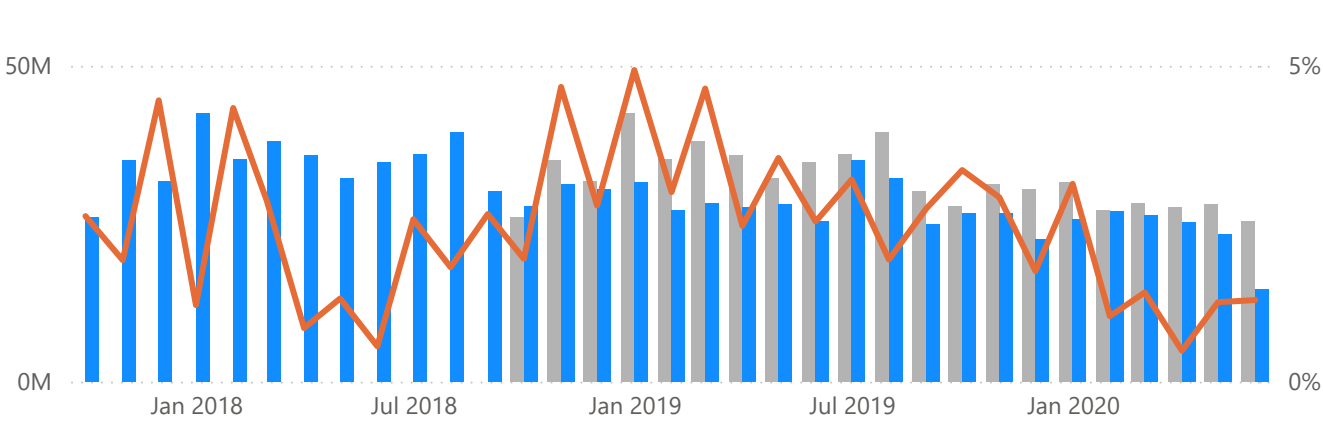
Mar  
18

Revenue Contribution % by Market



Revenue Trend

Revenue LY Revenue Profit Margin %



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	Rs 413,333,588.00	42.0%	37.7%	2.3%
Electricalslytical	Rs 49,644,189.00	5.0%	6.8%	3.4%
Excel Stores	Rs 49,115,620.00	5.0%	2.8%	1.4%
Premium Stores	Rs 44,962,166.00	4.6%	4.3%	2.3%
Nixon	Rs 43,893,083.00	4.5%	7.2%	4.1%
Info Stores	Rs 35,100,033.00	3.6%	1.3%	0.9%
Control	Rs 31,771,997.00	3.2%	3.3%	2.6%
Surge Stores	Rs 28,648,916.00	2.9%	2.7%	2.3%
Acclaimed Stores	Rs 21,196,727.00	2.2%	1.3%	1.5%
Forward Stores	Rs 21,026,079.00	2.1%	2.3%	2.7%
Epic Stores	Rs 18,750,440.00	1.9%	1.3%	1.8%
Nomad Stores	Rs 17,739,351.00	1.8%	2.1%	2.9%
Electricalsocity	Rs 17,489,935.00	1.8%	2.9%	4.1%
Modular	Rs 17,379,851.00	1.8%	1.8%	2.6%
Atlas Stores	Rs 16,666,713.00	1.7%	1.2%	1.8%
Leader	Rs 16,529,970.00	1.7%	5.1%	7.5%
Surface Stores	Rs 15,242,562.00	1.5%	2.0%	3.2%
Total	Rs 984,868,963.00	100.0%	100.0%	2.5%