

₹336M

Revenue

847K

Sales Qty

2017

2019

2018

2020

Jan 19

Mar 19

May 19

Jul 19

Sep 19

Nov 19

Feb 19

Apr 19

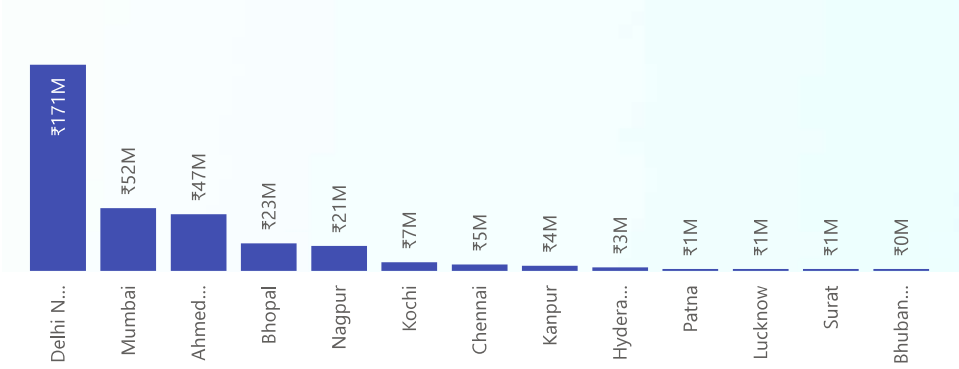
Jun 19

Aug 19

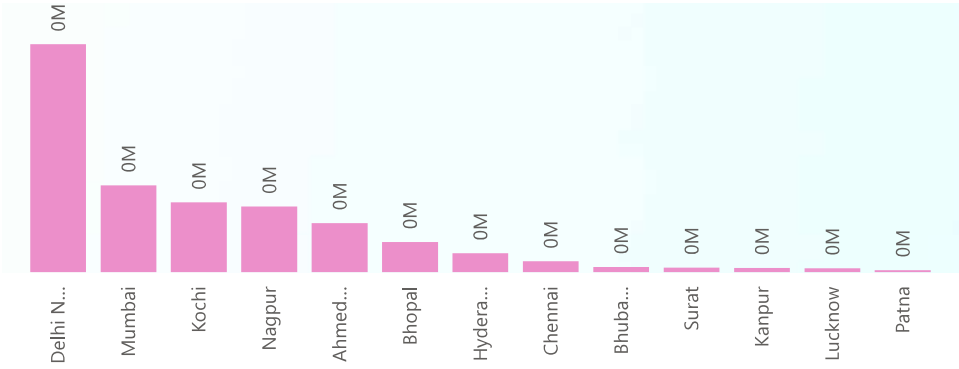
Oct 19

Dec 19

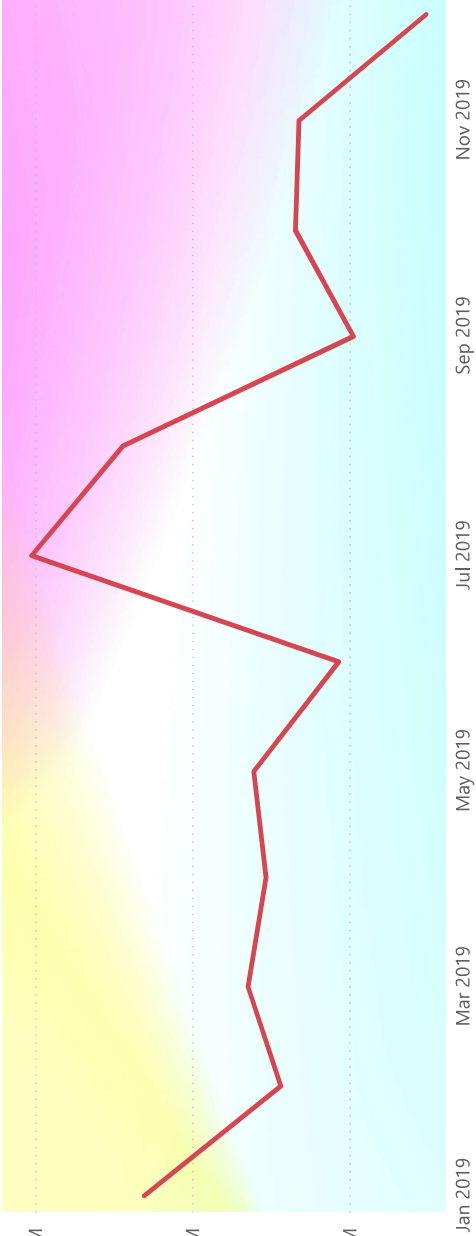
Revenue by Markets



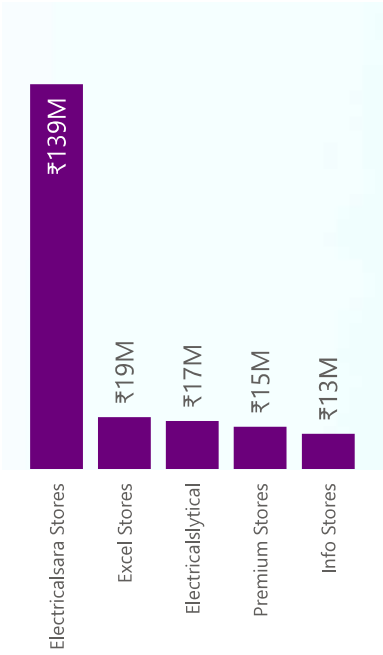
Sales Qty by Markets



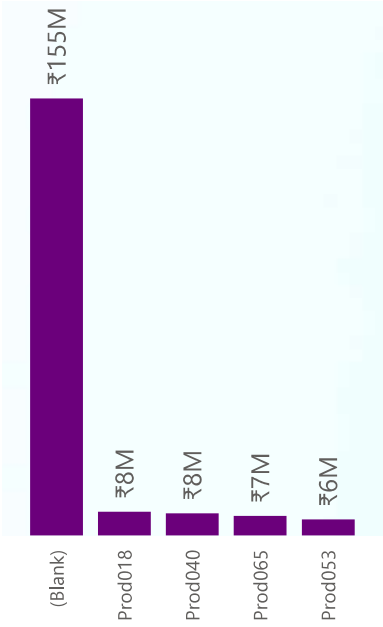
Revenue Trend



Top 5 Customers



Top 5 Products



₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

2017

2019

Jan 20

Mar 20

May 20

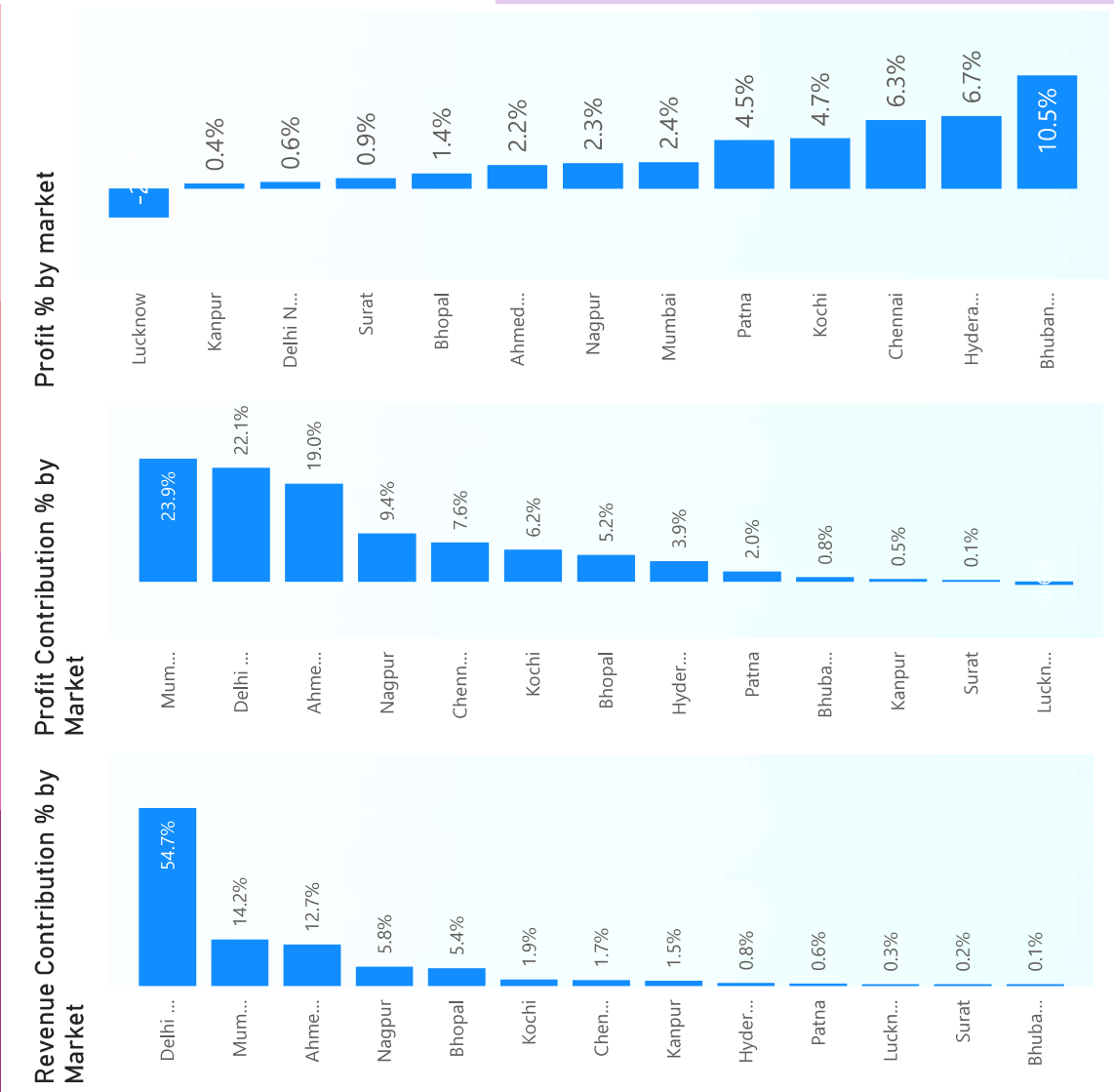
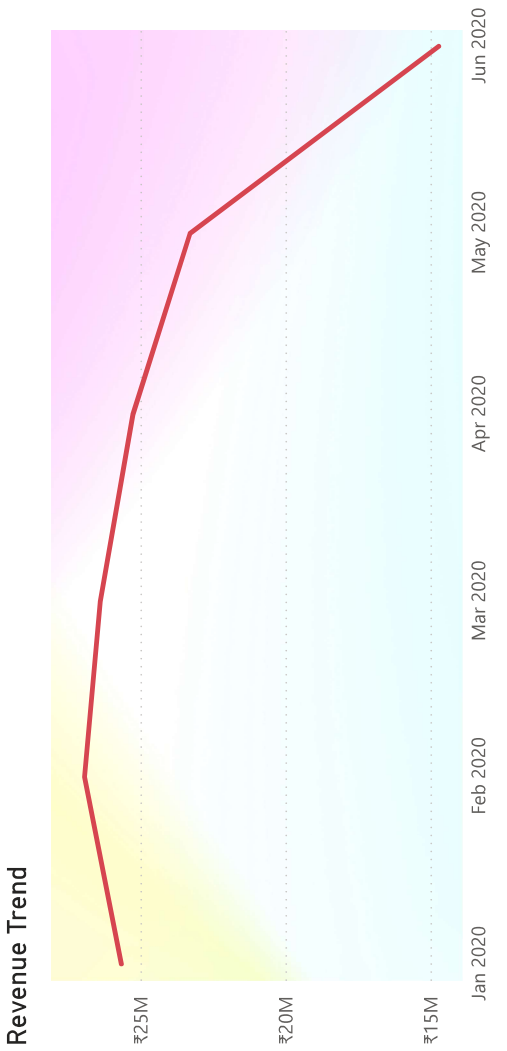
2018

2020

Feb 20

Apr 20

Jun 20



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	₹31,16,384	2.2%	2.2%	6.1%
All-Out	₹7,13,953	0.5%	0.5%	1.6%
Atlas Stores	₹21,89,613	1.5%	1.5%	2.1%
Control	₹41,82,662	2.9%	2.9%	2.5%
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Electricalsbea Stores	₹50,940	0.0%	0.4%	15.6%
Electricalslance Stores	₹1,42,742	0.1%	0.2%	3.5%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Electricalsociety	₹25,20,938	1.8%	3.3%	2.7%
Electricalsopedia Stores	₹9,95,764	0.7%	2.9%	5.9%
Electricalsquipo Stores	₹86,908	0.1%	-0.5%	-11.5%
Elite	₹12,47,785	0.9%	3.2%	5.3%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Excel Stores	₹79,28,385	5.6%	12.5%	3.3%
Expression	₹82,845	0.1%	-0.2%	-4.2%
Flawless Stores	₹11,26,976	0.8%	1.8%	3.3%
Total	₹14,22,24,545	100.0%	100.0%	1.4%

Revenue

₹142M

Sales Qty

350K

Total Profit Margin

₹2.1M

Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

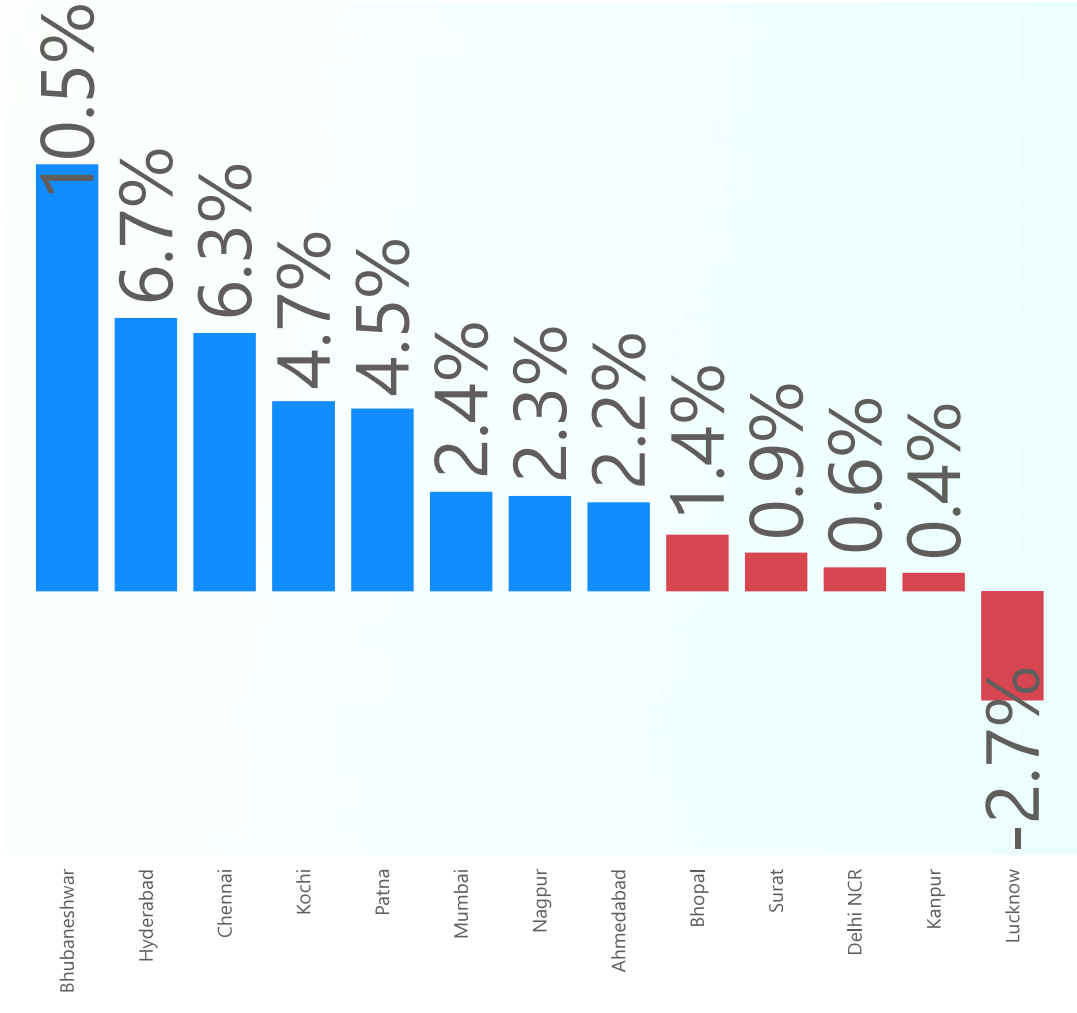
Mar 20

Apr 20

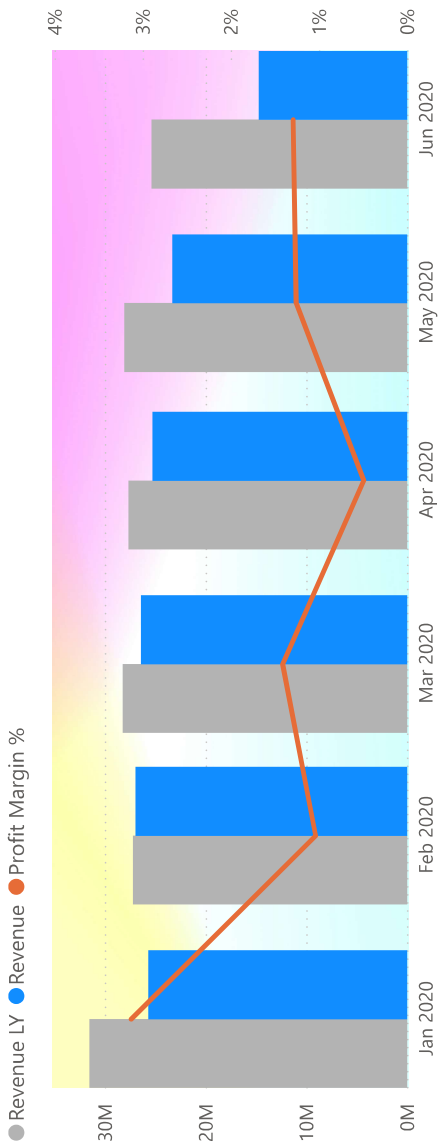
May 20

Jun 20

Revenue Contribution % by Market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Excel Stores	₹79,28,385	5.6%	12.5%	3.3%
Premium Stores	₹58,99,748	4.1%	1.4%	0.5%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Info Stores	₹50,64,374	3.6%	7.8%	3.2%
Control	₹41,82,662	2.9%	2.5%	1.2%
Surge Stores	₹39,53,600	2.8%	11.9%	6.2%
Logic Stores	₹33,19,243	2.3%	0.6%	0.4%
Acclaimed Stores	₹31,16,384	2.2%	6.1%	4.0%
Nixon	₹30,28,345	2.1%	4.7%	3.2%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Forward Stores	₹25,60,961	1.8%	5.4%	4.3%
Electricalsociety	₹25,20,938	1.8%	3.3%	2.7%
Modular	₹24,53,519	1.7%	5.0%	4.2%
Surface Stores	₹24,20,004	1.7%	3.2%	2.7%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Total	₹14,22,24,545	100.0%	100.0%	1.4%