

984.81M

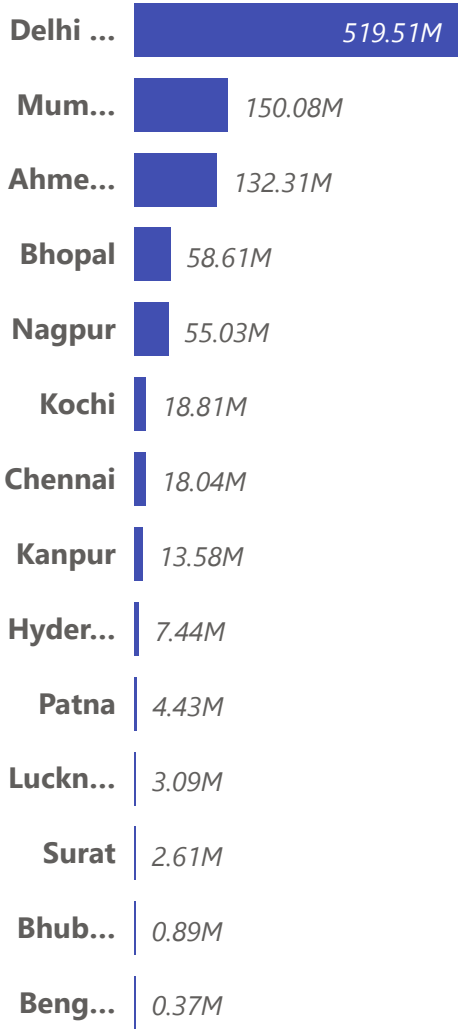
Revenue

2M

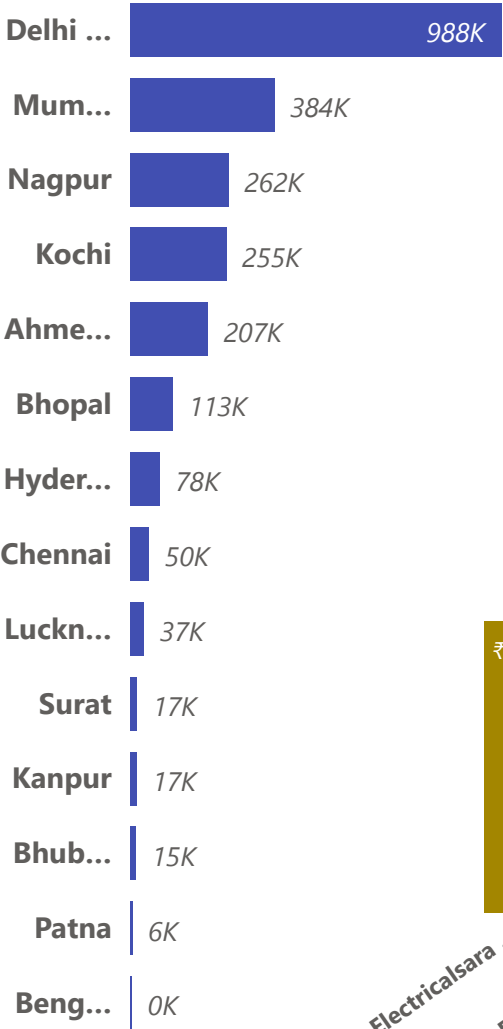
Sales Qty

2017	2018	2019	2020
April	August	December	February
January	July	June	March
May			

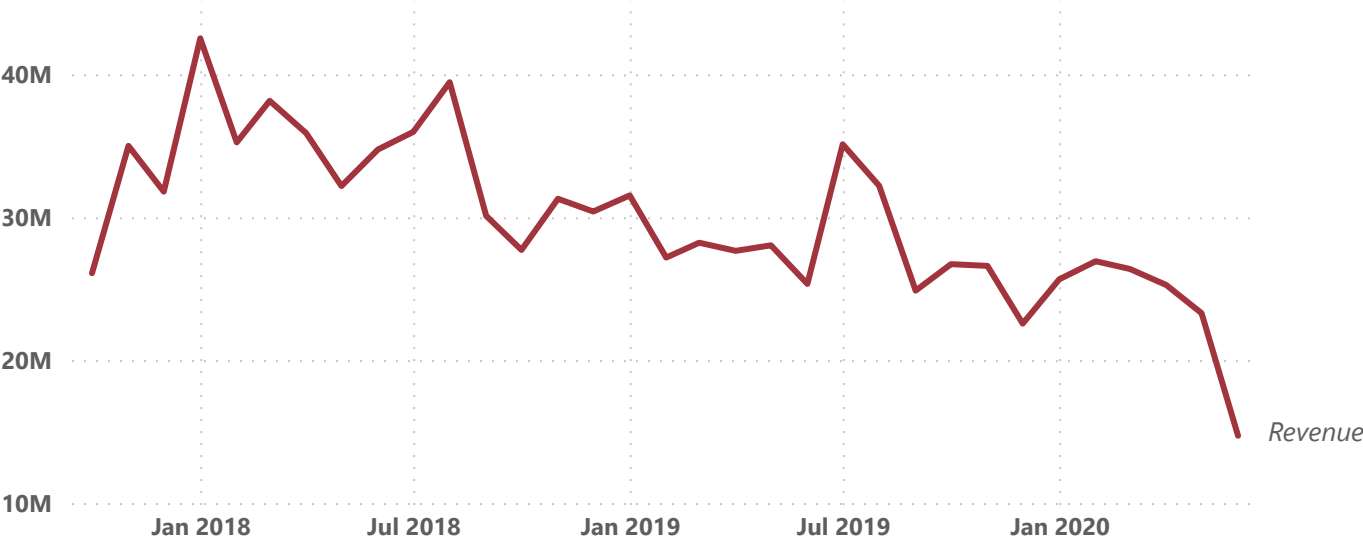
Revenue by Market



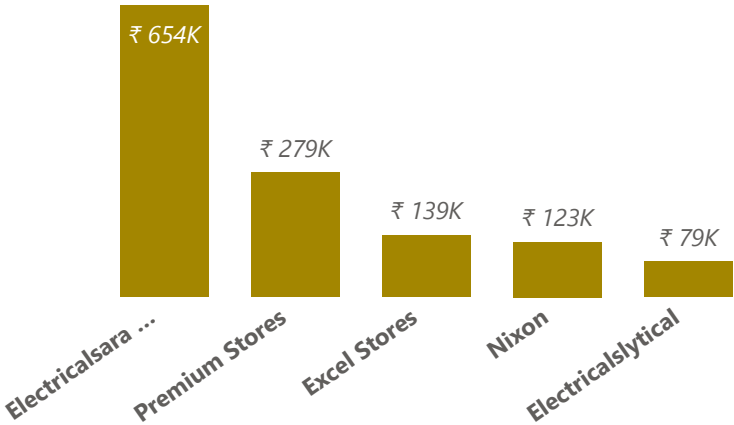
Sales Qty by Market



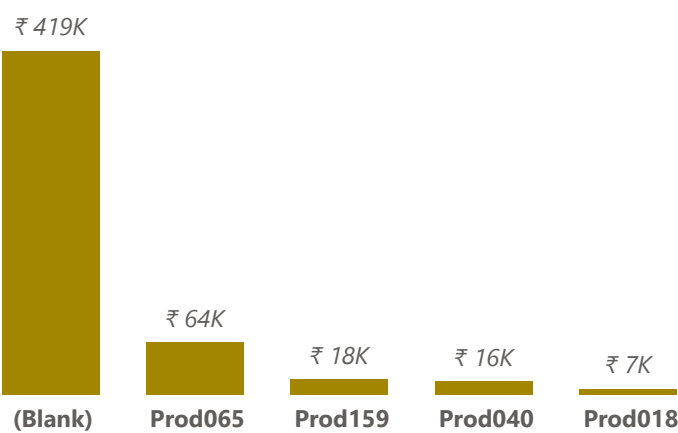
Revenue Trend



Top 5 Customers



Top 5 Customers



984.81M

Revenue

2M

Sales Qty

₹ 24.7M

Total profit Margin

2017

2018

2019

2020

April

August

December

February

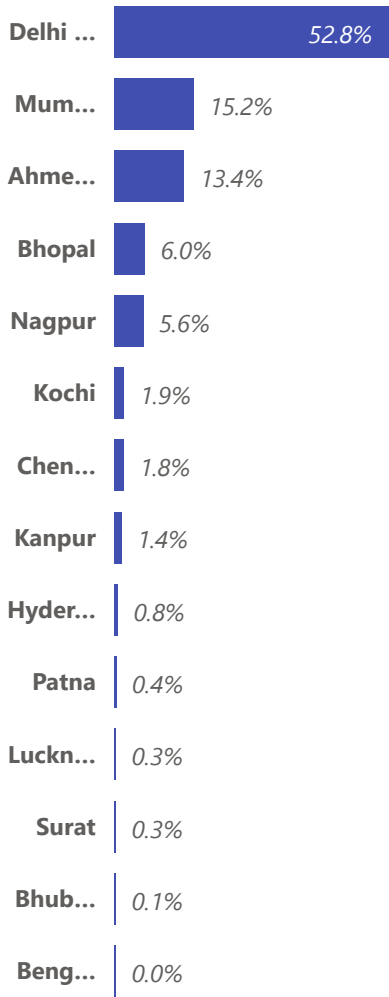
January

July

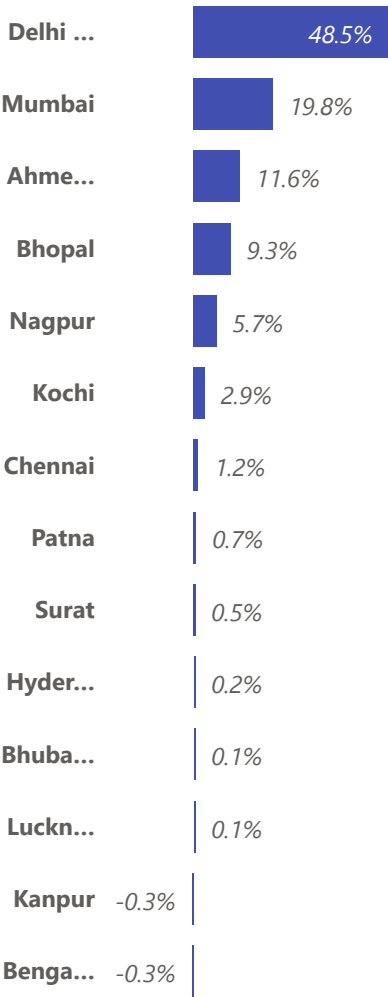
June

Revenue Trend

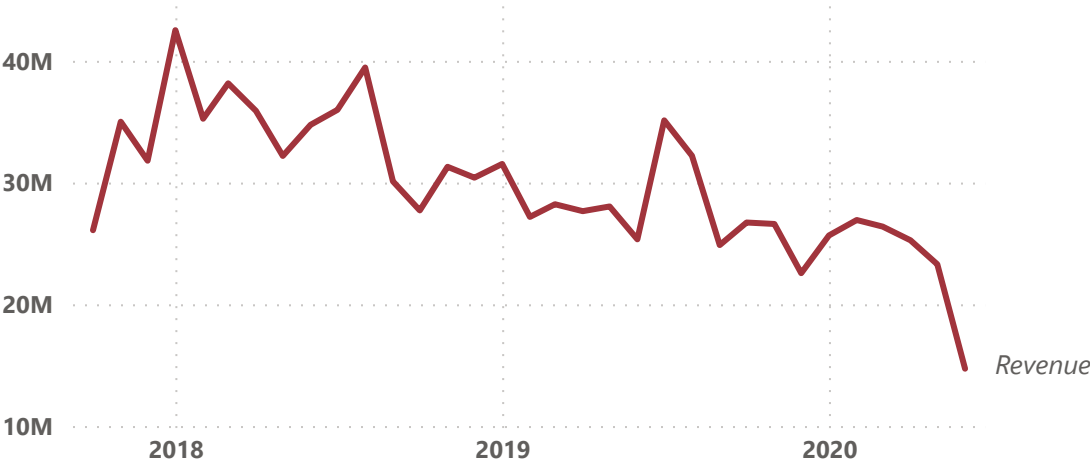
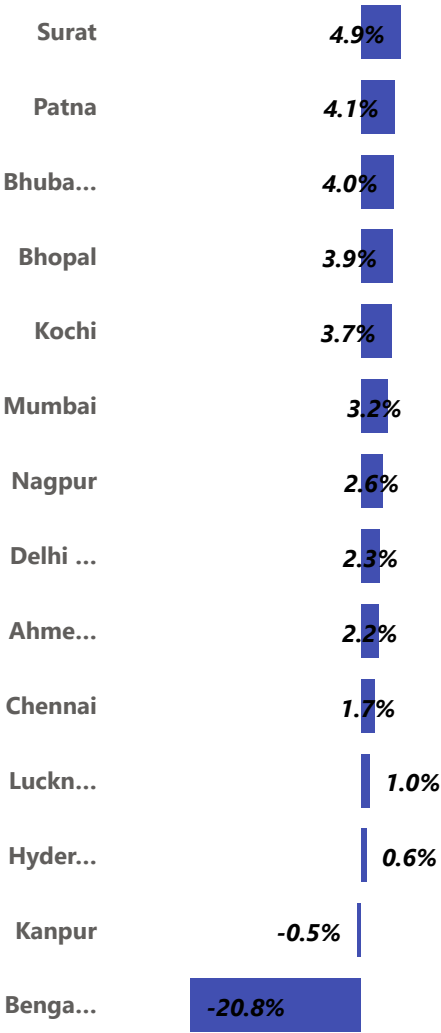
Revenue Contribution % by Market



Profit Contribution % by Market



Profit % by Market



custmer_name	Sum of sales_qty	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹ 653,823	42.0%	37.7%	2.25%
Premium Stores	₹ 279,093	4.6%	4.3%	2.35%
Surge Stores	₹ 176,201	2.9%	2.7%	2.29%
Excel Stores	₹ 138,520	5.0%	2.8%	1.38%
Surface Stores	₹ 133,919	1.5%	2.0%	3.22%
Nixon	₹ 123,356	4.5%	7.2%	4.07%
Epic Stores	₹ 83,857	1.9%	1.3%	1.76%
Electricalslytical	₹ 79,456	5.0%	6.8%	3.40%
Electricalsopedia Stores	₹ 76,608	1.0%	1.3%	3.21%
Info Stores	₹ 73,808	3.6%	1.3%	0.90%
Modular	₹ 65,254	1.8%	1.8%	2.60%
Control	₹ 48,767	3.2%	3.3%	2.60%
Total	₹ 2,429,282	100.0%	100.0%	2.50%

984.81M

Revenue

2M

Sales Qty

₹ 24.7M

Total profit Margin

Profit Target

-3%



2017

2018

2019

2020

April

December

January

June

May

August

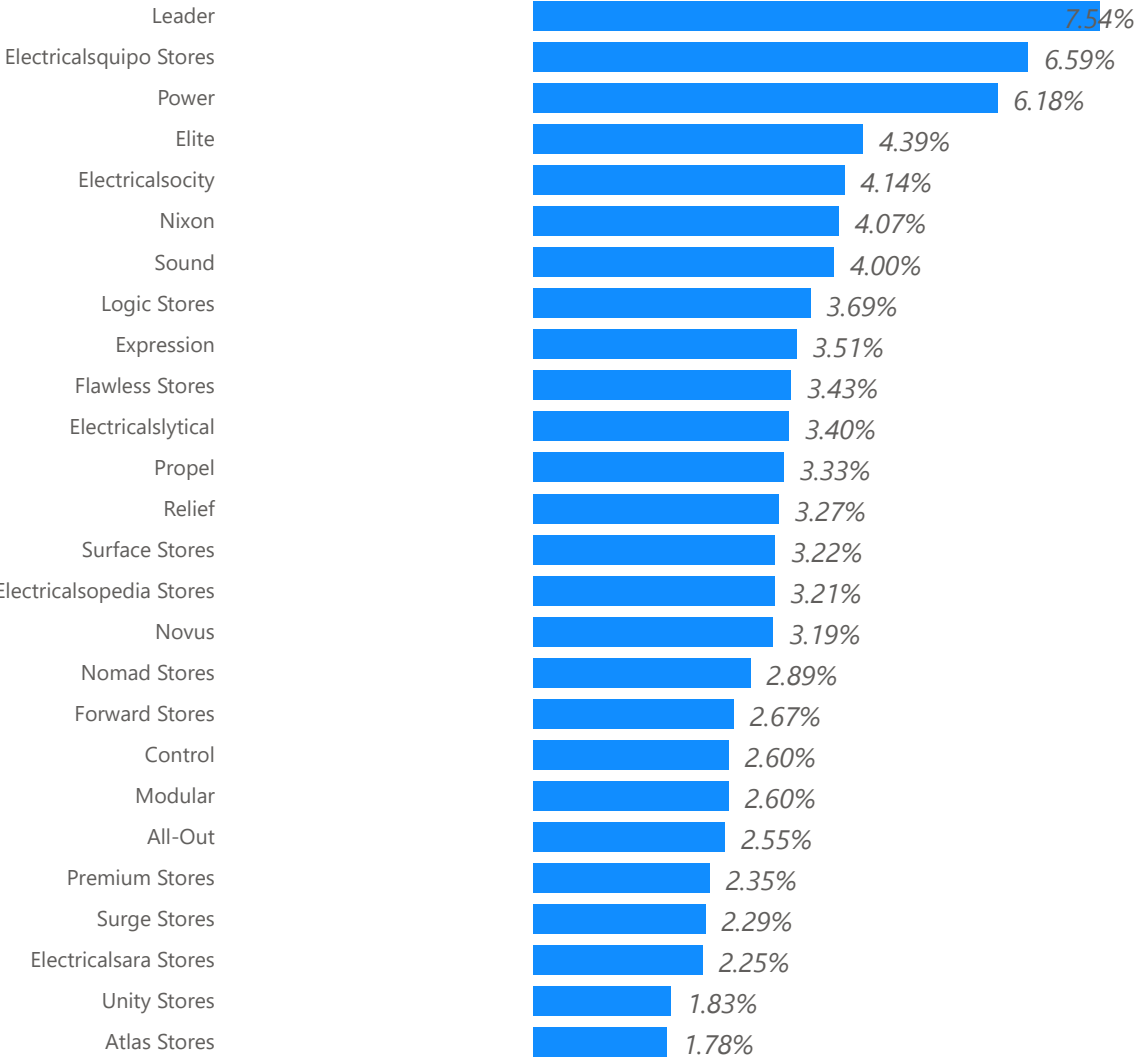
February

July

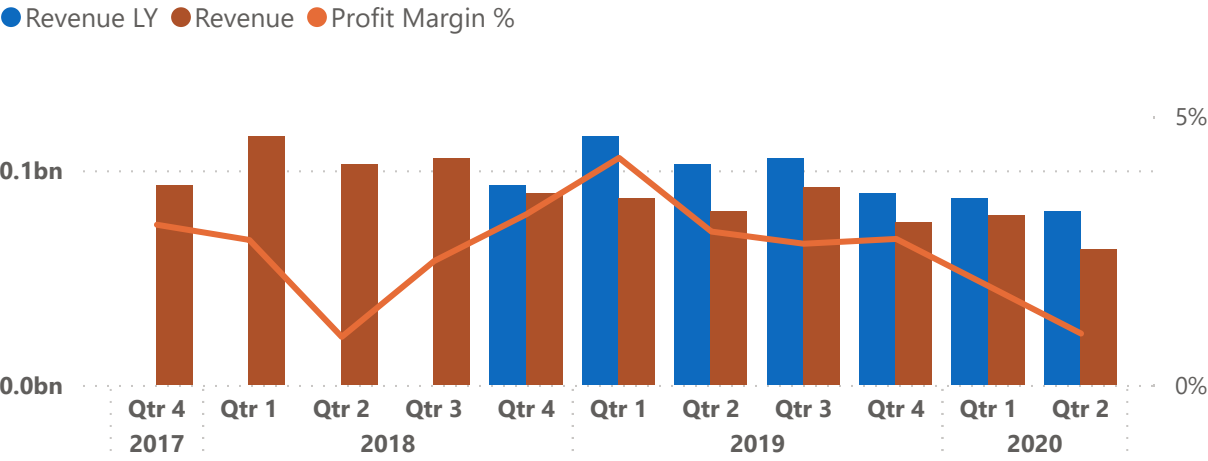
March

November

Revenue Contribution % by Market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Acclaimed Stores	21,196,727.00	2.2%	1.3%	1.51%
All-Out	6,068,432.00	0.6%	0.6%	2.55%
Atlas Stores	16,666,713.00	1.7%	1.2%	1.78%
Control	31,771,997.00	3.2%	3.3%	2.60%
Electricalsara Stores	413,333,588.00	42.0%	37.7%	2.25%
Electricalsbea Stores	336,367.00	0.0%	0.0%	0.82%
Electricalslance Stores	1,868,461.00	0.2%	-0.2%	-2.01%
Electricalslytical	49,644,189.00	5.0%	6.8%	3.40%
Electricalsocity	17,489,935.00	1.8%	2.9%	4.14%
Electricalsopedia Stores	10,281,203.00	1.0%	1.3%	3.21%
Electricalsquipo Stores	1,330,361.00	0.1%	0.4%	6.59%
Elite	4,837,239.00	0.5%	0.9%	4.39%
Total	984,813,463.00	100.0%	100.0%	2.50%