

₹984.87M

Revenue

2M

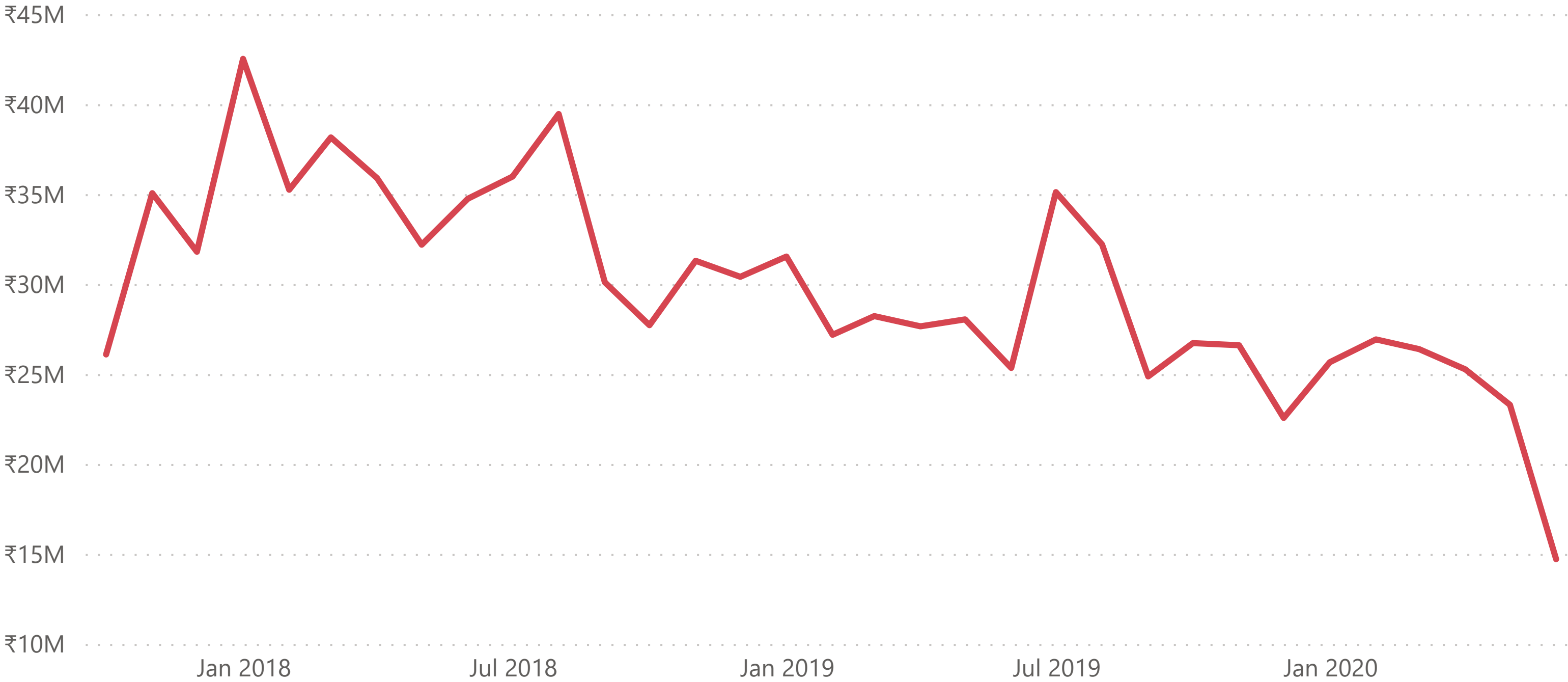
Sales Qty

2017	2018	2019	2020
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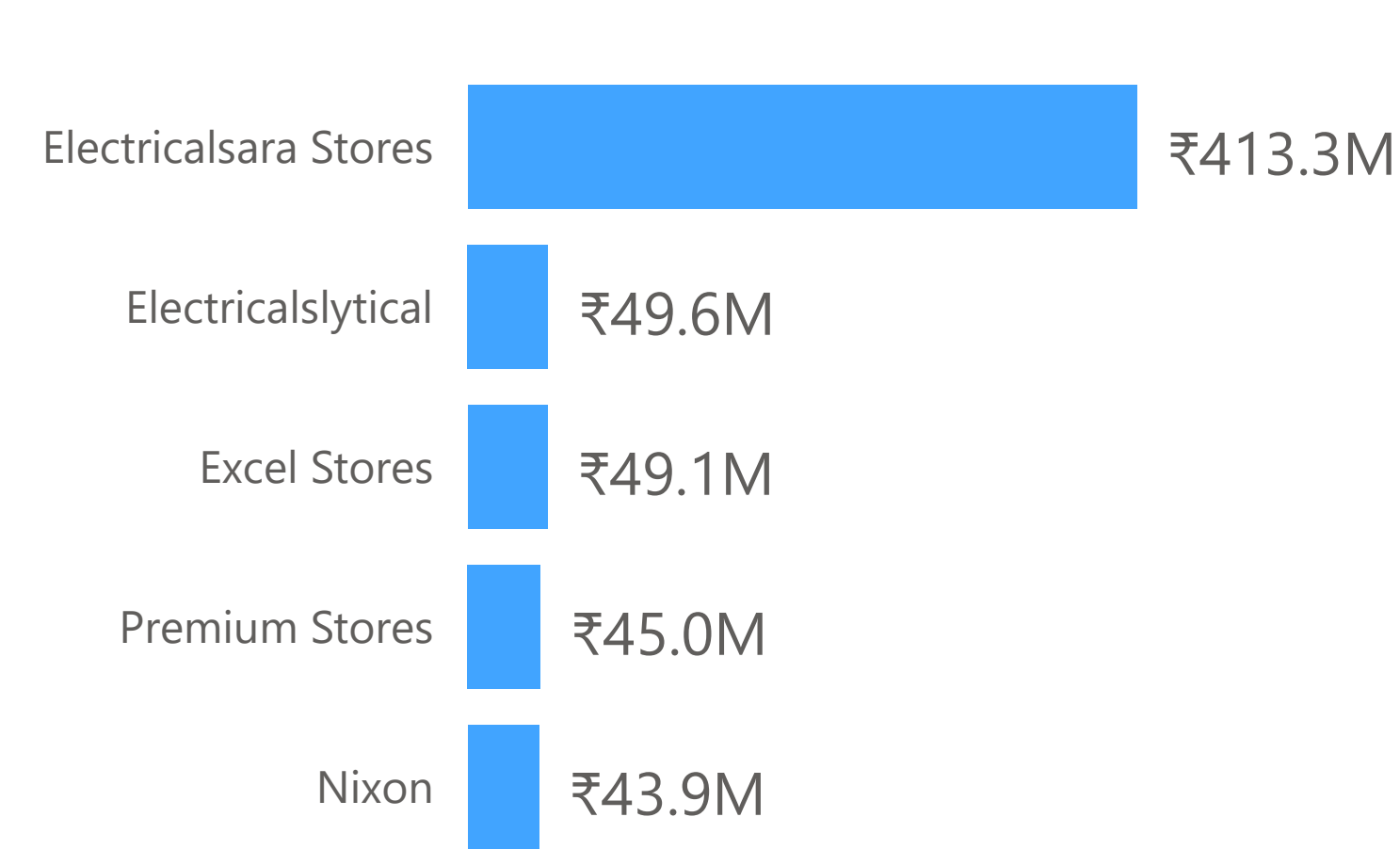
Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18
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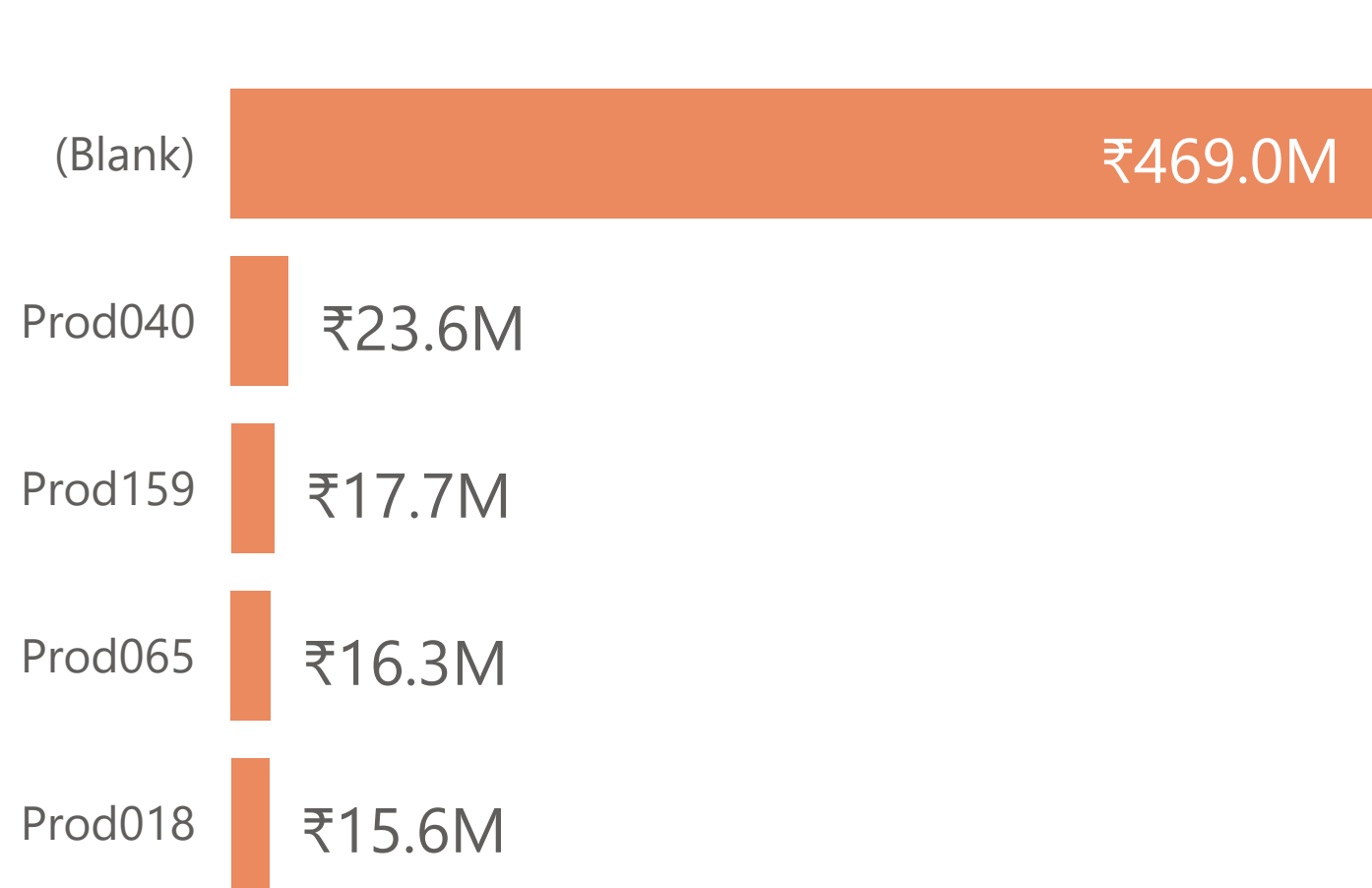
Revenue Trend



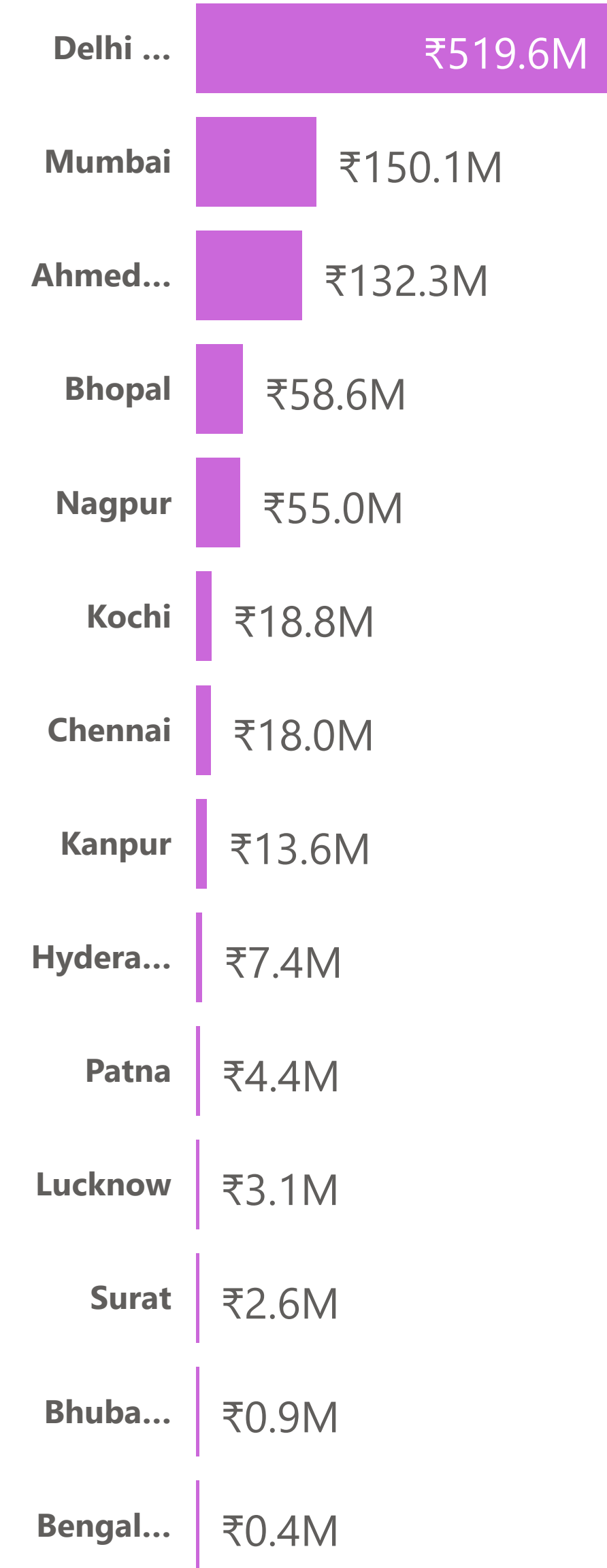
Top 5 Customers



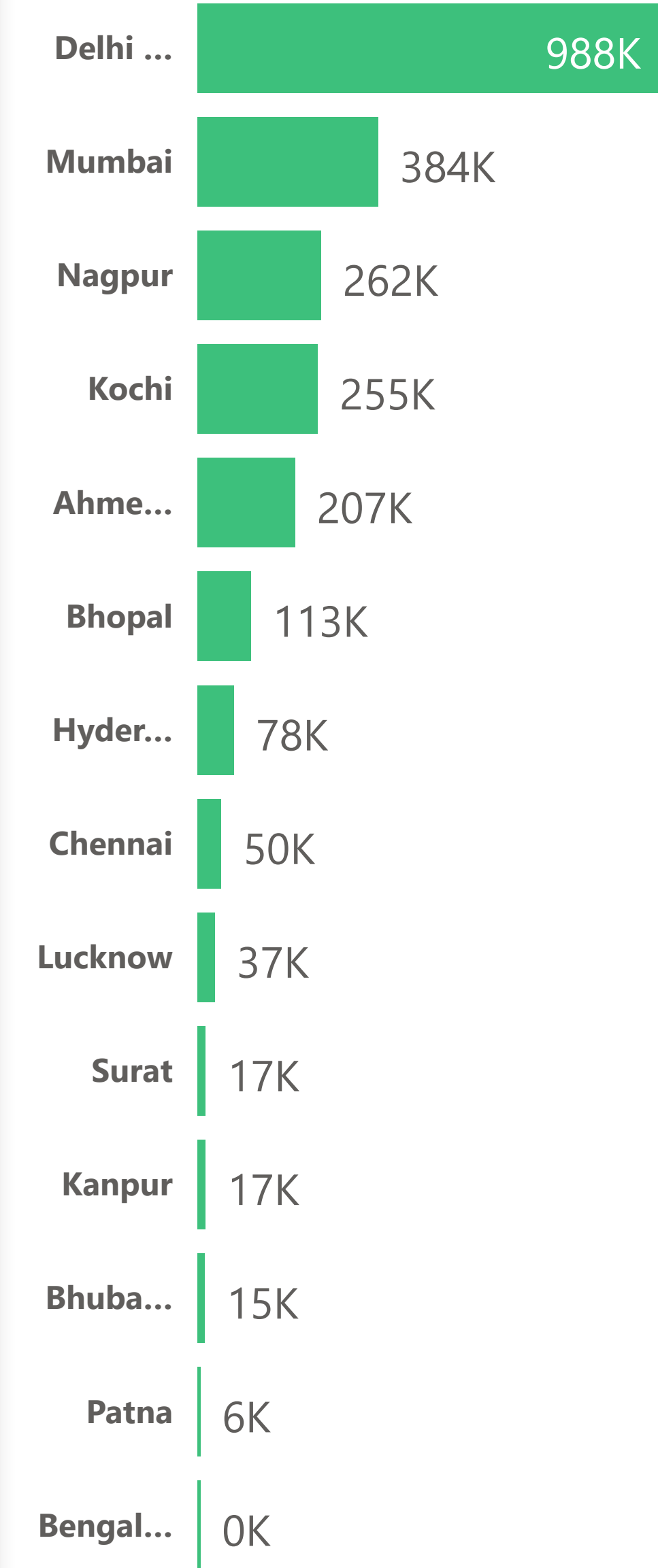
Top 5 Products



Revenue by Markets



Sales Qty by Markets



₹985M

Revenue

2M

Sales Qty

₹24.7M

Total Profit Margin

2017

2018

2019

2020

Jun
17

Jul
17

Aug
17

Sep
17

Oct
17

Nov
17

Dec
17

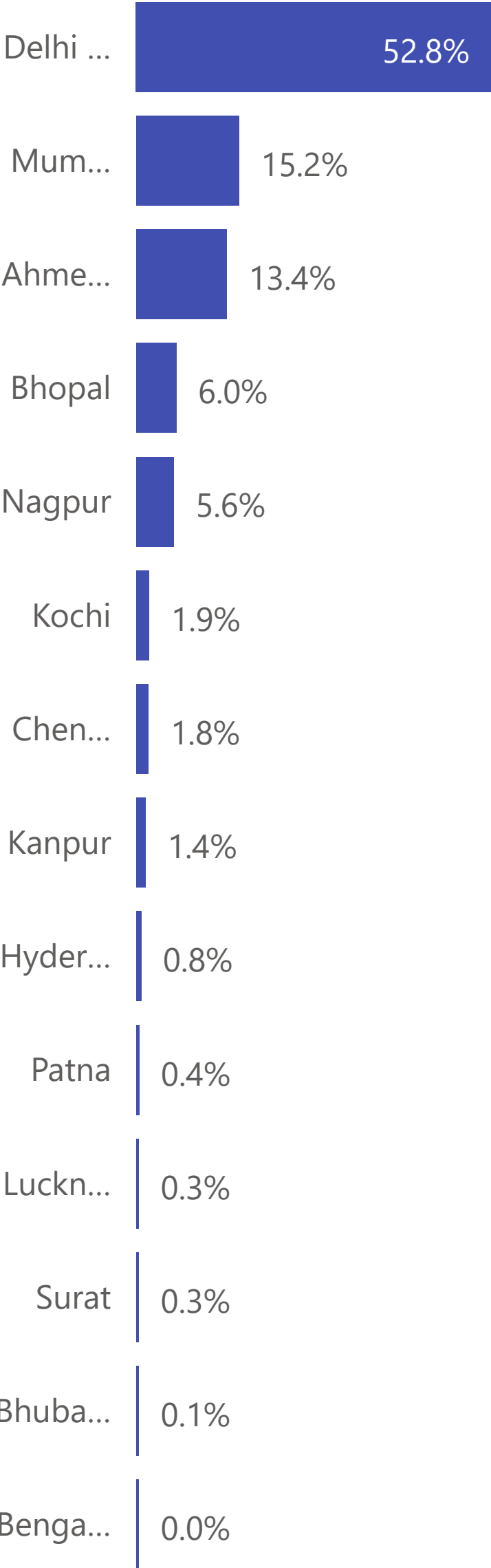
Jan
18

Feb
18

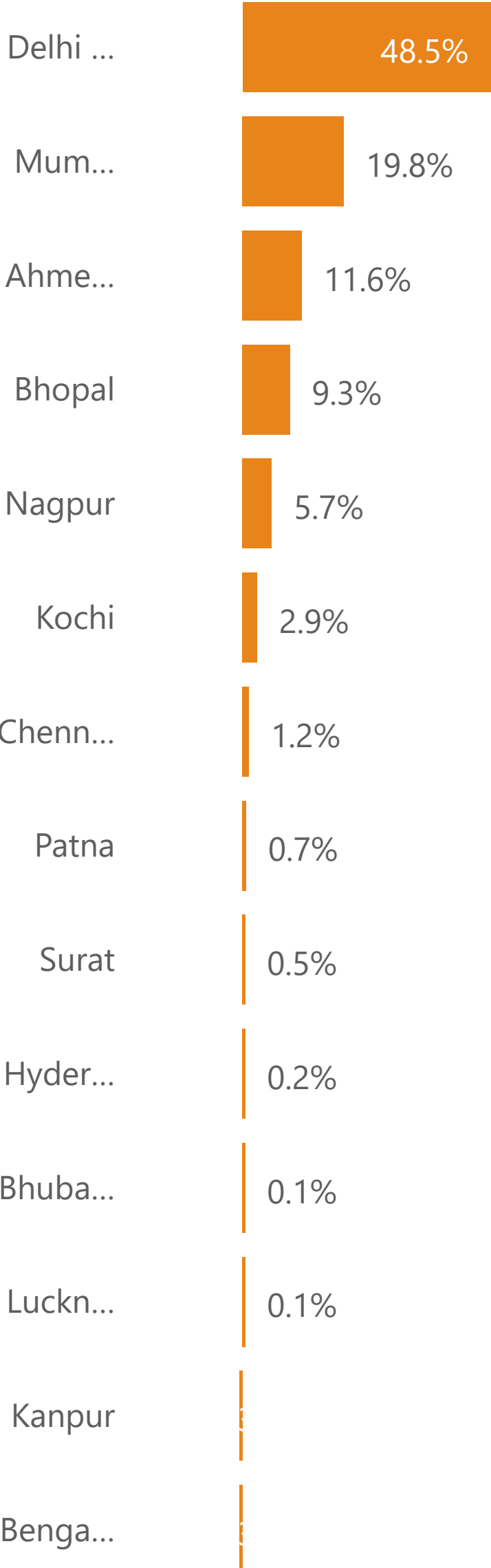
Mar
18



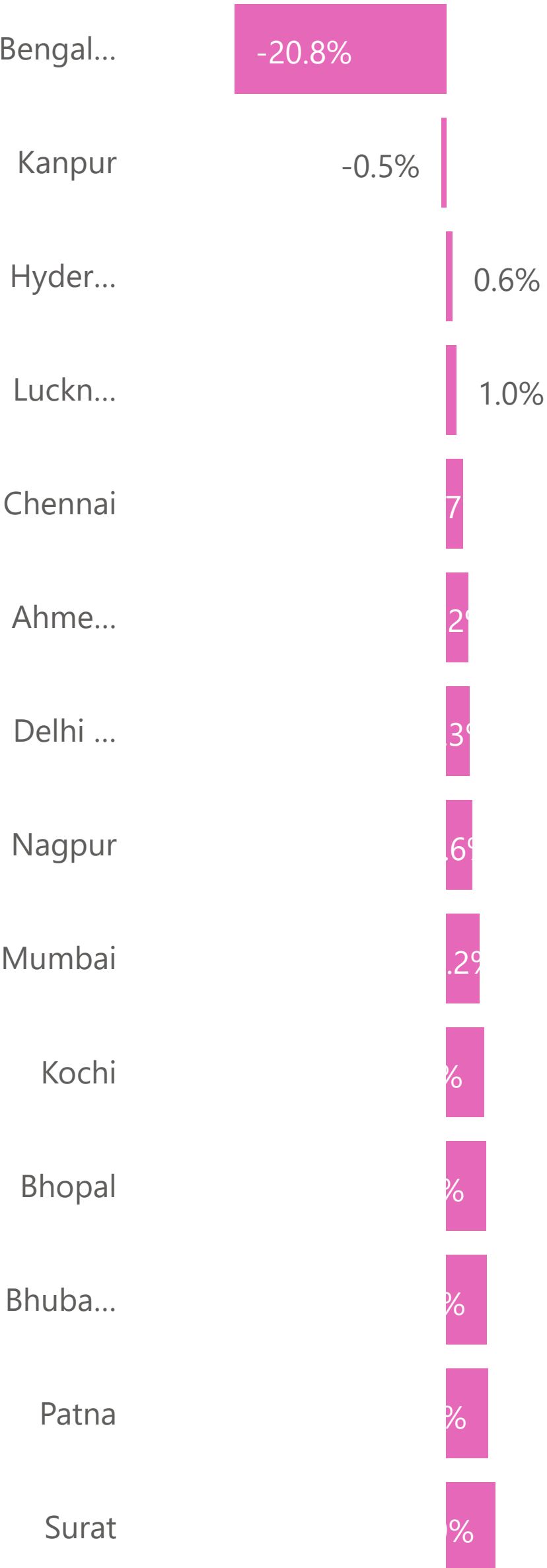
Revenue Contribution % by Market



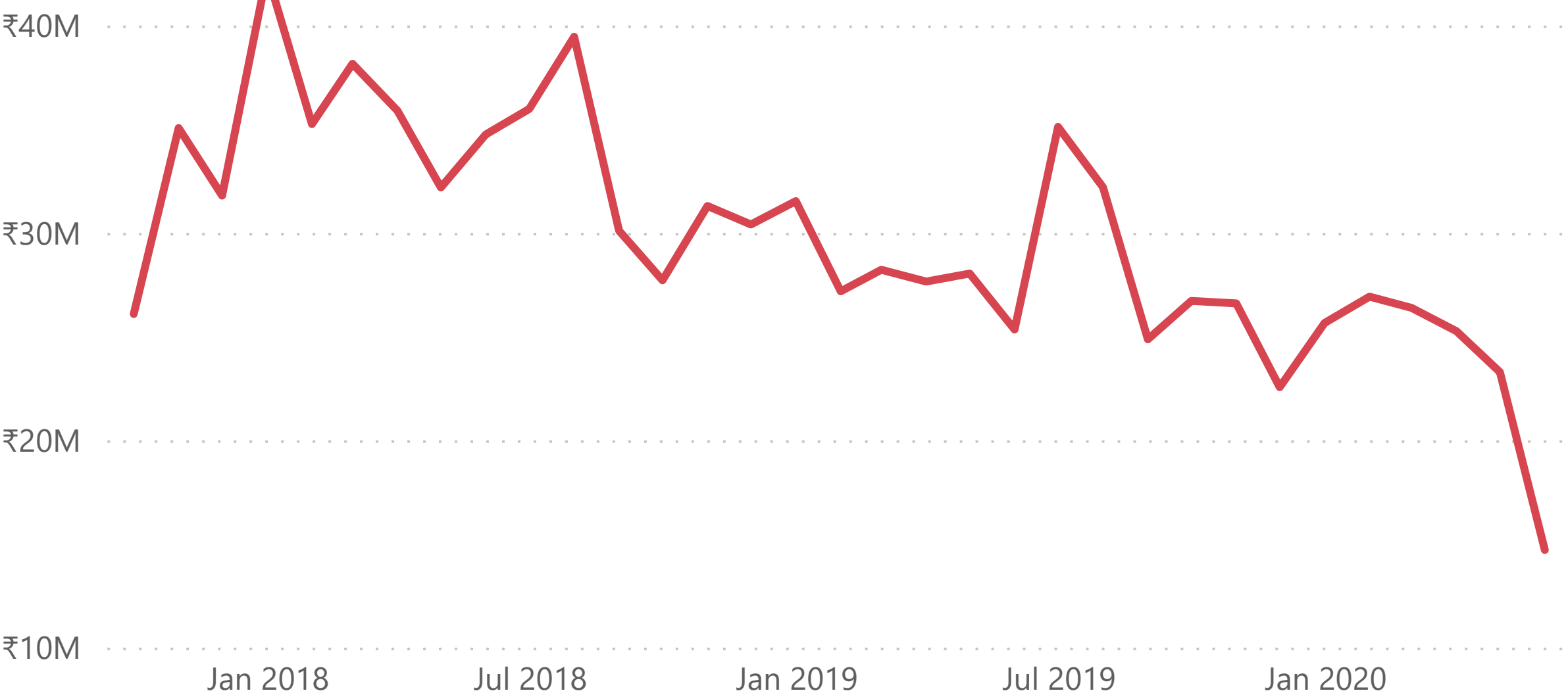
Profit Contribution % by Market



Profit % by market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹413,333,588.0	42.0%	37.7%	2.3%
Nixon	₹43,893,083.0	4.5%	7.2%	4.1%
Electricalslytical	₹49,644,189.0	5.0%	6.8%	3.4%
Leader	₹16,529,970.0	1.7%	5.1%	7.5%
Premium Stores	₹44,962,166.0	4.6%	4.3%	2.3%
Control	₹31,771,997.0	3.2%	3.3%	2.6%
Electricalsocity	₹17,489,935.0	1.8%	2.9%	4.1%
Excel Stores	₹49,115,620.0	5.0%	2.8%	1.4%
Surge Stores	₹28,648,916.0	2.9%	2.7%	2.3%
Forward Stores	₹21,026,079.0	2.1%	2.3%	2.7%
Nomad Stores	₹17,739,351.0	1.8%	2.1%	2.9%
Surface Stores	₹15,242,562.0	1.5%	2.0%	3.2%
Logic Stores	₹13,201,366.0	1.3%	2.0%	3.7%
Modular	₹17,379,851.0	1.8%	1.8%	2.6%
Power	₹5,727,123.0	0.6%	1.4%	6.2%
Electricalsopedia Stores	₹10,281,203.0	1.0%	1.3%	3.2%
Total	₹984,868,963.0	100.0%	100.0%	2.5%

₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Target

-2%



2017

2018

2019

2020

Jan 20

Feb 20

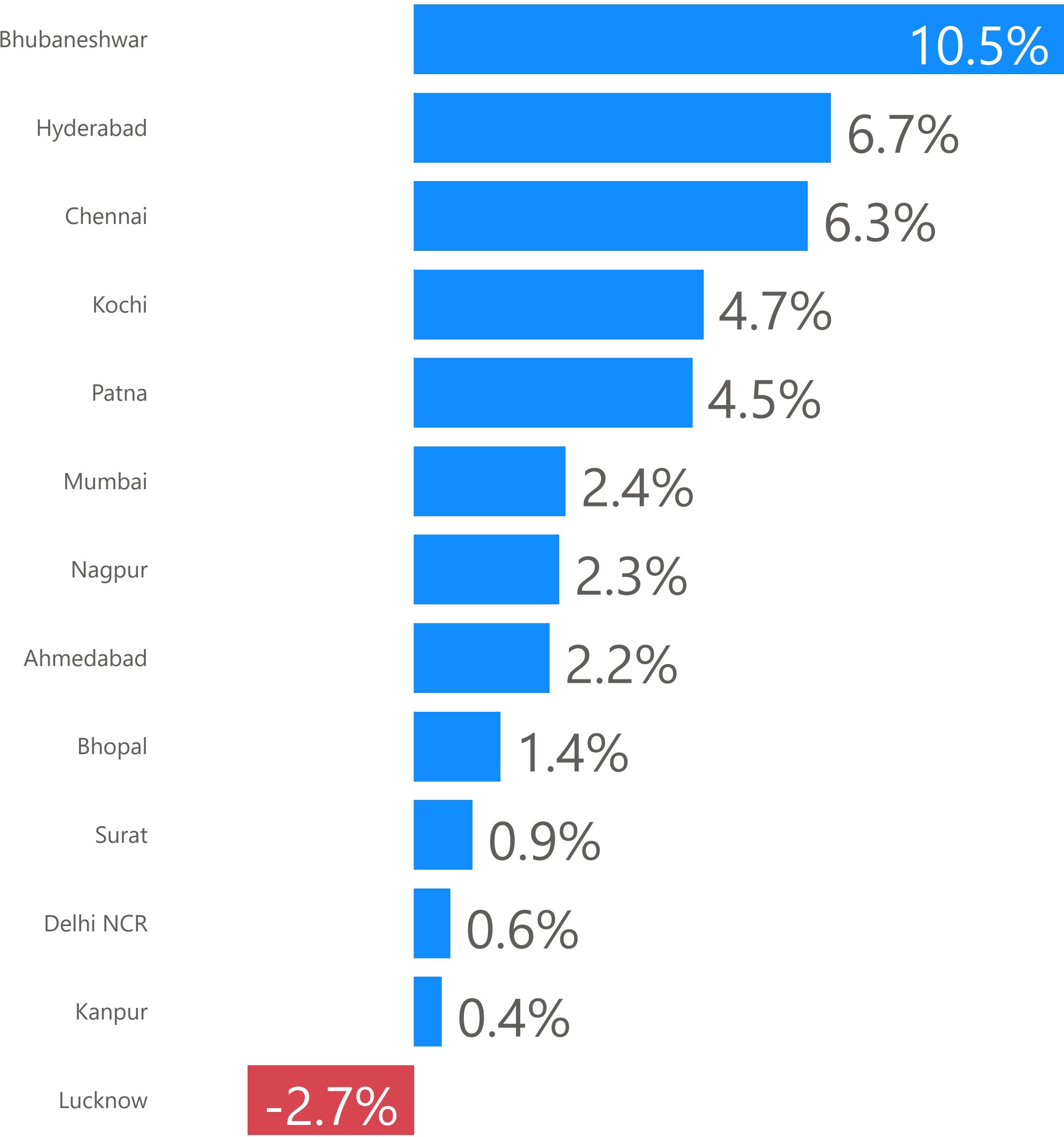
Mar 20

Apr 20

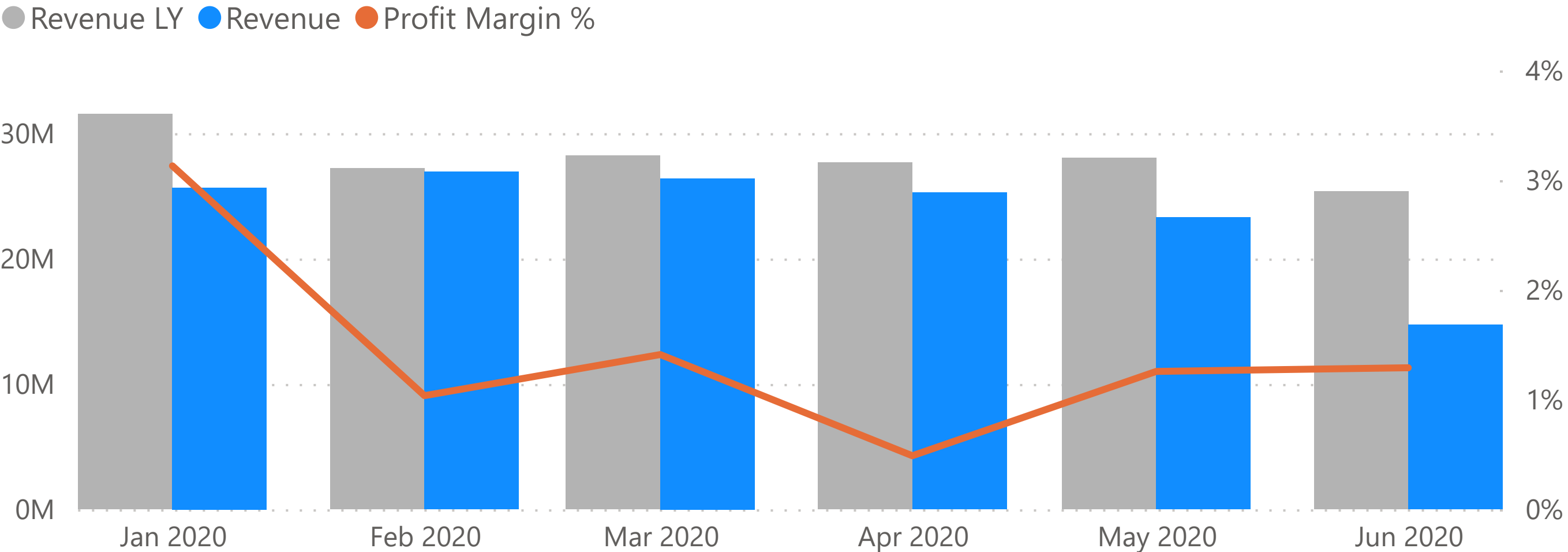
May 20

Jun 20

Revenue Contribution % by Market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹65,641,977.0	46.2%	11.9%	0.4%
Excel Stores	₹7,928,385.0	5.6%	12.5%	3.3%
Premium Stores	₹5,899,748.0	4.1%	1.4%	0.5%
Electricalslytical	₹5,537,904.0	3.9%	1.3%	0.5%
Info Stores	₹5,064,374.0	3.6%	7.8%	3.2%
Control	₹4,182,662.0	2.9%	2.5%	1.2%
Surge Stores	₹3,953,600.0	2.8%	11.9%	6.2%
Logic Stores	₹3,319,243.0	2.3%	0.6%	0.4%
Acclaimed Stores	₹3,116,384.0	2.2%	6.1%	4.0%
Nixon	₹3,028,345.0	2.1%	4.7%	3.2%
Epic Stores	₹3,002,834.0	2.1%	-6.8%	-4.7%
Forward Stores	₹2,560,961.0	1.8%	5.4%	4.3%
Electricalsocity	₹2,520,938.0	1.8%	3.3%	2.7%
Modular	₹2,453,519.0	1.7%	5.0%	4.2%
Surface Stores	₹2,420,004.0	1.7%	3.2%	2.7%
Total	₹142,224,545.0	100.0%	100.0%	1.4%