

# Sales Analysis

₹985M

Revenue

2M

Sales Qty

2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

Oct 17

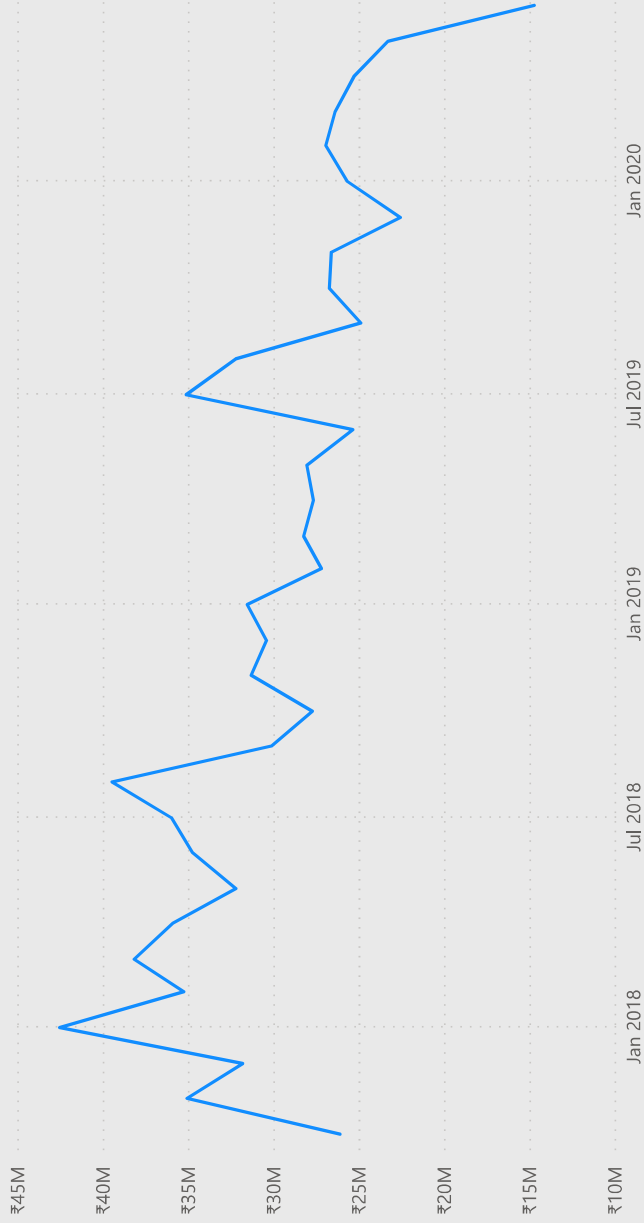
Nov 17

Dec 17

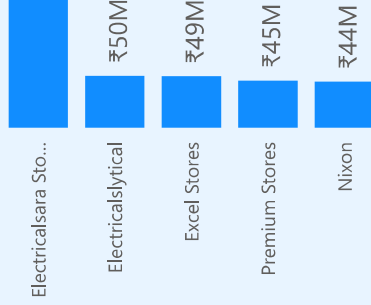
Jan 18

Feb 18

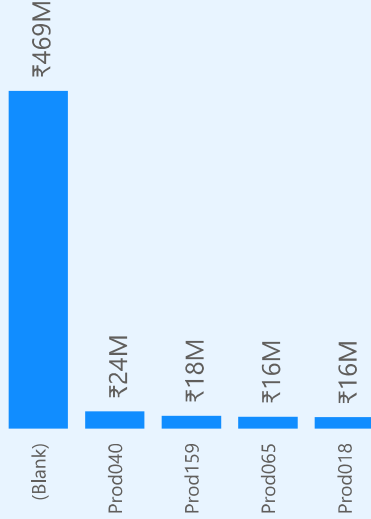
## Revenue Trend



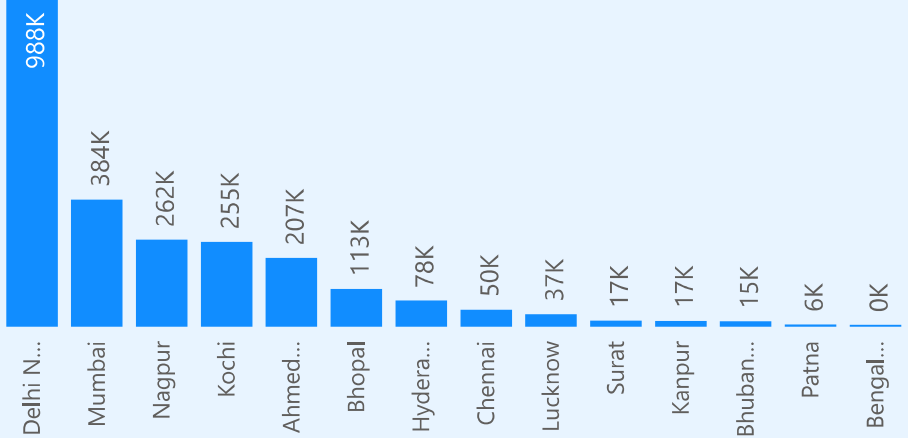
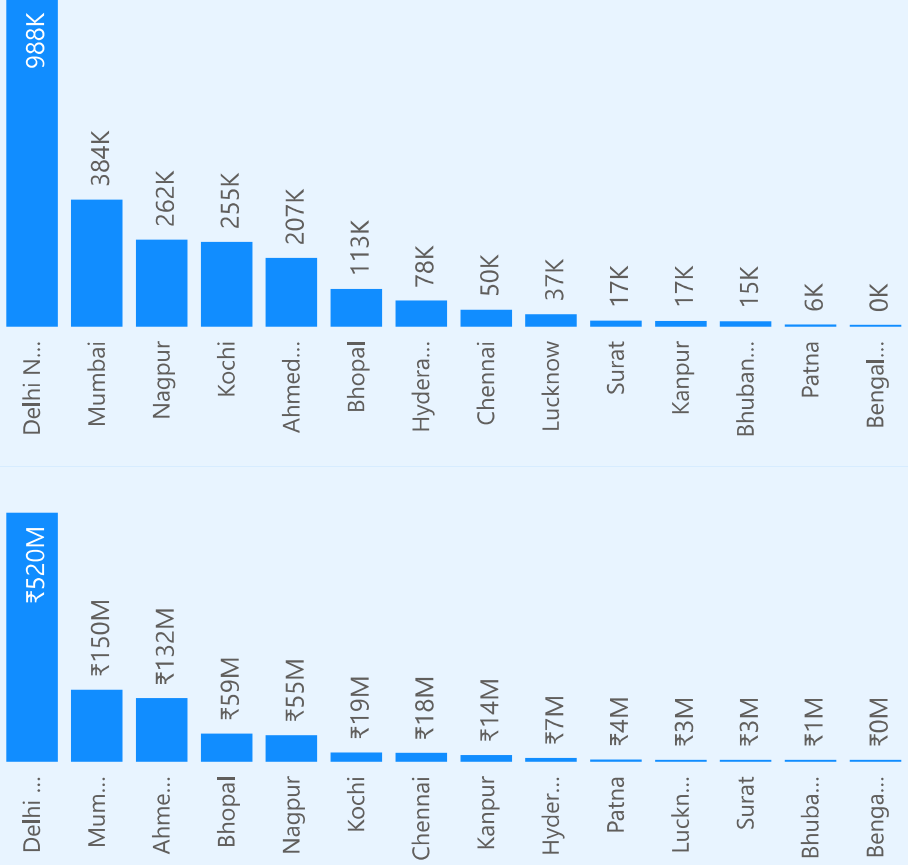
## Sales by Markets



## Sales by Markets



## Revenue by markets name Sales by Markets



₹985M

Revenue

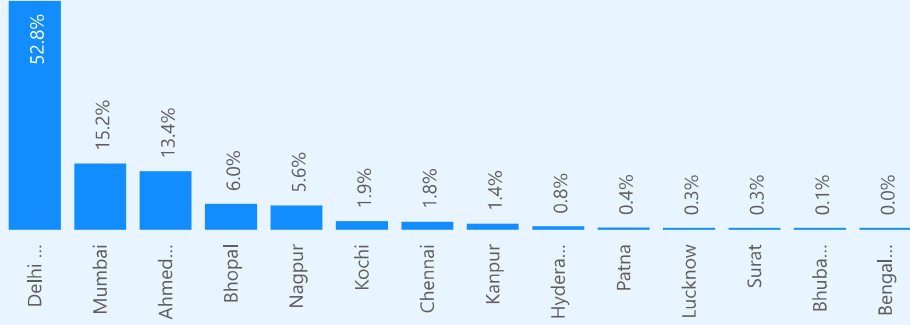
2M

Sales Qty

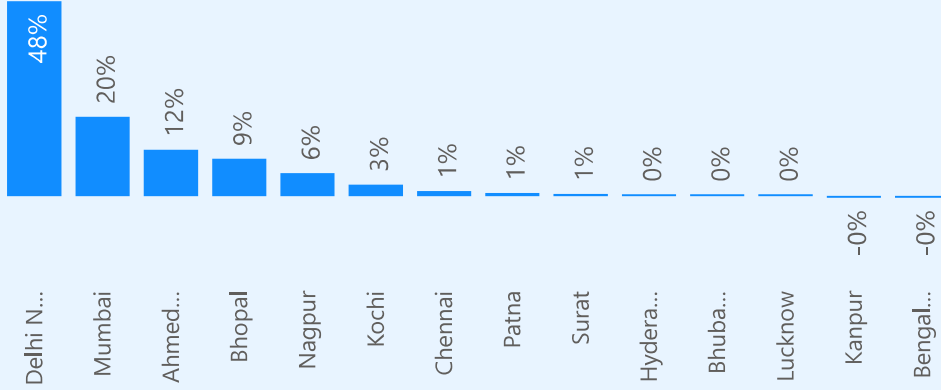
25M

Total Profit Margin

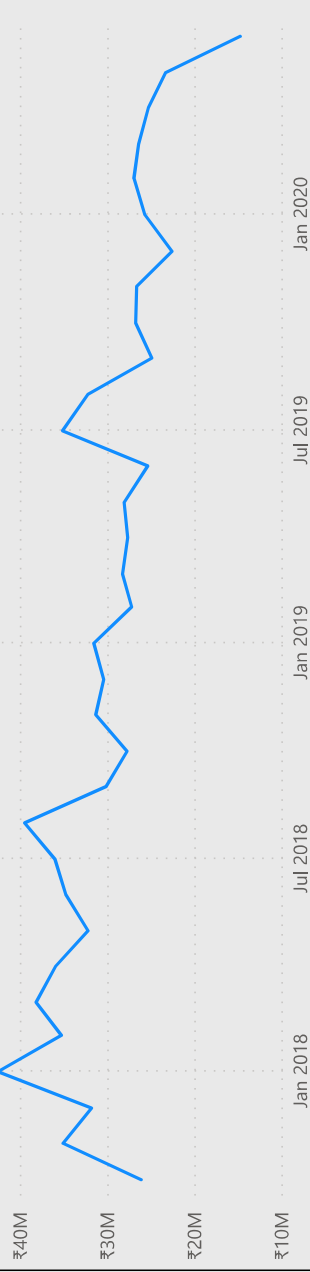
Revenue Contribution % by Market



Profit Contribution % by Market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %	Sales Qty
Electricalsara Stores	₹41,33,33,588	42.0%	37.75%	2.25%	653823
Electricalslytical	₹4,96,44,189	5.0%	6.85%	3.40%	79456
Excel Stores	₹4,91,15,620	5.0%	2.76%	1.38%	138520
Premium Stores	₹4,49,65,916	4.6%	4.27%	2.34%	279093
Nixon	₹4,38,93,083	4.5%	7.24%	4.07%	123356
Info Stores	₹3,51,00,033	3.6%	1.28%	0.90%	73808
Control	₹3,17,71,997	3.2%	3.35%	2.60%	48767
Surge Stores	₹2,86,48,916	2.9%	2.66%	2.29%	176201
Acclaimed Stores	₹2,11,96,727	2.2%	1.30%	1.51%	26705
Forward Stores	₹2,10,26,079	2.1%	2.27%	2.67%	31939
Epic Stores	₹1,87,50,440	1.9%	1.33%	1.76%	83857
Nomad Stores	₹1,77,39,351	1.8%	2.08%	2.89%	29093
Electricalsociety	₹1,74,89,935	1.8%	2.94%	4.14%	26126
Modular	₹1,73,79,851	1.8%	1.83%	2.60%	65254
Atlas Stores	₹1,66,66,713	1.7%	1.20%	1.78%	25732
Total	₹98,48,72,713	100.0%	100.00%	2.50%	2429282

₹985M

Revenue

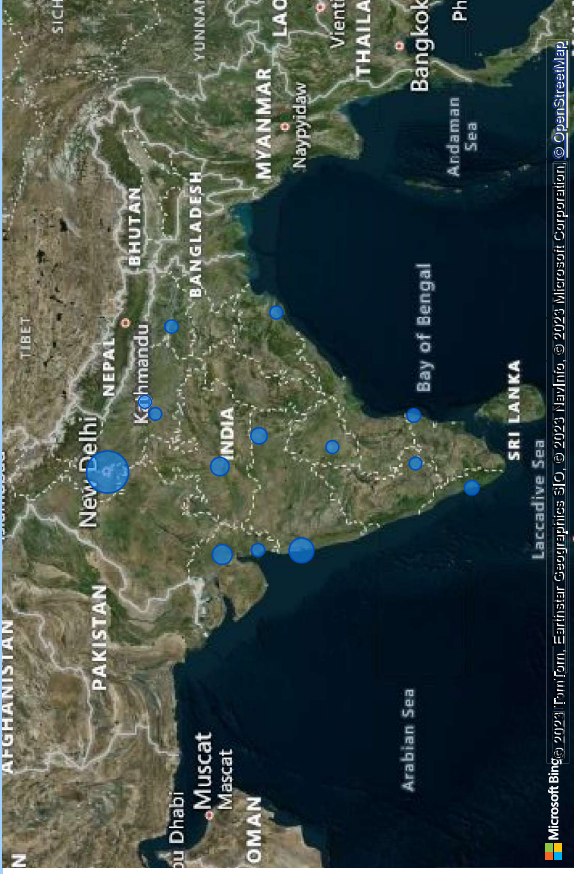
2M

Sales Qty

24.7M

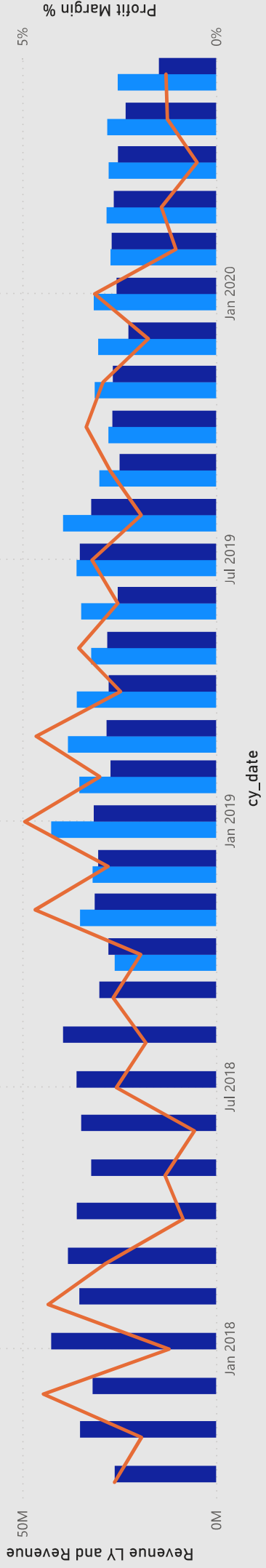
Total Profit Margin

Total Profit Margin by markets\_name

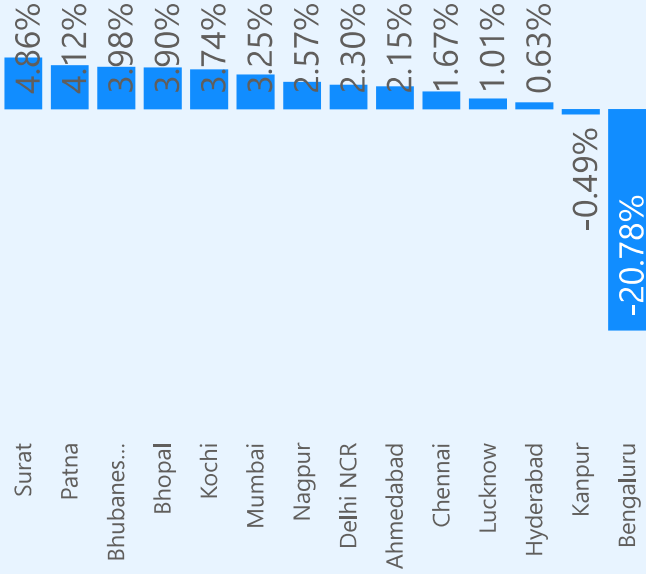


Revenue LY, Revenue and Profit Margin % by cy\_date

● Revenue LY ● Revenue ● Profit Margin %

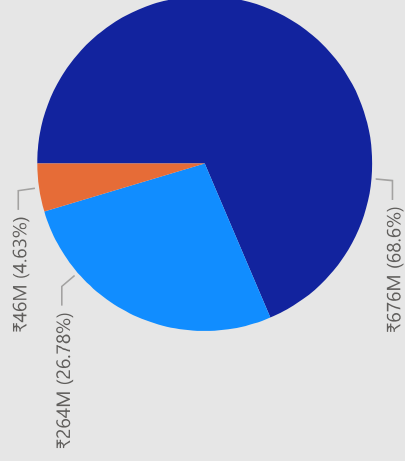


Revenue Contribution % by Market



Revenue by zone

● North ● Central ● South



Profit Target

2

