

Sales Insights Retail Domain

Key Metrics

438M

Revenue

Profit Analysis

1M

Sales Qty

Performance Insights

38

Customers

2017

2018

2019

2020

Jun

Aug

Oct

Dec

Feb

Apr

Jul

Sep

Nov

Jan

Mar

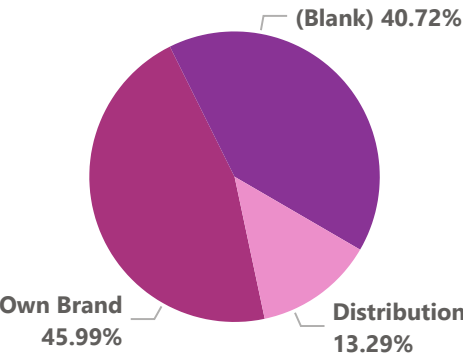
May

Top 5 Products

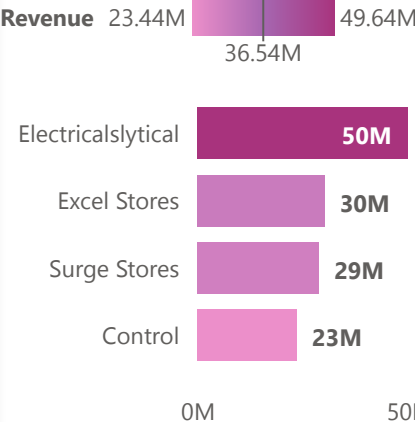
Revenue 0.01bn 0.1bn 0.18bn



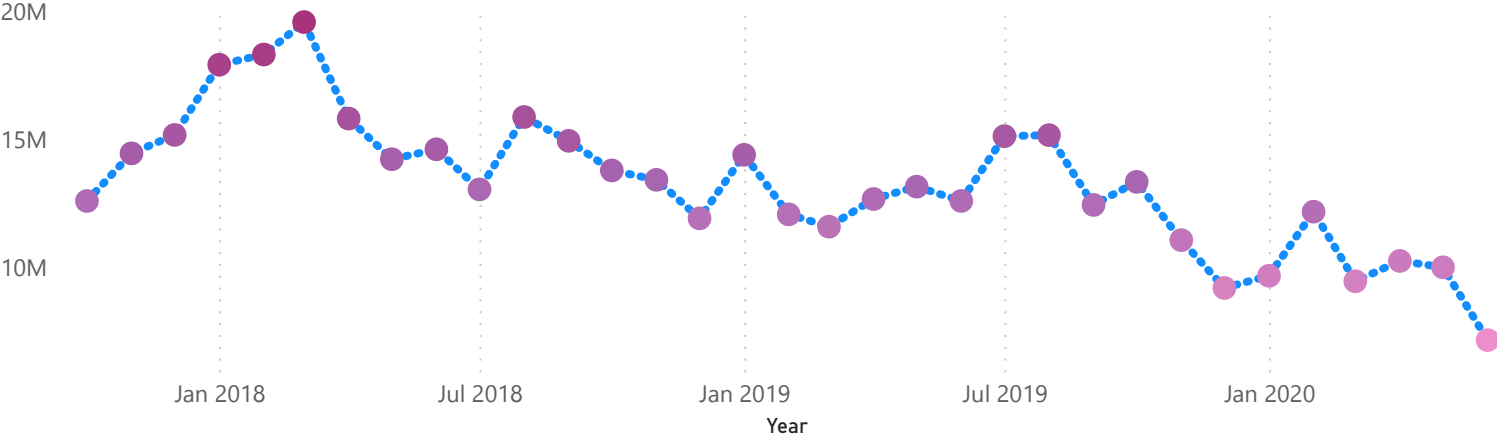
Revenue by product_type



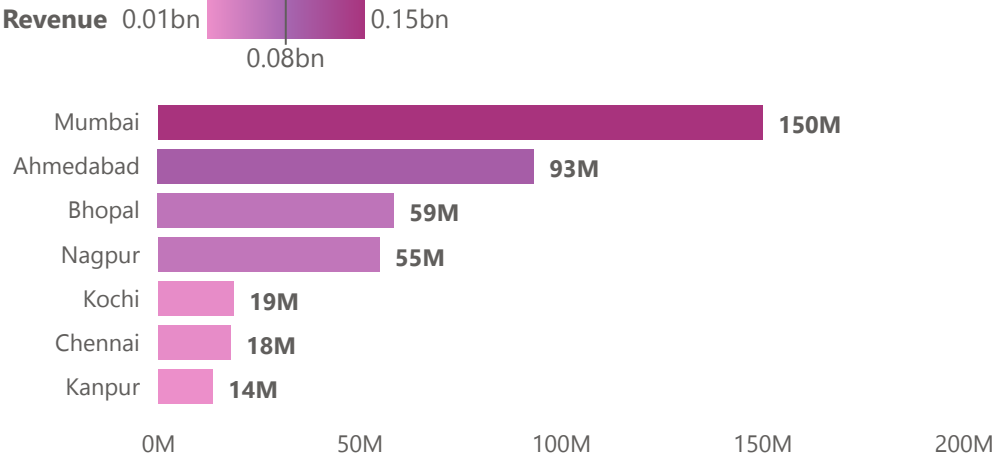
Top 4 Customers



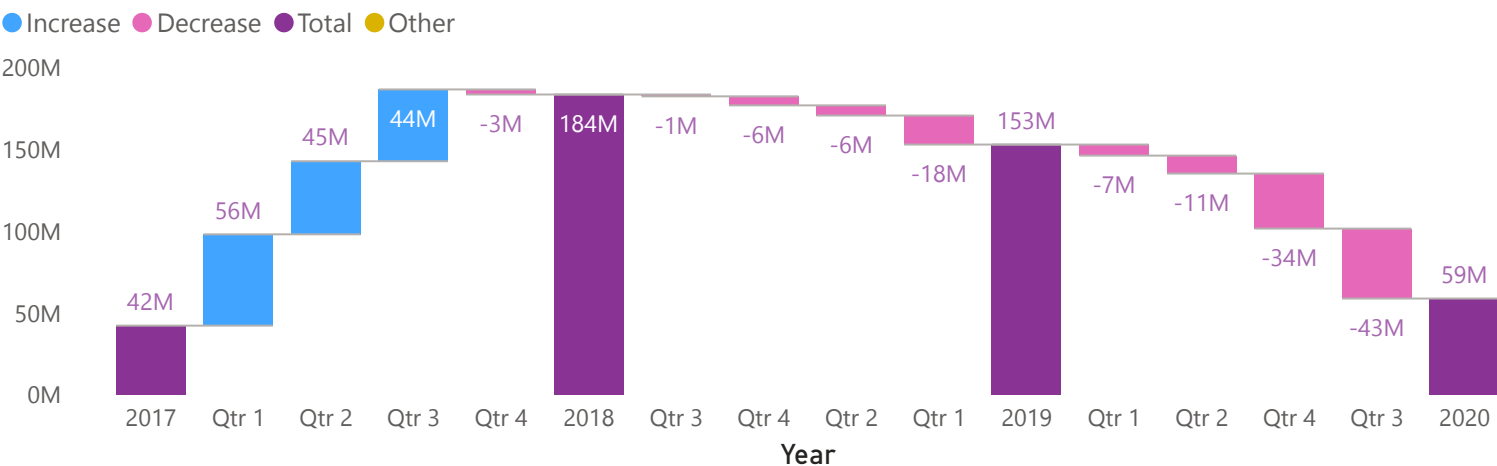
Revenue Trend



Revenue by Markets



Revenue by Year and Quarter



Sales Insights Retail Domain

Key Metrics

Profit Analysis

Performance Insights

438M

Revenue

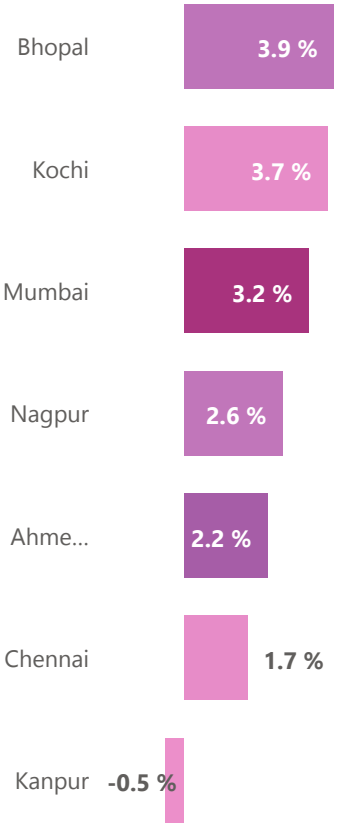
1M

Sale Qty

12.1M

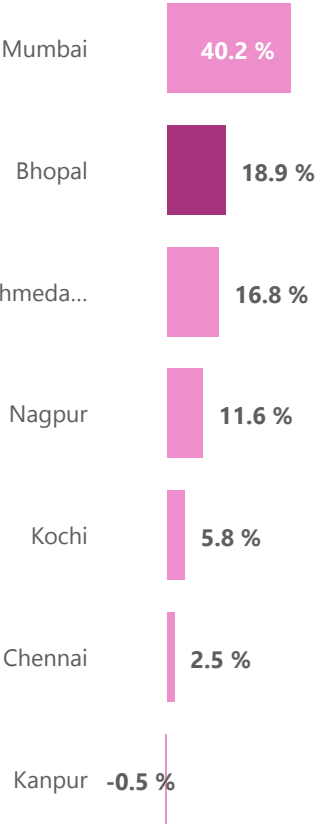
Total Profit Margin

Profit % by Markets



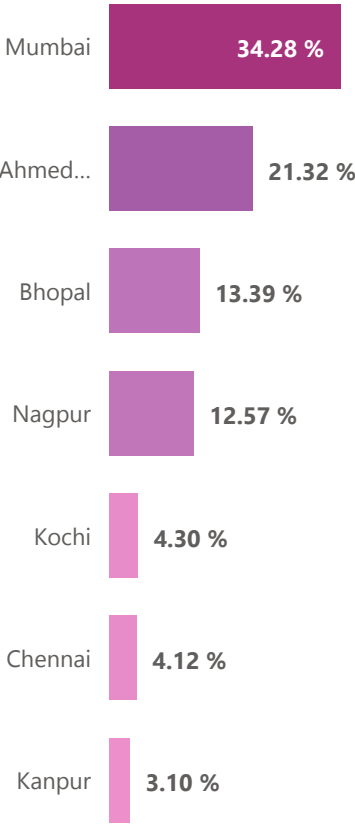
-2 % 0 % 2 % 4 %

Profit Contribution %



0 % 50 %

Revenue Contribution %



0 % 20 % 40 %

2017

2018

2019

2020

Jun

Aug

Oct

Dec

Feb

Apr

Jul

Sep

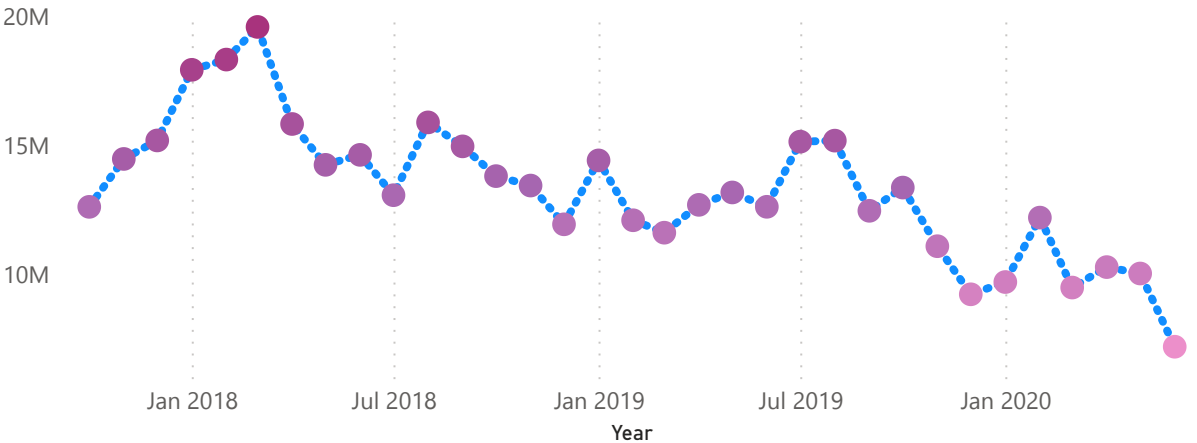
Nov

Jan

Mar

May

Revenue Trend



Customer Name	Revenue	Profit Margin %	Revenue Contribution %	Profit Margin Contribution %
Leader	16529970	7.5 %	3.78 %	10.3 %
Electricalsquipo Stores	1330361	6.6 %	0.30 %	0.7 %
Power	5727123	6.2 %	1.31 %	2.9 %
Elite	4837239	4.4 %	1.10 %	1.8 %
Electricalsociety	17489935	4.1 %	3.99 %	6.0 %
Sound	4966707	4.0 %	1.13 %	1.6 %
Flawless Stores	8760808	3.7 %	2.00 %	2.7 %
Logic Stores	13201366	3.7 %	3.02 %	4.0 %
Surface Stores	13412132	3.5 %	3.06 %	3.9 %
Expression	430368	3.5 %	0.10 %	0.1 %
Electricalslytical	49644189	3.4 %	11.34 %	13.9 %
Propel	4102721	3.4 %	0.94 %	1.1 %
Total	437824539	2.8 %	100.00 %	100.0 %

Sales Insights Retail Domain

Key Metrics

Profit Analysis

Performance
Insights

59M

Revenue

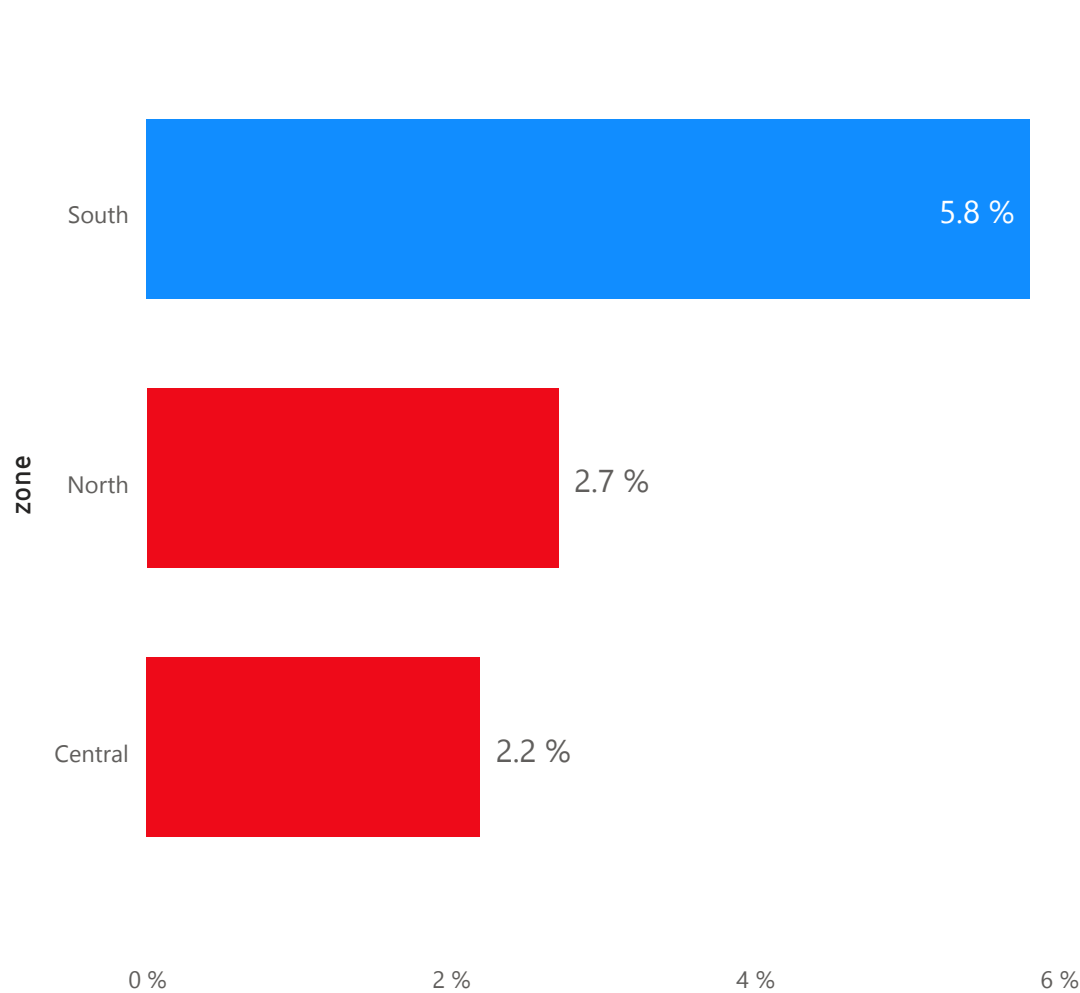
196K

Sale Qty

1.6M

Total Profit Margin

Profit % by Markets



Profit Target

3 %

2017

2018

2019

2020

Jan

Mar

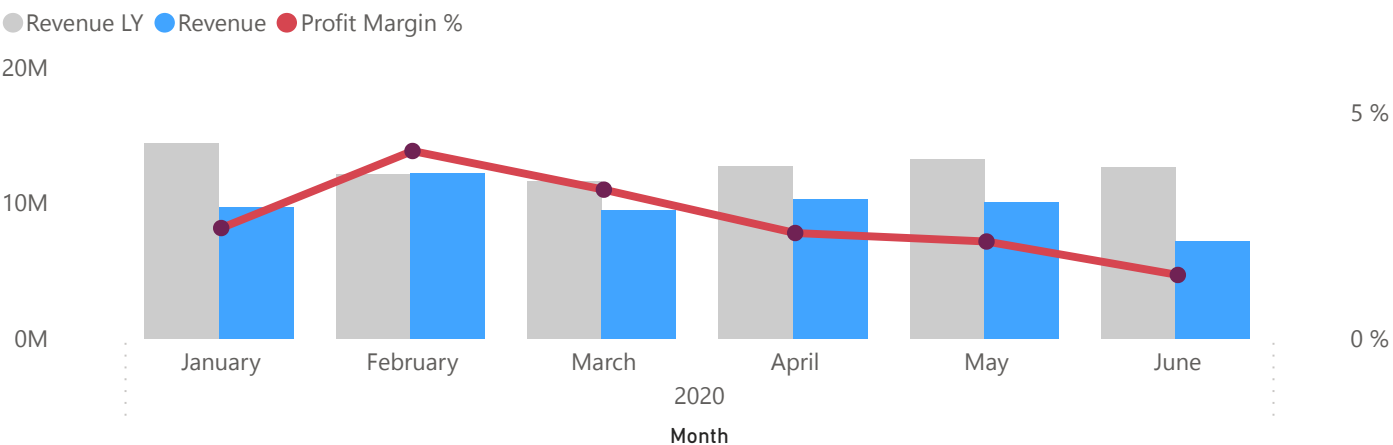
May

Feb

Apr

Jun

Revenue Trend



Customer Name	Revenue	Profit Margin %	Revenue Contribution %	Profit Margin Contribution %
Electricalsbea Stores	50940	15.6 %	0.09 %	0.5 %
Power	1098552	6.9 %	1.87 %	4.7 %
Surge Stores	3953600	6.2 %	6.72 %	15.3 %
Leader	1671901	6.0 %	2.84 %	6.2 %
Electricalsopedia Stores	995764	5.9 %	1.69 %	3.7 %
Excel Stores	4679727	5.5 %	7.95 %	15.9 %
Elite	1247785	5.3 %	2.12 %	4.1 %
Unity Stores	1361789	4.7 %	2.31 %	4.0 %
All-Out	713953	4.5 %	1.21 %	2.0 %
Flawless Stores	1043387	4.4 %	1.77 %	2.9 %
Forward Stores	2370463	4.3 %	4.03 %	6.3 %
Modular	2453519	4.2 %	4.17 %	6.4 %
Total	58845963	2.7 %	100.00 %	100.0 %