

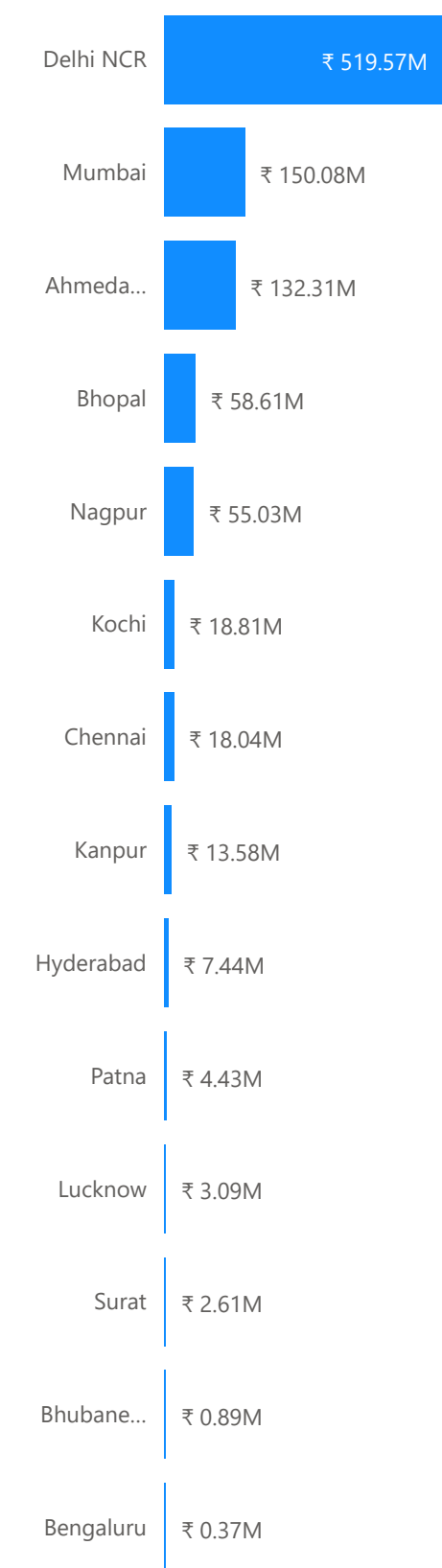
₹ 984.87M

Revenue

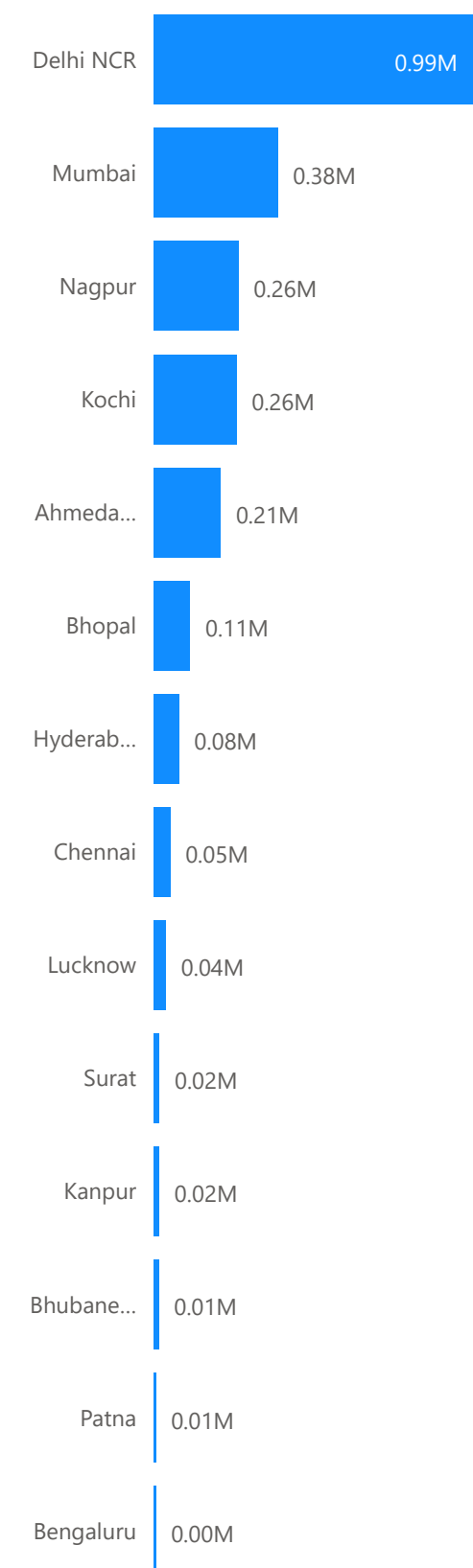
2M

Sales

Revenue by Market



Sales by Market



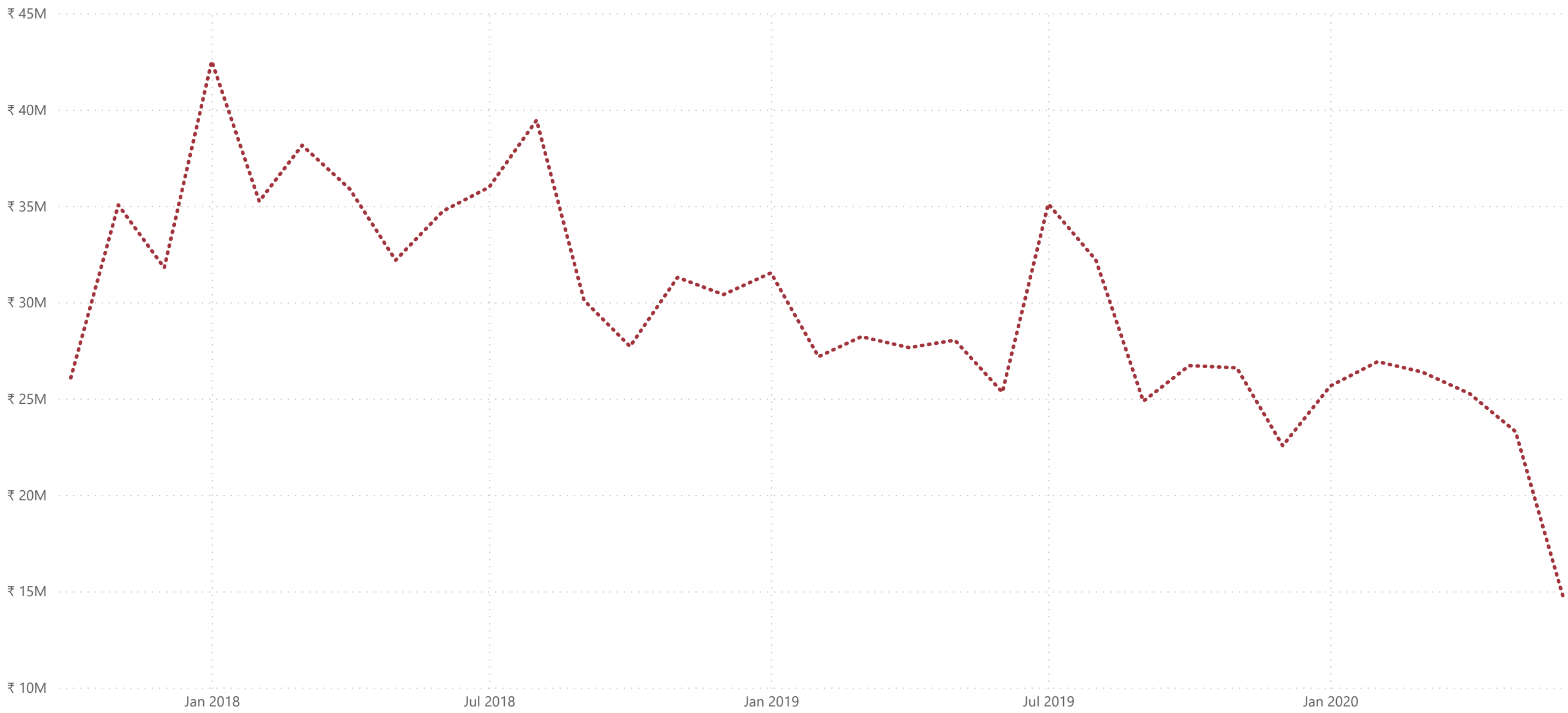
Filter by Year

2017	2019
2018	2020

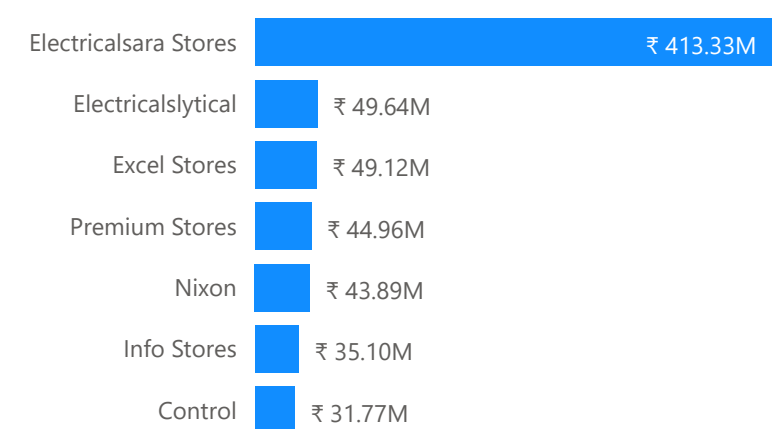
Filter by Month

Jun 17	Aug 17	Oct 17	Dec 17	Feb 18	Apr 18	Jun 18	Aug 18	Oct 18	Dec 18	Feb 19	Apr 19	Jun 19	Aug 19	Oct 19	Dec 19
Jul 17	Sep 17	Nov 17	Jan 18	Mar 18	May 18	Jul 18	Sep 18	Nov 18	Jan 19	Mar 19	May 19	Jul 19	Sep 19	Nov 19	Jan 20

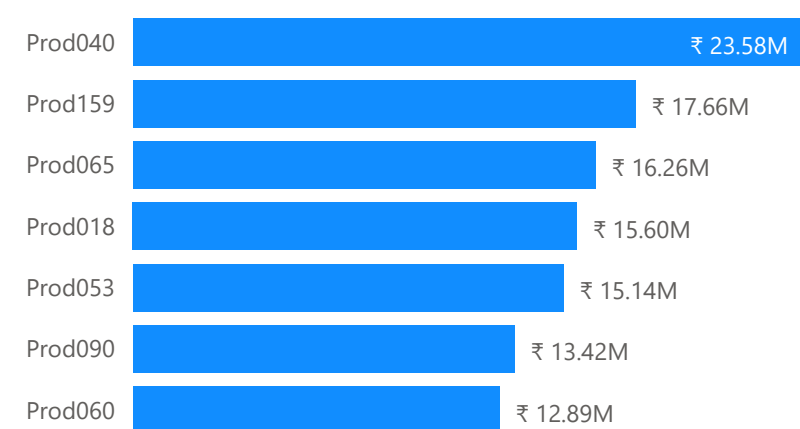
Revenue Trend



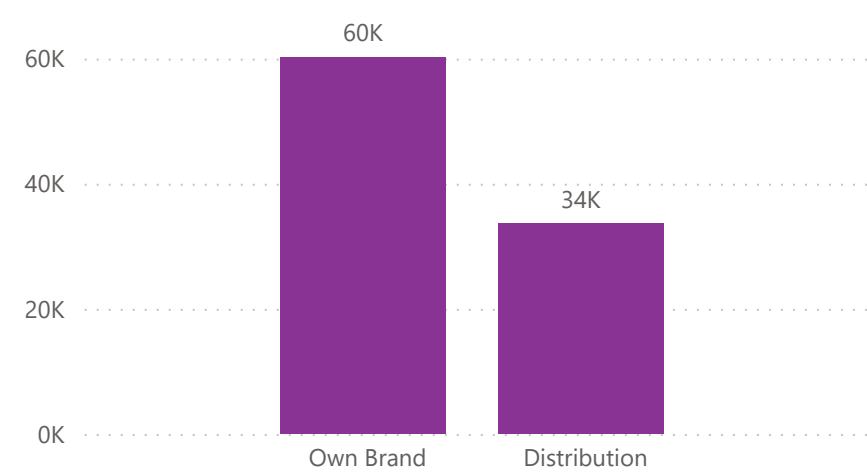
Top 7 Customers



Top 7 Products



Count of Sales Quantity by Type



₹ 2.1M

Total Profit Margin

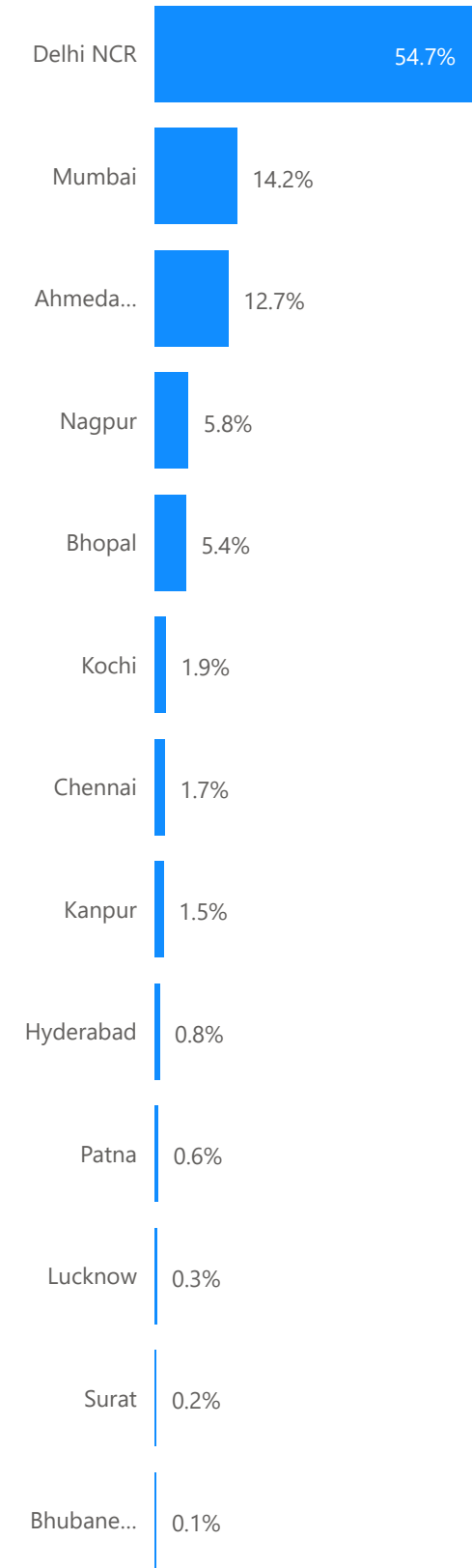
Filter by Year

2017	2019
2018	2020

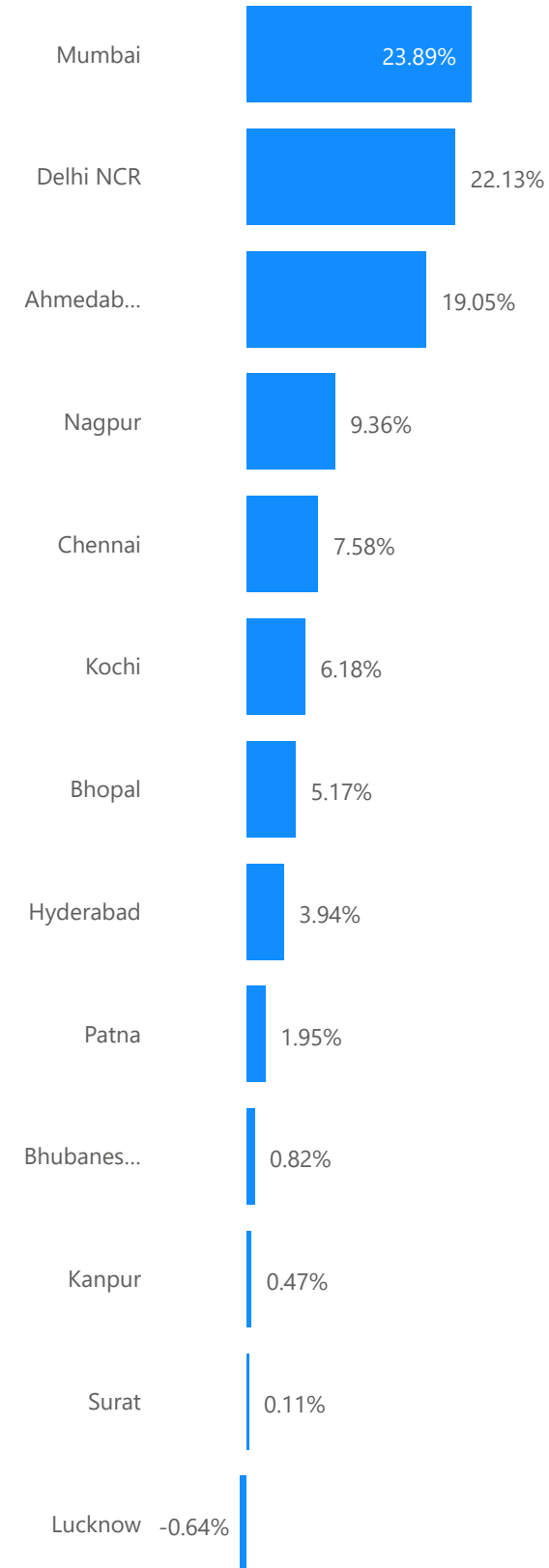
Filter by Month

Jan 20	Mar 20	May 20
Feb 20	Apr 20	Jun 20

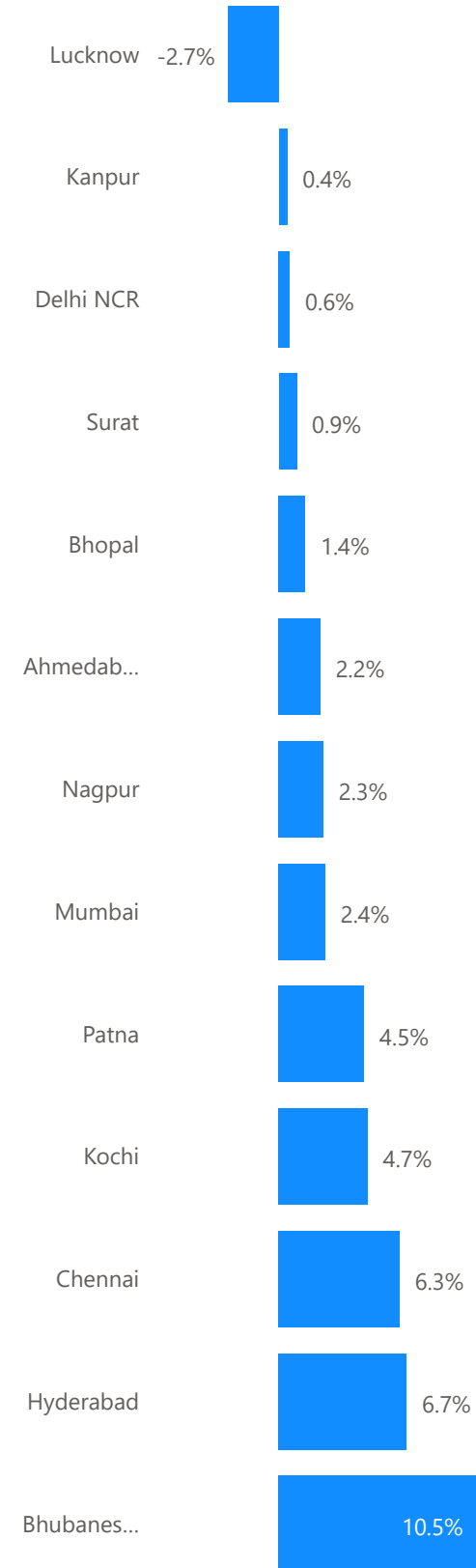
Revenue contribution % by Market



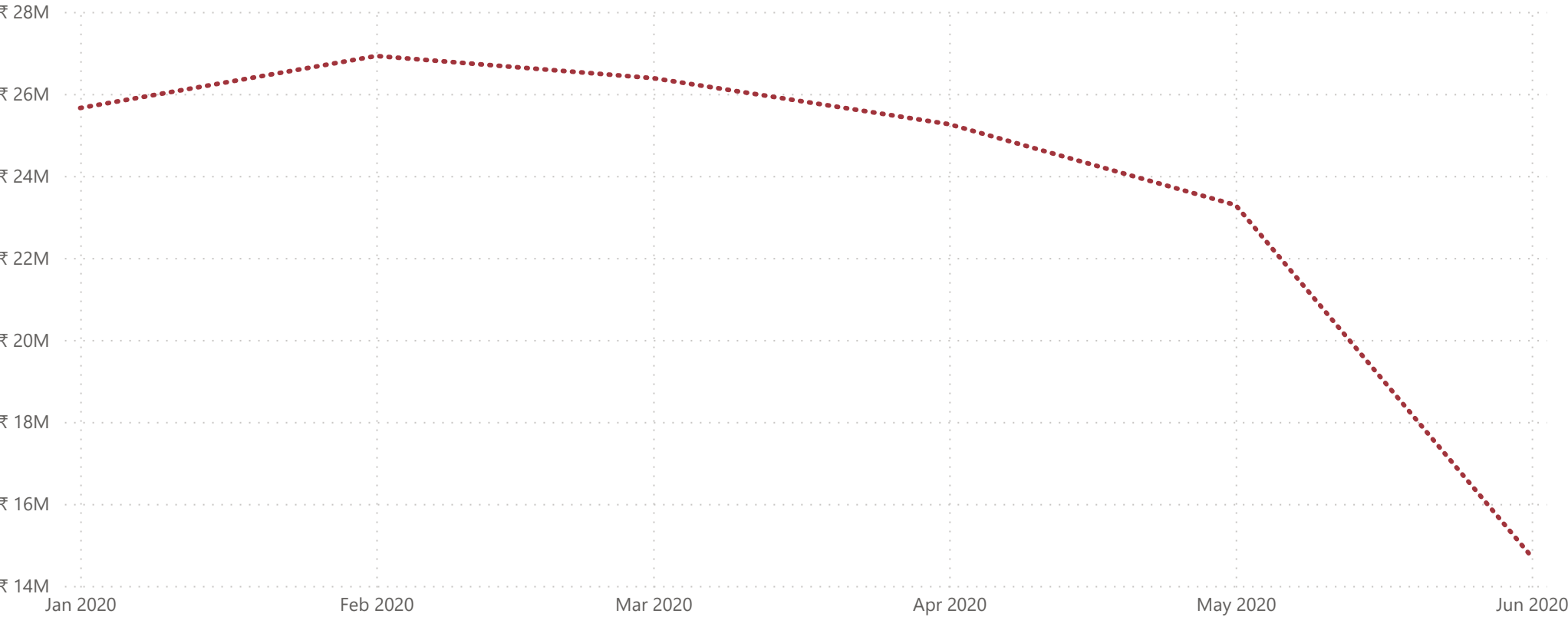
Profit contribution % by Market



Profit % by Market



Revenue Trend



Top 7 Customers

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsquipo Stores	₹ 86,908.00	0.1%	-0.48%	-11.5%
Epic Stores	₹ 3,002,834.00	2.1%	-6.83%	-4.7%
Expression	₹ 82,845.00	0.1%	-0.17%	-4.2%
Insight	₹ 571,430.00	0.4%	-0.53%	-1.9%
Synthetic	₹ 916,267.00	0.6%	-0.42%	-1.0%
Integration Stores	₹ 1,909,611.00	1.3%	-0.20%	-0.2%
Relief	₹ 773,301.00	0.5%	0.11%	0.3%
Electricalsara Stores	₹ 65,641,977.00	46.2%	11.92%	0.4%
Logic Stores	₹ 3,319,243.00	2.3%	0.61%	0.4%
Electricalslytical	₹ 5,537,904.00	3.9%	1.31%	0.5%
Premium Stores	₹ 5,899,748.00	4.1%	1.40%	0.5%
Zone	₹ 927,154.00	0.7%	0.23%	0.5%
Path	₹ 1,723,307.00	1.2%	0.95%	1.1%
Control	₹ 4,182,662.00	2.9%	2.52%	1.2%
Sound	₹ 740,856.00	0.5%	0.45%	1.3%
Novus	₹ 258,543.00	0.2%	0.21%	1.6%
Atlas Stores	₹ 2,189,613.00	1.5%	2.10%	2.0%
Electricalsocity	₹ 2,520,938.00	1.8%	3.29%	2.7%
Surface Stores	₹ 2,420,004.00	1.7%	3.20%	2.7%
Total	₹ 142,224,545.00	100.0%	100.00%	1.4%

₹ 2.1M

Total Profit Margin

Profit Target

2.0%

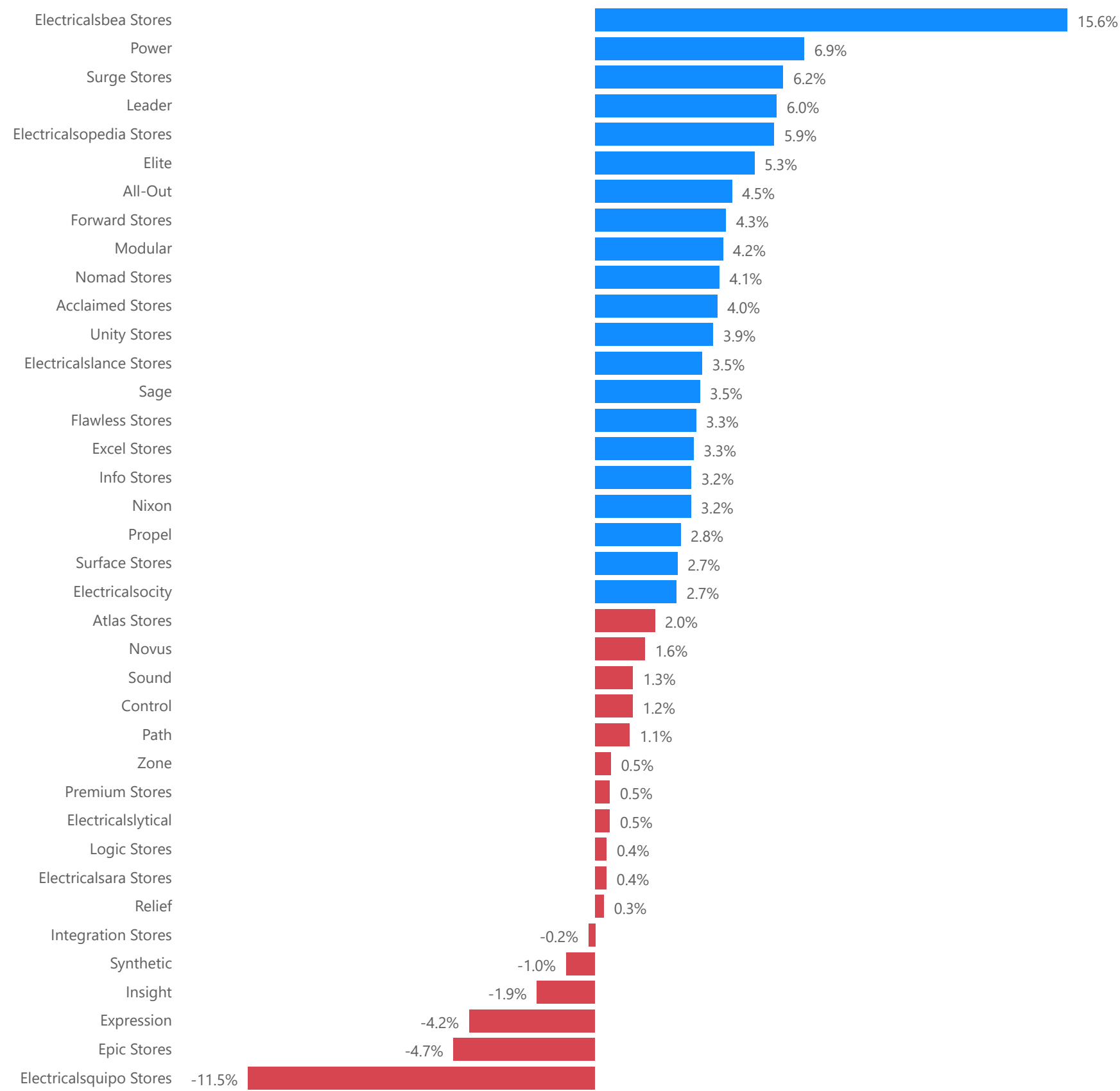
Filter by Year

2017	2019
2018	2020

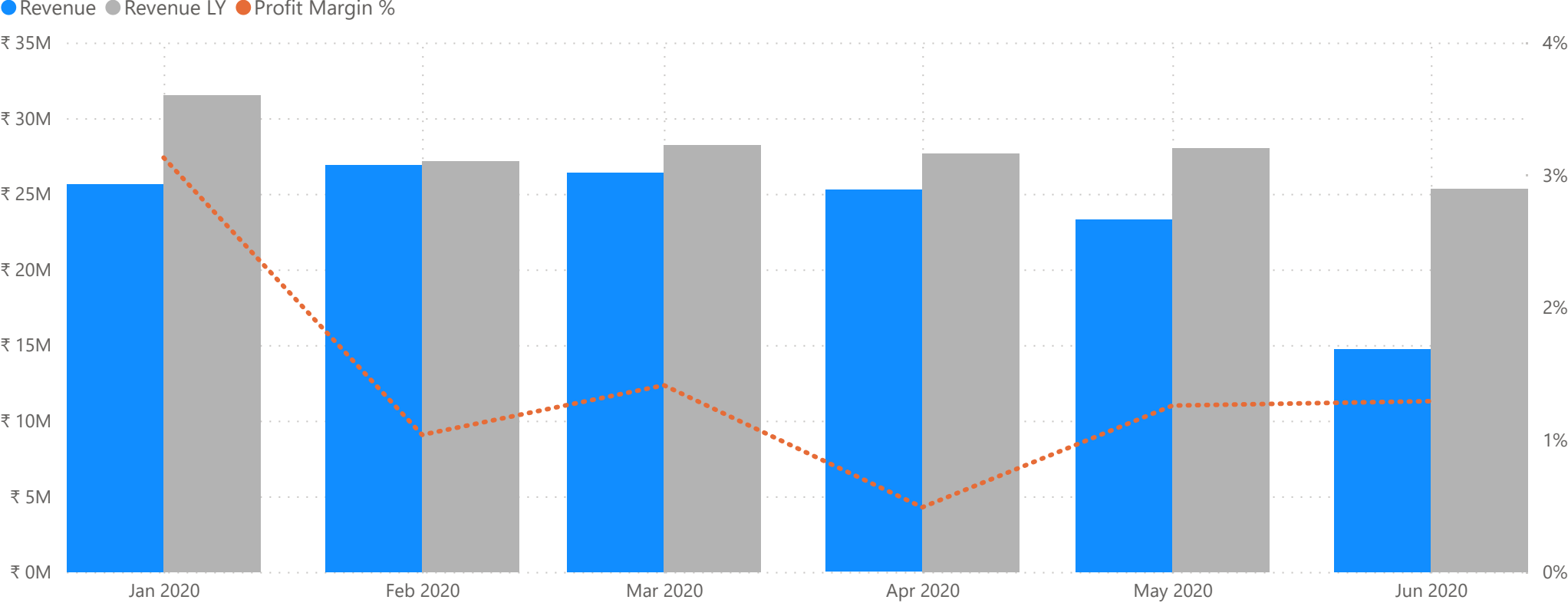
Filter by Month

Jan 20	Mar 20	May 20
Feb 20	Apr 20	Jun 20

Revenue contribution % by Zone/Market/Customer/Product



Revenue Trend



Top 7 Customers

customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsbea Stores	₹ 50,940.00	0.0%	0.39%	15.6%
Expression	₹ 82,845.00	0.1%	-0.17%	-4.2%
Electricalsquipo Stores	₹ 86,908.00	0.1%	-0.48%	-11.5%
Sage	₹ 96,950.00	0.1%	0.16%	3.5%
Electricalslance Stores	₹ 142,742.00	0.1%	0.25%	3.5%
Novus	₹ 258,543.00	0.2%	0.21%	1.6%
Propel	₹ 541,553.00	0.4%	0.74%	2.8%
Insight	₹ 571,430.00	0.4%	-0.53%	-1.9%
All-Out	₹ 713,953.00	0.5%	1.57%	4.5%
Sound	₹ 740,856.00	0.5%	0.45%	1.3%
Relief	₹ 773,301.00	0.5%	0.11%	0.3%
Synthetic	₹ 916,267.00	0.6%	-0.42%	-1.0%
Zone	₹ 927,154.00	0.7%	0.23%	0.5%
Electricalsopedia Stores	₹ 995,764.00	0.7%	2.86%	5.9%
Power	₹ 1,098,552.00	0.8%	3.69%	6.9%
Flawless Stores	₹ 1,126,976.00	0.8%	1.83%	3.3%
Elite	₹ 1,247,785.00	0.9%	3.19%	5.3%
Leader	₹ 1,671,901.00	1.2%	4.87%	6.0%
Path	₹ 1,723,307.00	1.2%	0.95%	1.1%
Total	₹ 142,224,545.00	100.0%	100.00%	1.4%