

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

₹985M

Revenue

2M

Sales Qty

Revenue by Markets

Delhi N... ₹520M

Mumbai ₹150M

Ahmed... ₹132M

Bhopal ₹59M

Nagpur ₹55M

Kochi ₹19M

Chennai ₹18M

Kanpur ₹14M

Hydera... ₹7M

Patna ₹4M

Lucknow ₹3M

Surat ₹3M

Bhuban... ₹1M

Bengal... ₹0M

Sales Qty by Markets

Delhi N... 1M

Mumbai 0M

Nagpur 0M

Kochi 0M

Ahmed... 0M

Bhopal 0M

Hydera... 0M

Chennai 0M

Lucknow 0M

Surat 0M

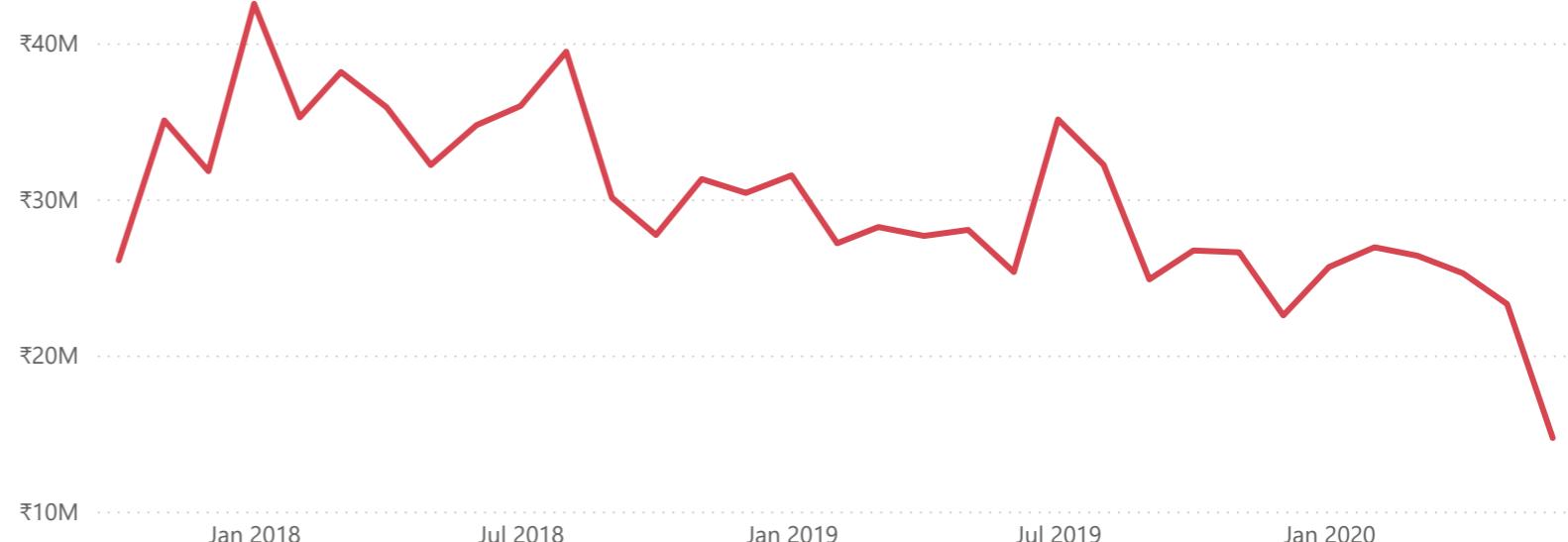
Kanpur 0M

Bhuban... 0M

Patna 0M

Bengal... 0M

Revenue Trend



Top 5 Customers

Electricalsara Stores ₹413M

Electricalslytical ₹50M

Excel Stores ₹49M

Premium Stores ₹45M

Nixon ₹44M

Top 5 Products

(Blank) ₹469M

Prod040 ₹24M

Prod159 ₹18M

Prod065 ₹16M

Prod018 ₹16M

₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

2017

2018

2019

2020

Jan 20

Feb 20

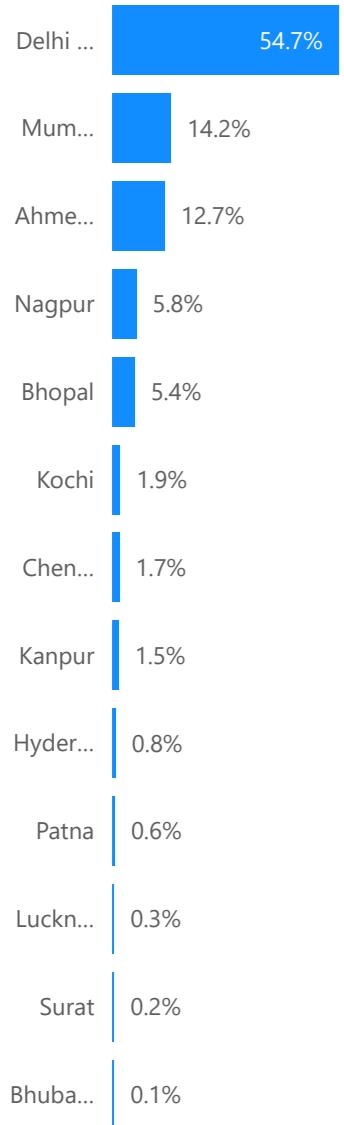
Mar 20

Apr 20

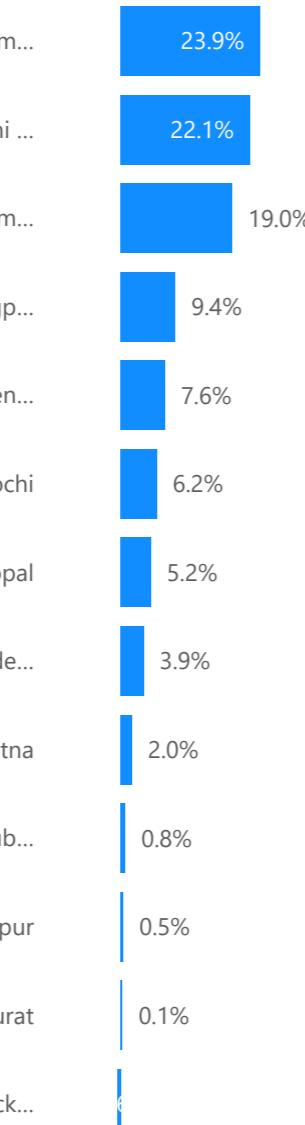
May 20

Jun 20

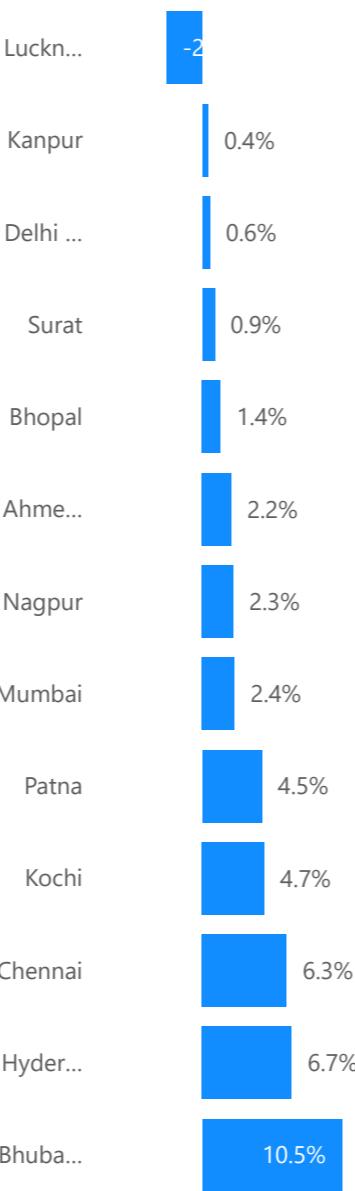
Revenue Contribution % by Market



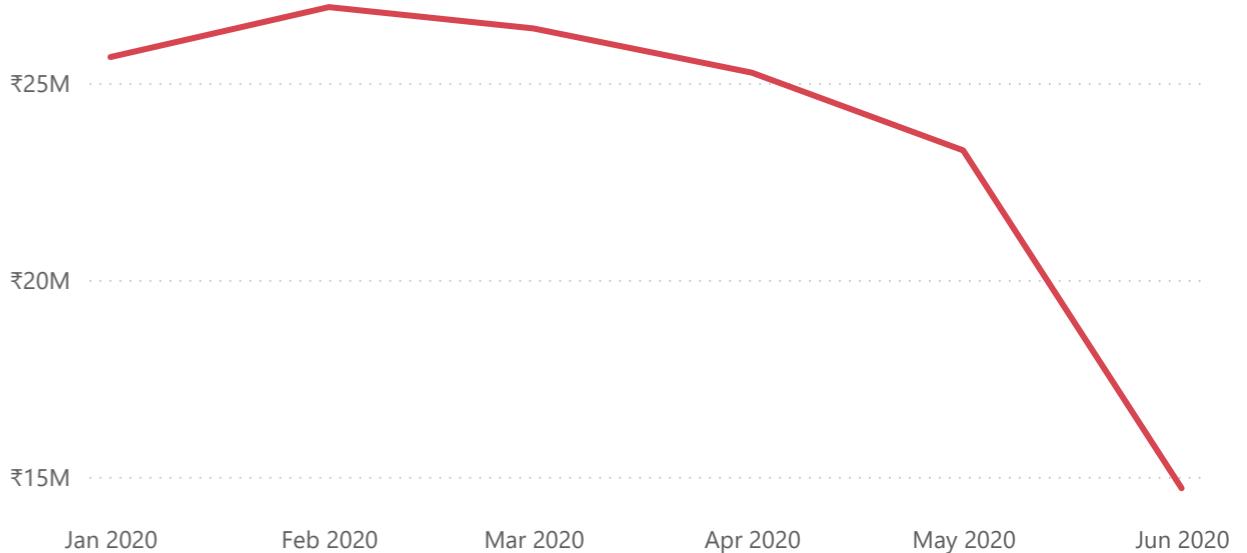
Profit Contribution % by Market



Profit % by market



Revenue Trend



customer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricals	₹86,908	0.1%	-0.5%	-11.5%
equipo Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Epic Stores	₹82,845	0.1%	-0.2%	-4.2%
Expression	₹5,71,430	0.4%	-0.5%	-1.9%
Insight	₹9,16,267	0.6%	-0.4%	-1.0%
Synthetic	₹19,09,611	1.3%	-0.2%	-0.2%
Integration Stores	₹7,73,301	0.5%	0.1%	0.3%
Relief	₹6,56,41,977	46.2%	11.9%	0.4%
Electricalsara Stores	₹33,19,243	2.3%	0.6%	0.4%
Logic Stores	₹55,37,904	3.9%	1.3%	0.5%
Electricalslytical	₹58,99,748	4.1%	1.4%	0.5%
Premium Stores	₹9,27,154	0.7%	0.2%	0.5%
Zone	₹17,23,307	1.2%	1.0%	1.1%
Path	₹41,82,662	2.9%	2.5%	1.2%
Control	₹7,40,856	0.5%	0.5%	1.3%
Sound	₹2,58,543	0.2%	0.2%	1.6%
Novus	₹21,89,613	1.5%	2.1%	2.0%
Atlas Stores	Total	₹14,22,24,545	100.0%	100.0%
				1.4%

₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Target

2%

2017

2018

2019

2020



Jan 20

Feb 20

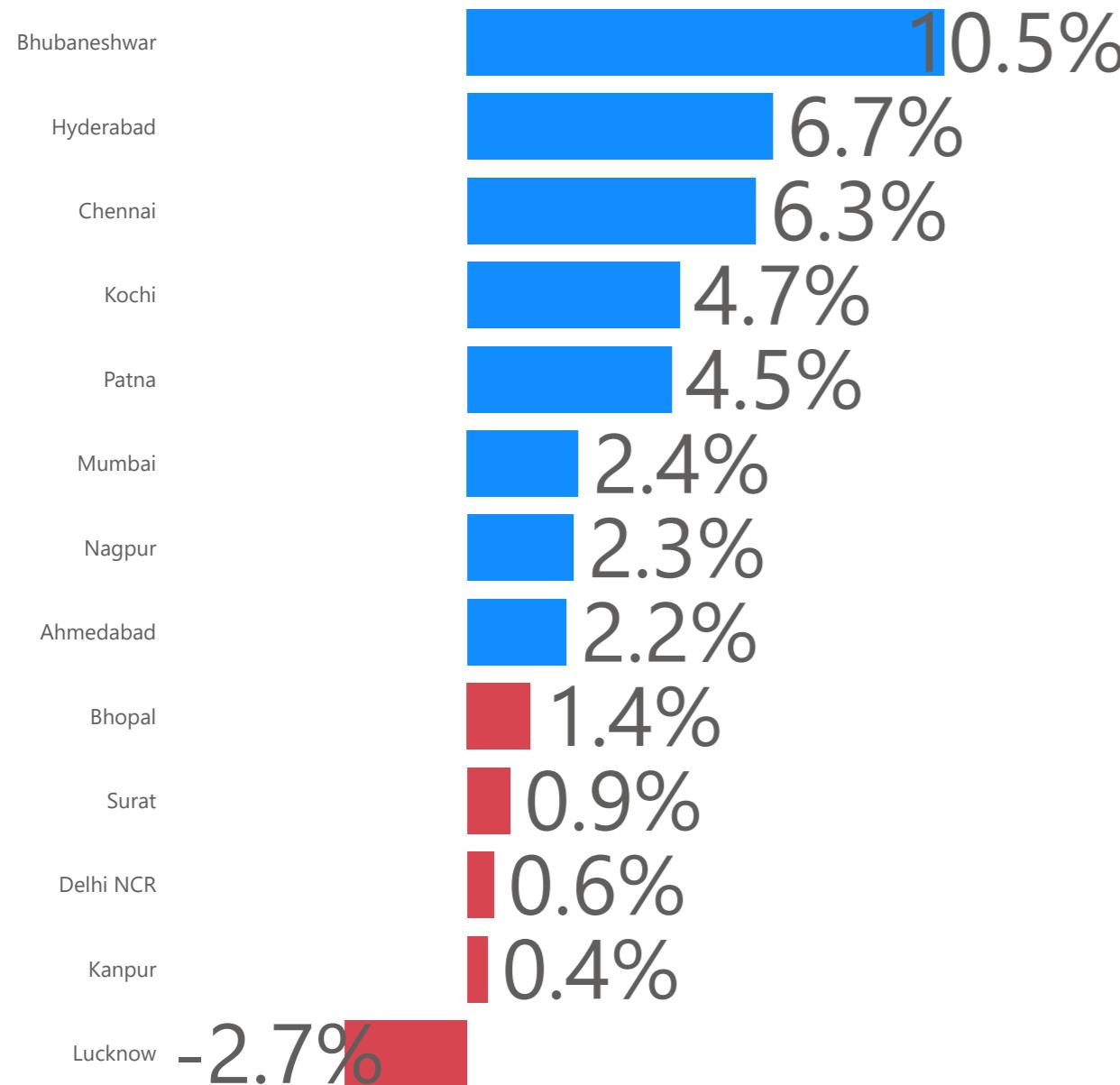
Mar 20

Apr 20

May 20

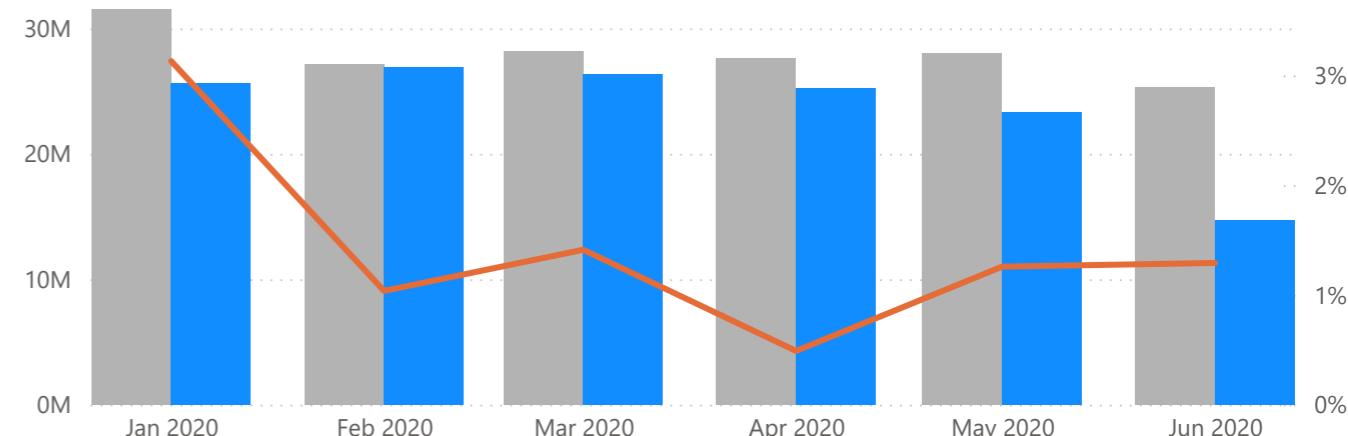
Jun 20

Revenue Contribution % by Market



Revenue Trend

● Revenue LY ● Revenue ● Profit Margin %



Customer Name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Excel Stores	₹79,28,385	5.6%	12.5%	3.3%
Premium Stores	₹58,99,748	4.1%	1.4%	0.5%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Info Stores	₹50,64,374	3.6%	7.8%	3.2%
Control	₹41,82,662	2.9%	2.5%	1.2%
Surge Stores	₹39,53,600	2.8%	11.9%	6.2%
Logic Stores	₹33,19,243	2.3%	0.6%	0.4%
Acclaimed Stores	₹31,16,384	2.2%	6.1%	4.0%
Nixon	₹30,28,345	2.1%	4.7%	3.2%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Forward Stores	₹25,60,961	1.8%	5.4%	4.3%
Electricalsociety	₹25,20,938	1.8%	3.3%	2.7%
Modular	₹24,53,519	1.7%	5.0%	4.2%
Surface Stores	₹24,20,004	1.7%	3.2%	2.7%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Nomad Stores	₹19,78,550	1.4%	4.0%	4.1%
Total	₹14,22,24,545	100.0%	100.0%	1.4%