

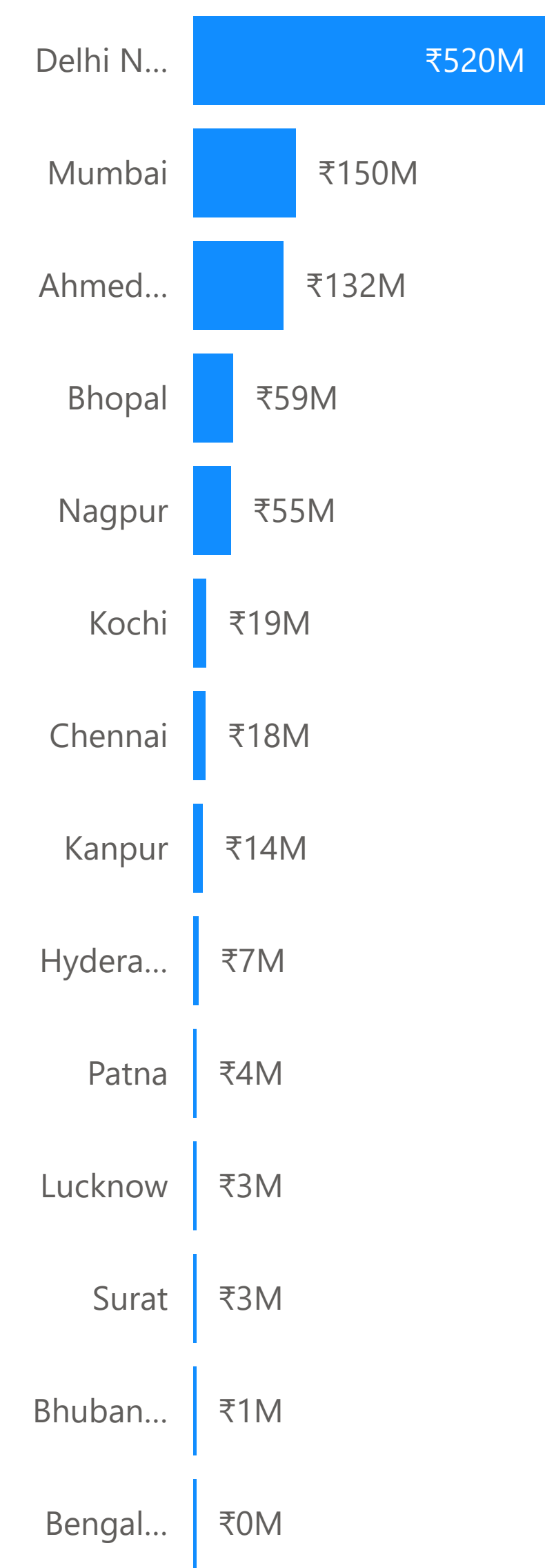
₹985M

Revenue

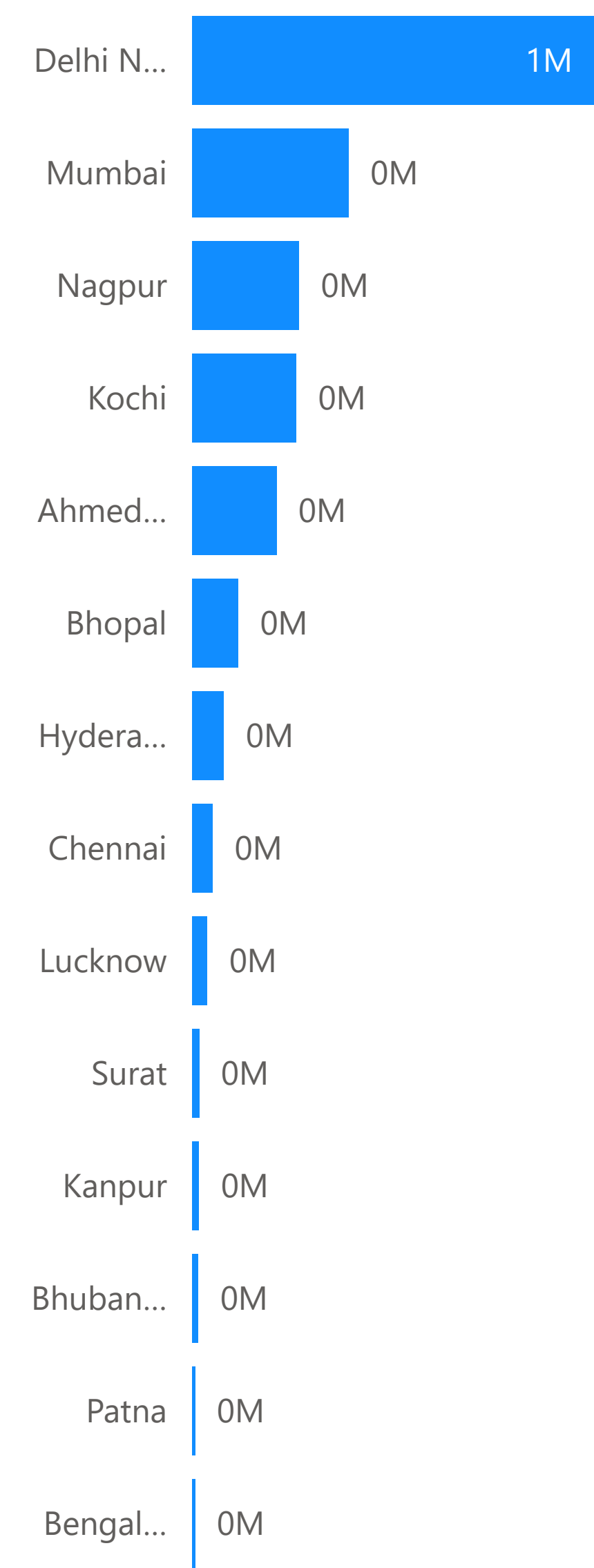
2M

Sales Qty

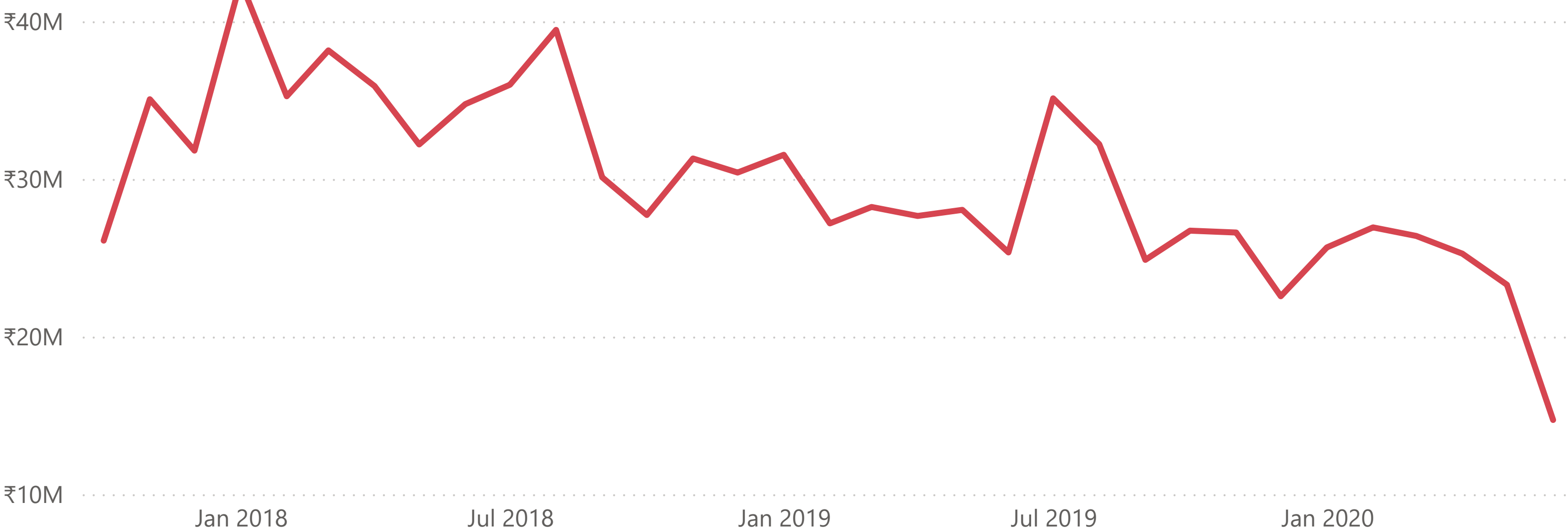
Revenue by Markets



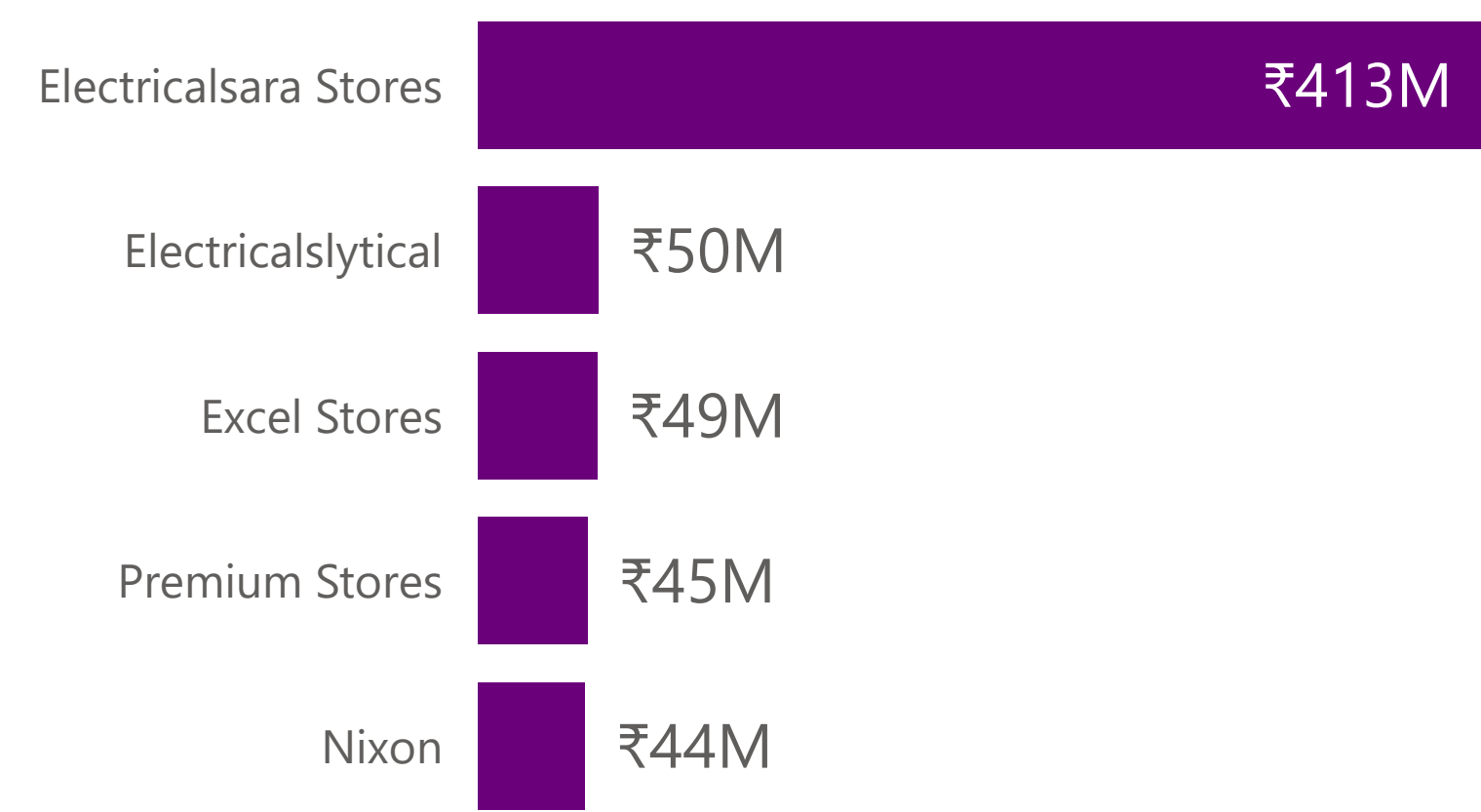
Sales Qty by Markets



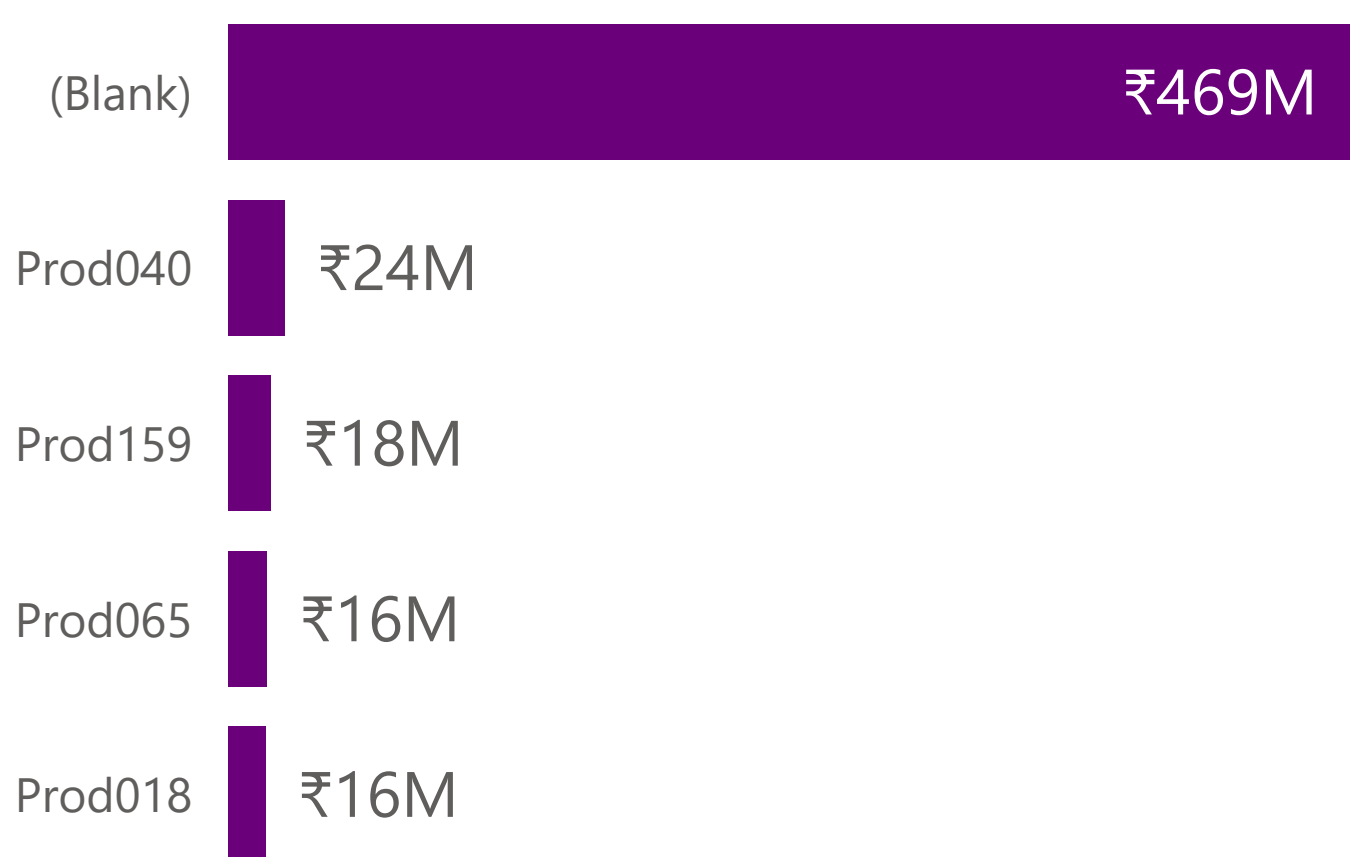
Revenue Trend



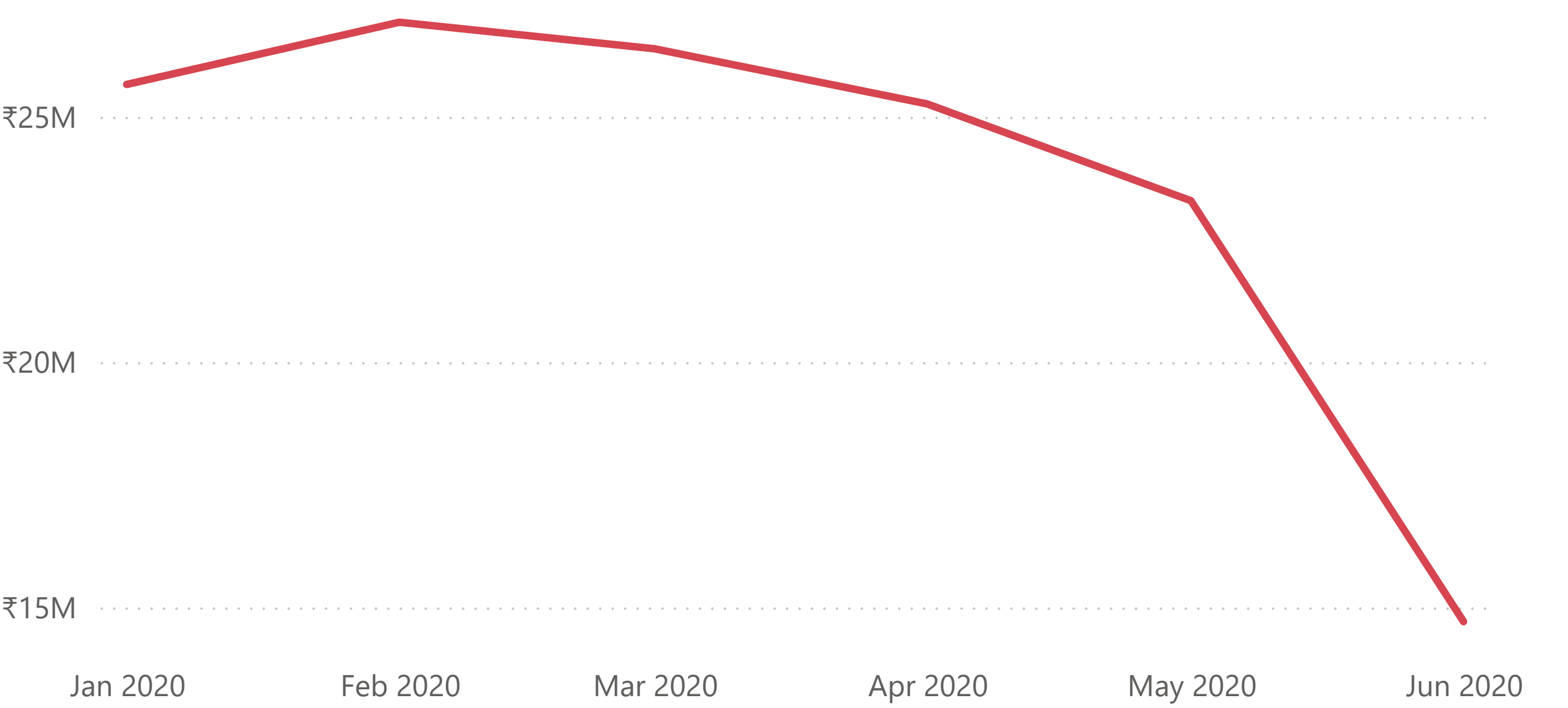
Top 5 Customers



Top 5 Products

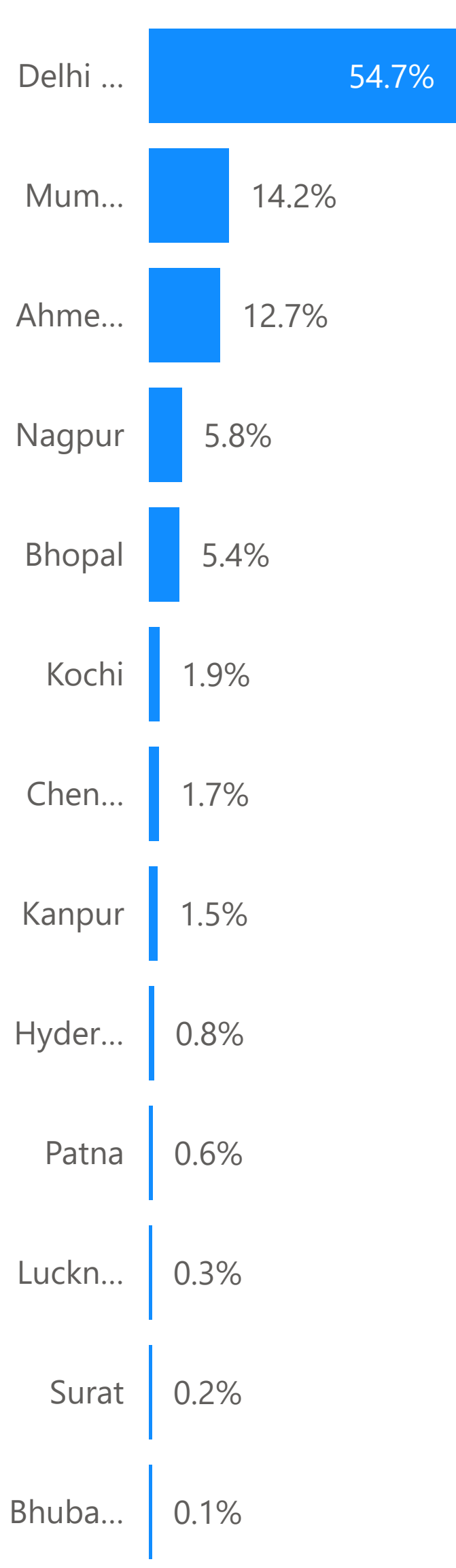


Revenue Trend

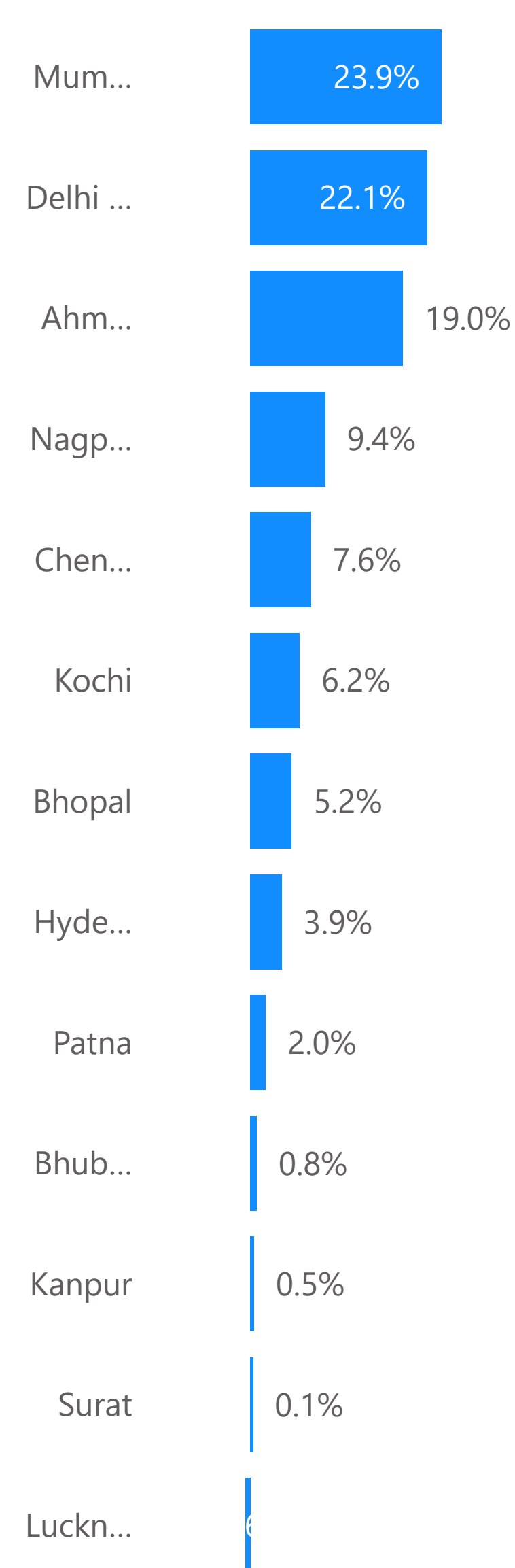


custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsquipo Stores	₹86,908	0.1%	-0.5%	-11.5%
Epic Stores	₹3,002,834	2.1%	-6.8%	-4.7%
Expression	₹82,845	0.1%	-0.2%	-4.2%
Insight	₹571,430	0.4%	-0.5%	-1.9%
Synthetic	₹916,267	0.6%	-0.4%	-1.0%
Integration Stores	₹1,909,611	1.3%	-0.2%	-0.2%
Relief	₹773,301	0.5%	0.1%	0.3%
Electricalsara Stores	₹65,641,977	46.2%	11.9%	0.4%
Logic Stores	₹3,319,243	2.3%	0.6%	0.4%
Electricalslytical	₹5,537,904	3.9%	1.3%	0.5%
Premium Stores	₹5,899,748	4.1%	1.4%	0.5%
Zone	₹927,154	0.7%	0.2%	0.5%
Path	₹1,723,307	1.2%	1.0%	1.1%
Control	₹4,182,662	2.9%	2.5%	1.2%
Sound	₹740,856	0.5%	0.5%	1.3%
Novus	₹258,543	0.2%	0.2%	1.6%
Total	₹142,224,545	100.0%	100.0%	1.4%

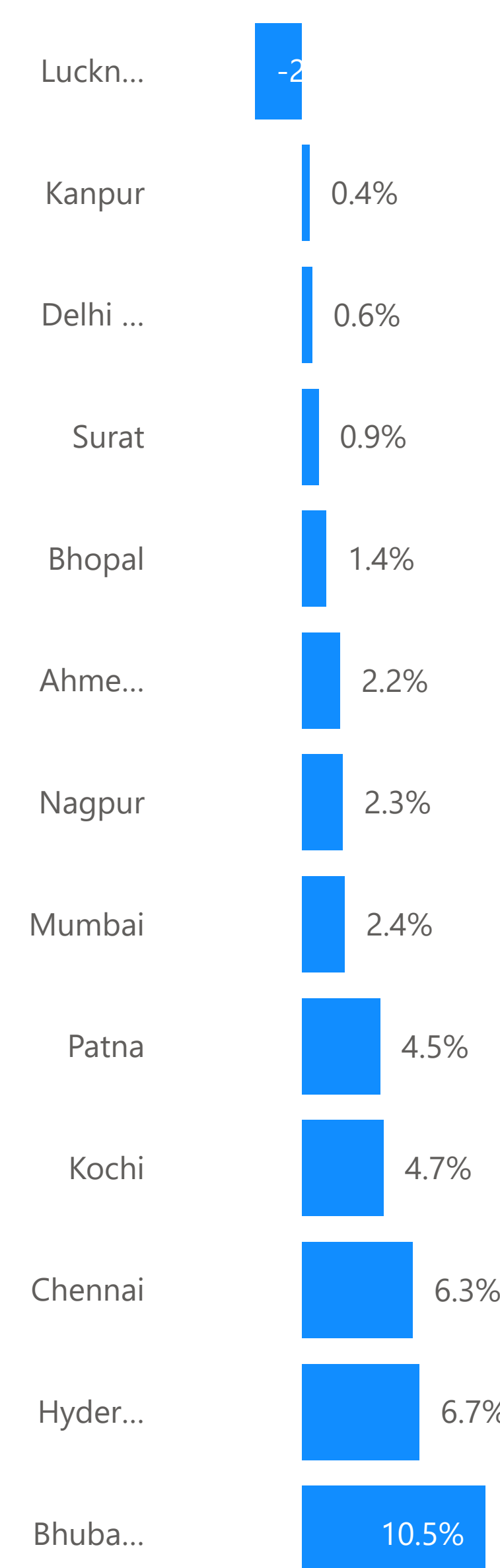
Revenue Contribution % by Market



Profit Contribution % by Market



Profit % by market



₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

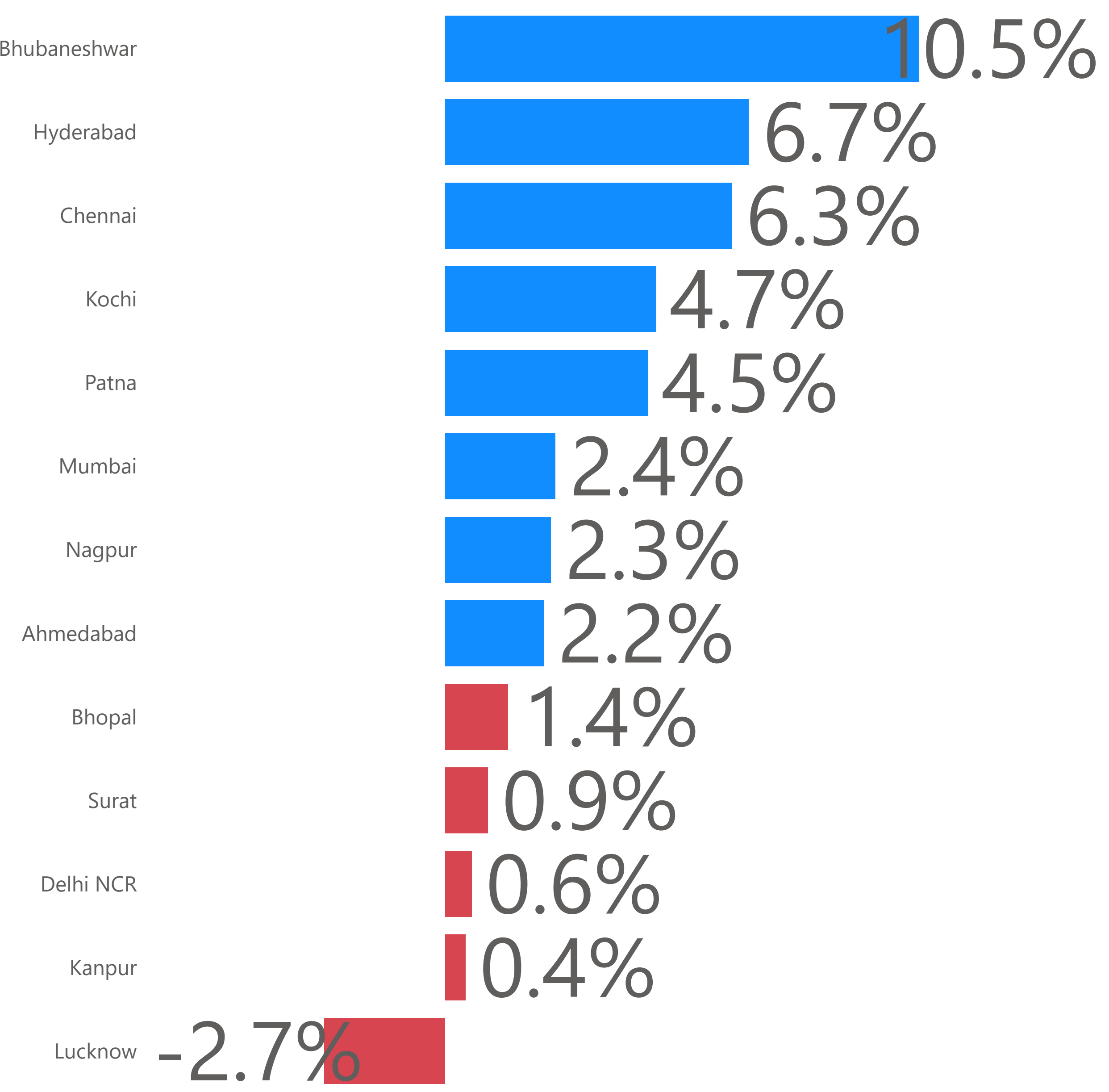
Mar 20

Apr 20

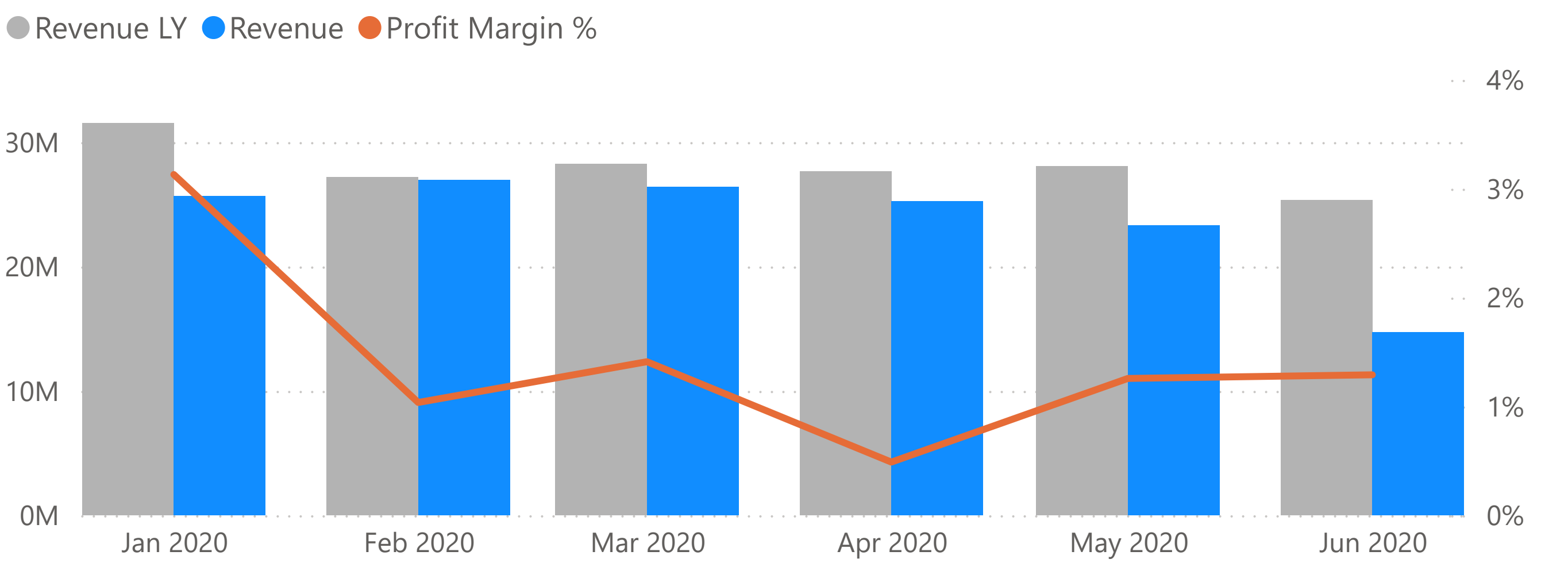
May 20

Jun 20

Revenue Contribution % by Market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsara Stores	₹65,641,977	46.2%	11.9%	0.4%
Excel Stores	₹7,928,385	5.6%	12.5%	3.3%
Premium Stores	₹5,899,748	4.1%	1.4%	0.5%
Electricalslytical	₹5,537,904	3.9%	1.3%	0.5%
Info Stores	₹5,064,374	3.6%	7.8%	3.2%
Control	₹4,182,662	2.9%	2.5%	1.2%
Surge Stores	₹3,953,600	2.8%	11.9%	6.2%
Logic Stores	₹3,319,243	2.3%	0.6%	0.4%
Acclaimed Stores	₹3,116,384	2.2%	6.1%	4.0%
Nixon	₹3,028,345	2.1%	4.7%	3.2%
Epic Stores	₹3,002,834	2.1%	-6.8%	-4.7%
Forward Stores	₹2,560,961	1.8%	5.4%	4.3%
Electricalsociety	₹2,520,938	1.8%	3.3%	2.7%
Modular	₹2,453,519	1.7%	5.0%	4.2%
Surface Stores	₹2,420,004	1.7%	3.2%	2.7%
Atlas Stores	₹2,189,613	1.5%	2.1%	2.0%
Total	₹142,224,545	100.0%	100.0%	1.4%