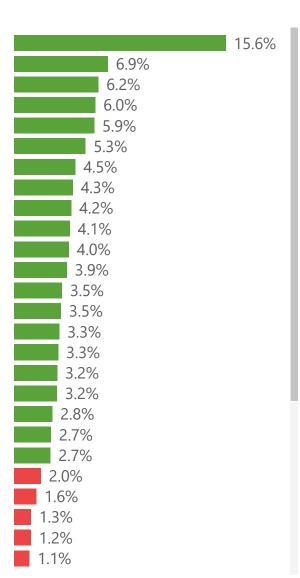
May Feb 20 2017 2018 Jan 20 Mar 20 Apr 20 ₹ 142M 2019 2020 Jun 20 350K 20 Revenue Sales Qty Revenue Trend ₹ 26.4M **Revenue by Markets** Sales Qty by Markets ₹ 25.3M ₹ 26.9M ₹ 25M ₹ 25.7M ₹ 23.3M 0.14M Delhi NCR Delhi NCR 0.04M ₹ 20M Mumbai Mumbai ₹ 20M 0.04M Nagpur **Ahmedabad** ₹ 18M 0.04M Nagpur Kochi ₹ 15M 0.03M **Bhopal** Ahmeda... ₹ 14.7M Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 0.02M **Bhopal Top 5 Customers Top 5 Products** 0.01M Chennai Lucknow ₹ 66M **Electricalsara Stores** ₹ 4M Prod047 0.01M Hyderabad Kanpur ₹ 2M Chennai 0.01M Hyderabad ₹8M ₹ 4M **Excel Stores** Prod061 0.00M **Patna** ₹ 1M Bhubane... ₹ 6M ₹3M **Premium Stores** Prod071 0.00M Kanpur Lucknow ₹ 0M ₹ 6M ₹ 3M Electricalslytical Prod065 0.00M Surat Surat ₹ 0M ₹5M ₹3M Info Stores Prod237 Bhubaneshwar 0.00M ₹ 0M Patna

May Feb 20 2017 2018 2019 2020 Jan 20 Mar 20 Apr 20 Jun 20 ₹ 142M ₹ 2.1M 350K 20 Sales Qty Total Profit Margin Revenue Revenue Trend ₹ 26.4M **Revenue Contribution % Profit Contribution % by Profit % by Markets** ₹ 25.3M by Markets **Markets** ₹ 26.9M ₹ 25M ₹ 23.3M ₹ 25.7M 10.5% Bhubanes... Delhi ... 54.7% 23.9% Mumbai Hyderabad ₹ 20M 14.2% Delhi ... Mum... 6.3% Chennai 12.7% Ahme... Ahme... 4.7% Kochi ₹ 15M 9.4% Nagpur Nagpur ₹ 14.7M Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 4.5% **Patna** 7.6% **Bhopal** Chennai **Top Customers** 2.4% Mumbai Profit Margin Profit Margin % custmer name Revenue Revenue 6.2% Kochi Kochi Contribution % Contribution % Nagpur 5.2% Chen... **Bhopal** Electricalsara Stores ₹ 6,56,41,977 46.2% 11.9% 0.4% **Excel Stores** ₹ 79,28,385 5.6% 12.5% 3.3% **Ahmedabad** 2.2% 1.5% 3.9% Kanpur Hyder... **Premium Stores** ₹ 58,99,748 4.1% 1.4% 0.5% Electricalslytical ₹ 55,37,904 3.9% 1.3% 0.5% 1.4% **Bhopal** 0.8% 2.0% Hyder... **Patna** Info Stores ₹ 50,64,374 3.6% 7.8% 3.2% Control ₹ 41,82,662 2.9% 2.5% 1.2% 0.9% Surat 0.8% 0.6% Bhuba... **Patna** Surge Stores ₹ 39,53,600 2.8% 11.9% 6.2% Logic Stores ₹ 33,19,243 2.3% 0.6% 0.4% 0.6% Delhi NCR 0.3% 0.5% Luckn... Kanpur **Acclaimed Stores** ₹ 31,16,384 2.2% 6.1% 4.0% Nixon ₹ 30,28,345 2.1% 4.7% 3.2% 0.4% Kanpur Surat 0.2% Surat 0.1% **Epic Stores** ₹ 30,02,834 2.1% -6.8% -4.7% **Forward Stores** ₹ 25,60,961 1.8% 5.4% 4.3% Lucknow -2. 0.1% Lucknow Bhub... **Flectricalsocity** ₹ 25 20 938 1.8% 3.3% 2.7% ₹ 14,22,24,545 **Total** 100.0% 100.0% 1.4%

₹ 142M 350K Sales Qty Revenue **Profit % by Markets Electricalsbea Stores Power Surge Stores** Leader **Electricalsopedia Stores** Elite All-Out **Forward Stores** Modular **Nomad Stores Acclaimed Stores Unity Stores Electricalslance Stores** Sage **Flawless Stores Excel Stores** Info Stores Nixon Propel **Surface Stores Electricalsocity Atlas Stores** Novus Sound **Control**

Path



Profit Target

2%

₹ 2.1M

Total Profit Margin



| Jan | Feb | Mar | Apr | May | Jun |
|-----|-----|-----|-----|-----|-----|
| 20 | 20 | 20 | 20 | 20 | 20 |
| | | | | | |

4%

Revenue Trend

■ Revenue LY ■ Revenue ■ Profit Margin %



Top Customers

| custmer_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% |
| Total | ₹ 14,22,24,545 | 100.0% | 100.0% | 1.4% |