

₹985M

Revenue

2M

TotalSalesQuantity

2017

2018

2019

2020

Jun
17

Jul 17

Aug
17

Sep
17

Oct
17

Nov
17

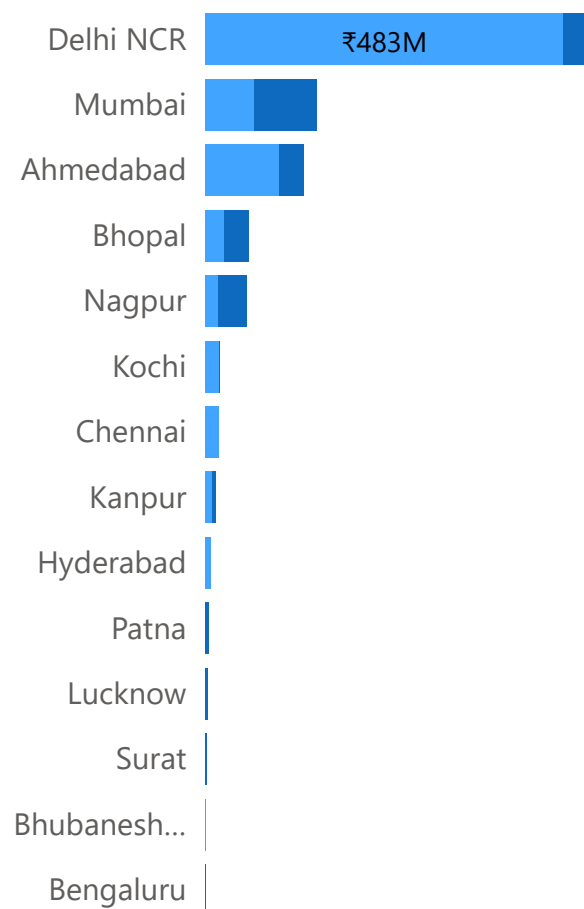
Dec
17

Jan
18



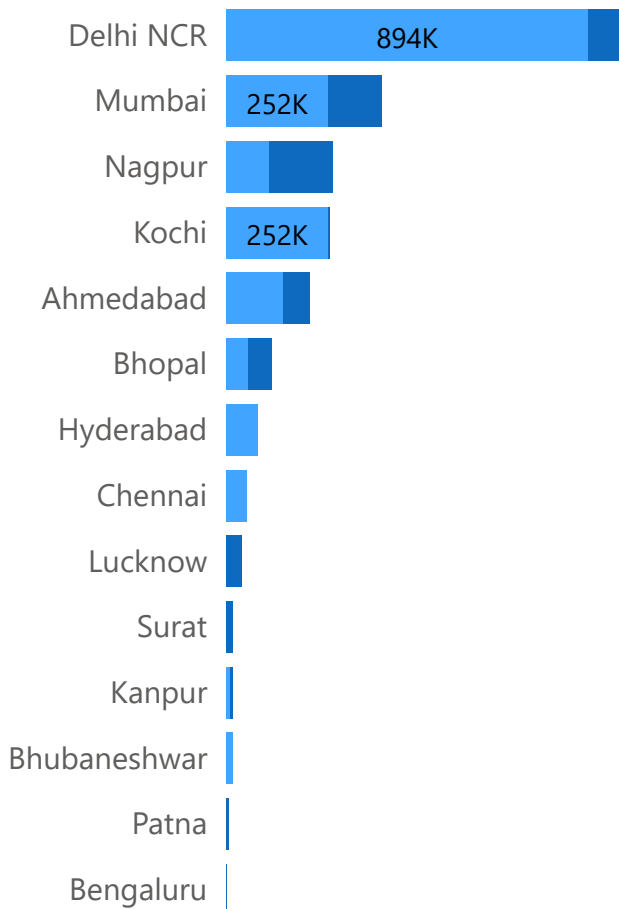
Revenue by Markets

Cust_Type Brick & Mortar E-Commerce

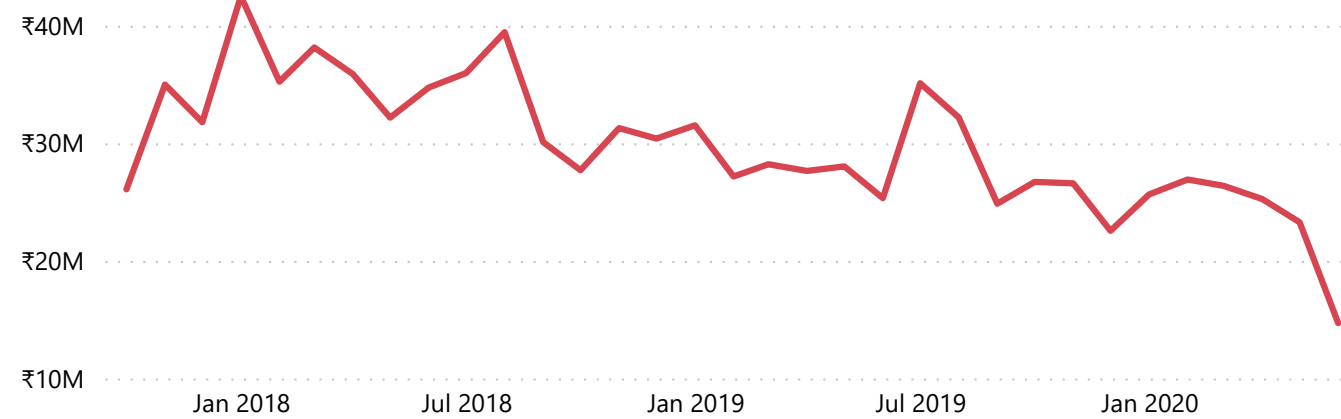


Sales Quantity by Markets

Cust_Type Brick & Mortar E-Commerce

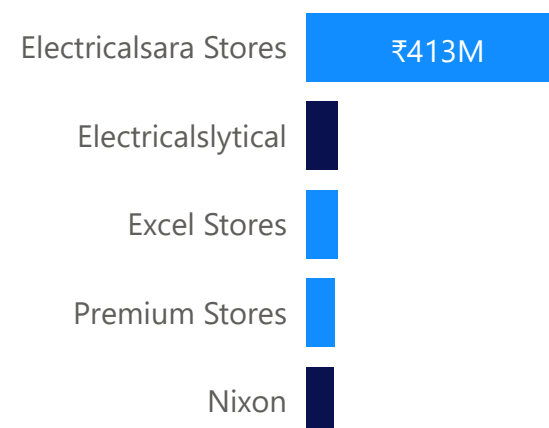


Revenue Trend



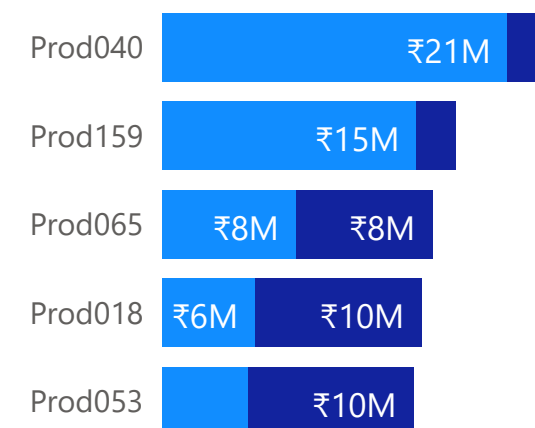
Top 5 Customers

Cust_Type Brick & Mortar E-Commerce



Top 5 Products

Cust_Type Brick & Mortar E-Commerce



₹142M

350K

₹2.1M

Revenue

TotalSalesQuantity

Total Profit Margin

2017

2018

2019

2020

Jan 20

Feb 20

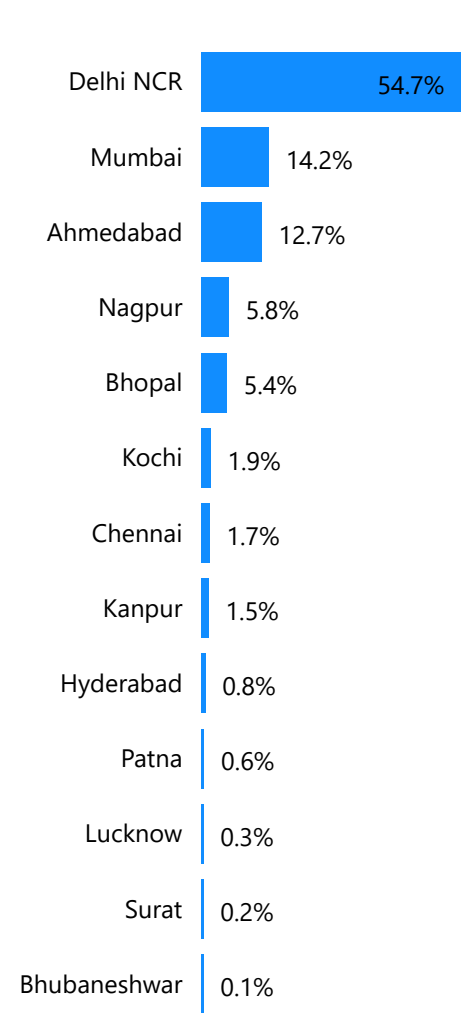
Mar 20

Apr 20

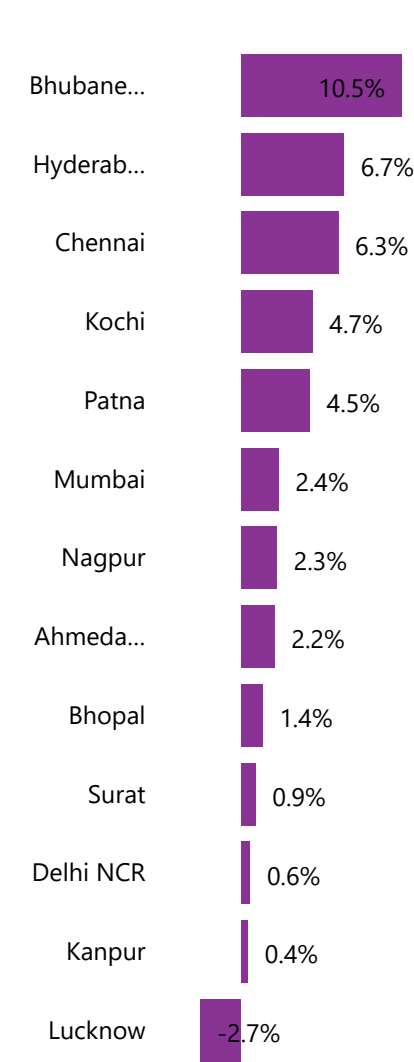
May 20

Jun 20

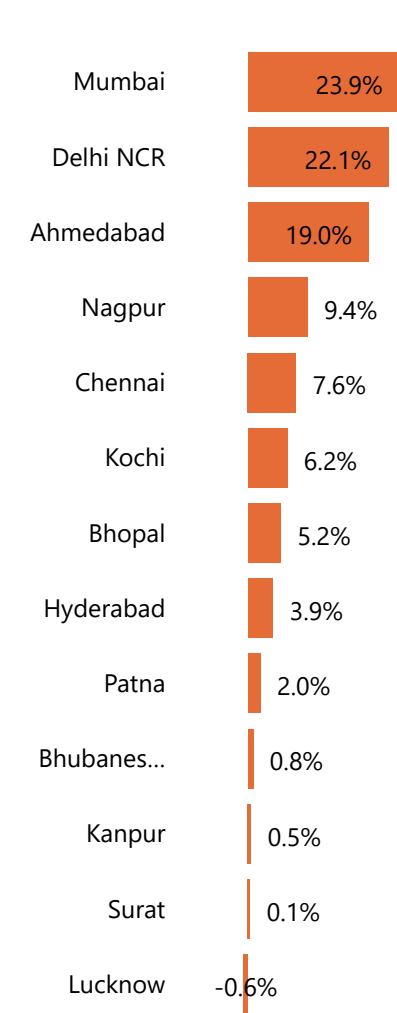
Revenue Contribution %
by Markets



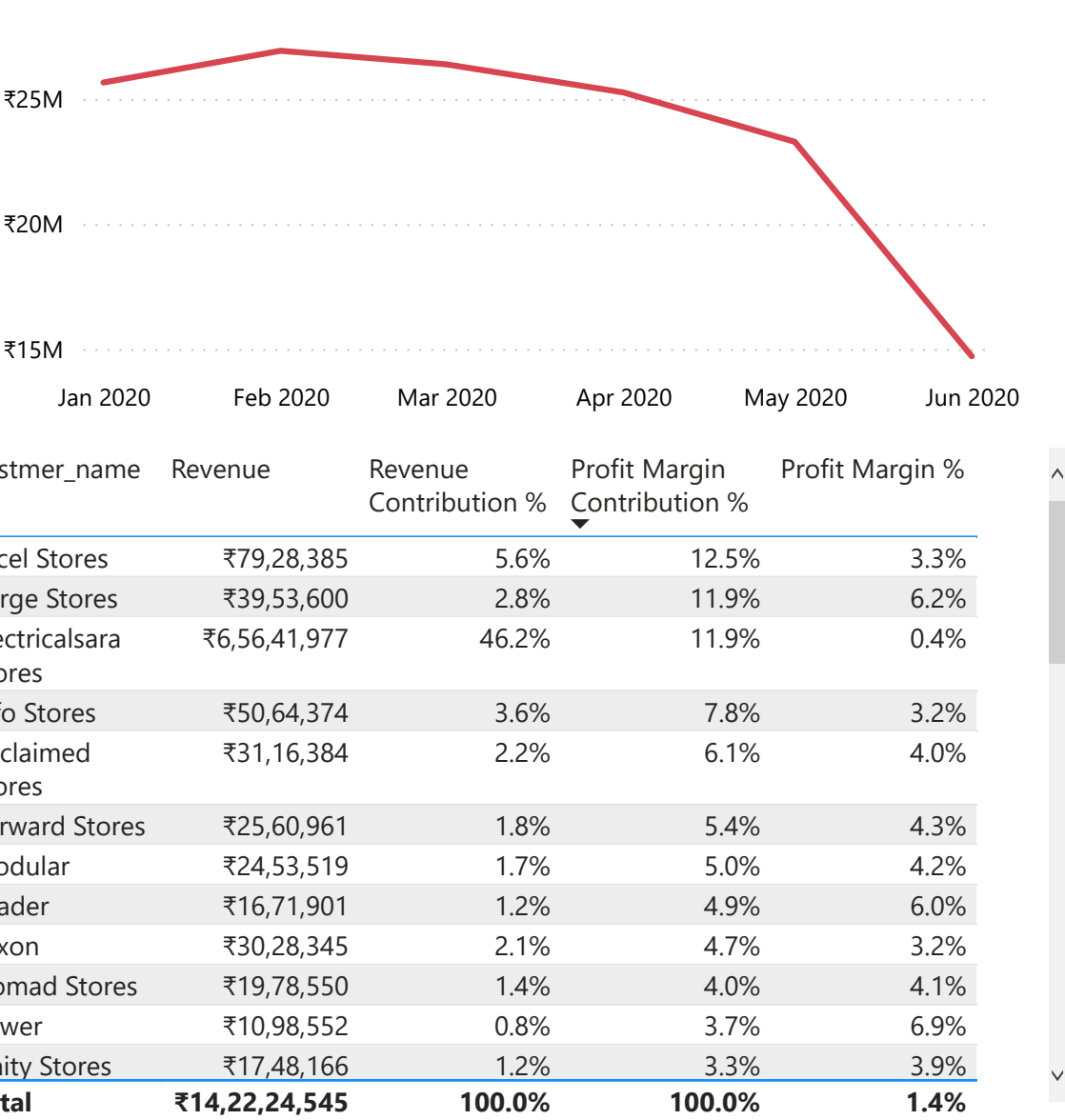
Profit% by Markets



Profit Contribution %
by Markets



Revenue Trend



₹142M

350K

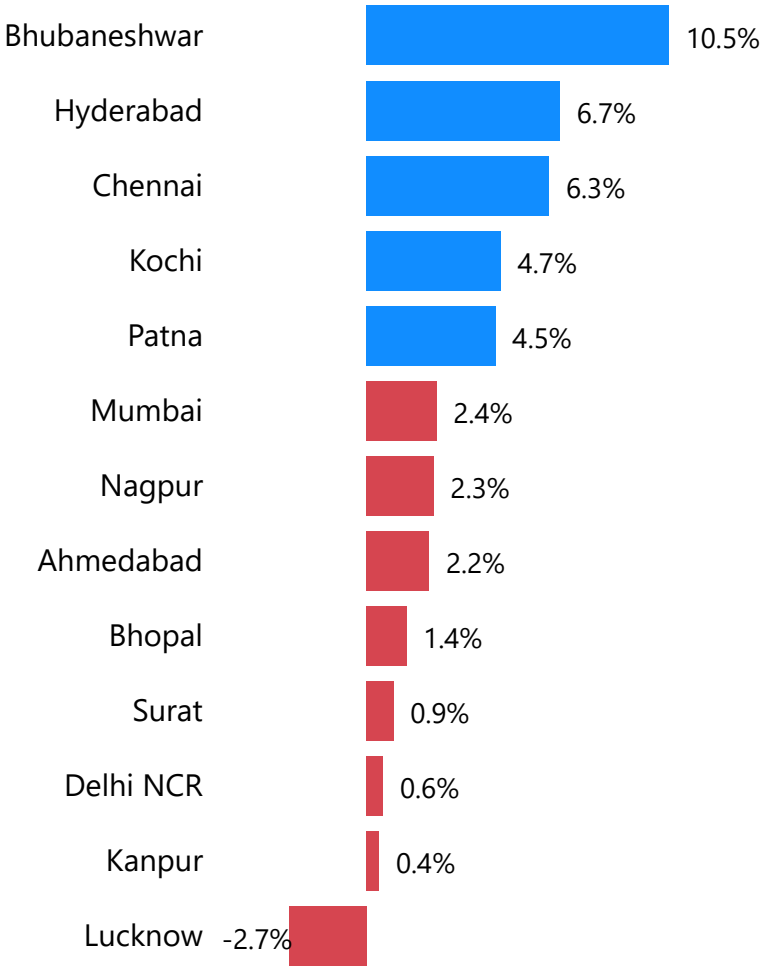
₹2.1M

Revenue

TotalSalesQuantity

Total Profit Margin

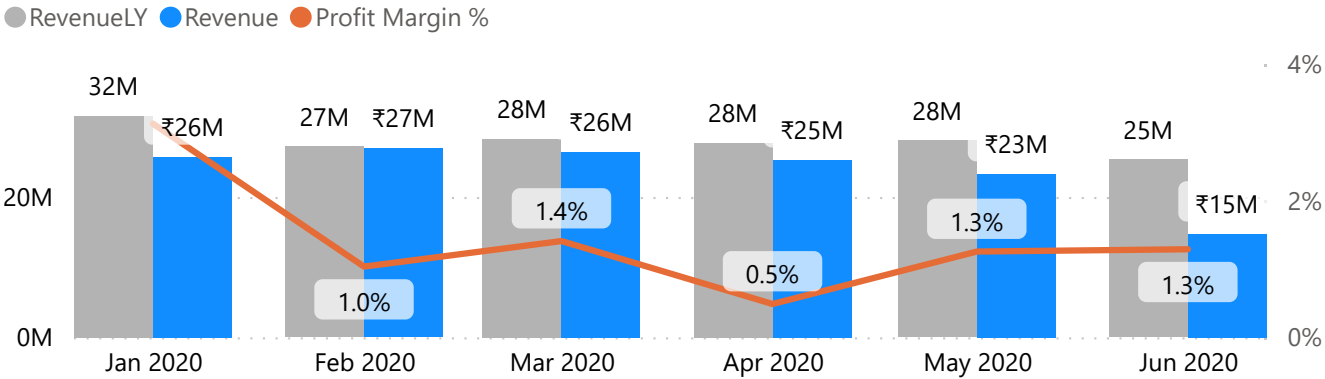
Profit Margin % by Zone and Markets



Profit Target %

3%

Revenue Trend (Last Year vs This Year)



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%
Electricalslytica I	₹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%
Total	₹14,22,24,545	100.0%	100.0%	1.4%