Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun 2018 2019 2017 2020 17 17 17 17 17 17 18 18 18 18 18 18 ₹984.8M 2M Revenue Trend Revenue Sales Qty ₹40M Revenue by markets Sales Qty by markets ₹35M · · · · · Delhi . ₹0.52bn Delhi . 0.99M ₹30M ₹0.15bn Mum.. 0.38M Mum.. ₹0.13bn Nagp.. 0.26M ₹0.06bn Kochi 0.26M ₹0.06bn Ahme.. 0.21M Kochi ₹0.02bn Bhopal 0.11M Jan 2019 Jan 2020 Jan 2018 Jul 2018 Jul 2019 ₹0.02bn Chen. Hyde. M80.0 Revenue by product Revenue by custmer Kanpur ₹0.01bn Chen.. 0.05M ₹0.01bn Luckn... 0.04M (Blank) Electricalsara St.. ₹469.0M ₹413.3M Patna ₹0.00bn Surat 0.02M ₹23.6M Prod040 Electricalslytical ₹49.6M Luckn.. ₹0.00bn 0.02M Kanpur ₹17.7M **Excel Stores** Prod159 ₹49.1M Surat ₹0.00bn Bhub. 0.01M ₹16.3M Bhub.. ₹0.00bn **Premium Stores** ₹44.9M 0.01M Patna ₹0.00bn ₹15.6M ₹43.9M Nixon Beng... 0.00M

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₹984.8M Revenue Profit % by markets Surat 4.1% Patna Bhub... 4.0% Bhopal 3.9% Kochi 3.7% Mum... Nagpur Delhi ... Ahme... 1.7% Chen... Luckn... Hyder... 0.6% Kanpur -0.5% Beng...

2429K

market

Delhi ...

Mumbai

Ahme...

Bhopal

Nagpur

Kochi

Chennai

Patna

Surat

Hyder...

Bhuba...

Luckn...

Kanpur

Bengal...

Sales Qty

48.5%

19.8%

11.6%

9.3%

5.7%

2.9%

1.2%

0.7%

0.5%

0.2%

0.1%

0.1%

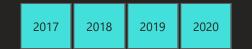
-0.3%

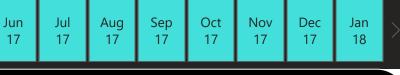
₹24.7M

**Total Profit Margin** 



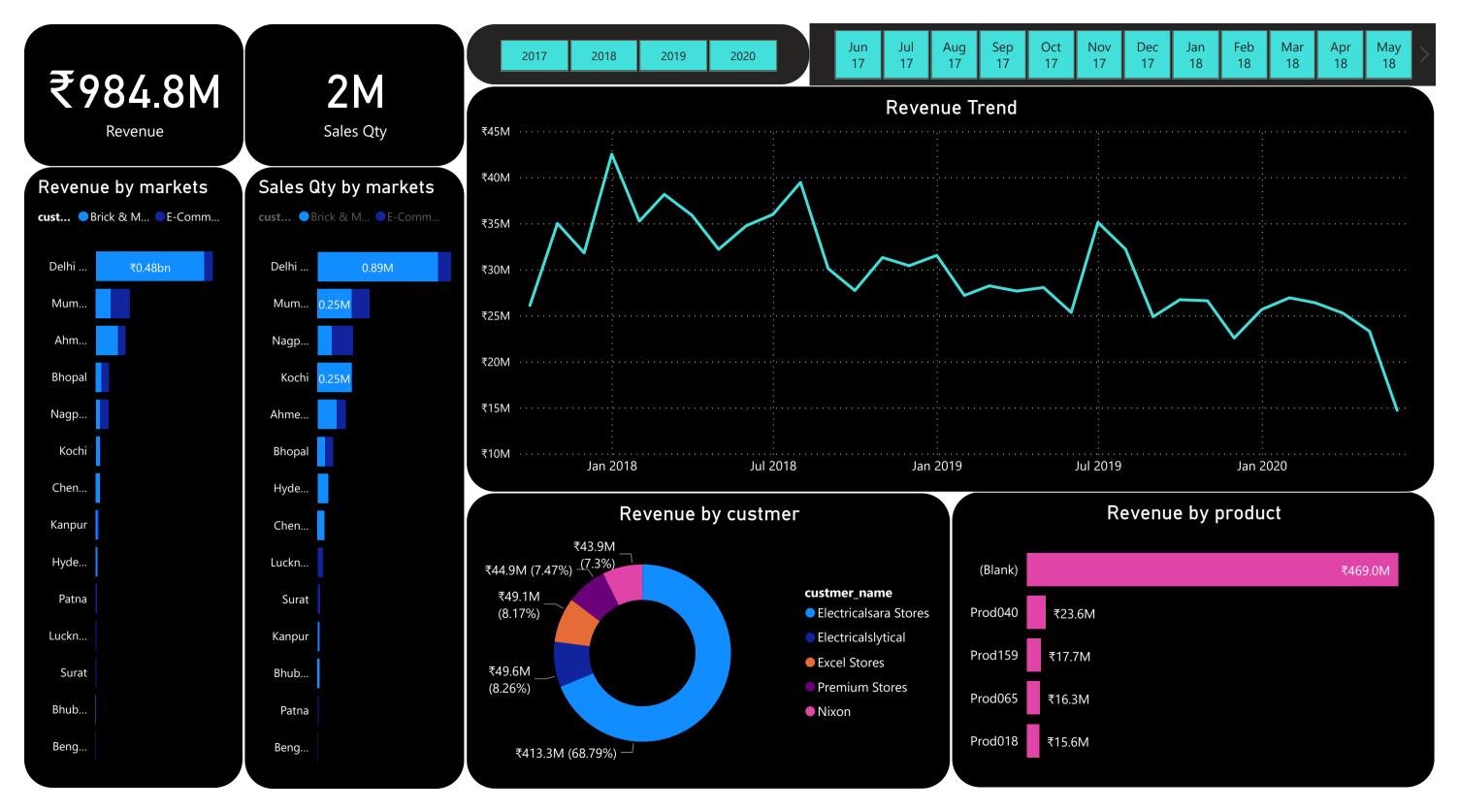




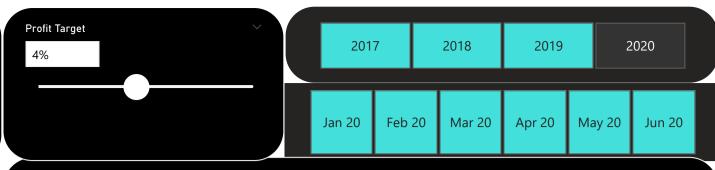




custmer_name	Revenue	Revenue contribution %	Profit Margin contribution %	profit Margin %
Electricalsara Stores	₹41,33,33,588.0	42.0%	37.7%	2.3%
Nixon	₹4,38,93,083.0	4.5%	7.2%	4.1%
Electricalslytical	₹4,96,44,189.0	5.0%	6.8%	3.4%
Leader	₹1,65,29,970.0	1.7%	5.1%	7.5%
Premium Stores	₹4,49,06,666.0	4.6%	4.3%	2.3%
Control	₹3,17,71,997.0	3.2%	3.3%	2.6%
Electricalsocity	₹1,74,89,935.0	1.8%	2.9%	4.1%
Excel Stores	₹4,91,15,620.0	5.0%	2.8%	1.4%
Surge Stores	₹2,86,48,916.0	2.9%	2.7%	2.3%
Forward Stores	₹2,10,26,079.0	2.1%	2.3%	2.7%
Nomad Stores	₹1,77,39,351.0	1.8%	2.1%	2.9%
Surface Stores	₹1,52,42,562.0	1.5%	2.0%	3.2%
Logic Stores	₹1,32,01,366.0	1.3%	2.0%	3.7%
Modular	₹1,73,79,851.0	1.8%	1.8%	2.6%
Total	₹98,48,13,463.0	100.0%	1 /0/ 100.0%	2.5%



₹142.2M ₹2.1M 350K Revenue Sales Qty **Total Profit Margin Profit % by Customers** 15.6% Electricalsbea Stores 6.9% Power Surge Stores 6.2% Leader 6.0% Electricalsopedia Stores 5.9% Elite 5.3% All-Out 4.5% **Forward Stores** 4.3% Modular 4.2% **Nomad Stores** 4.1% **Acclaimed Stores** 4.0% **Unity Stores** 3.9% **Electricalslance Stores** 3.5% Sage 3.5% Flawless Stores 3.3% **Excel Stores** 3.3% Info Stores 3.2% Nixon 3.2% Propel 2.8% Surface Stores 2.7% Electricalsocity 2.7% Atlas Stores 2.0% 1.6% Novus Sound 1.3% 1.2% Control 1.1% Path 0.5% Zone





custmer_name	Revenue	Revenue contribution %	Profit Margin contribution %  ▼	profit Margin %
Excel Stores	₹79,28,385.0	5.6%	12.5%	3.3%
Surge Stores	₹39,53,600.0	2.8%	11.9%	6.2%
Electricalsara Stores	₹6,56,41,977.0	46.2%	11.9%	0.4%
Info Stores	₹50,64,374.0	3.6%	7.8%	3.2%
Acclaimed Stores	₹31,16,384.0	2.2%	6.1%	4.0%
Forward Stores	₹25,60,961.0	1.8%	5.4%	4.3%
Modular	₹24,53,519.0	1.7%	5.0%	4.2%
Leader	₹16,71,901.0	1.2%	4.9%	6.0%
Nixon	₹30,28,345.0	2.1%	4.7%	3.2%
Nomad Stores	₹19,78,550.0	1.4%	4.0%	4.1%
Power	₹10,98,552.0	0.8%	3.7%	6.9%
Total	₹14,22,24,545.0	100.0%	100.0%	1.4%