

₹ 985M

Revenue

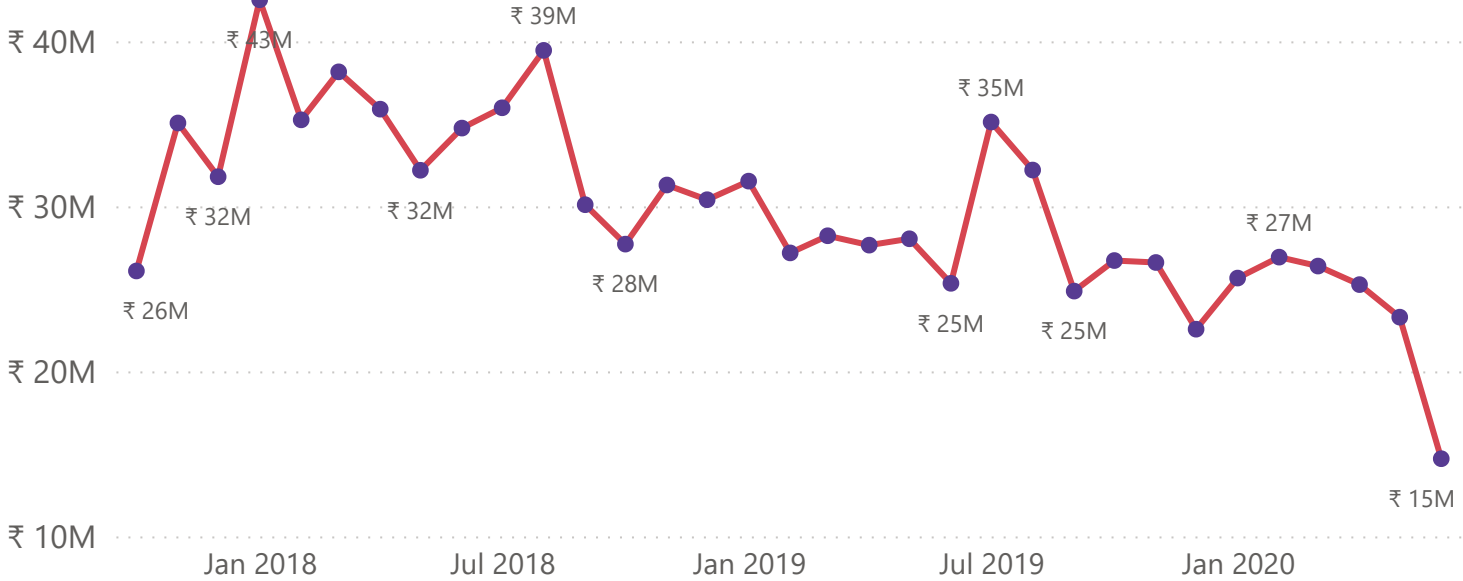
2M

Sales Qty

2017	2018	2019	2020
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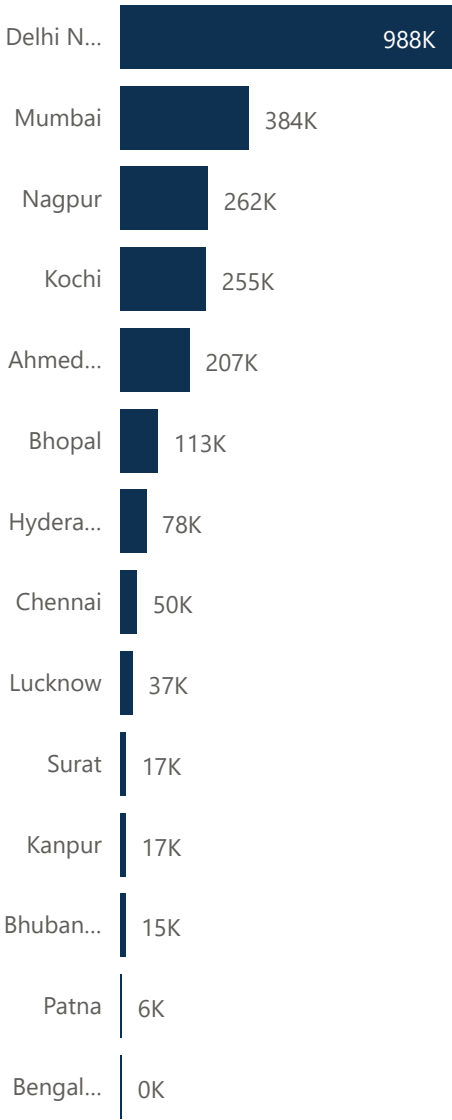
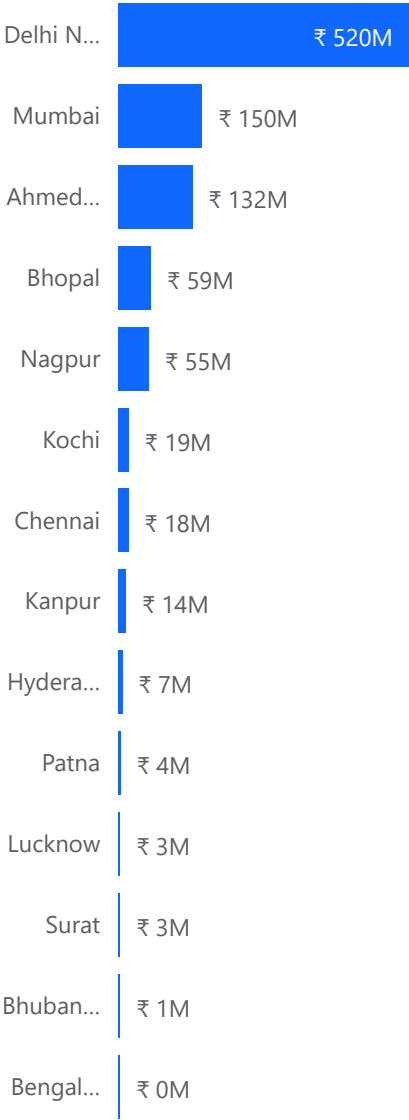
Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	>
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Revenue Trend

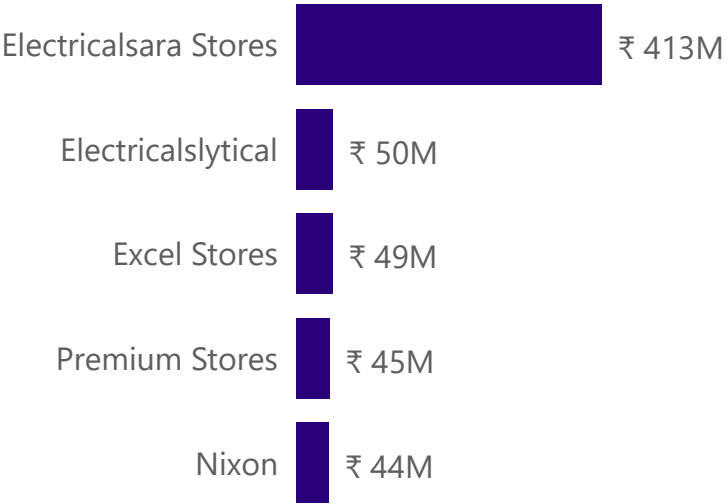


Revenue by Markets

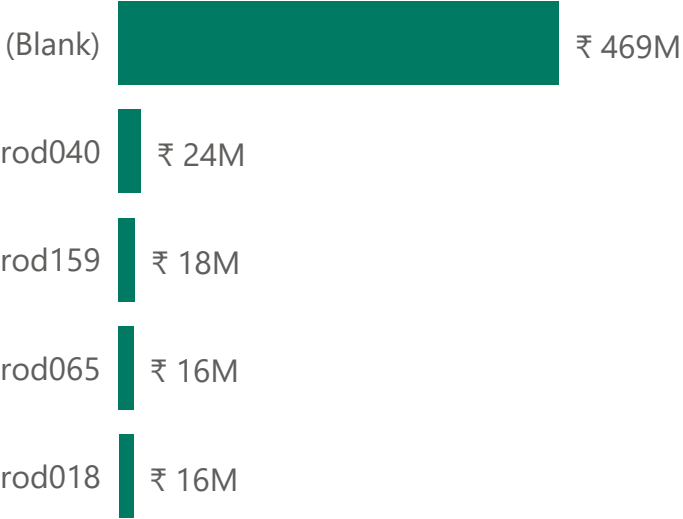
Sales Qty by Markets



Top 5 Customers By Markets



Top 5 Products By Markets



₹ 985M

Revenue

2M

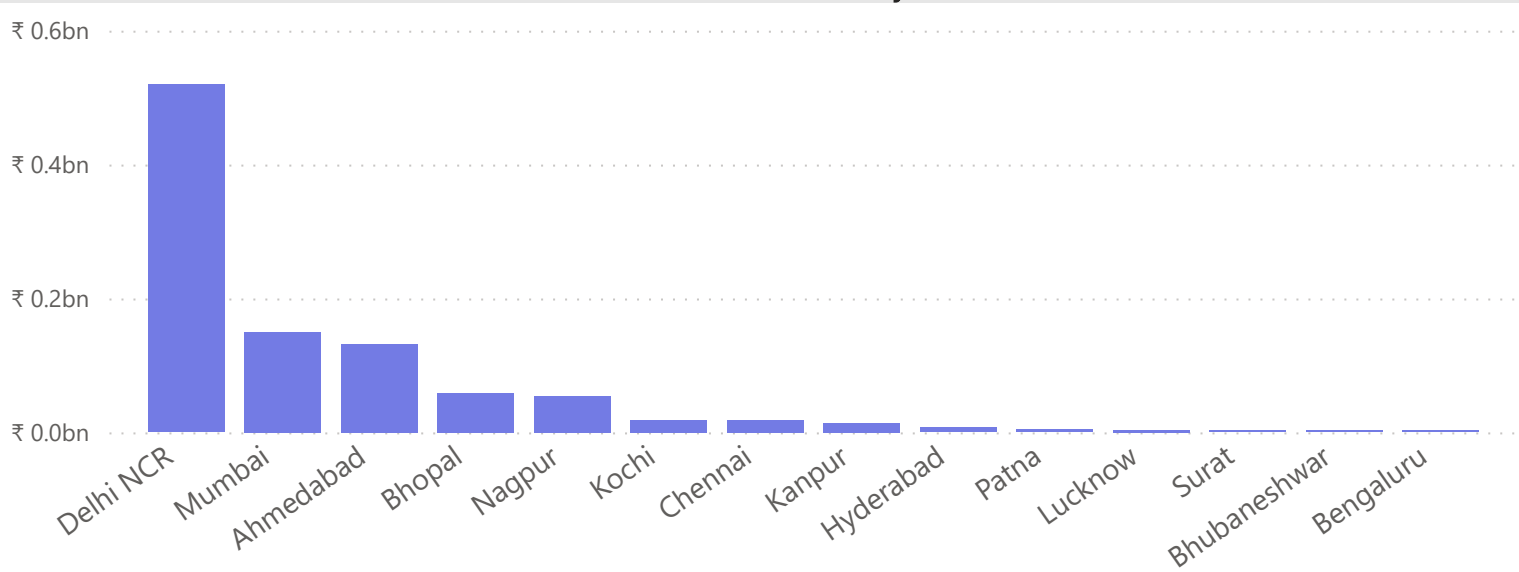
Sales Qty

₹ 24.7M

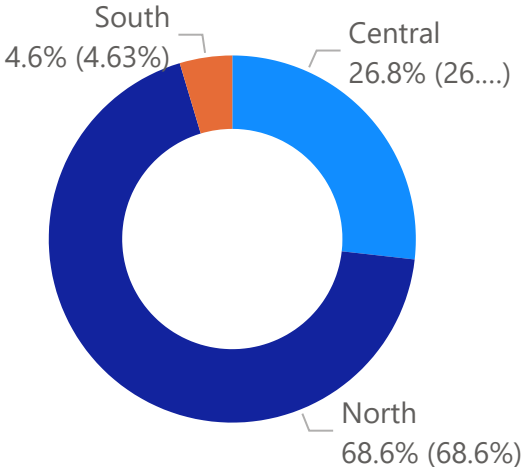
Total Profit Margin

2017	2018	2019	2020	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	>
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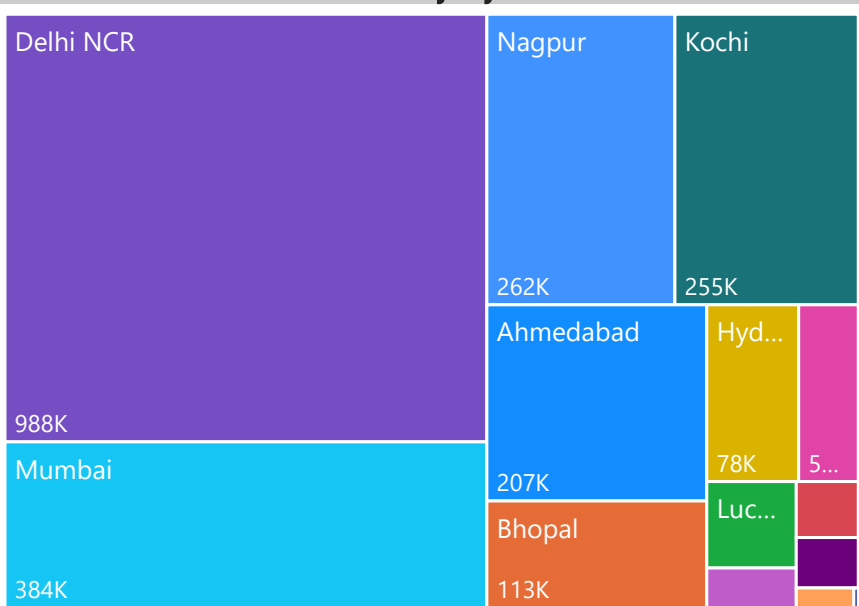
Revenue Contribution % by Markets



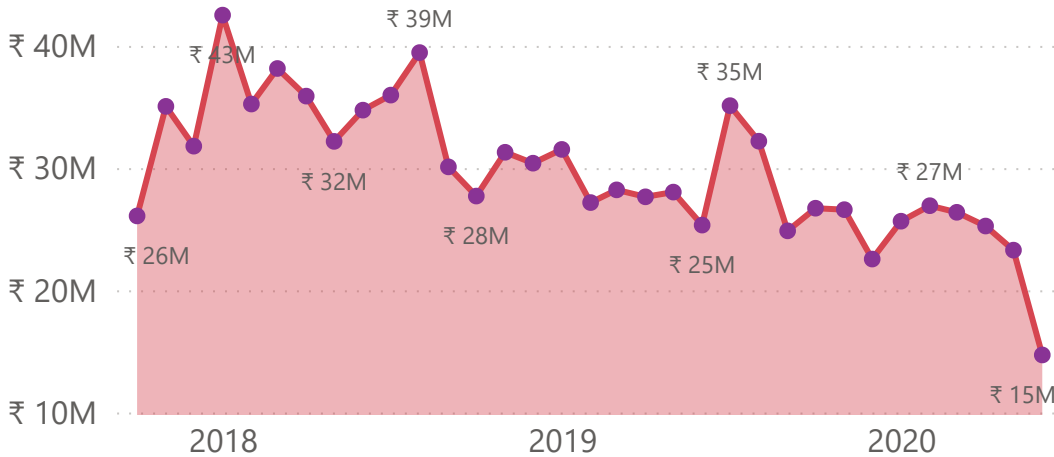
Revenue Contribution % by Zone



Sales Quantity by Markets



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Revenue
Acclaimed Stores	₹ 21,196,727	2.2%	1.3%	₹ 21,196,727
All-Out	₹ 6,068,432	0.6%	0.6%	₹ 6,068,432
Atlas Stores	₹ 16,666,713	1.7%	1.2%	₹ 16,666,713
Control	₹ 31,771,997	3.2%	3.3%	₹ 31,771,997
Electricalsara Stores	₹ 413,333,588	42.0%	37.7%	₹ 413,333,588
Electricalsbea Stores	₹ 336,367	0.0%	0.0%	₹ 336,367
Electricalslance Stores	₹ 1,868,461	0.2%	-0.2%	₹ 1,868,461
Electricalslytical	₹ 49,644,189	5.0%	6.8%	₹ 49,644,189
Electricalsocity	₹ 17,489,935	1.8%	2.9%	₹ 17,489,935
Electricalsopedia Stores	₹ 10,281,203	1.0%	1.3%	₹ 10,281,203
Electricalsquipo Stores	₹ 1,330,361	0.1%	0.4%	₹ 1,330,361
Elite	₹ 4,837,239	0.5%	0.9%	₹ 4,837,239
Total	₹ 984,868,963	100.0%	100.0%	₹ 984,868,963

₹ 142M

Revenue

350K

Sales Qtv

₹ 2.1M

Total Profit Margin

Profit Target

-5%

2017

2018

2019

2020

Jan 20

Feb 20

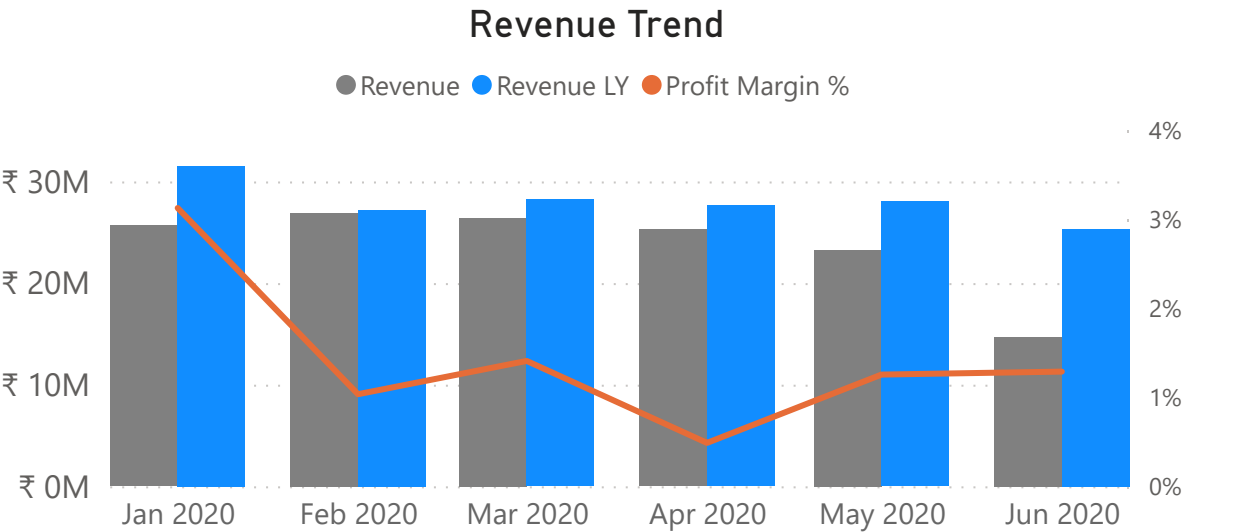
Mar 20

Apr 20

May 20

Jun 20

Revenue Contribution % by Markets



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Revenue
Excel Stores	₹ 7,928,385	5.6%	12.5%	₹ 7,928,385
Surge Stores	₹ 3,953,600	2.8%	11.9%	₹ 3,953,600
Electricalsara Stores	₹ 65,641,977	46.2%	11.9%	₹ 65,641,977
Info Stores	₹ 5,064,374	3.6%	7.8%	₹ 5,064,374
Acclaimed Stores	₹ 3,116,384	2.2%	6.1%	₹ 3,116,384
Forward Stores	₹ 2,560,961	1.8%	5.4%	₹ 2,560,961
Modular	₹ 2,453,519	1.7%	5.0%	₹ 2,453,519
Leader	₹ 1,671,901	1.2%	4.9%	₹ 1,671,901
Nixon	₹ 3,028,345	2.1%	4.7%	₹ 3,028,345
Nomad Stores	₹ 1,978,550	1.4%	4.0%	₹ 1,978,550
Power	₹ 1,098,552	0.8%	3.7%	₹ 1,098,552
Unity Stores	₹ 1,748,166	1.2%	3.3%	₹ 1,748,166
Electricalsocity	₹ 2,520,938	1.8%	3.3%	₹ 2,520,938
Surface Stores	₹ 2,420,004	1.7%	3.2%	₹ 2,420,004
Total	₹ 142,224,545	100.0%	100.0%	₹ 142,224,545