

₹142M

Revenue

350K

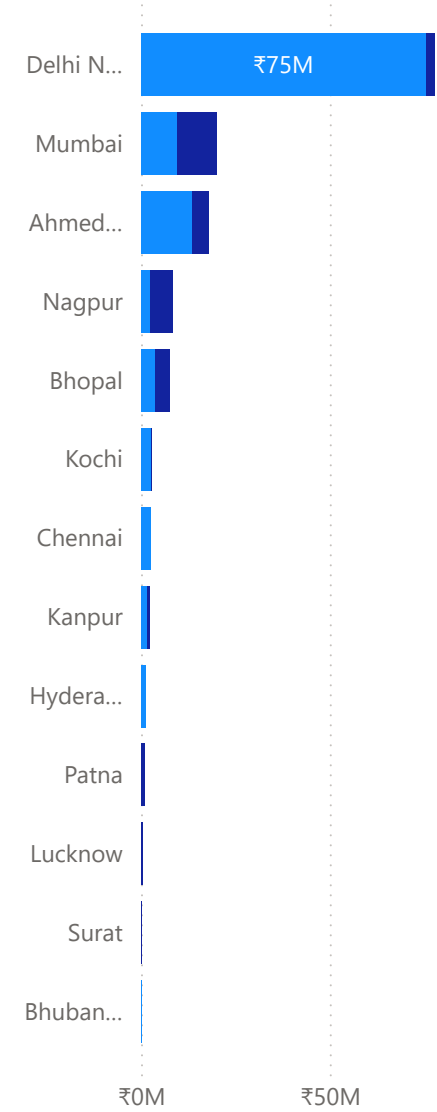
Sales Qty

| | | | |
|------|------|------|------|
| 2017 | 2018 | 2019 | 2020 |
|------|------|------|------|

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

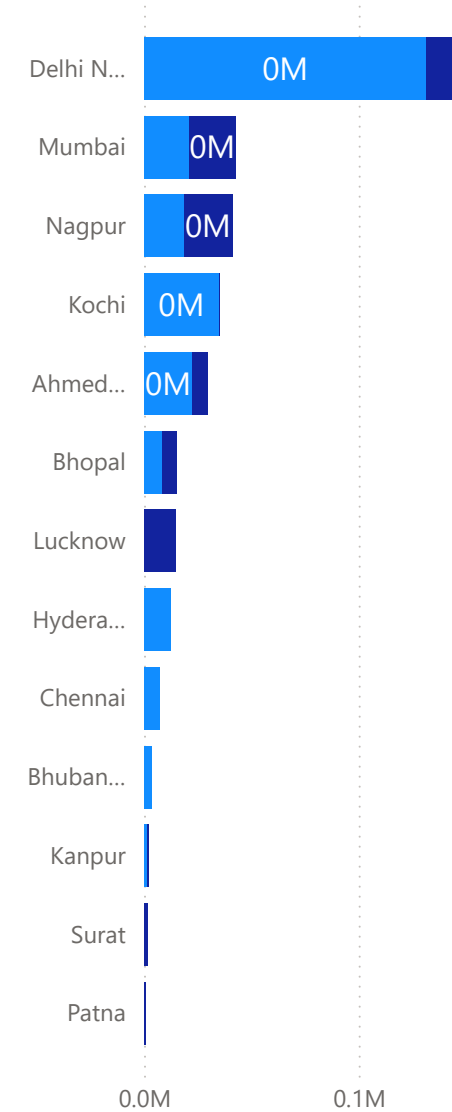
Revenue by markets

custo... Brick & Mortar E-Commerce

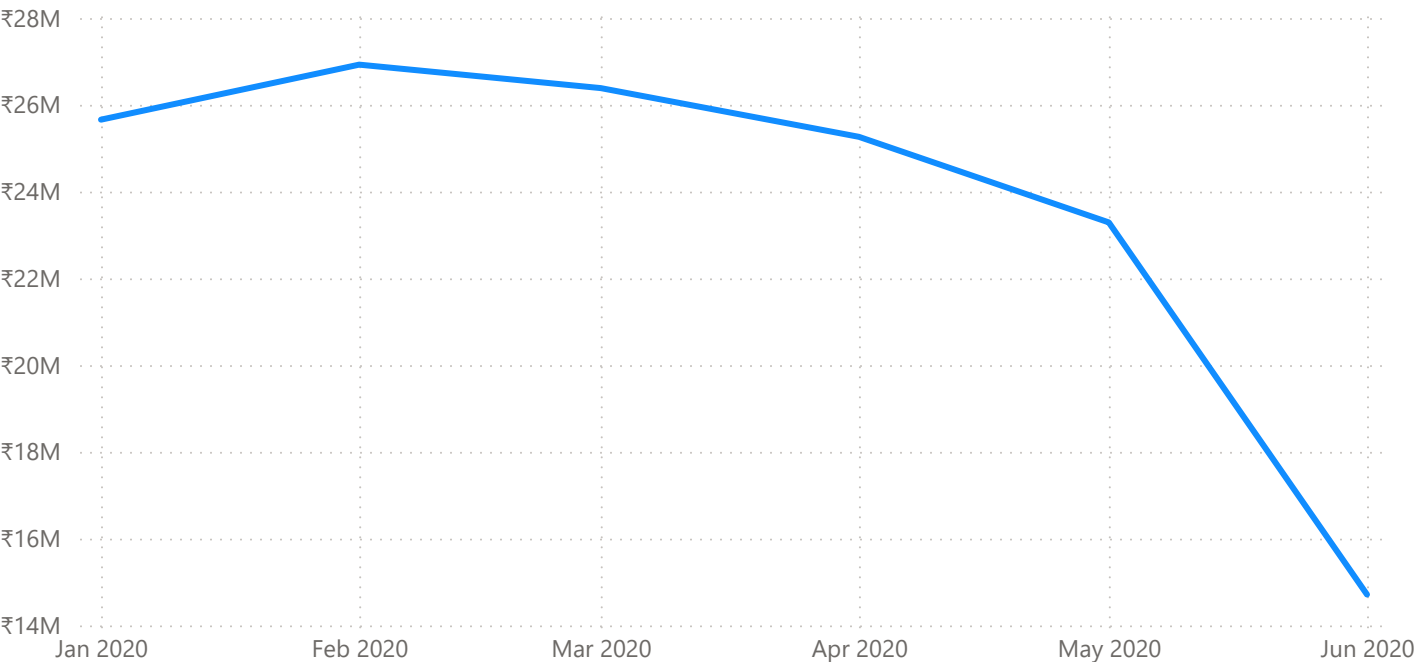


Sales Qty by markets

custo... Brick & Mortar E-Commerce

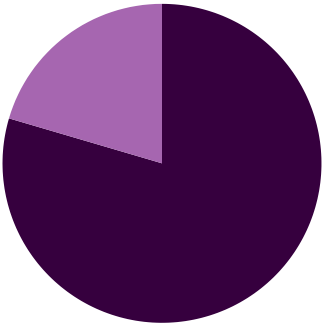


Revenue Trend

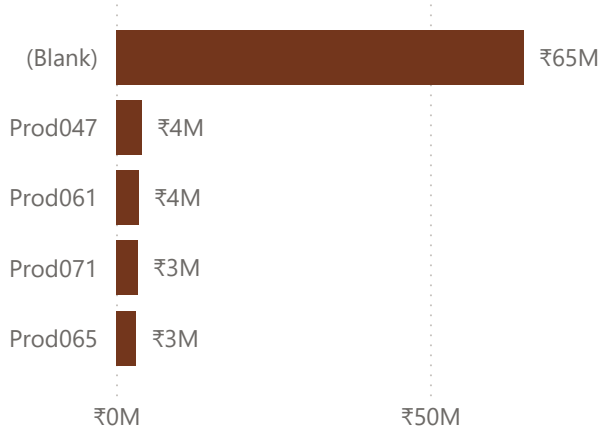


Top 5 customers by Revenue

Brick & Mortar E-Commerce



Top 5 products by Revenue



₹985M

Revenue

2M

Sales Qty

₹25M

Total Profit Margin

2017

2018

2019

2020

Jun 17

Jul 17

Aug 17

Sep 17

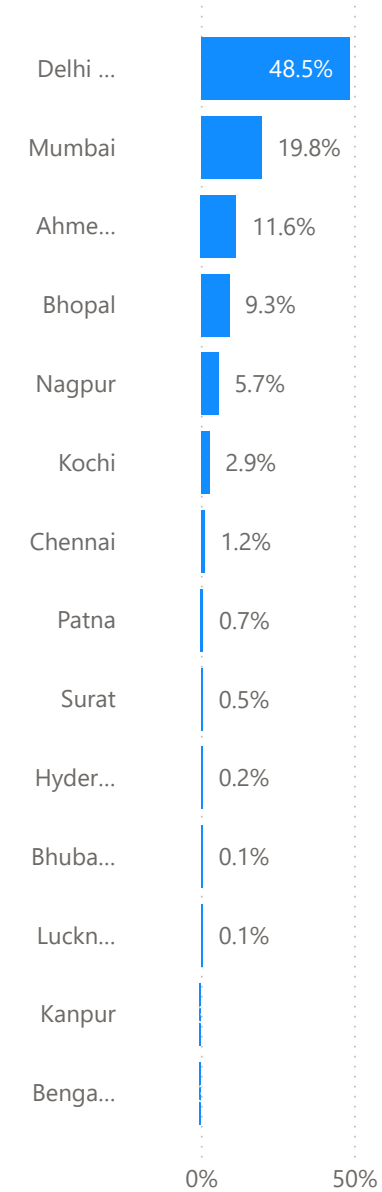
Oct 17

Nov 17

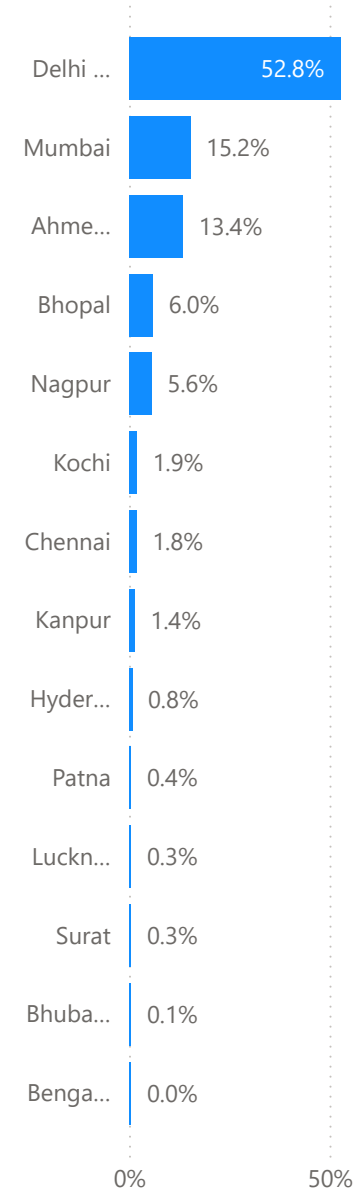
Dec 17



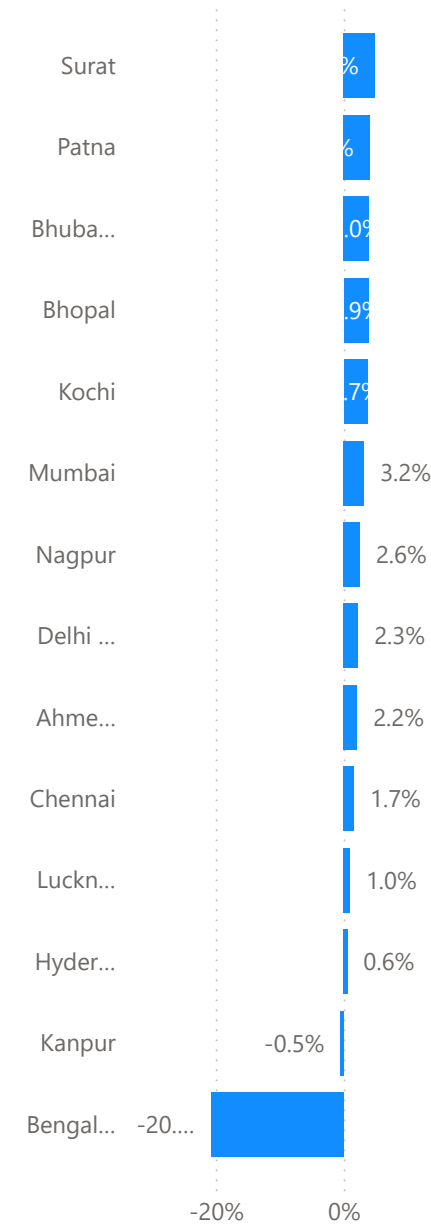
Profit Contribution % by markets



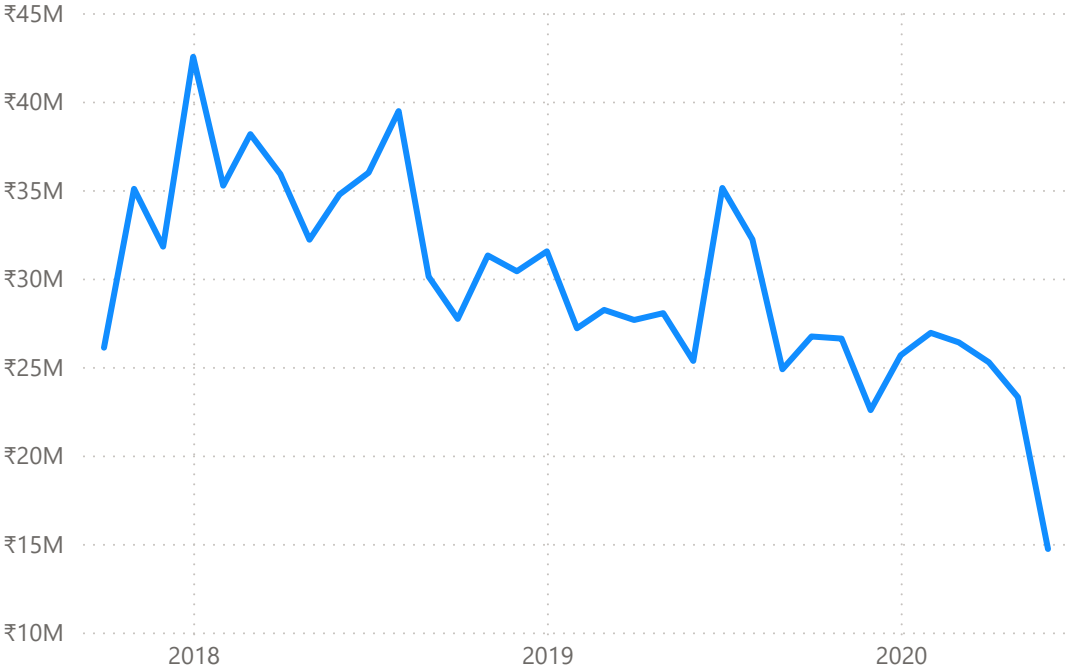
Revenue Contribution % by markets



Profit Margin % by markets



Revenue Trend



| custmer_name | Revenue | Revenue Contribution % | Profit Margin Contribution % | Profit Margin % |
|-----------------------|---------------|------------------------|------------------------------|-----------------|
| Electricalsara Stores | ₹41,33,33,588 | 42.0% | 37.7% | 2.3% |
| Electricalslytical | ₹4,96,44,189 | 5.0% | 6.8% | 3.4% |
| Excel Stores | ₹4,91,15,620 | 5.0% | 2.8% | 1.4% |
| Premium Stores | ₹4,49,69,666 | 4.6% | 4.3% | 2.3% |
| Nixon | ₹4,38,93,083 | 4.5% | 7.2% | 4.1% |
| Info Stores | ₹3,51,00,033 | 3.6% | 1.3% | 0.9% |
| Control | ₹3,17,71,997 | 3.2% | 3.3% | 2.6% |
| Surge Stores | ₹2,86,48,916 | 2.9% | 2.7% | 2.3% |
| Acclaimed Stores | ₹2,11,96,727 | 2.2% | 1.3% | 1.5% |
| Forward Stores | ₹2,10,26,079 | 2.1% | 2.3% | 2.7% |
| Epic Stores | ₹1,87,50,440 | 1.9% | 1.3% | 1.8% |
| Nomad Stores | ₹1,77,39,351 | 1.8% | 2.1% | 2.9% |
| Electricalslytical | ₹1,71,88,835 | 1.8% | 2.8% | 4.1% |
| Total | ₹98,48,76,463 | 100.0% | 100.0% | 2.5% |