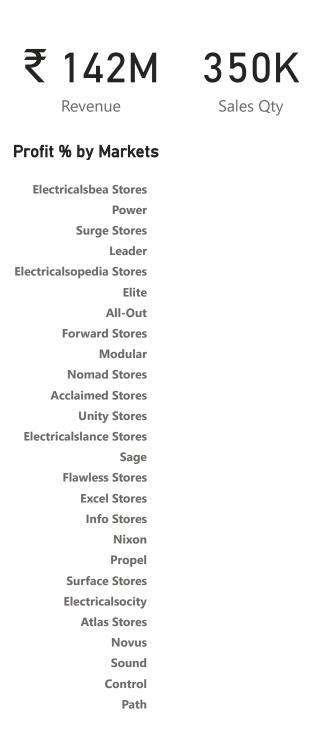
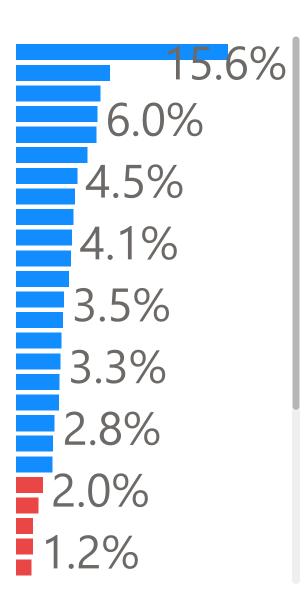
May Feb 20 2017 Jan 20 Mar 20 Apr 20 ₹ 142M 2018 2019 2020 Jun 20 350K 20 Revenue Sales Qty Revenue Trend ₹ 26.4M **Revenue by Markets** Sales Qty by Markets ₹ 25.3M ₹ 26.9M ₹ 25M ₹:25.7M ₹ 23.3M Delhi NCR Delhi NCR 0.14M ₹ 78M Mumbai 0.04M Mumbai ₹ 20M ₹ 20M Nagpur 0.04M **Ahmedabad** ₹ 18M Nagpur Kochi 0.04M **Bhopal** 0.03M Ahmeda... ₹ 14.7M Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 **Bhopal** 0.02M ₹3M **Top 5 Customers Top 5 Products** 0.01M Chennai Lucknow **Electricalsara Stores** ₹ 66M Prod047 ₹ 4M Hyderabad 0.01M **Kanpur** ₹ 2M Hyderabad Chennai 0.01M **Excel Stores** ₹8M Prod061 ₹ 4M **Patna** ₹ 1M Bhubane... 0.00M **Premium Stores** ₹ 6M Prod071 ₹3M Kanpur 0.00M Lucknow ₹ 6M **Electricalslytical** Prod065 ₹ 3M 0.00M Surat Surat ₹ 0M ₹ 5M ₹3M Info Stores Prod237 Bhubaneshwar Patna 0.00M ₹ 0M

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 ₹25.7M ₹ 23.3M Bhubanes... 10.5% Delhi ... 54.7% Mumbai 23.9% Hyderabad 6.7% ₹ 20M 14.2% Delhi ... Mum... 22.1% 6.3% Chennai Ahme... Ahme... 19.0% Kochi 4.7% ₹ 15M Nagpur 9.4% ₹ 14.7M Jun 2020 Jan 2020 Feb 2020 Mar 2020 Apr 2020 May 2020 4.5% **Patna** 7.6% **Bhopal** Chennai **Top 5 Customers** Mumbai 2.4% Profit Margin Profit Margin % ^ custmer name Revenue Revenue Kochi Kochi 1.9% Contribution % Contribution % Nagpur Chen... **Bhopal** 5.2% Electricalsara Stores ₹ 6,56,41,977 46.2% 11.9% 0.4% **Excel Stores** ₹ 79,28,385 5.6% 12.5% 3.3% **Ahmedabad** 3.9% Kanpur 1.5% 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 0.6% Bhuba... 0.8% **Patna** Surge Stores ₹ 39,53,600 2.8% 11.9% 6.2% **Logic Stores** ₹ 33,19,243 2.3% 0.6% 0.4% Delhi NCR 0.6% Luckn... 0.3% Kanpur 0.5% **Acclaimed Stores** ₹ 31,16,384 2.2% 6.1% 4.0% Nixon ₹ 30,28,345 2.1% 4.7% 3.2% Kanpur 0.4% 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. Lucknow Bhub... 0.1% 3.3% Flectricalsocity ₹ 25.20.938 1.8% 2.7% \ ₹ 14,22,24,545 **Total** 100.0% 100.0% 1.4%





**Profit Target** 

2%

₹ 2.1M

**Total Profit Margin** 

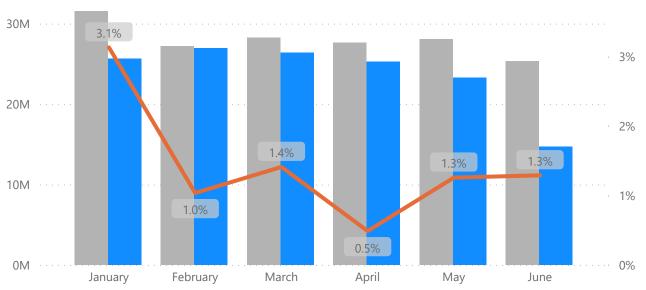


Jan	Feb	Mar	Apr	May	Jun
20	20	20	20	20	20

4%

## Revenue Trend

■ Revenue LY ■ Revenue ■ Profit Margin %



## **Top 5 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%