

₹142M

Revenue

350K

Sales Qty

2017

2018

2019

2020

Jan 20

Feb 20

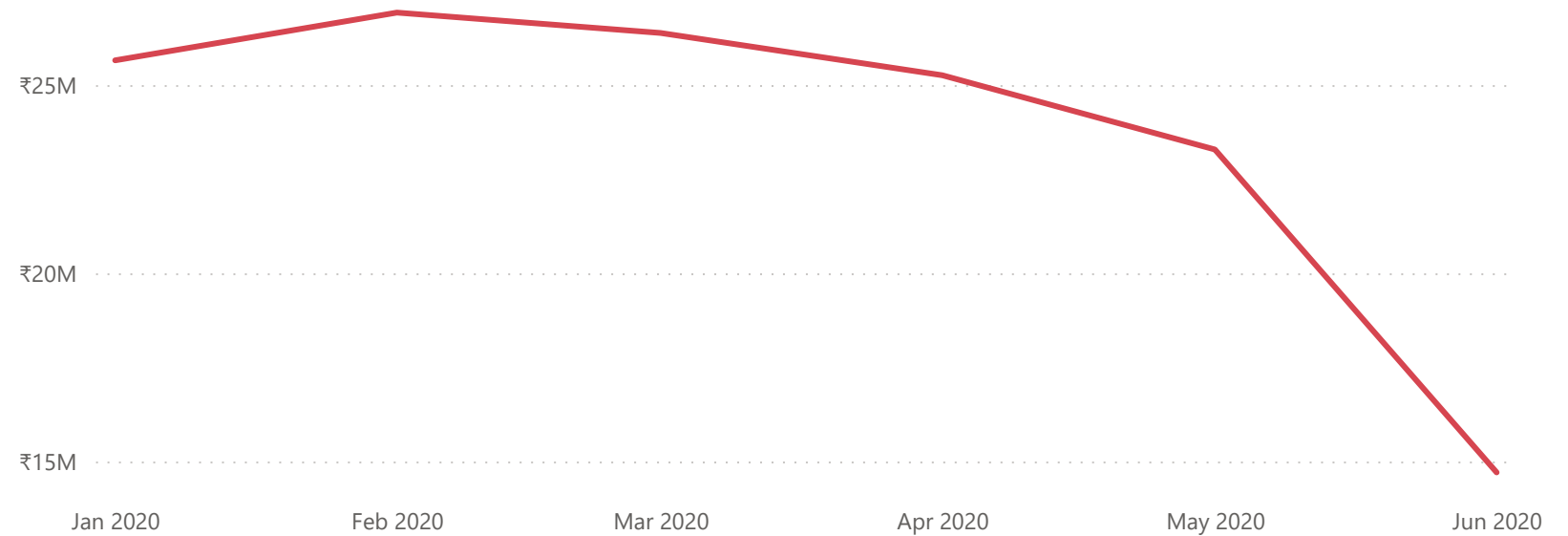
Mar 20

Apr 20

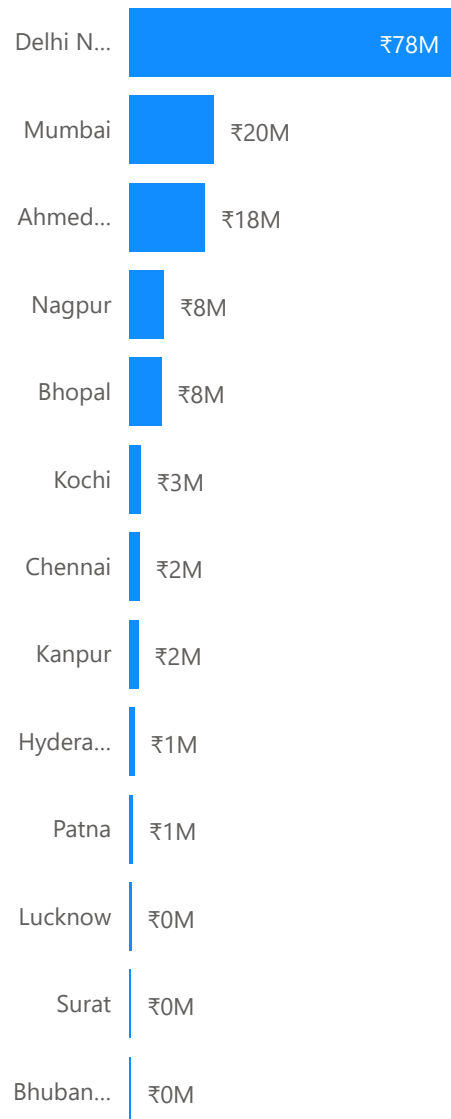
May 20

Jun 20

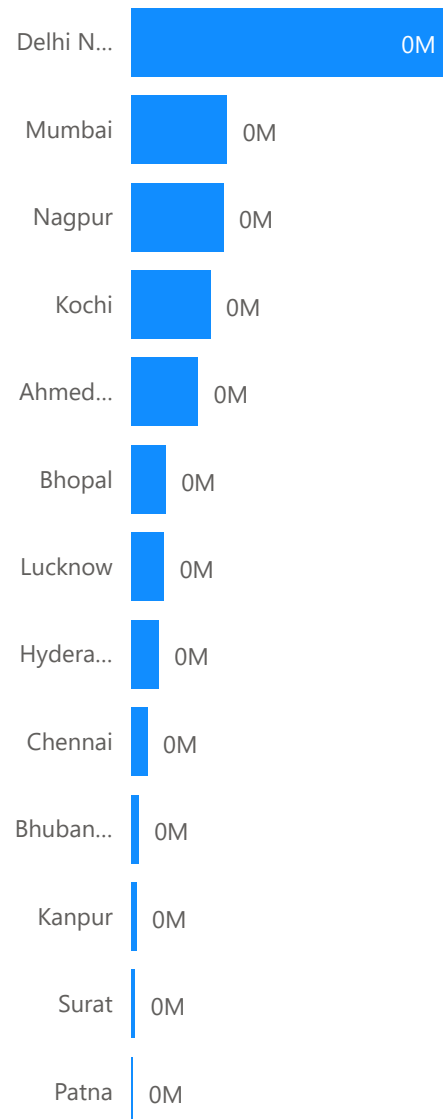
Revenue Trend



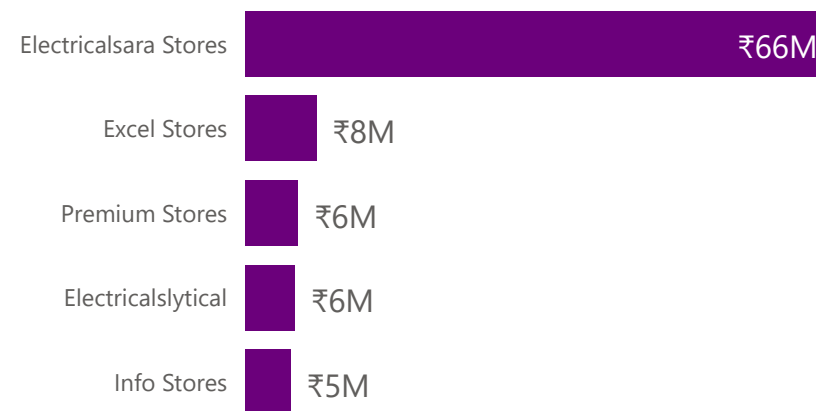
Revenue by Markets



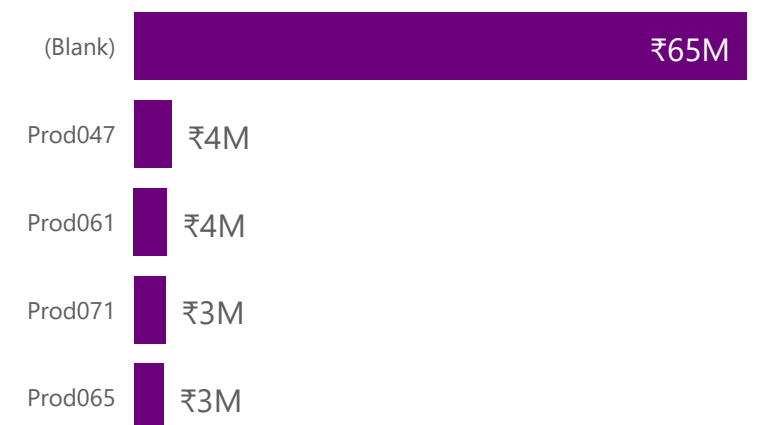
Sales Qty by Markets



Top 5 Customers



Top 5 Products



₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

2017

2018

2019

2020

Jan 20

Feb 20

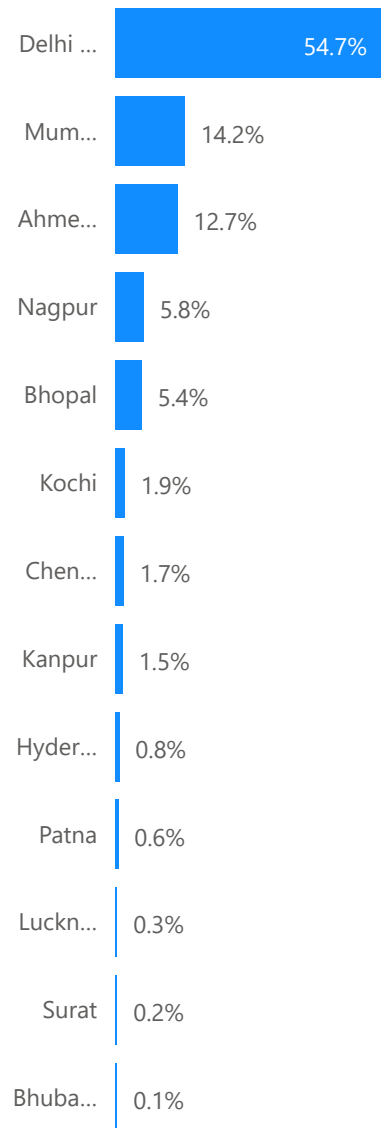
Mar 20

Apr 20

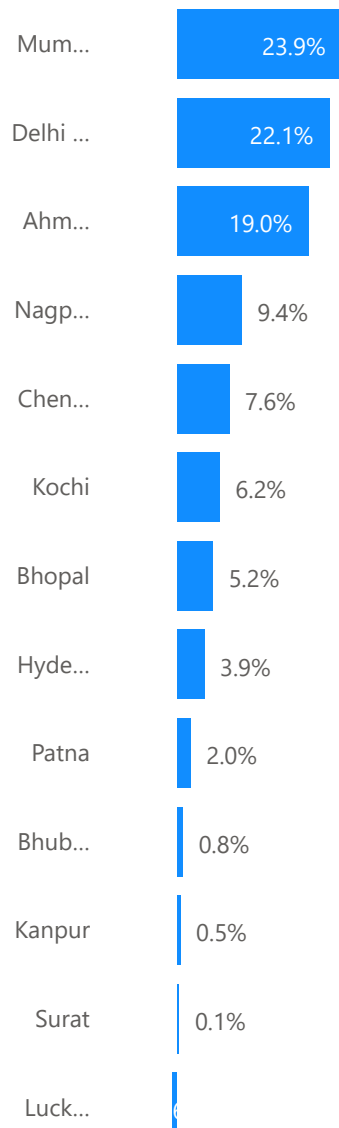
May 20

Jun 20

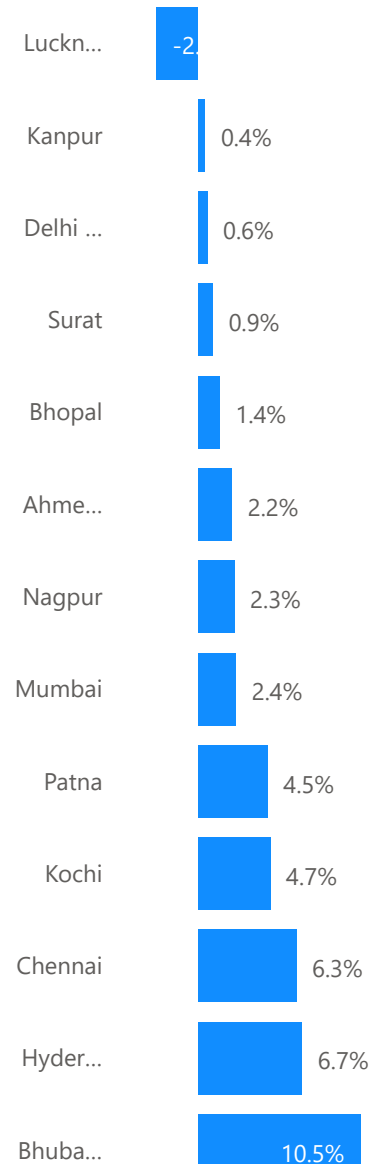
Revenue Contribution % by Market



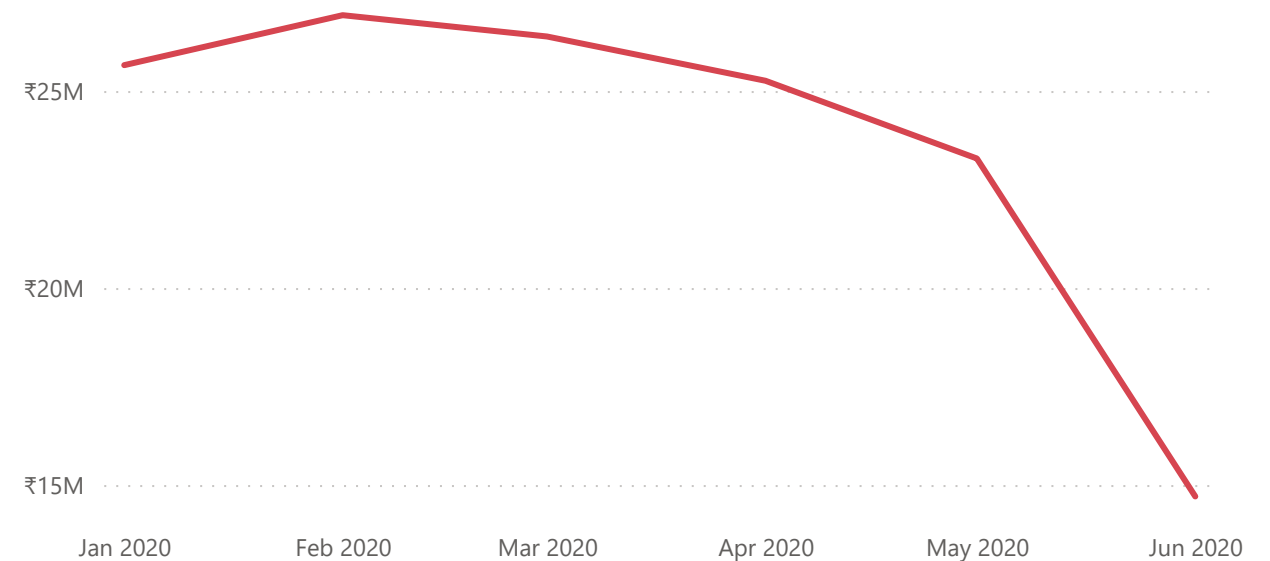
Profit Contribution % by Market



Profit % by market



Revenue Trend



custmer_name	Revenue	Revenue Contribution %	Profit Margin Contribution %	Profit Margin %
Electricalsquipo Stores	₹86,908	0.1%	-0.5%	-11.5%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Expression	₹82,845	0.1%	-0.2%	-4.2%
Insight	₹5,71,430	0.4%	-0.5%	-1.9%
Synthetic	₹9,16,267	0.6%	-0.4%	-1.0%
Integration Stores	₹19,09,611	1.3%	-0.2%	-0.2%
Relief	₹7,73,301	0.5%	0.1%	0.3%
Electricalsara Stores	₹6,56,41,977	46.2%	11.9%	0.4%
Logic Stores	₹33,19,243	2.3%	0.6%	0.4%
Electricalslytical	₹55,37,904	3.9%	1.3%	0.5%
Premium Stores	₹58,99,748	4.1%	1.4%	0.5%
Zone	₹9,27,154	0.7%	0.2%	0.5%
Path	₹17,23,307	1.2%	1.0%	1.1%
Control	₹41,82,662	2.9%	2.5%	1.2%
Sound	₹7,40,856	0.5%	0.5%	1.3%
Novus	₹2,58,543	0.2%	0.2%	1.6%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Total	₹14,22,24,545	100.0%	100.0%	1.4%

₹142M

Revenue

350K

Sales Qty

₹2.1M

Total Profit Margin

Profit Target

2%

2017

2018

2019

2020

Jan 20

Feb 20

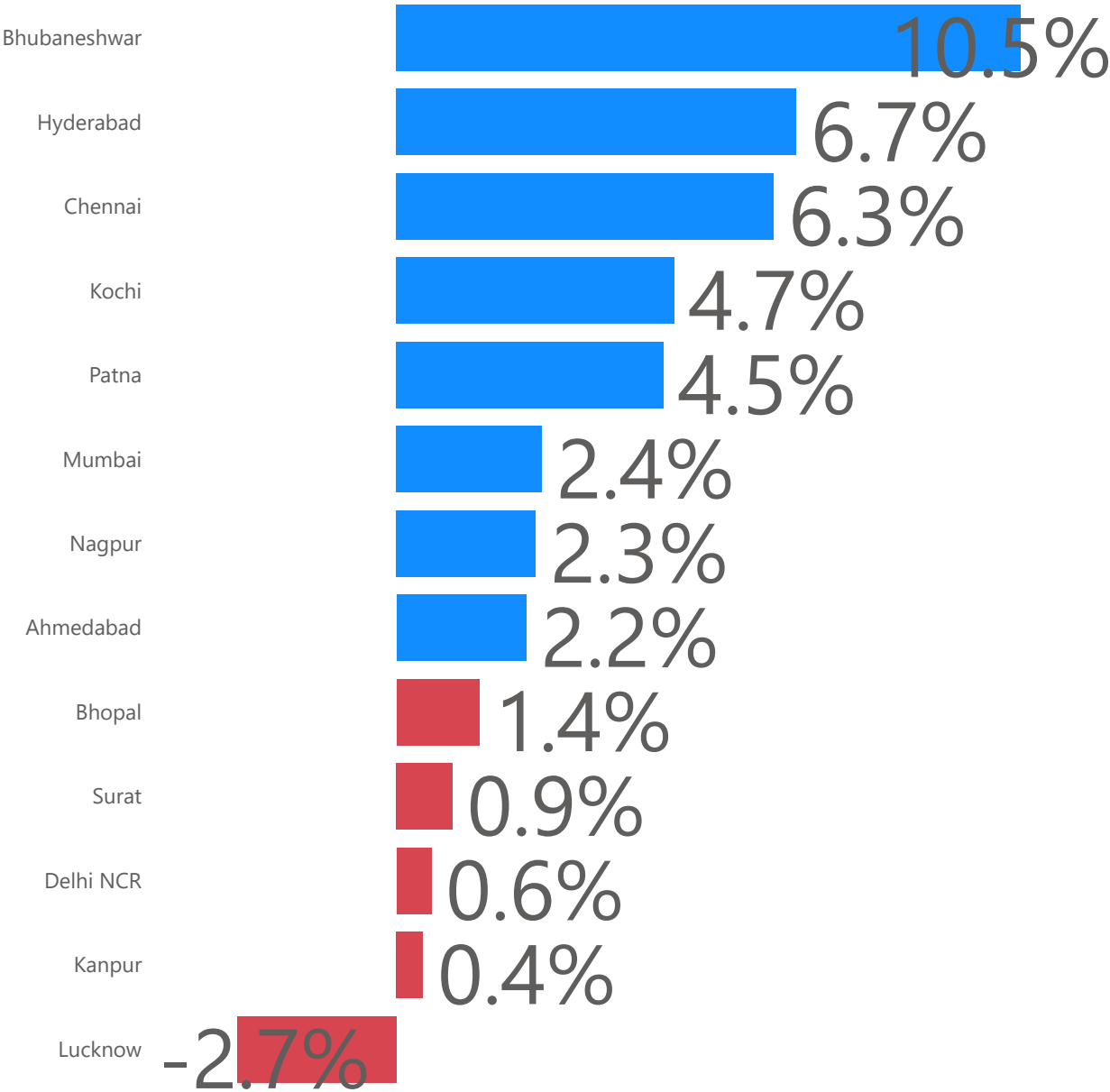
Mar 20

Apr 20

May 20

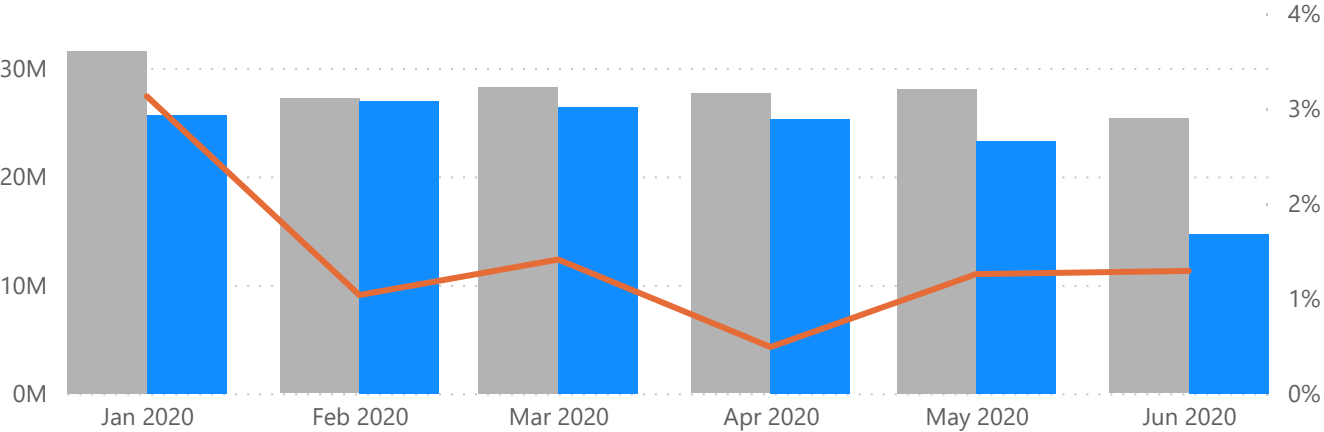
Jun 20

Revenue Contribution % by Market



Revenue Trend

Revenue LY Revenue Profit Margin %



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%
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%
Nixon	₹30,28,345	2.1%	4.7%	3.2%
Epic Stores	₹30,02,834	2.1%	-6.8%	-4.7%
Forward Stores	₹25,60,961	1.8%	5.4%	4.3%
Electricalsocity	₹25,20,938	1.8%	3.3%	2.7%
Modular	₹24,53,519	1.7%	5.0%	4.2%
Surface Stores	₹24,20,004	1.7%	3.2%	2.7%
Atlas Stores	₹21,89,613	1.5%	2.1%	2.0%
Nomad Stores	₹19,78,550	1.4%	4.0%	4.1%
Total	₹14,22,24,545	100.0%	100.0%	1.4%