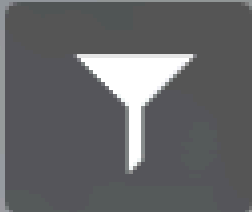
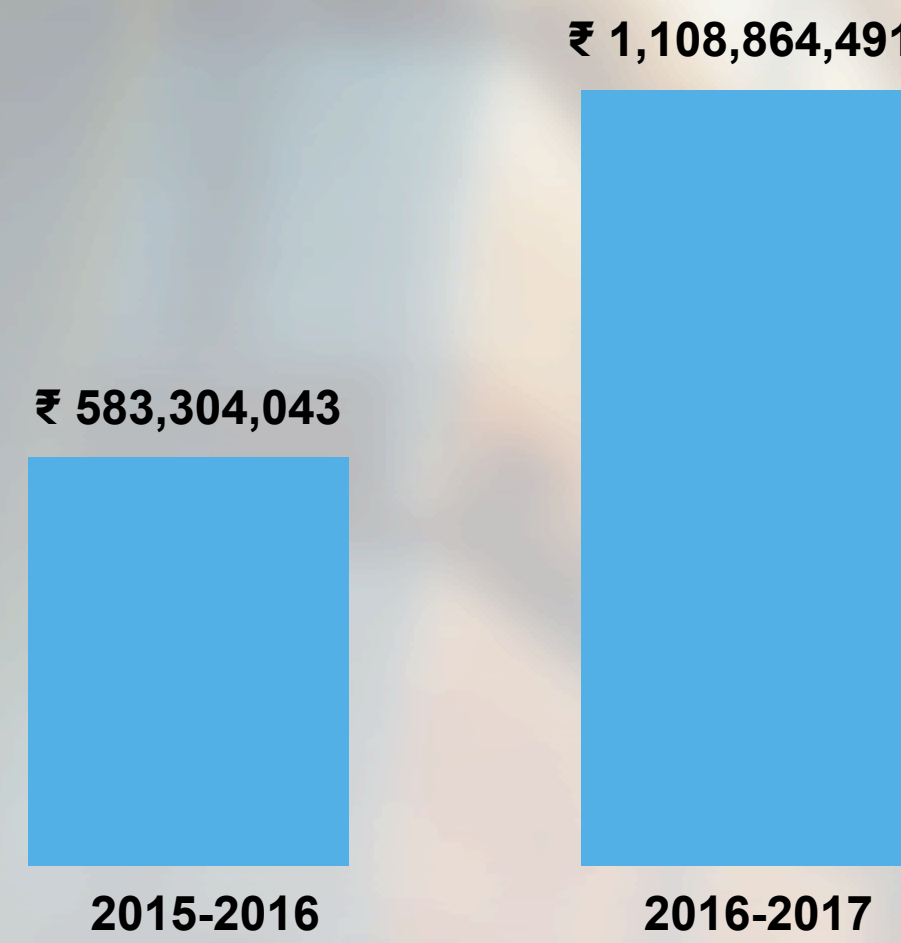


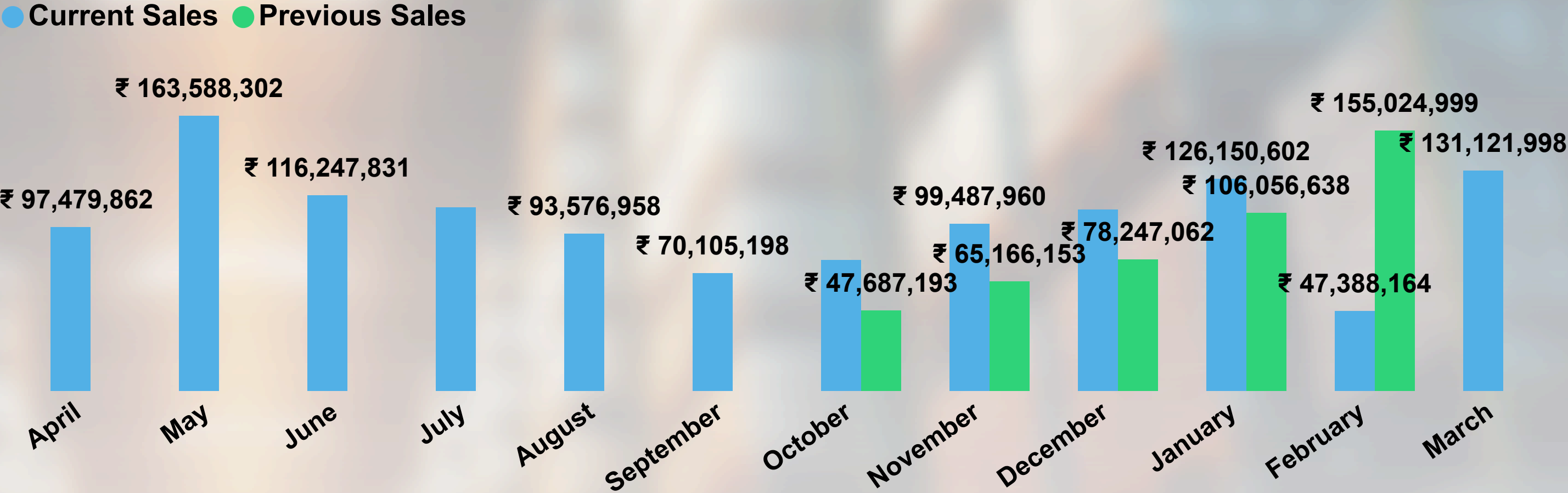
# SALES TRENDS



Year on Year Sales



Month on Month Sales

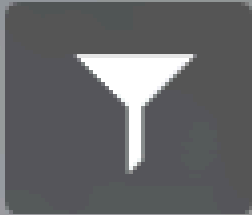


Month Name	2015-2016	2016-2017	Total
April		₹ 97,479,862	₹ 97,479,862
May		₹ 163,588,302	₹ 163,588,302
June		₹ 116,247,831	₹ 116,247,831
July		₹ 109,267,731	₹ 109,267,731
August		₹ 93,576,958	₹ 93,576,958
September		₹ 70,105,198	₹ 70,105,198
October	₹ 47,687,193	₹ 77,722,054	₹ 125,409,247
November	₹ 65,166,153	₹ 99,487,960	₹ 164,654,113
December	₹ 78,247,062	₹ 107,849,830	₹ 186,096,892
January	₹ 106,056,638	₹ 126,150,602	₹ 232,207,240
Total	₹ 583,304,043	₹ 1,108,864,491	₹ 1,692,168,534

Financial Year	Month	Current Sales	Previous Sales	Difference
2015-2016	October	₹ 47,687,193		₹ 47,687,193
	November	₹ 65,166,153		₹ 65,166,153
	December	₹ 78,247,062		₹ 78,247,062
	January	₹ 106,056,638		₹ 106,056,638
	February	₹ 155,024,999		₹ 155,024,999
	March	₹ 131,121,998		₹ 131,121,998
2016-2017	April	₹ 97,479,862		₹ 97,479,862
	May	₹ 163,588,302		₹ 163,588,302
	June	₹ 116,247,831		₹ 116,247,831
	July	₹ 109,267,731		₹ 109,267,731
	August	₹ 93,576,958		₹ 93,576,958

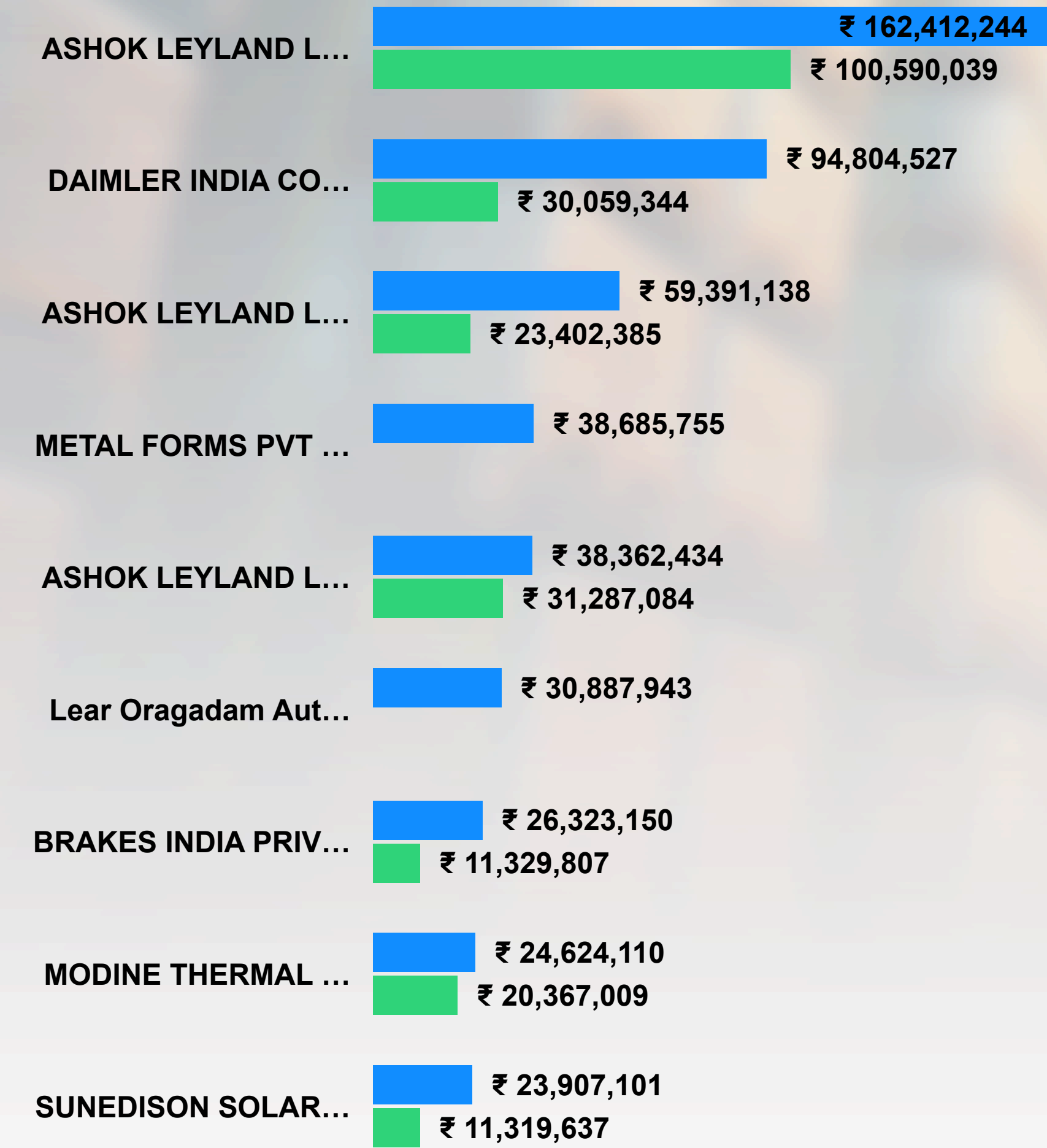


# CUSTOMER SALES DETAILS



## Current Year vs Last Year Sales by Customer

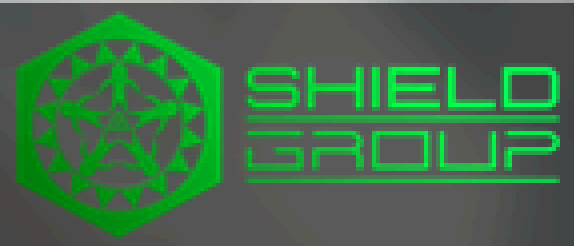
● Current Sales ● Previous Sales



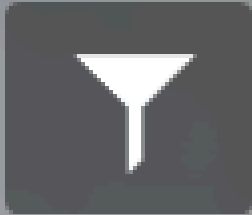
CustomerName	2015-2016	2016-2017	Total
ASHOK LEYLAND LTD ( ENNORE)	₹ 116,058,017	₹ 230,855,293	₹ 346,913,310
DAIMLER INDIA COMMERCIAL VEHICLES PVT LTD	₹ 56,960,615	₹ 233,484,381	₹ 290,444,996
SunEdison Solar Power India Pvt Ltd.,	₹ 179,142,306	₹ 8,421,005	₹ 187,563,311
ASHOK LEYLAND LTD., P- 2	₹ 24,482,554	₹ 70,475,111	₹ 94,957,665
ASHOK LEYLAND LTD (ALWAR)	₹ 33,802,166	₹ 43,492,202	₹ 77,294,368
METAL FORMS PVT LTD., BLR	₹ 7,377,394	₹ 69,755,222	₹ 77,132,616
MODINE THERMAL SYSTEMS PVT LTD	₹ 27,249,221	₹ 44,862,794	₹ 72,112,015
BRAKES INDIA PRIVATE LIMITED	₹ 15,095,791	₹ 38,039,947	₹ 53,135,738
WHEELS INDIA LIMITED	₹ 16,758,336	₹ 28,980,434	₹ 45,738,770

CustomerName	Current Sales	PY Sales	Difference
DAIMLER INDIA COMMERCIAL VEHICLES PVT LTD	₹ 94,804,527	₹ 30,059,344	₹ 260,385,652
ASHOK LEYLAND LTD ( ENNORE)	₹ 162,412,244	₹ 100,590,039	₹ 246,323,271
METAL FORMS PVT LTD., BLR	₹ 38,685,755		₹ 77,132,616
ASHOK LEYLAND LTD., P- 2	₹ 59,391,138	₹ 23,402,385	₹ 71,555,280
MODINE THERMAL SYSTEMS PVT LTD	₹ 24,624,110	₹ 20,367,009	₹ 51,745,006
ASHOK LEYLAND LTD (ALWAR)	₹ 38,362,434	₹ 31,287,084	₹ 46,007,284
BRAKES INDIA PRIVATE LIMITED	₹ 26,323,150	₹ 11,329,807	₹ 41,805,931
Lear Oragadam Automotive India Private Limited	₹ 30,887,943		₹ 34,837,289
SunEdison Solar Power India Pvt Ltd.,	₹ 8,421,005	₹ 154,015,781	₹ 33,547,530
WHEELS INDIA LIMITED	₹ 23,378,387	₹ 14,253,360	₹ 31,485,410
SRINIVASA METALS	₹ 12,808,734	₹ 2,875,155	₹ 17,226,307



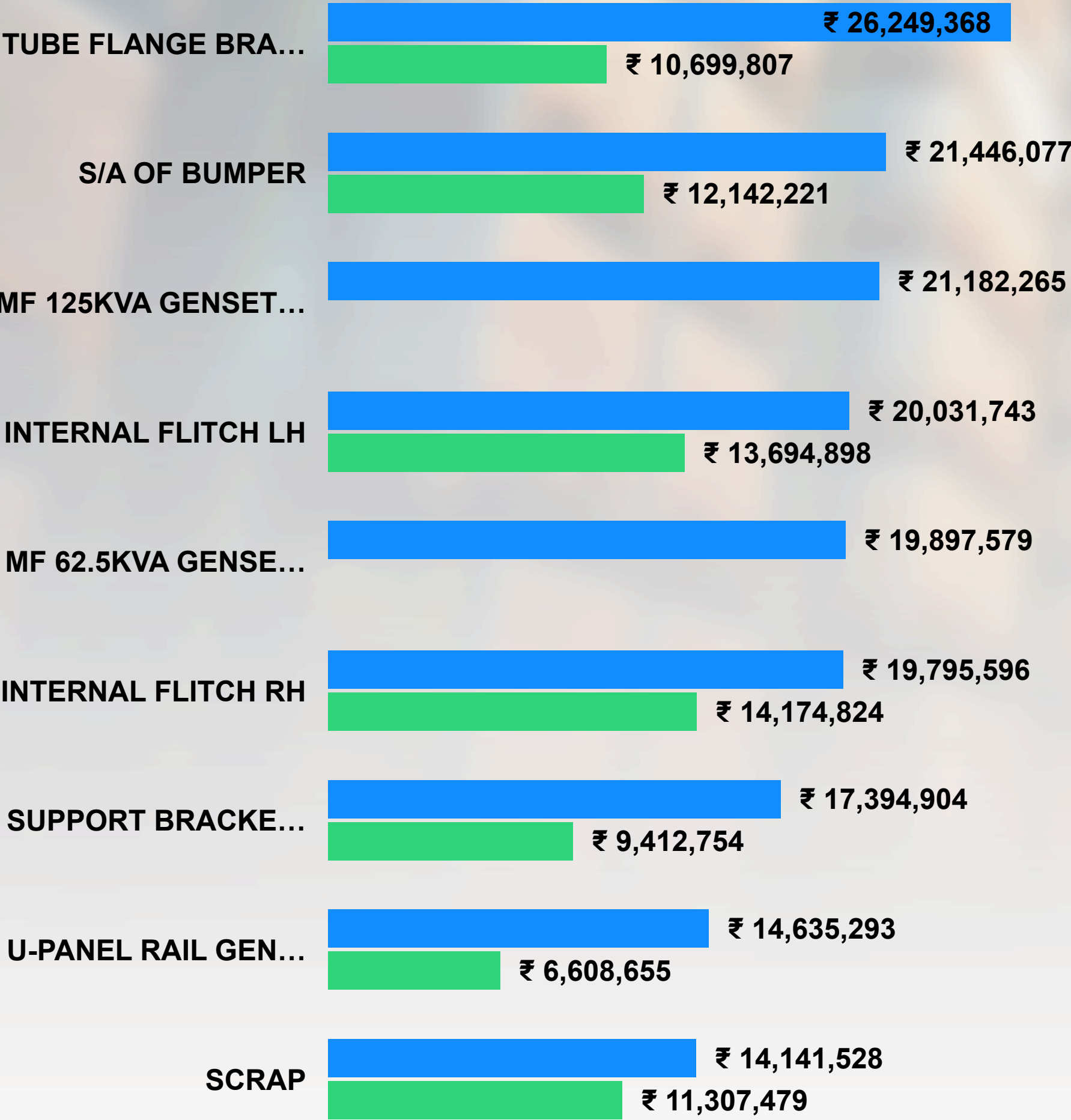


# PARTS SALES DETAILS



## Current Year vs Last Year Sales By Part Name

● Current Sales ● Previous Sales



PartName	2015-2016	2016-2017	Total
TUBE FLANGE BRACKET ASSY.	₹ 14,465,791	₹ 37,966,165	₹ 52,431,956
INTERNAL FLITCH LH	₹ 16,141,043	₹ 29,998,075	₹ 46,139,118
INTERNAL FLITCH RH	₹ 16,563,461	₹ 29,338,190	₹ 45,901,651
S/A OF BUMPER	₹ 14,318,748	₹ 29,384,160	₹ 43,702,908
SCRAP	₹ 14,154,859	₹ 18,949,503	₹ 33,104,362
LOWER JOURNAL WELD ASSY	₹ 28,024,016	₹ 4,666,067	₹ 32,690,083
SUPPORT BRACKET FOR 32D3 / D5	₹ 11,082,738	₹ 21,024,546	₹ 32,107,284
MF 125KVA GENSET - 3P - STD PANEL		₹ 30,462,180	₹ 30,462,180
LEVER ARM WELDMENT	₹ 27,179,270	₹ 1,606,595	₹ 28,785,865

PartName	Current Sales	PY Sales	Difference
TUBE FLANGE BRACKET ASSY.	₹ 26,249,368	₹ 10,699,807	₹ 41,732,149
INTERNAL FLITCH LH	₹ 20,031,743	₹ 13,694,898	₹ 32,444,220
INTERNAL FLITCH RH	₹ 19,795,596	₹ 14,174,824	₹ 31,726,827
S/A OF BUMPER	₹ 21,446,077	₹ 12,142,221	₹ 31,560,687
MF 125KVA GENSET - 3P - STD PANEL	₹ 21,182,265		₹ 30,462,180
MF 62.5KVA GENSET - 3P - STD PANEL	₹ 19,897,579		₹ 27,197,639
SUPPORT BRACKET FOR 32D3 / D5	₹ 17,394,904	₹ 9,412,754	₹ 22,694,530
SCRAP	₹ 14,141,528	₹ 11,307,479	₹ 21,796,883
MF 82.5KVA GENSET - 3P - STD PANEL	₹ 10,365,387		₹ 18,418,893
MF 15 KVA GENSET - 3P - STD PANEL	₹ 12,573,417		₹ 17,111,793
MF 160KVA GENSET - 3P - STD PANEL	₹ 12,279,794		₹ 16,207,308

Financial Year

☐ 2015-2016

☐ 2016-2017

CustomerName

Akshaya Engineers and Promotors

CustomerName	Financial Year	Total Sales	Sales YTD	PYTD
Akshaya Engineers and Promotors	2015-2016	₹ 399,999	₹ 399,999	
Akshaya Engineers and Promotors	2016-2017			₹ 399,999
Total		₹ 399,999	₹ 399,999	₹ 399,999

Month Name

☐ April

☐ May

☐ June

☐ July

☐ August

☐ September

☐ October

☐ November

☐ December

☐ January

☐ February

☐ March