

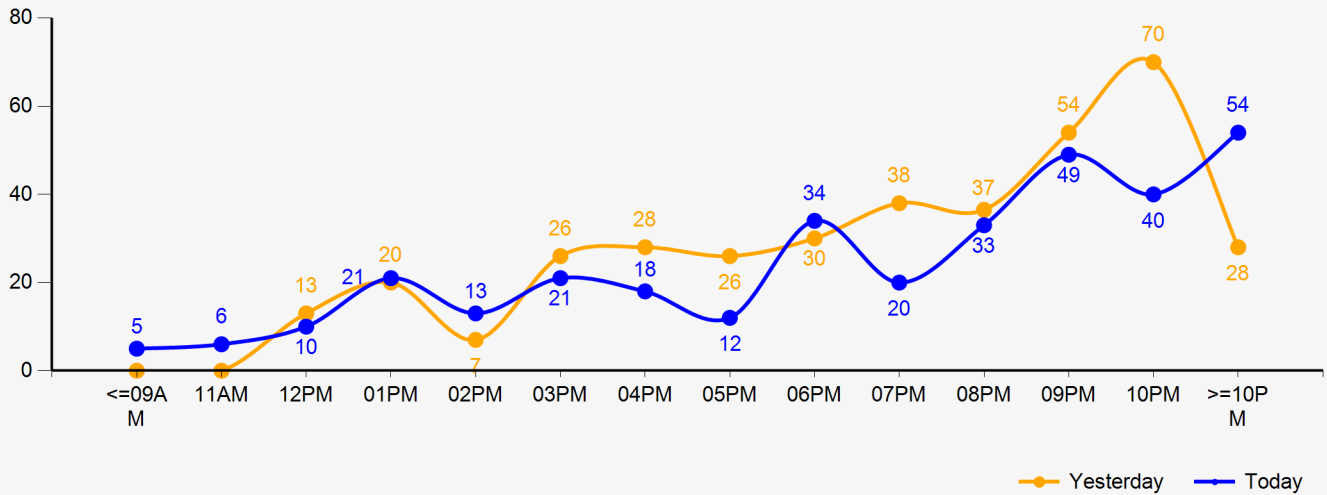
YD Sales : 377

YD GP%: 4.70%

TD Sales : 336

TD GP%: 3.42%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01      | 59       | 70       | 11          | 5.95%  | 3.63%  | -2.32%    |
| TRICHY-01     | 65       | 47       | (18)        | 3.70%  | 1.55%  | -2.15%    |
| CHENNAI-01    | 81       | 43       | (38)        | 3.55%  | 4.42%  | 0.87%     |
| TIRUPATI-01   | 8        | 31       | 23          | 1.56%  | -2.44% | -4.00%    |
| CHENNAI-02    | 34       | 30       | (4)         | 5.14%  | 5.63%  | 0.49%     |
| SOUTH-03      | 44       | 30       | (14)        | 6.10%  | 6.72%  | 0.62%     |
| VIJAYAWADA-01 | 18       | 28       | 10          | -0.85% | 0.87%  | 1.73%     |
| SOUTH ARCOT   | 21       | 27       | 6           | 5.42%  | 4.28%  | -1.14%    |
| NORTH ARCOT   | 16       | 11       | (5)         | 8.98%  | 7.57%  | -1.41%    |
| WEST-02       | 9        | 7        | (2)         | 10.32% | 10.43% | 0.11%     |
| KL-SOUTH      | 7        | 6        | (1)         | 2.19%  | 0.11%  | -2.08%    |
| WEST-01       | 15       | 6        | (9)         | 6.52%  | 7.10%  | 0.58%     |
| Total         | 377      | 336      | (41)        | 4.70%  | 3.42%  | -1.28%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TUT1   | 6        | 10       | 4           | -1.26% | 6.70%  | 7.96%     |
|            | VLY1   | 1        | 8        | 7           | 12.42% | -2.10% | -14.52%   |
|            | NGR1   | 4        | 7        | 3           | 2.93%  | 0.66%  | -2.27%    |
|            | TVL1   | 4        | 6        | 2           | 7.27%  | 5.99%  | -1.28%    |
|            | KVT1   | 2        | 4        | 2           | 4.34%  | 5.51%  | 1.17%     |
|            | MAR1   |          | 4        | 4           | #Error | -6.74% | #Error    |
|            | TUT2   | 4        | 4        |             | 3.29%  | 4.15%  | 0.86%     |
|            | RND1   | 2        | 3        | 1           | 5.92%  | 0.59%  | -5.33%    |
|            | RPM1   | 3        | 3        |             | 7.24%  | 5.67%  | -1.57%    |
|            | TKY1   |          | 3        | 3           | #Error | 6.67%  | #Error    |
|            | TYI1   |          | 3        | 3           | #Error | 4.81%  | #Error    |
|            | MMT1   |          | 2        | 2           | #Error | 3.56%  | #Error    |
|            | APK1   | 1        | 1        |             | 6.34%  | 9.36%  | 3.02%     |
|            | ARM1   |          | 1        | 1           | #Error | 0.33%  | #Error    |
|            | KSM1   |          | 1        | 1           | #Error | 1.26%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-01   | PDI1   | 2        | 1        | (1)         | 1.54%   | 9.36%   | 7.81%     |
|            | PKD1   | 3        | 1        | (2)         | 8.04%   | 6.57%   | -1.47%    |
|            | SKD1   | 2        | 1        | (1)         | 7.68%   | 8.37%   | 0.70%     |
|            | SNL1   | 3        | 1        | (2)         | 4.90%   | 8.92%   | 4.02%     |
|            | STU2   |          | 1        | 1           | #Error  | 20.74%  | #Error    |
|            | TKS1   | 1        | 1        |             | 15.24%  | 6.54%   | -8.71%    |
|            | TVL2   |          | 1        | 1           | #Error  | -2.10%  | #Error    |
|            | UDN1   |          | 1        | 1           | #Error  | 12.60%  | #Error    |
|            | VKM1   | 3        | 1        | (2)         | 11.18%  | 6.00%   | -5.18%    |
|            | VNR2   | 3        | 1        | (2)         | 9.08%   | 6.38%   | -2.69%    |
|            | APK2   | 1        |          | (1)         | 3.37%   | #Error  | #Error    |
|            | ASM1   |          |          |             | #Error  | #Error  | #Error    |
|            | COL1   |          |          |             | #Error  | #Error  | #Error    |
|            | ERL2   | 3        |          | (3)         | 5.88%   | #Error  | #Error    |
|            | KGL1   |          |          |             | #Error  | #Error  | #Error    |
|            | KYR1   | 4        |          | (4)         | 5.96%   | 100.00% | 94.04%    |
|            | S2SD   | 3        |          | (3)         | 6.68%   | #Error  | #Error    |
|            | SDI1   |          |          |             | #Error  | #Error  | #Error    |
|            | SGT1   |          |          |             | #Error  | #Error  | #Error    |
|            | SVK1   | 3        |          | (3)         | 15.79%  | #Error  | #Error    |
|            | TCN1   |          |          |             | #Error  | #Error  | #Error    |
|            | TKS2   | 1        |          | (1)         | 5.32%   | #Error  | #Error    |
|            | VNR1   |          |          |             | #Error  | #Error  | #Error    |
|            | Total  | 59       | 70       | 11          | 5.95%   | 3.63%   | -2.32%    |
| TRICHY-01  |        |          |          |             |         |         |           |
|            | TYR1   | 1        | 10       | 9           | 6.39%   | -11.64% | -18.03%   |
|            | TRY1   | 19       | 6        | (13)        | 2.62%   | 8.54%   | 5.92%     |
|            | TRY2   | 5        | 5        |             | -15.51% | -5.37%  | 10.14%    |
|            | ORU1   |          | 4        | 4           | #Error  | -1.13%  | #Error    |
|            | TNJ1   | 2        | 4        | 2           | 6.11%   | 2.49%   | -3.63%    |
|            | MVM1   | 2        | 3        | 1           | 8.27%   | 6.04%   | -2.23%    |
|            | PBR2   | 2        | 3        | 1           | 10.40%  | 6.92%   | -3.48%    |
|            | PDK1   | 2        | 3        | 1           | 5.83%   | 6.12%   | 0.30%     |
|            | TVR2   | 8        | 3        | (5)         | 7.05%   | 7.65%   | 0.60%     |
|            | APM1   | 1        | 1        |             | 9.38%   | 19.13%  | 9.75%     |
|            | KUM1   | 3        | 1        | (2)         | 3.78%   | 6.06%   | 2.27%     |
|            | NGT1   | 2        | 1        | (1)         | 6.08%   | 5.87%   | -0.20%    |
|            | PBR1   |          | 1        | 1           | #Error  | 6.57%   | #Error    |
|            | PTK1   | 3        | 1        | (2)         | 5.74%   | 6.06%   | 0.31%     |
|            | TRY3   | 3        | 1        | (2)         | 6.46%   | 9.02%   | 2.56%     |
|            | AYR1   | 2        |          | (2)         | 5.86%   | #Error  | #Error    |
|            | JKM1   | 2        |          | (2)         | 2.18%   | #Error  | #Error    |
|            | KIK1   | 2        |          | (2)         | 0.26%   | #Error  | #Error    |
|            | KRN1   |          |          |             | #Error  | #Error  | #Error    |
|            | MDI1   | 1        |          | (1)         | 9.36%   | #Error  | #Error    |
|            | MSI1   |          |          |             | #Error  | #Error  | #Error    |
|            | NCK1   |          |          |             | #Error  | #Error  | #Error    |
|            | NMM1   |          |          |             | #Error  | #Error  | #Error    |
|            | TNJ2   | 4        |          | (4)         | 6.28%   | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| TRICHY-01   | TTP1   | 1        |          | (1)         | 0.27%  | #Error  | #Error    |
|             | TVR1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 65       | 47       | (18)        | 3.70%  | 1.55%   | -2.15%    |
| CHENNAI-01  | CH14   | 6        | 6        |             | -1.46% | 1.57%   | 3.03%     |
|             | CH42   |          | 6        | 6           | #Error | 9.56%   | #Error    |
|             | CZWH   |          | 5        | 5           | #Error | -9.49%  | #Error    |
|             | CH48   | 1        | 3        | 2           | 3.37%  | 9.38%   | 6.01%     |
|             | CH07   | 2        | 2        |             | 7.95%  | 6.37%   | -1.58%    |
|             | CH08   | 3        | 2        | (1)         | 2.54%  | 3.45%   | 0.91%     |
|             | CH19   | 10       | 2        | (8)         | 1.81%  | 0.95%   | -0.86%    |
|             | CH22   | 2        | 2        |             | 9.13%  | 3.28%   | -5.85%    |
|             | CH35   | 1        | 2        | 1           | 7.58%  | 9.36%   | 1.78%     |
|             | CH45   | 3        | 2        | (1)         | 5.86%  | 8.58%   | 2.72%     |
|             | GUD1   | 2        | 2        |             | 12.86% | 9.10%   | -3.76%    |
|             | GUD2   | 3        | 2        | (1)         | 10.73% | 4.21%   | -6.52%    |
|             | CGL1   |          | 1        | 1           | #Error | -1.68%  | #Error    |
|             | CH05   | 4        | 1        | (3)         | 8.56%  | 6.52%   | -2.04%    |
|             | CH16   | 4        | 1        | (3)         | 7.58%  | 11.04%  | 3.47%     |
|             | CH28   | 1        | 1        |             | 15.24% | 9.39%   | -5.86%    |
|             | CH29   |          | 1        | 1           | #Error | 10.28%  | #Error    |
|             | CH38   | 1        | 1        |             | 5.59%  | -0.10%  | -5.69%    |
|             | CH39   |          | 1        | 1           | #Error | 5.69%   | #Error    |
|             | AVD1   | 1        |          | (1)         | 8.73%  | #Error  | #Error    |
|             | CH11   | 1        |          | (1)         | 15.80% | #Error  | #Error    |
|             | CH26   | 2        |          | (2)         | 5.83%  | #Error  | #Error    |
|             | CH30   | 2        |          | (2)         | -3.48% | #Error  | #Error    |
|             | CH37   | 2        |          | (2)         | 7.17%  | #Error  | #Error    |
|             | CH40   |          |          |             | #Error | #Error  | #Error    |
|             | KNR1   | 1        |          | (1)         | 9.36%  | #Error  | #Error    |
|             | MC02   |          |          |             | #Error | #Error  | #Error    |
|             | MC09   |          |          |             | #Error | #Error  | #Error    |
|             | MC10   |          |          |             | #Error | #Error  | #Error    |
|             | MRM1   |          |          |             | #Error | #Error  | #Error    |
|             | SKL1   | 3        |          | (3)         | 10.53% | 100.00% | 89.47%    |
|             | TKM1   |          |          |             | #Error | #Error  | #Error    |
|             | WHC3   | 26       |          | (26)        | -0.95% | #Error  | #Error    |
|             | Total  | 81       | 43       | (38)        | 3.55%  | 4.42%   | 0.87%     |
| TIRUPATI-01 | GTL1   |          | 14       | 14          | #Error | -3.70%  | #Error    |
|             | ATP1   |          | 3        | 3           | #Error | -6.15%  | #Error    |
|             | TPY1   |          | 3        | 3           | #Error | -2.02%  | #Error    |
|             | TPY2   |          | 3        | 3           | #Error | 1.94%   | #Error    |
|             | NLR1   |          | 2        | 2           | #Error | -3.79%  | #Error    |
|             | BVL1   |          | 1        | 1           | #Error | 6.86%   | #Error    |
|             | KDA1   | 1        | 1        |             | 6.30%  | -1.03%  | -7.33%    |
|             | KNL1   |          | 1        | 1           | #Error | 6.16%   | #Error    |
|             | KVL1   | 1        | 1        |             | 6.16%  | -8.73%  | -14.88%   |
|             | PUT1   |          | 1        | 1           | #Error | -1.03%  | #Error    |
|             | SPE1   |          | 1        | 1           | #Error | -2.60%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | ADI1   |          |          |             | #Error | #Error | #Error    |
|             | CTO1   |          |          |             | #Error | #Error | #Error    |
|             | DHN1   |          |          |             | #Error | #Error | #Error    |
|             | KHT1   |          |          |             | #Error | #Error | #Error    |
|             | KNL2   |          |          |             | #Error | #Error | #Error    |
|             | KOU1   |          |          |             | #Error | #Error | #Error    |
|             | MPL1   | 2        |          | (2)         | -3.93% | #Error | #Error    |
|             | NDL1   | 1        |          | (1)         | 6.16%  | #Error | #Error    |
|             | NYP1   |          |          |             | #Error | #Error | #Error    |
|             | PDT1   |          |          |             | #Error | #Error | #Error    |
|             | PGR1   |          |          |             | #Error | #Error | #Error    |
|             | PIL1   |          |          |             | #Error | #Error | #Error    |
|             | PMR1   |          |          |             | #Error | #Error | #Error    |
|             | RCY1   |          |          |             | #Error | #Error | #Error    |
|             | RJP1   | 1        |          | (1)         | 6.16%  | #Error | #Error    |
|             | TPI1   | 2        |          | (2)         | -3.46% | #Error | #Error    |
|             | VKI1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 8        | 31       | 23          | 1.56%  | -2.44% | -4.00%    |
|             |        |          |          |             |        |        |           |
| CHENNAI-02  | CH03   | 2        | 5        | 3           | 3.37%  | 2.90%  | -0.47%    |
|             | CH15   | 4        | 5        | 1           | 4.81%  | 5.93%  | 1.12%     |
|             | CH12   |          | 4        | 4           | #Error | 7.36%  | #Error    |
|             | CH44   | 1        | 3        | 2           | 9.36%  | 9.77%  | 0.41%     |
|             | CH18   | 1        | 2        | 1           | 11.52% | 5.34%  | -6.18%    |
|             | CH20   | 3        | 2        | (1)         | 2.08%  | 10.50% | 8.42%     |
|             | CH21   | 11       | 2        | (9)         | 2.33%  | 6.74%  | 4.41%     |
|             | UKI1   |          | 2        | 2           | #Error | 5.60%  | #Error    |
|             | CH17   | (1)      | 1        | 2           | 7.34%  | 6.43%  | -0.91%    |
|             | CH31   | 1        | 1        |             | 9.36%  | 9.36%  | 0.00%     |
|             | CH32   |          | 1        | 1           | #Error | -1.69% | #Error    |
|             | CH33   | 2        | 1        | (1)         | 11.08% | -0.14% | -11.21%   |
|             | MJR1   |          | 1        | 1           | #Error | 5.35%  | #Error    |
|             | CH01   |          |          |             | #Error | #Error | #Error    |
|             | CH06   | 2        |          | (2)         | 9.56%  | #Error | #Error    |
|             | CH09   |          |          |             | #Error | #Error | #Error    |
|             | CH23   | 1        |          | (1)         | 9.39%  | #Error | #Error    |
|             | CH24   |          |          |             | #Error | #Error | #Error    |
|             | CH27   | 1        |          | (1)         | 4.24%  | #Error | #Error    |
|             | CH34   | 5        |          | (5)         | 6.94%  | #Error | #Error    |
|             | CH36   |          |          |             | #Error | #Error | #Error    |
|             | CH41   |          |          |             | #Error | #Error | #Error    |
|             | CH43   |          |          |             | #Error | #Error | #Error    |
|             | CH46   |          |          |             | #Error | #Error | #Error    |
|             | GPD1   |          |          |             | #Error | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   |          |          |             | #Error | #Error | #Error    |
|             | MC08   |          |          |             | #Error | #Error | #Error    |
|             | PON1   | 1        |          | (1)         | 6.34%  | #Error | #Error    |
|             | Total  | 34       | 30       | (4)         | 5.14%  | 5.63%  | 0.49%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03      | MDU1   | 3        | 6        | 3           | 4.91%  | 8.16%  | 3.25%     |
|               | MDU2   | 4        | 4        |             | 5.67%  | 9.45%  | 3.78%     |
|               | BNR1   |          | 2        | 2           | #Error | 5.65%  | #Error    |
|               | DGL1   | 3        | 2        | (1)         | 9.70%  | 6.55%  | -3.16%    |
|               | KYK1   |          | 2        | 2           | #Error | 5.73%  | #Error    |
|               | TDI1   | 3        | 2        | (1)         | 7.17%  | 9.79%  | 2.62%     |
|               | TEN2   | 1        | 2        | 1           | 0.15%  | 7.40%  | 7.26%     |
|               | USL1   |          | 2        | 2           | #Error | 5.83%  | #Error    |
|               | ADP1   |          | 1        | 1           | #Error | 5.32%  | #Error    |
|               | CBM1   |          | 1        | 1           | #Error | 7.90%  | #Error    |
|               | DKI1   | 1        | 1        |             | 6.32%  | 8.60%  | 2.29%     |
|               | MDU3   | 1        | 1        |             | 5.89%  | 6.14%  | 0.25%     |
|               | MDU4   | 1        | 1        |             | 8.48%  | -6.00% | -14.48%   |
|               | MDU6   | 5        | 1        | (4)         | 4.56%  | 7.97%  | 3.41%     |
|               | TEN1   | 1        | 1        |             | 10.02% | 2.48%  | -7.54%    |
|               | TMM1   | 1        | 1        |             | 0.70%  | 1.98%  | 1.28%     |
|               | ATG1   | 1        |          | (1)         | 8.08%  | #Error | #Error    |
|               | BTU1   | 1        |          | (1)         | 8.73%  | #Error | #Error    |
|               | CMR1   |          |          |             | #Error | #Error | #Error    |
|               | DGL2   |          |          |             | #Error | #Error | #Error    |
|               | KKD2   | 1        |          | (1)         | 0.02%  | #Error | #Error    |
|               | KPT1   |          |          |             | #Error | #Error | #Error    |
|               | KRR1   | 1        |          | (1)         | 6.43%  | #Error | #Error    |
|               | MDU5   | 2        |          | (2)         | 5.77%  | #Error | #Error    |
|               | MLR1   | 2        |          | (2)         | 8.52%  | #Error | #Error    |
|               | MNM1   | 1        |          | (1)         | 6.46%  | #Error | #Error    |
|               | MPA1   | 1        |          | (1)         | 9.39%  | #Error | #Error    |
|               | NKI1   |          |          |             | #Error | #Error | #Error    |
|               | NTM1   | 1        |          | (1)         | 7.48%  | #Error | #Error    |
|               | ODM1   |          |          |             | #Error | #Error | #Error    |
|               | PKM1   |          |          |             | #Error | #Error | #Error    |
|               | PNI1   |          |          |             | #Error | #Error | #Error    |
|               | PNV1   | 5        |          | (5)         | 0.70%  | #Error | #Error    |
|               | PVI1   |          |          |             | #Error | #Error | #Error    |
|               | SGP1   | 1        |          | (1)         | 8.37%  | #Error | #Error    |
|               | SVG1   | 2        |          | (2)         | 10.83% | #Error | #Error    |
|               | TPT1   | 1        |          | (1)         | 15.80% | #Error | #Error    |
|               | Total  | 44       | 30       | (14)        | 6.10%  | 6.72%  | 0.62%     |
| VIJAYAWADA-01 | RMV1   | 1        | 6        | 5           | -2.60% | -4.36% | -1.76%    |
|               | CKT1   |          | 5        | 5           | #Error | -7.39% | #Error    |
|               | BPP1   |          | 3        | 3           | #Error | 6.38%  | #Error    |
|               | ELU1   | 1        | 2        | 1           | -2.60% | 10.78% | 13.37%    |
|               | KDR1   |          | 2        | 2           | #Error | 6.16%  | #Error    |
|               | TNK1   |          | 2        | 2           | #Error | 2.99%  | #Error    |
|               | VJW2   |          | 2        | 2           | #Error | -4.46% | #Error    |
|               | VJW4   |          | 2        | 2           | #Error | 1.70%  | #Error    |
|               | BVR1   |          | 1        | 1           | #Error | 3.45%  | #Error    |
|               | PAP1   | 1        | 1        |             | -2.60% | 3.49%  | 6.09%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| VIJAYAWADA-01 | PPM1   | 2        | 1        | (1)         | 11.14%  | 6.16%  | -4.99%    |
|               | VJW1   | 1        | 1        |             | 0.63%   | 1.84%  | 1.21%     |
|               | AMP1   |          |          |             | #Error  | #Error | #Error    |
|               | CRL1   |          |          |             | #Error  | #Error | #Error    |
|               | DPE1   |          |          |             | #Error  | #Error | #Error    |
|               | GDV1   | 1        |          | (1)         | 6.86%   | #Error | #Error    |
|               | GNT1   | 3        |          | (3)         | -4.59%  | #Error | #Error    |
|               | GNT2   |          |          |             | #Error  | #Error | #Error    |
|               | GVM1   | 1        |          | (1)         | 6.16%   | #Error | #Error    |
|               | JGG1   |          |          |             | #Error  | #Error | #Error    |
|               | JPT1   |          |          |             | #Error  | #Error | #Error    |
|               | KND1   | 1        |          | (1)         | 1.90%   | #Error | #Error    |
|               | MTM1   |          |          |             | #Error  | #Error | #Error    |
|               | NRT1   |          |          |             | #Error  | #Error | #Error    |
|               | OGL1   |          |          |             | #Error  | #Error | #Error    |
|               | PNR1   |          |          |             | #Error  | #Error | #Error    |
|               | PRL1   |          |          |             | #Error  | #Error | #Error    |
|               | RAL1   | 1        |          | (1)         | 1.84%   | #Error | #Error    |
|               | TDD1   | 1        |          | (1)         | 6.86%   | #Error | #Error    |
|               | TEL1   |          |          |             | #Error  | #Error | #Error    |
|               | TVU1   |          |          |             | #Error  | #Error | #Error    |
|               | VJW3   |          |          |             | #Error  | #Error | #Error    |
|               | VJW5   | 4        |          | (4)         | -10.10% | #Error | #Error    |
|               | VKN1   |          |          |             | #Error  | #Error | #Error    |
|               | VUY1   |          |          |             | #Error  | #Error | #Error    |
|               | Total  | 18       | 28       | 10          | -0.85%  | 0.87%  | 1.73%     |
| SOUTH ARCOT   | ULP1   |          | 12       | 12          | #Error  | 0.67%  | #Error    |
|               | CUD1   | 2        | 3        | 1           | 12.88%  | 9.66%  | -3.23%    |
|               | KLM1   |          | 3        | 3           | #Error  | 8.51%  | #Error    |
|               | POY1   | 2        | 2        |             | 3.24%   | 9.98%  | 6.75%     |
|               | TVM1   | 1        | 2        | 1           | 2.59%   | -3.96% | -6.55%    |
|               | MKM1   | 1        | 1        |             | 6.01%   | -0.12% | -6.13%    |
|               | POY2   | 2        | 1        | (1)         | 12.49%  | 5.32%  | -7.18%    |
|               | PRT1   | 2        | 1        | (1)         | 7.75%   | 6.34%  | -1.41%    |
|               | SJI1   |          | 1        | 1           | #Error  | 9.36%  | #Error    |
|               | VPM1   | 1        | 1        |             | 6.29%   | 15.24% | 8.96%     |
|               | CDM1   |          |          |             | #Error  | #Error | #Error    |
|               | KKI2   |          |          |             | #Error  | #Error | #Error    |
|               | KML1   | 1        |          | (1)         | -0.14%  | #Error | #Error    |
|               | NVL2   | 3        |          | (3)         | 5.32%   | #Error | #Error    |
|               | STP1   |          |          |             | #Error  | #Error | #Error    |
|               | TDM1   | 2        |          | (2)         | 7.03%   | #Error | #Error    |
|               | TRK1   |          |          |             | #Error  | #Error | #Error    |
|               | TVM2   |          |          |             | #Error  | #Error | #Error    |
|               | VCM1   | 2        |          | (2)         | 6.87%   | #Error | #Error    |
|               | VPM2   | 2        |          | (2)         | -11.23% | #Error | #Error    |
|               | Total  | 21       | 27       | 6           | 5.42%   | 4.28%  | -1.14%    |
| NORTH ARCOT   | KPM2   | 5        | 4        | (1)         | 11.32%  | 6.77%  | -4.55%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | WJD1   | 1        | 2        | 1           | 10.17% | 11.91% | 1.74%     |
|             | KPM1   | (1)      | 1        | 2           | 17.51% | 9.36%  | -8.15%    |
|             | SBR1   | 2        | 1        | (1)         | 8.40%  | 11.96% | 3.55%     |
|             | TRL1   | 2        | 1        | (1)         | 12.18% | 2.88%  | -9.30%    |
|             | TRR1   |          | 1        | 1           | #Error | 2.28%  | #Error    |
|             | VNB1   |          | 1        | 1           | #Error | 5.32%  | #Error    |
|             | ABR1   | 1        |          | (1)         | 5.86%  | #Error | #Error    |
|             | AKM1   | 2        |          | (2)         | 4.56%  | #Error | #Error    |
|             | ANI1   |          |          |             | #Error | #Error | #Error    |
|             | ARC2   |          |          |             | #Error | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CGM1   | 1        |          | (1)         | 11.96% | #Error | #Error    |
|             | CPT1   |          |          |             | #Error | #Error | #Error    |
|             | CYR1   |          |          |             | #Error | #Error | #Error    |
|             | GDM1   | 1        |          | (1)         | 3.85%  | #Error | #Error    |
|             | PLR1   |          |          |             | #Error | #Error | #Error    |
|             | PTU1   |          |          |             | #Error | #Error | #Error    |
|             | SLG1   |          |          |             | #Error | #Error | #Error    |
|             | TRT1   |          |          |             | #Error | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VEL1   | 1        |          | (1)         | 15.24% | #Error | #Error    |
|             | VEL2   |          |          |             | #Error | #Error | #Error    |
|             | VSI1   | 1        |          | (1)         | 8.37%  | #Error | #Error    |
|             | WJP1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 16       | 11       | (5)         | 8.98%  | 7.57%  | -1.41%    |
|             |        |          |          |             |        |        |           |
| WEST-02     | ERD1   |          | 1        | 1           | #Error | 5.62%  | #Error    |
|             | ERD2   | 2        | 1        | (1)         | 12.35% | 15.70% | 3.35%     |
|             | HRR1   |          | 1        | 1           | #Error | 9.36%  | #Error    |
|             | NKL2   | 1        | 1        |             | 9.36%  | 7.46%  | -1.90%    |
|             | SLM1   | 2        | 1        | (1)         | 9.12%  | 5.71%  | -3.42%    |
|             | SLM3   | 1        | 1        |             | 7.35%  | 15.24% | 7.90%     |
|             | VPD1   |          | 1        | 1           | #Error | 15.24% | #Error    |
|             | APN1   |          |          |             | #Error | #Error | #Error    |
|             | ATU1   | 1        |          | (1)         | 18.02% | #Error | #Error    |
|             | BMD1   |          |          |             | #Error | #Error | #Error    |
|             | CMI1   |          |          |             | #Error | #Error | #Error    |
|             | DPR1   |          |          |             | #Error | #Error | #Error    |
|             | DPR2   |          |          |             | #Error | #Error | #Error    |
|             | EDP1   |          |          |             | #Error | #Error | #Error    |
|             | EPI1   |          |          |             | #Error | #Error | #Error    |
|             | HSR1   |          |          |             | #Error | #Error | #Error    |
|             | HSR2   |          |          |             | #Error | #Error | #Error    |
|             | KMM1   |          |          |             | #Error | #Error | #Error    |
|             | KRI1   |          |          |             | #Error | #Error | #Error    |
|             | KVP1   |          |          |             | #Error | #Error | #Error    |
|             | MCR1   |          |          |             | #Error | #Error | #Error    |
|             | MTR1   |          |          |             | #Error | #Error | #Error    |
|             | OML1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | PDR1   |          |          |             | #Error | #Error | #Error    |
|            | PLC1   |          |          |             | #Error | #Error | #Error    |
|            | PMP1   |          |          |             | #Error | #Error | #Error    |
|            | RSP1   |          |          |             | #Error | #Error | #Error    |
|            | SGG1   |          |          |             | #Error | #Error | #Error    |
|            | SGI1   |          |          |             | #Error | #Error | #Error    |
|            | SLM2   |          |          |             | #Error | #Error | #Error    |
|            | TCG1   |          |          |             | #Error | #Error | #Error    |
|            | TRM1   | 1        |          | (1)         | 9.35%  | #Error | #Error    |
|            | VKL1   | 1        |          | (1)         | 7.82%  | #Error | #Error    |
|            | Total  | 9        | 7        | (2)         | 10.32% | 10.43% | 0.11%     |
|            |        |          |          |             |        |        |           |
| KL-SOUTH   | TVP1   | 3        | 5        | 2           | 1.64%  | -1.17% | -2.81%    |
|            | KLR1   | 2        | 1        | (1)         | 0.92%  | 5.02%  | 4.09%     |
|            | PAS1   | 2        |          | (2)         | 4.09%  | #Error | #Error    |
|            | Total  | 7        | 6        | (1)         | 2.19%  | 0.11%  | -2.08%    |
|            |        |          |          |             |        |        |           |
| WEST-01    | CBE2   | 4        | 4        |             | 5.13%  | 8.07%  | 2.94%     |
|            | TPR2   |          | 2        | 2           | #Error | 8.27%  | #Error    |
|            | UMP1   |          | 1        | 1           | #Error | 2.99%  | #Error    |
|            | ANR1   |          |          |             | #Error | #Error | #Error    |
|            | CBE1   |          |          |             | #Error | #Error | #Error    |
|            | CBE3   |          |          |             | #Error | #Error | #Error    |
|            | CBE4   | 2        |          | (2)         | 4.97%  | #Error | #Error    |
|            | CBE5   |          |          |             | #Error | #Error | #Error    |
|            | CBE6   | 1        |          | (1)         | 8.88%  | #Error | #Error    |
|            | CNR1   |          |          |             | #Error | #Error | #Error    |
|            | DPM2   |          |          |             | #Error | #Error | #Error    |
|            | GBM1   |          |          |             | #Error | #Error | #Error    |
|            | GDR1   |          |          |             | #Error | #Error | #Error    |
|            | KGI1   |          |          |             | #Error | #Error | #Error    |
|            | KGM1   |          |          |             | #Error | #Error | #Error    |
|            | KMD1   |          |          |             | #Error | #Error | #Error    |
|            | KMR1   | 2        |          | (2)         | 0.73%  | #Error | #Error    |
|            | MPM1   | 1        |          | (1)         | 11.96% | #Error | #Error    |
|            | PDM1   |          |          |             | #Error | #Error | #Error    |
|            | PLI1   |          |          |             | #Error | #Error | #Error    |
|            | PPI1   |          |          |             | #Error | #Error | #Error    |
|            | SNR1   | 1        |          | (1)         | 15.91% | #Error | #Error    |
|            | SUL1   | 1        |          | (1)         | 5.64%  | #Error | #Error    |
|            | SYM2   |          |          |             | #Error | #Error | #Error    |
|            | TPR1   | 2        |          | (2)         | 10.47% | #Error | #Error    |
|            | TPR3   | 1        |          | (1)         | 6.33%  | #Error | #Error    |
|            | TPR4   |          |          |             | #Error | #Error | #Error    |
|            | UAM1   |          |          |             | #Error | #Error | #Error    |
|            | AVI1   |          | (1)      | (1)         | #Error | 7.40%  | #Error    |
|            | Total  | 15       | 6        | (9)         | 6.52%  | 7.10%  | 0.58%     |
|            |        |          |          |             |        |        |           |
|            | Total  | 377      | 336      | (41)        | 4.70%  | 3.42%  | -1.28%    |