



# Air-Cond - Daily Sales Performance As on 17-07-2025 11:30:00 PM

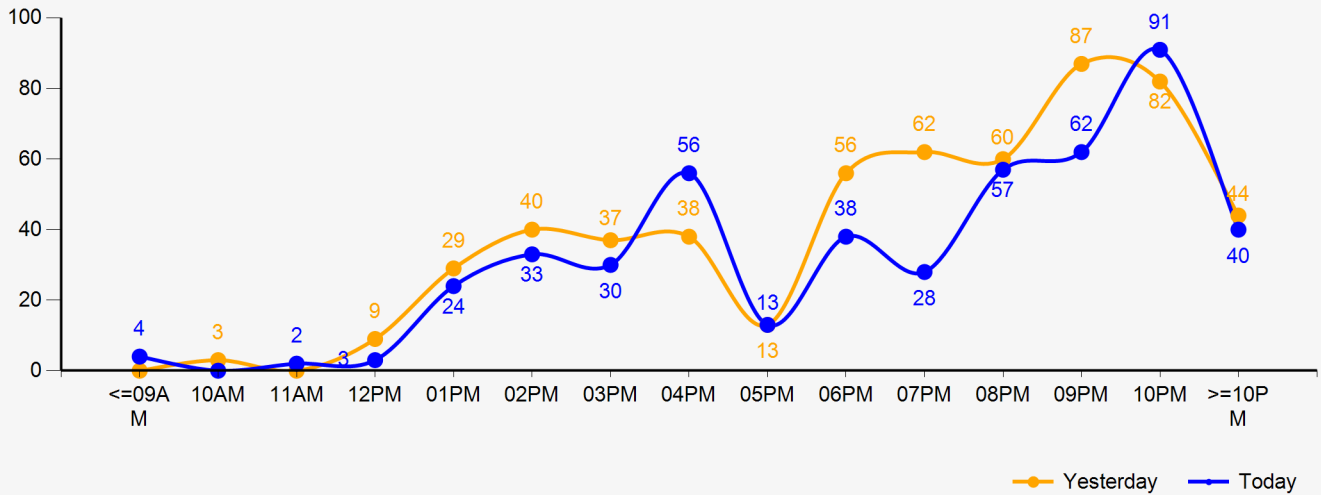
YD Sales : 560

YD GP%: 6.32%

TD Sales : 481

TD GP%: 6.64%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01    | 84       | 73       | (11)        | 8.80%  | 8.14%  | -0.66%    |
| CHENNAI-02    | 54       | 66       | 12          | 9.36%  | 8.97%  | -0.39%    |
| SOUTH-01      | 109      | 65       | (44)        | 5.14%  | 6.34%  | 1.20%     |
| TRICHY-01     | 55       | 63       | 8           | 5.86%  | 7.12%  | 1.26%     |
| VIJAYAWADA-01 | 75       | 55       | (20)        | 3.84%  | 3.29%  | -0.55%    |
| SOUTH ARCOT   | 53       | 51       | (2)         | 7.07%  | 7.31%  | 0.24%     |
| SOUTH-03      | 58       | 38       | (20)        | 4.30%  | 7.92%  | 3.62%     |
| WEST-02       | 21       | 27       | 6           | 7.29%  | 1.05%  | -6.24%    |
| NORTH ARCOT   | 20       | 22       | 2           | 7.62%  | 6.86%  | -0.76%    |
| TIRUPATI-01   | 16       | 11       | (5)         | 5.85%  | 3.63%  | -2.22%    |
| WEST-01       | 5        | 9        | 4           | 7.22%  | 10.37% | 3.15%     |
| KL-SOUTH      | 10       | 1        | (9)         | 7.21%  | 5.16%  | -2.05%    |
| Total         | 560      | 481      | (79)        | 6.32%  | 6.64%  | 0.32%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH08   | 8        | 10       | 2           | 10.64% | 8.37%  | -2.28%    |
|            | CH11   | 6        | 7        | 1           | 9.97%  | 6.75%  | -3.22%    |
|            | CH14   | 1        | 5        | 4           | 4.54%  | 8.47%  | 3.94%     |
|            | CH19   | 7        | 5        | (2)         | 7.71%  | 9.67%  | 1.96%     |
|            | CH22   | 2        | 5        | 3           | 9.52%  | 9.58%  | 0.06%     |
|            | CH28   | 2        | 5        | 3           | 9.24%  | 10.66% | 1.42%     |
|            | CH42   | 5        | 5        |             | 9.85%  | 8.15%  | -1.70%    |
|            | CZWH   |          | 5        | 5           | #Error | -6.68% | #Error    |
|            | CGL1   | 2        | 3        | 1           | 4.81%  | 6.26%  | 1.45%     |
|            | CH05   | 11       | 3        | (8)         | 7.04%  | 14.98% | 7.95%     |
|            | GUD1   | 2        | 3        | 1           | 10.70% | 14.05% | 3.35%     |
|            | CH35   | 2        | 2        |             | 7.56%  | 14.14% | 6.58%     |
|            | CH37   |          | 2        | 2           | #Error | 12.90% | #Error    |
|            | CH39   | 1        | 2        | 1           | 12.65% | 11.67% | -0.98%    |
|            | CH40   |          | 2        | 2           | #Error | 14.52% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01 | MRM1   | 3        | 2        | (1)         | 9.46%  | 6.66%   | -2.80%    |
|            | AVD1   | 3        | 1        | (2)         | 10.28% | 6.05%   | -4.22%    |
|            | CH07   | 2        | 1        | (1)         | 5.91%  | -5.51%  | -11.43%   |
|            | CH16   | 10       | 1        | (9)         | 12.02% | 6.69%   | -5.34%    |
|            | CH26   | 1        | 1        |             | 3.40%  | 5.91%   | 2.51%     |
|            | CH29   |          | 1        | 1           | #Error | 9.36%   | #Error    |
|            | CH30   | 1        | 1        |             | 7.03%  | 5.94%   | -1.08%    |
|            | CH38   | 1        | 1        |             | 9.52%  | 9.11%   | -0.41%    |
|            | CH45   | 1        | 1        |             | 6.95%  | 11.99%  | 5.04%     |
|            | CH48   | 3        | 1        | (2)         | 6.61%  | 8.89%   | 2.27%     |
|            | SKL1   | 2        | 1        | (1)         | 11.35% | 15.26%  | 3.92%     |
|            | TKM1   | 1        | 1        |             | 5.15%  | 9.06%   | 3.91%     |
|            | GUD2   | 3        |          | (3)         | 4.57%  | 96.30%  | 91.73%    |
|            | KNR1   | 4        |          | (4)         | 8.97%  | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | MC10   |          |          |             | #Error | #Error  | #Error    |
|            | WCHN   |          | (4)      | (4)         | #Error | 11.01%  | #Error    |
|            | Total  | 84       | 73       | (11)        | 8.80%  | 8.14%   | -0.66%    |
| CHENNAI-02 |        |          |          |             |        |         |           |
|            | CH15   | 4        | 17       | 13          | 10.86% | 10.35%  | -0.51%    |
|            | CH03   | 4        | 8        | 4           | 11.21% | 5.42%   | -5.79%    |
|            | CH06   | 1        | 5        | 4           | 8.89%  | 9.10%   | 0.22%     |
|            | CH09   | 5        | 5        |             | 11.12% | 6.64%   | -4.49%    |
|            | CH18   | 3        | 3        |             | 6.99%  | 7.72%   | 0.73%     |
|            | CH20   | 2        | 3        | 1           | 1.76%  | 10.47%  | 8.71%     |
|            | CH24   | 3        | 3        |             | 19.53% | 13.21%  | -6.32%    |
|            | CH43   | 5        | 3        | (2)         | 11.25% | 15.28%  | 4.04%     |
|            | CH01   | 1        | 2        | 1           | 7.33%  | 3.41%   | -3.92%    |
|            | CH12   | 2        | 2        |             | 16.49% | 12.64%  | -3.86%    |
|            | CH21   | 4        | 2        | (2)         | 2.32%  | 5.50%   | 3.18%     |
|            | CH33   | 4        | 2        | (2)         | 9.74%  | 7.78%   | -1.96%    |
|            | CH41   |          | 2        | 2           | #Error | 10.24%  | #Error    |
|            | CH44   |          | 2        | 2           | #Error | 2.25%   | #Error    |
|            | GPD1   | 1        | 2        | 1           | 6.67%  | 8.30%   | 1.63%     |
|            | PON1   | 1        | 2        | 1           | 9.36%  | 11.10%  | 1.74%     |
|            | CH31   | 2        | 1        | (1)         | 0.94%  | 6.60%   | 5.66%     |
|            | CH34   | 2        | 1        | (1)         | 8.87%  | 8.08%   | -0.79%    |
|            | MJR1   | 2        | 1        | (1)         | 13.01% | 16.55%  | 3.54%     |
|            | CH17   | 3        |          | (3)         | 8.86%  | #Error  | #Error    |
|            | CH23   | 1        |          | (1)         | 6.94%  | #Error  | #Error    |
|            | CH27   | 1        |          | (1)         | 7.41%  | #Error  | #Error    |
|            | CH32   | 1        |          | (1)         | 3.24%  | #Error  | #Error    |
|            | CH36   | 1        |          | (1)         | 16.97% | 100.00% | 83.03%    |
|            | CH46   | 1        |          | (1)         | 6.37%  | #Error  | #Error    |
|            | MC05   |          |          |             | #Error | #Error  | #Error    |
|            | MC06   |          |          |             | #Error | #Error  | #Error    |
|            | MC08   |          |          |             | #Error | #Error  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | UKI1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 54       | 66       | 12          | 9.36%  | 8.97%  | -0.39%    |
| SOUTH-01   |        |          |          |             |        |        |           |
|            | RND1   | 8        | 8        |             | 5.42%  | 9.39%  | 3.97%     |
|            | TUT2   | 3        | 5        | 2           | 9.20%  | 3.61%  | -5.59%    |
|            | VLY1   | 1        | 5        | 4           | 9.10%  | 9.84%  | 0.74%     |
|            | KVT1   | 7        | 4        | (3)         | 7.09%  | 10.01% | 2.92%     |
|            | TKY1   | 1        | 4        | 3           | 5.90%  | 3.52%  | -2.38%    |
|            | TUT1   | 8        | 4        | (4)         | 9.43%  | 8.21%  | -1.21%    |
|            | APK1   | 3        | 3        |             | 6.92%  | 5.90%  | -1.02%    |
|            | ERL1   | 1        | 3        | 2           | 14.76% | 9.28%  | -5.47%    |
|            | PKD1   | 2        | 3        | 1           | 6.89%  | 6.31%  | -0.58%    |
|            | TVL2   | 1        | 3        | 2           | 2.76%  | -0.52% | -3.28%    |
|            | TYI1   | 2        | 3        | 1           | 5.03%  | 10.17% | 5.13%     |
|            | MAR1   | 1        | 2        | 1           | 2.81%  | 6.39%  | 3.58%     |
|            | NGR1   | 1        | 2        | 1           | 6.95%  | -3.91% | -10.86%   |
|            | PDI1   | 1        | 2        | 1           | 8.17%  | -1.34% | -9.51%    |
|            | SGT1   |          | 2        | 2           | #Error | 7.22%  | #Error    |
|            | TKS1   | 1        | 2        | 1           | 7.96%  | 8.14%  | 0.17%     |
|            | UDN1   | 40       | 2        | (38)        | 3.19%  | 3.62%  | 0.43%     |
|            | VNR2   | 2        | 2        |             | 3.22%  | 13.65% | 10.42%    |
|            | COL1   |          | 1        | 1           | #Error | -0.31% | #Error    |
|            | MMT1   | (1)      | 1        | 2           | 6.55%  | 4.65%  | -1.90%    |
|            | RPM1   | 4        | 1        | (3)         | 7.72%  | 7.19%  | -0.53%    |
|            | STU2   |          | 1        | 1           | #Error | 14.76% | #Error    |
|            | SVK1   | 2        | 1        | (1)         | 9.52%  | -0.17% | -9.69%    |
|            | TCN1   | 3        | 1        | (2)         | 1.51%  | -1.37% | -2.88%    |
|            | TVL1   | 7        | 1        | (6)         | 3.21%  | 7.94%  | 4.73%     |
|            | ARM1   | 1        |          | (1)         | 6.33%  | #Error | #Error    |
|            | ASM1   |          |          |             | #Error | #Error | #Error    |
|            | KGL1   | 1        |          | (1)         | 9.36%  | #Error | #Error    |
|            | KSM1   |          |          |             | #Error | #Error | #Error    |
|            | KYR1   |          |          |             | #Error | #Error | #Error    |
|            | S2SD   | 2        |          | (2)         | -1.79% | #Error | #Error    |
|            | SDI1   |          |          |             | #Error | #Error | #Error    |
|            | SNL1   | 1        |          | (1)         | 6.57%  | #Error | #Error    |
|            | VKM1   | 1        |          | (1)         | 13.86% | #Error | #Error    |
|            | VNR1   | 4        |          | (4)         | 3.66%  | #Error | #Error    |
|            | TKS2   | 1        | (1)      | (2)         | 2.38%  | 11.99% | 9.61%     |
|            | Total  | 109      | 65       | (44)        | 5.14%  | 6.34%  | 1.20%     |
| TRICHY-01  |        |          |          |             |        |        |           |
|            | TRY1   | 10       | 10       |             | 0.35%  | 4.92%  | 4.56%     |
|            | MVM1   |          | 7        | 7           | #Error | 11.04% | #Error    |
|            | NGT1   | 4        | 6        | 2           | 6.85%  | 6.87%  | 0.02%     |
|            | PBR2   |          | 5        | 5           | #Error | 6.33%  | #Error    |
|            | TNJ2   |          | 5        | 5           | #Error | 6.52%  | #Error    |
|            | TVR2   | 4        | 5        | 1           | 4.99%  | 12.96% | 7.97%     |
|            | TNJ1   | 7        | 4        | (3)         | 2.25%  | 7.20%  | 4.95%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01     | TRY2   | (1)      | 4        | 5           | 4.25%  | 4.79%  | 0.55%     |
|               | KUM1   | 1        | 3        | 2           | 7.13%  | 1.30%  | -5.83%    |
|               | PTK1   | 1        | 3        | 2           | 4.05%  | 10.08% | 6.03%     |
|               | AYR1   | 3        | 2        | (1)         | 9.98%  | 9.53%  | -0.45%    |
|               | TTP1   | 1        | 2        | 1           | 7.07%  | 3.25%  | -3.82%    |
|               | TVR1   | 1        | 2        | 1           | 6.23%  | 7.37%  | 1.15%     |
|               | KIK1   | 1        | 1        |             | 11.05% | 4.36%  | -6.69%    |
|               | ORU1   | 2        | 1        | (1)         | 4.74%  | 6.15%  | 1.41%     |
|               | PBR1   | 2        | 1        | (1)         | 10.49% | 8.94%  | -1.55%    |
|               | TRY3   | 3        | 1        | (2)         | 9.77%  | 9.67%  | -0.11%    |
|               | TYR1   | 2        | 1        | (1)         | 12.61% | 5.68%  | -6.93%    |
|               | APM1   | 2        |          | (2)         | 6.44%  | #Error | #Error    |
|               | JKM1   |          |          |             | #Error | #Error | #Error    |
|               | KRN1   | 1        |          | (1)         | 14.76% | #Error | #Error    |
|               | MDI1   | 3        |          | (3)         | 6.86%  | #Error | #Error    |
|               | MSI1   | 2        |          | (2)         | 6.08%  | #Error | #Error    |
|               | NCK1   | 1        |          | (1)         | 9.06%  | #Error | #Error    |
|               | NMM1   |          |          |             | #Error | #Error | #Error    |
|               | PDK1   | 5        |          | (5)         | 7.95%  | #Error | #Error    |
|               | Total  | 55       | 63       | 8           | 5.86%  | 7.12%  | 1.26%     |
|               |        |          |          |             |        |        |           |
| VIJAYAWADA-01 | KDR1   | 2        | 5        | 3           | 6.16%  | 3.33%  | -2.83%    |
|               | CKT1   |          | 4        | 4           | #Error | 4.27%  | #Error    |
|               | TNK1   | 6        | 4        | (2)         | 4.47%  | 3.16%  | -1.31%    |
|               | VJW1   | 5        | 4        | (1)         | 1.77%  | -0.40% | -2.17%    |
|               | ELU1   | 2        | 3        | 1           | 3.38%  | 2.26%  | -1.12%    |
|               | KND1   | 2        | 3        | 1           | 3.20%  | 3.69%  | 0.49%     |
|               | OGL1   |          | 3        | 3           | #Error | 3.18%  | #Error    |
|               | PPM1   | 2        | 3        | 1           | 5.72%  | 2.88%  | -2.84%    |
|               | TEL1   | 1        | 3        | 2           | 3.99%  | 5.80%  | 1.81%     |
|               | VJW3   | 4        | 3        | (1)         | 2.48%  | 4.17%  | 1.69%     |
|               | BVR1   | 7        | 2        | (5)         | 4.06%  | 4.25%  | 0.20%     |
|               | GNT1   | 5        | 2        | (3)         | 1.34%  | -6.04% | -7.37%    |
|               | GVM1   | 2        | 2        |             | 9.98%  | 5.95%  | -4.03%    |
|               | JGG1   | 1        | 2        | 1           | -4.22% | -3.35% | 0.87%     |
|               | TDD1   | 2        | 2        |             | 13.10% | 5.97%  | -7.13%    |
|               | VJW4   | 1        | 2        | 1           | 4.62%  | 10.62% | 6.00%     |
|               | DPE1   |          | 1        | 1           | #Error | 5.05%  | #Error    |
|               | GNT2   | 2        | 1        | (1)         | 11.86% | 5.05%  | -6.82%    |
|               | NRT1   | 3        | 1        | (2)         | 13.30% | -0.85% | -14.15%   |
|               | PNR1   |          | 1        | 1           | #Error | 6.16%  | #Error    |
|               | RMV1   | 3        | 1        | (2)         | 9.29%  | -1.88% | -11.17%   |
|               | VJW5   | 2        | 1        | (1)         | 2.09%  | 6.16%  | 4.06%     |
|               | VKN1   | 1        | 1        |             | 0.60%  | 6.16%  | 5.56%     |
|               | VUY1   |          | 1        | 1           | #Error | -0.57% | #Error    |
|               | AMP1   | 2        |          | (2)         | 4.75%  | #Error | #Error    |
|               | BPP1   | 1        |          | (1)         | 4.62%  | #Error | #Error    |
|               | CRL1   | 3        |          | (3)         | -0.83% | #Error | #Error    |
|               | GDV1   | 1        |          | (1)         | 5.05%  | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%    | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|-----------|-----------|
| VIJAYAWADA-01 | JPT1   |          |          |             | #Error | #Error    | #Error    |
|               | MTM1   | 1        |          | (1)         | 6.29%  | #Error    | #Error    |
|               | PAP1   | 2        |          | (2)         | 6.16%  | #Error    | #Error    |
|               | PRL1   |          |          |             | #Error | #Error    | #Error    |
|               | RAL1   | 5        |          | (5)         | 1.72%  | #Error    | #Error    |
|               | TVU1   | 3        |          | (3)         | 0.53%  | #Error    | #Error    |
|               | VJW2   | 4        |          | (4)         | -1.65% | -1051.97% | -1050.31% |
|               | Total  | 75       | 55       | (20)        | 3.84%  | 3.29%     | -0.55%    |
| SOUTH ARCOT   | CUD1   | 3        | 10       | 7           | 9.25%  | 9.58%     | 0.33%     |
|               | POY1   | 10       | 6        | (4)         | 10.23% | 7.03%     | -3.20%    |
|               | NVL2   | 9        | 5        | (4)         | -0.20% | 3.73%     | 3.93%     |
|               | VPM2   | 4        | 5        | 1           | 8.51%  | 6.34%     | -2.17%    |
|               | POY2   | 4        | 4        |             | 10.93% | 9.46%     | -1.47%    |
|               | PRT1   |          | 4        | 4           | #Error | 10.71%    | #Error    |
|               | TRK1   | 3        | 4        | 1           | 8.71%  | 6.00%     | -2.71%    |
|               | CDM1   | 1        | 3        | 2           | 6.56%  | 4.72%     | -1.84%    |
|               | TDM1   | 6        | 3        | (3)         | 8.40%  | 4.88%     | -3.52%    |
|               | TVM2   | 3        | 2        | (1)         | 8.03%  | 6.13%     | -1.90%    |
|               | KLM1   | 1        | 1        |             | 14.76% | 4.31%     | -10.45%   |
|               | KML1   | 1        | 1        |             | -1.37% | -0.33%    | 1.04%     |
|               | MKM1   | 2        | 1        | (1)         | 14.42% | 15.80%    | 1.38%     |
|               | STP1   |          | 1        | 1           | #Error | 10.41%    | #Error    |
|               | TVM1   |          | 1        | 1           | #Error | 11.04%    | #Error    |
|               | KKI2   |          |          |             | #Error | #Error    | #Error    |
|               | SJI1   | 1        |          | (1)         | 6.51%  | #Error    | #Error    |
|               | ULP1   | 3        |          | (3)         | 5.42%  | #Error    | #Error    |
|               | VCM1   | 1        |          | (1)         | 9.53%  | #Error    | #Error    |
|               | VPM1   | 1        |          | (1)         | 8.89%  | #Error    | #Error    |
|               | Total  | 53       | 51       | (2)         | 7.07%  | 7.31%     | 0.24%     |
| SOUTH-03      | MDU1   | 27       | 5        | (22)        | 1.78%  | 9.20%     | 7.41%     |
|               | SVG1   |          | 5        | 5           | #Error | 9.13%     | #Error    |
|               | ATG1   | 2        | 3        | 1           | 10.36% | 2.28%     | -8.08%    |
|               | MDU2   | 4        | 3        | (1)         | 6.20%  | 6.84%     | 0.63%     |
|               | DGL1   | 4        | 2        | (2)         | 0.52%  | 6.85%     | 6.33%     |
|               | KKD2   | 2        | 2        |             | 6.93%  | 10.62%    | 3.69%     |
|               | MNM1   |          | 2        | 2           | #Error | 4.46%     | #Error    |
|               | DGL2   |          | 1        | 1           | #Error | 5.71%     | #Error    |
|               | DKI1   | 2        | 1        | (1)         | 9.02%  | 8.94%     | -0.08%    |
|               | KRR1   |          | 1        | 1           | #Error | 6.74%     | #Error    |
|               | MDU3   | 1        | 1        |             | 3.88%  | 17.51%    | 13.63%    |
|               | MDU4   | 1        | 1        |             | 10.26% | 12.21%    | 1.95%     |
|               | MDU5   | 2        | 1        | (1)         | 8.59%  | 7.25%     | -1.35%    |
|               | MDU6   | 3        | 1        | (2)         | 6.07%  | 6.77%     | 0.70%     |
|               | MPA1   |          | 1        | 1           | #Error | 13.13%    | #Error    |
|               | PNV1   |          | 1        | 1           | #Error | -1.40%    | #Error    |
|               | PVI1   |          | 1        | 1           | #Error | 14.76%    | #Error    |
|               | SGP1   |          | 1        | 1           | #Error | -3.38%    | #Error    |
|               | TDI1   |          | 1        | 1           | #Error | 14.76%    | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | TEN1   | 1        | 1        |             | 9.36%  | 3.71%  | -5.65%    |
|            | TEN2   |          | 1        | 1           | #Error | 18.09% | #Error    |
|            | TMM1   |          | 1        | 1           | #Error | 5.85%  | #Error    |
|            | TPT1   |          | 1        | 1           | #Error | 14.92% | #Error    |
|            | ADP1   |          |          |             | #Error | #Error | #Error    |
|            | BNR1   |          |          |             | #Error | #Error | #Error    |
|            | BTU1   |          |          |             | #Error | #Error | #Error    |
|            | CBM1   |          |          |             | #Error | #Error | #Error    |
|            | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | KPT1   | 2        |          | (2)         | 7.44%  | #Error | #Error    |
|            | MLR1   | 4        |          | (4)         | 6.00%  | #Error | #Error    |
|            | NKI1   |          |          |             | #Error | #Error | #Error    |
|            | NTM1   |          |          |             | #Error | #Error | #Error    |
|            | ODM1   |          |          |             | #Error | #Error | #Error    |
|            | PKM1   |          |          |             | #Error | #Error | #Error    |
|            | PNI1   |          |          |             | #Error | #Error | #Error    |
|            | USL1   | 3        |          | (3)         | 4.14%  | #Error | #Error    |
|            | Total  | 58       | 38       | (20)        | 4.30%  | 7.92%  | 3.62%     |
|            |        |          |          |             |        |        |           |
| WEST-02    | MCR1   |          | 15       | 15          | #Error | -3.80% | #Error    |
|            | CMI1   | 2        | 2        |             | 5.14%  | 5.11%  | -0.03%    |
|            | NKL2   | 2        | 2        |             | 11.99% | 10.11% | -1.88%    |
|            | ATU1   |          | 1        | 1           | #Error | 9.36%  | #Error    |
|            | ERD1   |          | 1        | 1           | #Error | 5.85%  | #Error    |
|            | HRR1   | 1        | 1        |             | 9.01%  | 6.84%  | -2.17%    |
|            | KMM1   |          | 1        | 1           | #Error | 8.29%  | #Error    |
|            | SGI1   | 1        | 1        |             | 13.97% | 0.61%  | -13.36%   |
|            | SLM1   | 4        | 1        | (3)         | -0.59% | 1.17%  | 1.76%     |
|            | SLM2   | 2        | 1        | (1)         | 6.43%  | 5.93%  | -0.51%    |
|            | VKL1   |          | 1        | 1           | #Error | 6.87%  | #Error    |
|            | APN1   |          |          |             | #Error | #Error | #Error    |
|            | BMD1   |          |          |             | #Error | #Error | #Error    |
|            | DPR1   |          |          |             | #Error | #Error | #Error    |
|            | DPR2   |          |          |             | #Error | #Error | #Error    |
|            | EDP1   |          |          |             | #Error | #Error | #Error    |
|            | EPI1   |          |          |             | #Error | #Error | #Error    |
|            | ERD2   |          |          |             | #Error | #Error | #Error    |
|            | HSR1   | 1        |          | (1)         | 9.51%  | #Error | #Error    |
|            | HSR2   | 7        |          | (7)         | 10.39% | #Error | #Error    |
|            | KRI1   |          |          |             | #Error | #Error | #Error    |
|            | KVP1   |          |          |             | #Error | #Error | #Error    |
|            | MTR1   |          |          |             | #Error | #Error | #Error    |
|            | OML1   |          |          |             | #Error | #Error | #Error    |
|            | PDR1   |          |          |             | #Error | #Error | #Error    |
|            | PLC1   |          |          |             | #Error | #Error | #Error    |
|            | PMP1   |          |          |             | #Error | #Error | #Error    |
|            | RSP1   |          |          |             | #Error | #Error | #Error    |
|            | SGG1   | 1        |          | (1)         | 13.97% | #Error | #Error    |
|            | SLM3   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02     | TCG1   |          |          |             | #Error | #Error | #Error    |
|             | TRM1   |          |          |             | #Error | #Error | #Error    |
|             | VPD1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 21       | 27       | 6           | 7.29%  | 1.05%  | -6.24%    |
| NORTH ARCOT | GDM1   |          | 3        | 3           | #Error | 6.54%  | #Error    |
|             | KPM1   |          | 3        | 3           | #Error | 8.86%  | #Error    |
|             | VEL2   | 2        | 3        | 1           | 4.97%  | 7.26%  | 2.30%     |
|             | SBR1   | 3        | 2        | (1)         | 9.36%  | -0.28% | -9.64%    |
|             | TRL1   | 3        | 2        | (1)         | 5.81%  | 9.27%  | 3.46%     |
|             | VSI1   | 1        | 2        | 1           | 6.63%  | 13.08% | 6.44%     |
|             | WJD1   |          | 2        | 2           | #Error | 9.83%  | #Error    |
|             | ARC2   |          | 1        | 1           | #Error | 6.21%  | #Error    |
|             | KPM2   |          | 1        | 1           | #Error | 7.02%  | #Error    |
|             | PLR1   |          | 1        | 1           | #Error | 5.56%  | #Error    |
|             | TRT1   |          | 1        | 1           | #Error | 4.96%  | #Error    |
|             | WJP1   |          | 1        | 1           | #Error | 6.96%  | #Error    |
|             | ABR1   | 1        |          | (1)         | 7.03%  | #Error | #Error    |
|             | AKM1   | 1        |          | (1)         | 8.90%  | #Error | #Error    |
|             | ANI1   | 2        |          | (2)         | 0.56%  | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CGM1   |          |          |             | #Error | #Error | #Error    |
|             | CPT1   | 2        |          | (2)         | 11.01% | #Error | #Error    |
|             | CYR1   | 2        |          | (2)         | 3.23%  | #Error | #Error    |
|             | PTU1   |          |          |             | #Error | #Error | #Error    |
|             | SLG1   |          |          |             | #Error | #Error | #Error    |
|             | TRR1   | 1        |          | (1)         | 9.14%  | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VEL1   | 1        |          | (1)         | 21.69% | #Error | #Error    |
|             | VNB1   | 1        |          | (1)         | 11.99% | #Error | #Error    |
|             | Total  | 20       | 22       | 2           | 7.62%  | 6.86%  | -0.76%    |
| TIRUPATI-01 | NLR1   | 1        | 4        | 3           | 6.16%  | -0.22% | -6.38%    |
|             | SPE1   | 2        | 2        |             | 2.32%  | 9.51%  | 7.20%     |
|             | TPY2   | 4        | 2        | (2)         | 7.20%  | 4.44%  | -2.77%    |
|             | KHT1   | 1        | 1        |             | 13.00% | 13.13% | 0.13%     |
|             | RJP1   | 1        | 1        |             | 5.55%  | -4.27% | -9.83%    |
|             | TPY1   | 3        | 1        | (2)         | 4.17%  | 5.05%  | 0.88%     |
|             | ADI1   |          |          |             | #Error | #Error | #Error    |
|             | ATP1   |          |          |             | #Error | #Error | #Error    |
|             | BVL1   |          |          |             | #Error | #Error | #Error    |
|             | CTO1   |          |          |             | #Error | #Error | #Error    |
|             | DHN1   |          |          |             | #Error | #Error | #Error    |
|             | GTL1   |          |          |             | #Error | #Error | #Error    |
|             | KDA1   | 1        |          | (1)         | 6.16%  | #Error | #Error    |
|             | KNL1   |          |          |             | #Error | #Error | #Error    |
|             | KNL2   |          |          |             | #Error | #Error | #Error    |
|             | KOU1   |          |          |             | #Error | #Error | #Error    |
|             | MPL1   |          |          |             | #Error | #Error | #Error    |
|             | NDL1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | NYP1   |          |          |             | #Error | #Error | #Error    |
|             | PDT1   | 1        |          | (1)         | 6.16%  | #Error | #Error    |
|             | PGR1   |          |          |             | #Error | #Error | #Error    |
|             | PIL1   | 2        |          | (2)         | 5.01%  | #Error | #Error    |
|             | PMR1   |          |          |             | #Error | #Error | #Error    |
|             | PUT1   |          |          |             | #Error | #Error | #Error    |
|             | RCY1   |          |          |             | #Error | #Error | #Error    |
|             | TPI1   |          |          |             | #Error | #Error | #Error    |
|             | VKI1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 16       | 11       | (5)         | 5.85%  | 3.63%  | -2.22%    |
|             |        |          |          |             |        |        |           |
| WEST-01     | CBE1   |          | 3        | 3           | #Error | 12.25% | #Error    |
|             | CBE4   | 2        | 3        | 1           | 8.23%  | 10.41% | 2.18%     |
|             | AVI1   |          | 2        | 2           | #Error | 6.66%  | #Error    |
|             | KMR1   |          | 1        | 1           | #Error | 9.85%  | #Error    |
|             | PDM1   |          | 1        | 1           | #Error | 4.15%  | #Error    |
|             | ANR1   |          |          |             | #Error | #Error | #Error    |
|             | CBE2   | 2        |          | (2)         | 6.70%  | 1.41%  | -5.29%    |
|             | CBE3   |          |          |             | #Error | #Error | #Error    |
|             | CBE6   |          |          |             | #Error | #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    |
|             | PLI1   |          |          |             | #Error | #Error | #Error    |
|             | PPI1   |          |          |             | #Error | #Error | #Error    |
|             | SNR1   | 1        |          | (1)         | 6.23%  | #Error | #Error    |
|             | SUL1   |          |          |             | #Error | #Error | #Error    |
|             | SYM2   |          |          |             | #Error | #Error | #Error    |
|             | TPR1   |          |          |             | #Error | #Error | #Error    |
|             | TPR2   |          |          |             | #Error | #Error | #Error    |
|             | TPR3   |          |          |             | #Error | #Error | #Error    |
|             | TPR4   |          |          |             | #Error | #Error | #Error    |
|             | UAM1   |          |          |             | #Error | #Error | #Error    |
|             | UMP1   |          |          |             | #Error | #Error | #Error    |
|             | MPM1   |          | (1)      | (1)         | #Error | 2.55%  | #Error    |
|             | Total  | 5        | 9        | 4           | 7.22%  | 10.37% | 3.15%     |
|             |        |          |          |             |        |        |           |
| KL-SOUTH    | TVP1   | 10       | 1        | (9)         | 7.21%  | 5.16%  | -2.05%    |
|             | PAS1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 10       | 1        | (9)         | 7.21%  | 5.16%  | -2.05%    |
|             | Total  | 560      | 481      | (79)        | 6.32%  | 6.64%  | 0.32%     |