

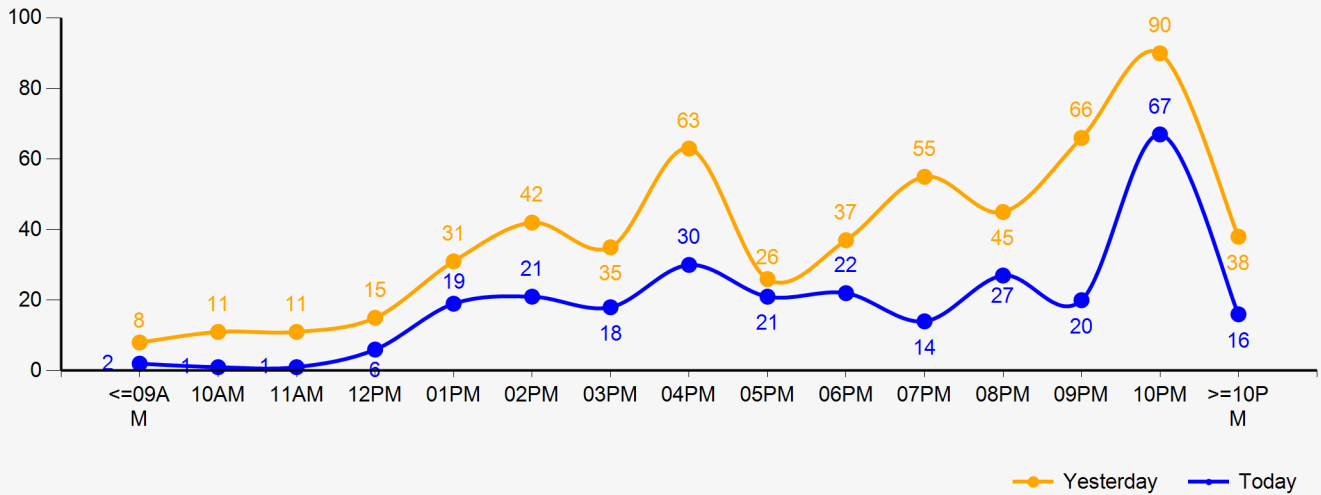
YD Sales : 573

YD GP%: 4.89%

TD Sales : 285

TD GP%: 5.60%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01     | 44       | 55       | 11          | 5.50%  | 4.09%  | -1.41%    |
| VIJAYAWADA-01 | 34       | 45       | 11          | 3.32%  | 1.63%  | -1.69%    |
| SOUTH-01      | 168      | 43       | (125)       | 3.04%  | 5.14%  | 2.10%     |
| CHENNAI-01    | 99       | 35       | (64)        | 6.02%  | 8.07%  | 2.05%     |
| SOUTH-03      | 29       | 29       |             | 4.54%  | 4.79%  | 0.25%     |
| CHENNAI-02    | 65       | 19       | (46)        | 6.95%  | 9.41%  | 2.46%     |
| SOUTH ARCOT   | 40       | 16       | (24)        | 6.27%  | 7.36%  | 1.09%     |
| WEST-02       | 15       | 13       | (2)         | 6.16%  | 9.16%  | 3.00%     |
| TIRUPATI-01   | 23       | 11       | (12)        | 3.34%  | 5.57%  | 2.22%     |
| NORTH ARCOT   | 42       | 9        | (33)        | 6.42%  | 9.89%  | 3.47%     |
| WEST-01       | 13       | 9        | (4)         | 6.17%  | 10.89% | 4.72%     |
| KL-SOUTH      | 1        | 1        |             | 4.52%  | 10.45% | 5.93%     |
| Total         | 573      | 285      | (288)       | 4.89%  | 5.60%  | 0.72%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TRY2   | 2        | 8        | 6           | 6.78%  | -3.35% | -10.13%   |
|            | NGT1   | 1        | 6        | 5           | 9.36%  | 0.44%  | -8.91%    |
|            | KUM1   | 3        | 5        | 2           | 4.47%  | 3.96%  | -0.50%    |
|            | TRY1   | 2        | 5        | 3           | 5.22%  | 8.25%  | 3.03%     |
|            | PDK1   | 2        | 4        | 2           | 6.94%  | 8.75%  | 1.81%     |
|            | TNJ1   |          | 4        | 4           | #Error | 6.06%  | #Error    |
|            | TZSD   |          | 4        | 4           | #Error | -2.41% | #Error    |
|            | KIK1   | 1        | 3        | 2           | 8.09%  | 6.80%  | -1.29%    |
|            | PBR2   | 5        | 3        | (2)         | 6.84%  | 6.75%  | -0.08%    |
|            | TTP1   |          | 3        | 3           | #Error | 6.61%  | #Error    |
|            | MVM1   | 6        | 2        | (4)         | 6.14%  | 9.73%  | 3.58%     |
|            | TNJ2   |          | 2        | 2           | #Error | 10.12% | #Error    |
|            | TVR1   | 1        | 2        | 1           | 11.12% | 4.73%  | -6.40%    |
|            | NMM1   |          | 1        | 1           | #Error | 13.97% | #Error    |
|            | ORU1   | 1        | 1        |             | 8.61%  | 9.95%  | 1.34%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| TRICHY-01     | PBR1   |          | 1        | 1           | #Error  | 6.04%   | #Error    |
|               | TRY3   | 2        | 1        | (1)         | 7.85%   | 9.06%   | 1.21%     |
|               | TVR2   | 3        | 1        | (2)         | 7.21%   | 6.58%   | -0.63%    |
|               | APM1   | 1        |          | (1)         | 6.67%   | #Error  | #Error    |
|               | AYR1   | 5        |          | (5)         | -8.65%  | #Error  | #Error    |
|               | JKM1   |          |          |             | #Error  | #Error  | #Error    |
|               | KRN1   | 2        |          | (2)         | 10.62%  | #Error  | #Error    |
|               | MDI1   | 5        |          | (5)         | 7.85%   | #Error  | #Error    |
|               | MSI1   | 1        |          | (1)         | 9.36%   | #Error  | #Error    |
|               | NCK1   |          |          |             | #Error  | #Error  | #Error    |
|               | PTK1   | 1        |          | (1)         | 8.73%   | 100.00% | 91.27%    |
|               | TYR1   |          |          |             | #Error  | #Error  | #Error    |
|               | WTRZ   |          | (1)      | (1)         | #Error  | 6.16%   | #Error    |
|               | Total  | 44       | 55       | 11          | 5.50%   | 4.09%   | -1.41%    |
|               |        |          |          |             |         |         |           |
| VIJAYAWADA-01 | NRT1   |          | 17       | 17          | #Error  | 1.24%   | #Error    |
|               | VJW1   | 2        | 5        | 3           | -0.63%  | -0.27%  | 0.36%     |
|               | GNT1   |          | 3        | 3           | #Error  | 2.15%   | #Error    |
|               | BVR1   | 1        | 2        | 1           | 4.62%   | 1.11%   | -3.51%    |
|               | ELU1   |          | 2        | 2           | #Error  | 5.72%   | #Error    |
|               | KND1   |          | 2        | 2           | #Error  | 2.15%   | #Error    |
|               | TEL1   | 2        | 2        |             | 7.76%   | 3.79%   | -3.96%    |
|               | VJW3   | 1        | 2        | 1           | -4.60%  | 5.35%   | 9.95%     |
|               | AMP1   |          | 1        | 1           | #Error  | 9.59%   | #Error    |
|               | BPP1   |          | 1        | 1           | #Error  | 4.62%   | #Error    |
|               | RAL1   |          | 1        | 1           | #Error  | 6.16%   | #Error    |
|               | TDD1   | 3        | 1        | (2)         | -1.59%  | 4.88%   | 6.47%     |
|               | TNK1   | 7        | 1        | (6)         | 0.88%   | -2.99%  | -3.87%    |
|               | VJW2   |          | 1        | 1           | #Error  | -4.76%  | #Error    |
|               | VJW4   |          | 1        | 1           | #Error  | -2.93%  | #Error    |
|               | VJW5   | 1        | 1        |             | 2.71%   | 6.16%   | 3.44%     |
|               | VKN1   | 1        | 1        |             | 6.16%   | -4.81%  | -10.97%   |
|               | VUY1   |          | 1        | 1           | #Error  | 3.58%   | #Error    |
|               | CKT1   |          |          |             | #Error  | #Error  | #Error    |
|               | CRL1   | 2        |          | (2)         | 4.97%   | #Error  | #Error    |
|               | DPE1   | 1        |          | (1)         | 3.71%   | #Error  | #Error    |
|               | GDV1   |          |          |             | #Error  | #Error  | #Error    |
|               | GNT2   | 1        |          | (1)         | 14.43%  | #Error  | #Error    |
|               | GVM1   | 1        |          | (1)         | 6.16%   | #Error  | #Error    |
|               | JGG1   | 1        |          | (1)         | 13.05%  | #Error  | #Error    |
|               | JPT1   |          |          |             | #Error  | #Error  | #Error    |
|               | KDR1   |          |          |             | #Error  | #Error  | #Error    |
|               | MTM1   |          |          |             | 100.00% | #Error  | #Error    |
|               | OGL1   | 4        |          | (4)         | 4.35%   | #Error  | #Error    |
|               | PAP1   | 2        |          | (2)         | 5.79%   | -19.99% | -25.78%   |
|               | PNR1   |          |          |             | #Error  | #Error  | #Error    |
|               | PPM1   | 1        |          | (1)         | 3.98%   | #Error  | #Error    |
|               | PRL1   | 1        |          | (1)         | -1.88%  | #Error  | #Error    |
|               | RMV1   | 2        |          | (2)         | 5.27%   | #Error  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | TVU1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 34       | 45       | 11          | 3.32%  | 1.63%  | -1.69%    |
| SOUTH-01      |        |          |          |             |        |        |           |
|               | TUT2   | 15       | 10       | (5)         | 1.82%  | 3.61%  | 1.79%     |
|               | RND1   | 21       | 4        | (17)        | 4.06%  | 9.02%  | 4.96%     |
|               | MAR1   | 4        | 3        | (1)         | -0.39% | 9.06%  | 9.45%     |
|               | PKD1   | 13       | 3        | (10)        | 3.41%  | 6.01%  | 2.60%     |
|               | TCN1   | 4        | 3        | (1)         | 10.10% | 6.13%  | -3.97%    |
|               | TUT1   | 16       | 3        | (13)        | 3.47%  | 6.86%  | 3.39%     |
|               | VNR2   | 6        | 3        | (3)         | 0.06%  | 3.79%  | 3.72%     |
|               | KVT1   | 12       | 2        | (10)        | -9.99% | 8.48%  | 18.47%    |
|               | RPM1   | 4        | 2        | (2)         | 2.23%  | 4.44%  | 2.20%     |
|               | S2SD   |          | 2        | 2           | #Error | -2.54% | #Error    |
|               | TVL1   | 8        | 2        | (6)         | -0.93% | 10.75% | 11.68%    |
|               | VNR1   | 1        | 2        | 1           | -0.54% | 6.72%  | 7.26%     |
|               | KYR1   |          | 1        | 1           | #Error | 9.06%  | #Error    |
|               | NGR1   | 3        | 1        | (2)         | 0.87%  | -4.49% | -5.36%    |
|               | SDI1   | 2        | 1        | (1)         | 4.08%  | 5.71%  | 1.63%     |
|               | SVK1   | 5        | 1        | (4)         | 8.52%  | 4.45%  | -4.07%    |
|               | TYI1   | 4        | 1        | (3)         | 7.69%  | 0.41%  | -7.28%    |
|               | VLY1   | 9        | 1        | (8)         | 5.00%  | 11.99% | 6.99%     |
|               | APK1   | 5        |          | (5)         | 5.25%  | #Error | #Error    |
|               | ARM1   | 2        |          | (2)         | 5.02%  | #Error | #Error    |
|               | ASM1   | 3        |          | (3)         | 5.23%  | #Error | #Error    |
|               | COL1   | 1        |          | (1)         | 5.02%  | #Error | #Error    |
|               | ERL1   | 4        |          | (4)         | 10.18% | #Error | #Error    |
|               | KGL1   | 2        |          | (2)         | 5.02%  | #Error | #Error    |
|               | KSM1   |          |          |             | #Error | #Error | #Error    |
|               | MMT1   | 1        |          | (1)         | 8.98%  | #Error | #Error    |
|               | PDI1   | 3        |          | (3)         | 7.05%  | #Error | #Error    |
|               | SGT1   |          |          |             | #Error | #Error | #Error    |
|               | SNL1   |          |          |             | #Error | #Error | #Error    |
|               | STU2   | 5        |          | (5)         | 3.18%  | #Error | #Error    |
|               | TKS2   | 4        |          | (4)         | 6.84%  | #Error | #Error    |
|               | TKY1   | 2        |          | (2)         | 5.02%  | #Error | #Error    |
|               | TVL2   |          |          |             | #Error | #Error | #Error    |
|               | VKM1   | 1        |          | (1)         | 9.36%  | #Error | #Error    |
|               | TKS1   | 6        | (1)      | (7)         | 7.65%  | 6.30%  | -1.35%    |
|               | UDN1   | 2        | (1)      | (3)         | 5.38%  | 20.14% | 14.76%    |
|               | Total  | 168      | 43       | (125)       | 3.04%  | 5.14%  | 2.10%     |
| CHENNAI-01    |        |          |          |             |        |        |           |
|               | CH16   | 2        | 5        | 3           | 8.13%  | 6.09%  | -2.03%    |
|               | CH08   | 6        | 4        | (2)         | 9.55%  | 9.71%  | 0.16%     |
|               | CH11   | 3        | 3        |             | 6.20%  | 9.19%  | 2.99%     |
|               | CH19   | 17       | 3        | (14)        | 1.34%  | 3.10%  | 1.76%     |
|               | CH30   | 6        | 3        | (3)         | 6.20%  | 6.90%  | 0.70%     |
|               | AVD1   | 2        | 2        |             | 15.69% | 11.56% | -4.13%    |
|               | CH07   | 4        | 2        | (2)         | 6.81%  | 7.78%  | 0.97%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH14   | 3        | 2        | (1)         | 3.08%  | 7.26%  | 4.17%     |
|            | CH22   | 6        | 2        | (4)         | 6.11%  | 10.73% | 4.62%     |
|            | CH28   | 3        | 2        | (1)         | 9.41%  | 13.86% | 4.45%     |
|            | CH45   | 2        | 2        |             | 9.99%  | 10.75% | 0.75%     |
|            | GUD1   | 5        | 2        | (3)         | 9.46%  | 11.36% | 1.90%     |
|            | CH38   |          | 1        | 1           | #Error | 7.97%  | #Error    |
|            | CH42   | 3        | 1        | (2)         | 6.05%  | 8.45%  | 2.40%     |
|            | CH48   | 3        | 1        | (2)         | 6.62%  | -0.38% | -7.00%    |
|            | GUD2   | 1        | 1        |             | 5.02%  | -0.08% | -5.10%    |
|            | KNR1   | 4        | 1        | (3)         | 7.88%  | 5.41%  | -2.47%    |
|            | SKL1   | 3        | 1        | (2)         | 4.46%  | 9.38%  | 4.91%     |
|            | CGL1   | 4        |          | (4)         | 4.56%  | 6.39%  | 1.83%     |
|            | CH05   | 5        |          | (5)         | 6.22%  | #Error | #Error    |
|            | CH26   | 4        |          | (4)         | 6.20%  | #Error | #Error    |
|            | CH29   | 2        |          | (2)         | 3.98%  | #Error | #Error    |
|            | CH37   | 1        |          | (1)         | 7.45%  | #Error | #Error    |
|            | CH39   | 4        |          | (4)         | 5.05%  | #Error | #Error    |
|            | CH40   |          |          |             | #Error | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | MRM1   | 2        |          | (2)         | 6.55%  | #Error | #Error    |
|            | TKM1   |          |          |             | #Error | #Error | #Error    |
|            | CH35   | 4        | (1)      | (5)         | 6.06%  | 8.89%  | 2.83%     |
|            | WCHN   |          | (2)      | (2)         | #Error | 7.49%  | #Error    |
|            | Total  | 99       | 35       | (64)        | 6.02%  | 8.07%  | 2.05%     |
| SOUTH-03   | SZSD   |          | 9        | 9           | #Error | -2.02% | #Error    |
|            | MDU1   | 11       | 3        | (8)         | 3.75%  | 7.16%  | 3.41%     |
|            | DGL1   | 2        | 2        |             | 4.48%  | 6.45%  | 1.97%     |
|            | KKD2   | 2        | 2        |             | 6.73%  | 10.94% | 4.21%     |
|            | ATG1   | 1        | 1        |             | 2.82%  | 3.78%  | 0.96%     |
|            | CBM1   |          | 1        | 1           | #Error | 7.02%  | #Error    |
|            | KPT1   |          | 1        | 1           | #Error | 9.33%  | #Error    |
|            | MDU2   | 1        | 1        |             | 0.83%  | 9.52%  | 8.69%     |
|            | MDU3   | 3        | 1        | (2)         | 2.71%  | 5.76%  | 3.05%     |
|            | MDU4   |          | 1        | 1           | #Error | 20.72% | #Error    |
|            | MDU5   |          | 1        | 1           | #Error | 14.76% | #Error    |
|            | MPA1   |          | 1        | 1           | #Error | 7.33%  | #Error    |
|            | NTM1   | 1        | 1        |             | 6.19%  | 6.40%  | 0.21%     |
|            | PNV1   | 1        | 1        |             | 0.58%  | 9.09%  | 8.51%     |
|            | SVG1   | 1        | 1        |             | 4.62%  | 2.84%  | -1.77%    |
|            | TEN1   |          | 1        | 1           | #Error | 9.36%  | #Error    |
|            | USL1   | 1        | 1        |             | -1.51% | 9.53%  | 11.03%    |
|            | ADP1   |          |          |             | #Error | #Error | #Error    |
|            | BNR1   |          |          |             | #Error | #Error | #Error    |
|            | BTU1   |          |          |             | #Error | #Error | #Error    |
|            | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | DGL2   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|----------|-----------|
| SOUTH-03    | DKI1   |          |          |             | #Error | #Error   | #Error    |
|             | KRR1   |          |          |             | #Error | #Error   | #Error    |
|             | MDU6   | 3        |          | (3)         | 8.95%  | #Error   | #Error    |
|             | MLR1   |          |          |             | #Error | #Error   | #Error    |
|             | MNM1   |          |          |             | #Error | -0.07%   | #Error    |
|             | NKI1   | 1        |          | (1)         | 3.66%  | #Error   | #Error    |
|             | ODM1   |          |          |             | #Error | #Error   | #Error    |
|             | PKM1   |          |          |             | #Error | #Error   | #Error    |
|             | PNI1   |          |          |             | #Error | #Error   | #Error    |
|             | PVI1   |          |          |             | #Error | #Error   | #Error    |
|             | SGP1   |          |          |             | #Error | #Error   | #Error    |
|             | TDI1   | 1        |          | (1)         | 13.97% | #Error   | #Error    |
|             | TEN2   |          |          |             | #Error | #Error   | #Error    |
|             | TMM1   |          |          |             | #Error | #Error   | #Error    |
|             | TPT1   |          |          |             | #Error | #Error   | #Error    |
|             | Total  | 29       | 29       |             | 4.54%  | 4.79%    | 0.25%     |
|             |        |          |          |             |        |          |           |
| CHENNAI-02  | CH15   | 6        | 5        | (1)         | 6.43%  | 10.09%   | 3.66%     |
|             | CH33   | 2        | 3        | 1           | 2.84%  | 8.39%    | 5.55%     |
|             | CH03   | 5        | 2        | (3)         | 11.89% | 7.66%    | -4.23%    |
|             | CH41   | 1        | 2        | 1           | 8.89%  | 14.95%   | 6.07%     |
|             | MJR1   | 3        | 2        | (1)         | 4.67%  | 7.87%    | 3.20%     |
|             | CH06   | 1        | 1        |             | 9.18%  | 9.11%    | -0.07%    |
|             | CH17   | 2        | 1        | (1)         | 3.06%  | 19.99%   | 16.94%    |
|             | CH18   | 3        | 1        | (2)         | 5.84%  | 13.97%   | 8.13%     |
|             | CH23   |          | 1        | 1           | #Error | 2.33%    | #Error    |
|             | CH32   |          | 1        | 1           | #Error | 6.73%    | #Error    |
|             | PON1   | 3        | 1        | (2)         | 0.80%  | 2.84%    | 2.04%     |
|             | UKI1   | 3        | 1        | (2)         | 7.41%  | 11.11%   | 3.69%     |
|             | CH01   |          |          |             | #Error | #Error   | #Error    |
|             | CH09   | 4        |          | (4)         | 5.28%  | -427.14% | -432.42%  |
|             | CH20   | 1        |          | (1)         | 5.06%  | #Error   | #Error    |
|             | CH21   | 5        |          | (5)         | 8.18%  | #Error   | #Error    |
|             | CH24   | 6        |          | (6)         | 8.81%  | 59.52%   | 50.71%    |
|             | CH27   | 2        |          | (2)         | 8.76%  | #Error   | #Error    |
|             | CH31   | 3        |          | (3)         | 11.49% | #Error   | #Error    |
|             | CH34   | 4        |          | (4)         | 3.69%  | #Error   | #Error    |
|             | CH43   | 2        |          | (2)         | 4.07%  | #Error   | #Error    |
|             | CH44   | 2        |          | (2)         | 11.55% | #Error   | #Error    |
|             | CH46   | 2        |          | (2)         | 5.06%  | #Error   | #Error    |
|             | GPD1   | 1        |          | (1)         | 9.06%  | #Error   | #Error    |
|             | MC05   |          |          |             | #Error | #Error   | #Error    |
|             | MC06   |          |          |             | #Error | #Error   | #Error    |
|             | MC08   |          |          |             | #Error | #Error   | #Error    |
|             | CH12   | 3        | (1)      | (4)         | 7.87%  | 15.96%   | 8.09%     |
|             | CH36   | 1        | (1)      | (2)         | 11.99% | 7.62%    | -4.37%    |
|             | Total  | 65       | 19       | (46)        | 6.95%  | 9.41%    | 2.46%     |
|             |        |          |          |             |        |          |           |
| SOUTH ARCOT |        |          |          |             |        |          |           |
|             | KLM1   | 4        | 3        | (1)         | 5.52%  | 4.77%    | -0.75%    |
|             | CDM1   | 1        | 2        | 1           | 11.99% | 8.97%    | -3.02%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT | NVL2   | 1        | 2        | 1           | -5.34% | 5.57%  | 10.90%    |
|             | POY2   | 4        | 2        | (2)         | 10.02% | 5.14%  | -4.88%    |
|             | TRK1   |          | 2        | 2           | #Error | 9.69%  | #Error    |
|             | POY1   | 3        | 1        | (2)         | 7.94%  | 10.94% | 2.99%     |
|             | STP1   | 1        | 1        |             | 5.67%  | 7.76%  | 2.09%     |
|             | TDM1   | 4        | 1        | (3)         | 5.90%  | 6.10%  | 0.20%     |
|             | VCM1   | 1        | 1        |             | 5.02%  | 6.60%  | 1.59%     |
|             | VPM1   | 1        | 1        |             | 5.06%  | 14.76% | 9.70%     |
|             | CUD1   | 3        |          | (3)         | 5.08%  | #Error | #Error    |
|             | KKI2   | 3        |          | (3)         | 8.04%  | #Error | #Error    |
|             | KML1   |          |          |             | #Error | #Error | #Error    |
|             | MKM1   | 2        |          | (2)         | 12.57% | #Error | #Error    |
|             | PRT1   | 4        |          | (4)         | 5.58%  | #Error | #Error    |
|             | SJI1   | 1        |          | (1)         | 3.16%  | #Error | #Error    |
|             | TVM1   | 1        |          | (1)         | 3.16%  | #Error | #Error    |
|             | TVM2   | 1        |          | (1)         | 5.85%  | #Error | #Error    |
|             | ULP1   | 3        |          | (3)         | 5.02%  | #Error | #Error    |
|             | VPM2   | 2        |          | (2)         | 3.98%  | #Error | #Error    |
|             | Total  | 40       | 16       | (24)        | 6.27%  | 7.36%  | 1.09%     |
|             |        |          |          |             |        |        |           |
| WEST-02     | PDR1   |          | 4        | 4           | #Error | 10.41% | #Error    |
|             | WZWH   |          | 3        | 3           | #Error | 14.99% | #Error    |
|             | ERD1   | 1        | 2        | 1           | 5.73%  | 3.67%  | -2.07%    |
|             | ERD2   | 1        | 2        | 1           | 16.86% | 6.20%  | -10.66%   |
|             | KMM1   |          | 1        | 1           | #Error | 9.36%  | #Error    |
|             | NKL2   |          | 1        | 1           | #Error | 9.35%  | #Error    |
|             | APN1   |          |          |             | #Error | #Error | #Error    |
|             | ATU1   |          |          |             | #Error | #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    |
|             | HRR1   | 1        |          | (1)         | 9.62%  | #Error | #Error    |
|             | HSR1   |          |          |             | #Error | #Error | #Error    |
|             | HSR2   |          |          |             | #Error | #Error | #Error    |
|             | KRI1   |          |          |             | #Error | #Error | #Error    |
|             | KVP1   | 1        |          | (1)         | 11.99% | #Error | #Error    |
|             | MCR1   | 1        |          | (1)         | 9.06%  | #Error | #Error    |
|             | MTR1   |          |          |             | #Error | #Error | #Error    |
|             | OML1   | 1        |          | (1)         | 9.52%  | #Error | #Error    |
|             | PLC1   |          |          |             | #Error | #Error | #Error    |
|             | PMP1   |          |          |             | #Error | #Error | #Error    |
|             | RSP1   |          |          |             | #Error | #Error | #Error    |
|             | SGG1   |          |          |             | #Error | #Error | #Error    |
|             | SGI1   |          |          |             | #Error | #Error | #Error    |
|             | SLM1   | 8        |          | (8)         | 3.17%  | #Error | #Error    |
|             | SLM2   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02     | SLM3   |          |          |             | #Error | #Error | #Error    |
|             | TCG1   | 1        |          | (1)         | 5.75%  | #Error | #Error    |
|             | TRM1   |          |          |             | #Error | #Error | #Error    |
|             | VKL1   |          |          |             | #Error | #Error | #Error    |
|             | VPD1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 15       | 13       | (2)         | 6.16%  | 9.16%  | 3.00%     |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | TPI1   | 3        | 3        |             | 6.16%  | 6.16%  | 0.00%     |
|             | BVL1   | 1        | 2        | 1           | -7.61% | 6.39%  | 13.99%    |
|             | KDA1   |          | 1        | 1           | #Error | 6.69%  | #Error    |
|             | KNL2   |          | 1        | 1           | #Error | -1.88% | #Error    |
|             | KOU1   |          | 1        | 1           | #Error | -2.14% | #Error    |
|             | RCY1   |          | 1        | 1           | #Error | 16.19% | #Error    |
|             | RJP1   | 1        | 1        |             | 3.94%  | 5.72%  | 1.78%     |
|             | TPY2   | 1        | 1        |             | 5.05%  | 6.16%  | 1.11%     |
|             | ADI1   |          |          |             | #Error | #Error | #Error    |
|             | ATP1   | 3        |          | (3)         | -1.89% | #Error | #Error    |
|             | CTO1   | 3        |          | (3)         | 2.52%  | #Error | #Error    |
|             | DHN1   |          |          |             | #Error | #Error | #Error    |
|             | GTL1   |          |          |             | #Error | #Error | #Error    |
|             | KHT1   |          |          |             | #Error | #Error | #Error    |
|             | KNL1   |          |          |             | #Error | #Error | #Error    |
|             | MPL1   |          |          |             | #Error | #Error | #Error    |
|             | NDL1   |          |          |             | #Error | #Error | #Error    |
|             | NLR1   | 3        |          | (3)         | 0.84%  | #Error | #Error    |
|             | NYP1   | 1        |          | (1)         | -1.88% | #Error | #Error    |
|             | PDT1   | 1        |          | (1)         | 9.59%  | #Error | #Error    |
|             | PGR1   |          |          |             | #Error | #Error | #Error    |
|             | PIL1   |          |          |             | #Error | #Error | #Error    |
|             | PMR1   |          |          |             | #Error | #Error | #Error    |
|             | PUT1   | 2        |          | (2)         | 11.14% | #Error | #Error    |
|             | SPE1   | 1        |          | (1)         | 1.68%  | #Error | #Error    |
|             | TPY1   | 1        |          | (1)         | 5.72%  | #Error | #Error    |
|             | VKI1   | 2        |          | (2)         | 5.42%  | #Error | #Error    |
|             | Total  | 23       | 11       | (12)        | 3.34%  | 5.57%  | 2.22%     |
|             |        |          |          |             |        |        |           |
| NORTH ARCOT | TRR1   | 4        | 2        | (2)         | 3.91%  | 5.54%  | 1.63%     |
|             | VSI1   | 1        | 2        | 1           | 11.99% | 13.97% | 1.98%     |
|             | GDM1   |          | 1        | 1           | #Error | 13.97% | #Error    |
|             | SBR1   | 4        | 1        | (3)         | 6.76%  | 9.36%  | 2.60%     |
|             | TRL1   | 2        | 1        | (1)         | 5.49%  | 6.52%  | 1.03%     |
|             | VEL1   | 4        | 1        | (3)         | 6.68%  | 19.99% | 13.32%    |
|             | VEL2   | 1        | 1        |             | 21.69% | 5.86%  | -15.83%   |
|             | WJD1   |          | 1        | 1           | #Error | 11.99% | #Error    |
|             | ABR1   | 1        |          | (1)         | 15.27% | #Error | #Error    |
|             | AKM1   | 1        |          | (1)         | 5.82%  | #Error | #Error    |
|             | ANI1   |          |          |             | #Error | #Error | #Error    |
|             | ARC2   | 2        |          | (2)         | 5.06%  | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CGM1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | CPT1   |          |          |             | #Error | #Error | #Error    |
|             | CYR1   | 1        |          | (1)         | 9.53%  | #Error | #Error    |
|             | KPM2   | 9        |          | (9)         | 6.01%  | #Error | #Error    |
|             | PLR1   |          |          |             | #Error | #Error | #Error    |
|             | PTU1   |          |          |             | #Error | #Error | #Error    |
|             | SLG1   | 1        |          | (1)         | 9.15%  | #Error | #Error    |
|             | TRT1   | 1        |          | (1)         | 5.02%  | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | VNB1   | (1)      |          | 1           | 6.70%  | #Error | #Error    |
|             | WJP1   | 1        |          | (1)         | 5.02%  | #Error | #Error    |
|             | KPM1   | 10       | (1)      | (11)        | 4.50%  | 13.97% | 9.48%     |
|             | Total  | 42       | 9        | (33)        | 6.42%  | 9.89%  | 3.47%     |
|             |        |          |          |             |        |        |           |
| WEST-01     | MPM1   |          | 3        | 3           | #Error | 7.11%  | #Error    |
|             | KGM1   |          | 2        | 2           | #Error | 16.61% | #Error    |
|             | CBE4   | 2        | 1        | (1)         | 10.36% | 6.33%  | -4.03%    |
|             | SYM2   |          | 1        | 1           | #Error | 11.99% | #Error    |
|             | TPR1   |          | 1        | 1           | #Error | 11.11% | #Error    |
|             | TPR3   |          | 1        | 1           | #Error | 11.91% | #Error    |
|             | ANR1   |          |          |             | #Error | #Error | #Error    |
|             | AVI1   | 1        |          | (1)         | 5.33%  | #Error | #Error    |
|             | CBE1   |          |          |             | #Error | #Error | #Error    |
|             | CBE2   | 3        |          | (3)         | 1.29%  | #Error | #Error    |
|             | 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    |
|             | KMD1   |          |          |             | #Error | #Error | #Error    |
|             | KMR1   |          |          |             | #Error | #Error | #Error    |
|             | PDM1   | 3        |          | (3)         | 7.70%  | #Error | #Error    |
|             | PLI1   | 1        |          | (1)         | 6.62%  | #Error | #Error    |
|             | PPI1   |          |          |             | #Error | #Error | #Error    |
|             | SNR1   | 2        |          | (2)         | 7.10%  | #Error | #Error    |
|             | SUL1   |          |          |             | #Error | #Error | #Error    |
|             | TPR2   | 1        |          | (1)         | 6.30%  | #Error | #Error    |
|             | TPR4   |          |          |             | #Error | #Error | #Error    |
|             | UAM1   |          |          |             | #Error | #Error | #Error    |
|             | UMP1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 13       | 9        | (4)         | 6.17%  | 10.89% | 4.72%     |
|             |        |          |          |             |        |        |           |
| KL-SOUTH    | TVP1   |          | 1        | 1           | #Error | 10.45% | #Error    |
|             | PAS1   | 1        |          | (1)         | 4.52%  | #Error | #Error    |
|             | Total  | 1        | 1        |             | 4.52%  | 10.45% | 5.93%     |
|             | Total  | 573      | 285      | (288)       | 4.89%  | 5.60%  | 0.72%     |