

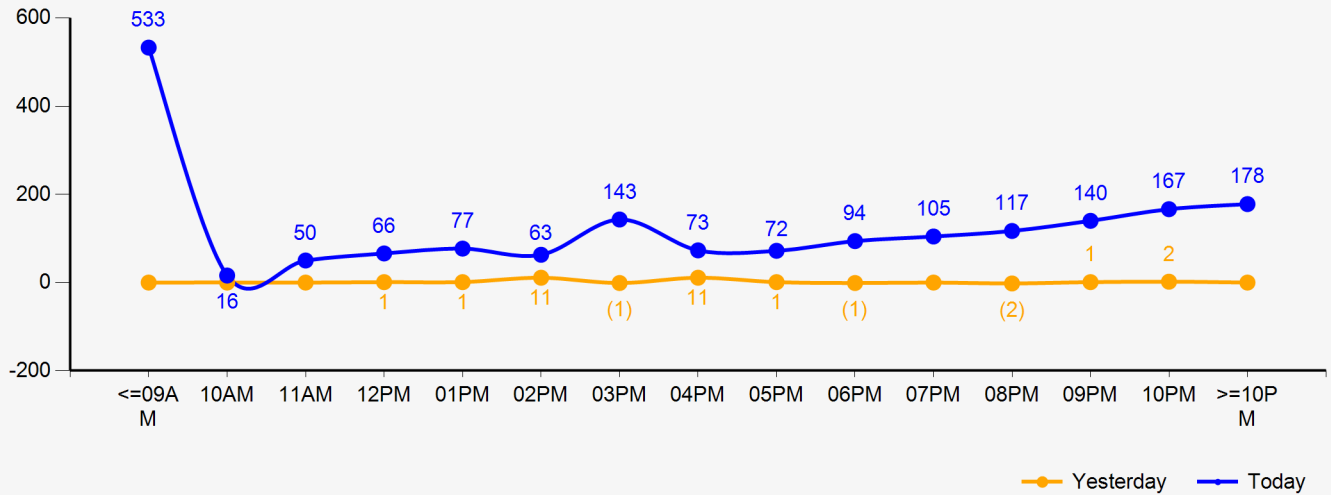
YD Sales : 24

YD GP%: 4.13%

TD Sales : 1893

TD GP%: -1.78%

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      | 2        | 510      | 508         | 0.67%   | 3.08%   | 2.41%     |
| CHENNAI-02    | 8        | 365      | 357         | 0.75%   | -4.49%  | -5.24%    |
| SOUTH ARCOT   | (1)      | 184      | 185         | -6.45%  | -9.58%  | -3.13%    |
| TRICHY-01     | 2        | 177      | 175         | -9.08%  | -2.58%  | 6.50%     |
| CHENNAI-01    | 1        | 165      | 164         | -1.45%  | 2.64%   | 4.09%     |
| WEST-02       | (2)      | 100      | 102         | -0.43%  | -9.28%  | -8.85%    |
| NORTH ARCOT   |          | 85       | 85          | 100.00% | -8.15%  | -108.15%  |
| SOUTH-03      | 10       | 83       | 73          | 8.37%   | 0.38%   | -7.99%    |
| VIJAYAWADA-01 | 3        | 78       | 75          | 4.49%   | 2.92%   | -1.58%    |
| WEST-01       | 1        | 68       | 67          | 12.52%  | -10.87% | -23.39%   |
| TIRUPATI-01   |          | 64       | 64          | #Error  | 5.81%   | #Error    |
| KL-SOUTH      |          | 14       | 14          | #Error  | 8.01%   | #Error    |
| Total         | 24       | 1893     | 1869        | 4.13%   | -1.78%  | -5.90%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-01   | TVL1   | 1        | 127      | 126         | -0.83% | 2.66%   | 3.48%     |
|            | TUT1   |          | 42       | 42          | #Error | 2.34%   | #Error    |
|            | KVT1   |          | 41       | 41          | #Error | 9.14%   | #Error    |
|            | NGR1   | 1        | 30       | 29          | -3.53% | 3.53%   | 7.06%     |
|            | MAR1   |          | 28       | 28          | #Error | -1.84%  | #Error    |
|            | TUT2   |          | 26       | 26          | #Error | 0.80%   | #Error    |
|            | RPM1   | 1        | 23       | 22          | 6.72%  | 5.35%   | -1.37%    |
|            | TKS2   |          | 17       | 17          | #Error | -2.53%  | #Error    |
|            | VNR2   |          | 17       | 17          | #Error | 3.91%   | #Error    |
|            | VLY1   | (1)      | 16       | 17          | 2.27%  | 5.75%   | 3.48%     |
|            | TYI1   |          | 13       | 13          | #Error | 2.97%   | #Error    |
|            | ASM1   |          | 12       | 12          | #Error | 6.80%   | #Error    |
|            | RND1   |          | 10       | 10          | #Error | 7.05%   | #Error    |
|            | SVK1   |          | 10       | 10          | #Error | -12.25% | #Error    |
|            | VNR1   |          | 10       | 10          | #Error | 3.16%   | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-01   | APK1   |          | 8        | 8           | #Error  | 1.68%   | #Error    |
|            | TCN1   |          | 8        | 8           | #Error  | -1.00%  | #Error    |
|            | PKD1   |          | 7        | 7           | #Error  | 2.39%   | #Error    |
|            | MMT1   |          | 6        | 6           | #Error  | 2.19%   | #Error    |
|            | STU2   |          | 6        | 6           | #Error  | 1.64%   | #Error    |
|            | TKY1   |          | 6        | 6           | #Error  | 3.45%   | #Error    |
|            | UDN1   |          | 6        | 6           | #Error  | 1.51%   | #Error    |
|            | ERL2   |          | 5        | 5           | #Error  | 8.73%   | #Error    |
|            | KGL1   |          | 5        | 5           | #Error  | -0.66%  | #Error    |
|            | PDI1   |          | 5        | 5           | #Error  | 8.64%   | #Error    |
|            | SNL1   |          | 5        | 5           | #Error  | 12.04%  | #Error    |
|            | TVL2   |          | 5        | 5           | #Error  | 3.89%   | #Error    |
|            | SKD1   |          | 4        | 4           | #Error  | 8.00%   | #Error    |
|            | KSM1   |          | 3        | 3           | #Error  | -2.62%  | #Error    |
|            | TKS1   |          | 3        | 3           | #Error  | 8.43%   | #Error    |
|            | APK2   |          | 2        | 2           | #Error  | 5.82%   | #Error    |
|            | ARM1   |          | 1        | 1           | #Error  | 6.92%   | #Error    |
|            | SDI1   |          | 1        | 1           | #Error  | 0.63%   | #Error    |
|            | SGT1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|            | VKM1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|            | COL1   |          |          |             | #Error  | #Error  | #Error    |
|            | KYR1   |          |          |             | #Error  | #Error  | #Error    |
|            | Total  | 2        | 510      | 508         | 0.67%   | 3.08%   | 2.41%     |
| CHENNAI-02 | CH15   |          | 58       | 58          | -34.26% | 1.09%   | 35.35%    |
|            | UKI1   |          | 34       | 34          | #Error  | -24.15% | #Error    |
|            | CH24   |          | 25       | 25          | #Error  | -13.38% | #Error    |
|            | CH03   |          | 24       | 24          | #Error  | 2.24%   | #Error    |
|            | CH09   | 7        | 21       | 14          | 0.83%   | -15.83% | -16.66%   |
|            | CH23   |          | 21       | 21          | #Error  | -20.47% | #Error    |
|            | CH06   |          | 20       | 20          | #Error  | 5.21%   | #Error    |
|            | CH12   |          | 20       | 20          | #Error  | 4.67%   | #Error    |
|            | CH18   |          | 18       | 18          | #Error  | 4.86%   | #Error    |
|            | CH21   |          | 15       | 15          | #Error  | 0.79%   | #Error    |
|            | CH17   |          | 14       | 14          | #Error  | 9.88%   | #Error    |
|            | CH20   |          | 14       | 14          | #Error  | -2.52%  | #Error    |
|            | CH36   |          | 11       | 11          | #Error  | 0.43%   | #Error    |
|            | CH33   |          | 9        | 9           | #Error  | -3.69%  | #Error    |
|            | CH46   |          | 9        | 9           | #Error  | -5.70%  | #Error    |
|            | CH44   |          | 8        | 8           | #Error  | 0.39%   | #Error    |
|            | CH43   | 1        | 6        | 5           | 8.73%   | 1.44%   | -7.29%    |
|            | PON1   |          | 6        | 6           | #Error  | 4.78%   | #Error    |
|            | CH31   |          | 5        | 5           | #Error  | -4.78%  | #Error    |
|            | CH34   |          | 5        | 5           | #Error  | 0.68%   | #Error    |
|            | GPD1   |          | 5        | 5           | #Error  | -2.80%  | #Error    |
|            | MC06   |          | 5        | 5           | #Error  | -29.73% | #Error    |
|            | CH27   |          | 4        | 4           | #Error  | 3.29%   | #Error    |
|            | CH41   |          | 4        | 4           | #Error  | 2.23%   | #Error    |
|            | MJR1   |          | 3        | 3           | #Error  | 3.40%   | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| CHENNAI-02  | CH32   |          | 1        | 1           | #Error  | -1.02%  | #Error    |
|             | CH01   |          |          |             | #Error  | #Error  | #Error    |
|             | MC05   |          |          |             | #Error  | #Error  | #Error    |
|             | MC08   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | 8        | 365      | 357         | 0.75%   | -4.49%  | -5.24%    |
| SOUTH ARCOT | POY1   |          | 27       | 27          | #Error  | -12.46% | #Error    |
|             | POY2   |          | 24       | 24          | #Error  | -9.43%  | #Error    |
|             | CUD1   | (1)      | 23       | 24          | -6.45%  | -8.01%  | -1.56%    |
|             | SJI1   |          | 17       | 17          | #Error  | -12.42% | #Error    |
|             | ULP1   |          | 14       | 14          | #Error  | 3.59%   | #Error    |
|             | TRK1   |          | 12       | 12          | #Error  | -11.11% | #Error    |
|             | NVL2   |          | 10       | 10          | #Error  | -22.73% | #Error    |
|             | VPM2   |          | 9        | 9           | #Error  | -21.04% | #Error    |
|             | KML1   |          | 7        | 7           | #Error  | 6.69%   | #Error    |
|             | TDM1   |          | 7        | 7           | #Error  | -29.73% | #Error    |
|             | CDM1   |          | 6        | 6           | #Error  | 7.26%   | #Error    |
|             | KKI2   |          | 6        | 6           | #Error  | 1.46%   | #Error    |
|             | KLM1   |          | 4        | 4           | #Error  | 3.79%   | #Error    |
|             | TVM1   |          | 4        | 4           | #Error  | -15.90% | #Error    |
|             | TVM2   |          | 4        | 4           | #Error  | -11.49% | #Error    |
|             | MKM1   |          | 3        | 3           | #Error  | 6.59%   | #Error    |
|             | VPM1   |          | 3        | 3           | #Error  | -16.08% | #Error    |
|             | STP1   |          | 2        | 2           | #Error  | -0.70%  | #Error    |
|             | VCM1   |          | 2        | 2           | #Error  | -29.73% | #Error    |
|             | PRT1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | (1)      | 184      | 185         | -6.45%  | -9.58%  | -3.13%    |
| TRICHY-01   | TRY1   |          | 67       | 67          | 100.00% | -12.36% | -112.36%  |
|             | KUM1   |          | 15       | 15          | #Error  | -1.11%  | #Error    |
|             | PTK1   |          | 10       | 10          | #Error  | 3.34%   | #Error    |
|             | TRY2   |          | 9        | 9           | #Error  | 0.76%   | #Error    |
|             | MVM1   |          | 8        | 8           | #Error  | 4.97%   | #Error    |
|             | TNJ2   |          | 8        | 8           | #Error  | 7.15%   | #Error    |
|             | MDI1   |          | 7        | 7           | #Error  | 5.52%   | #Error    |
|             | NGT1   | 3        | 7        | 4           | -2.13%  | 1.83%   | 3.96%     |
|             | PBR2   |          | 7        | 7           | #Error  | 5.96%   | #Error    |
|             | TNJ1   |          | 5        | 5           | #Error  | 6.54%   | #Error    |
|             | TVR2   |          | 5        | 5           | #Error  | 7.91%   | #Error    |
|             | JKM1   |          | 4        | 4           | #Error  | -6.58%  | #Error    |
|             | PBR1   |          | 4        | 4           | #Error  | 6.29%   | #Error    |
|             | TYR1   | (1)      | 4        | 5           | 12.53%  | 4.38%   | -8.15%    |
|             | AYR1   |          | 3        | 3           | #Error  | 4.57%   | #Error    |
|             | PDK1   |          | 3        | 3           | #Error  | 4.23%   | #Error    |
|             | TTP1   |          | 3        | 3           | #Error  | 3.22%   | #Error    |
|             | KRN1   |          | 2        | 2           | #Error  | 2.20%   | #Error    |
|             | MSI1   |          | 2        | 2           | #Error  | 4.40%   | #Error    |
|             | NCK1   |          | 2        | 2           | #Error  | 2.66%   | #Error    |
|             | KIK1   |          | 1        | 1           | #Error  | 0.62%   | #Error    |
|             | TVR1   |          | 1        | 1           | #Error  | -1.02%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| TRICHY-01  | APM1   |          |          |             | #Error | #Error  | #Error    |
|            | NMM1   |          |          |             | #Error | #Error  | #Error    |
|            | ORU1   |          |          |             | #Error | #Error  | #Error    |
|            | TRY3   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 2        | 177      | 175         | -9.08% | -2.58%  | 6.50%     |
| CHENNAI-01 | CH30   |          | 24       | 24          | #Error | -12.68% | #Error    |
|            | CH08   |          | 15       | 15          | #Error | 4.86%   | #Error    |
|            | CH14   |          | 13       | 13          | #Error | 5.30%   | #Error    |
|            | CH48   |          | 10       | 10          | #Error | 5.03%   | #Error    |
|            | CH05   |          | 9        | 9           | #Error | 4.89%   | #Error    |
|            | CH16   | 2        | 9        | 7           | 4.73%  | -16.20% | -20.93%   |
|            | CH19   |          | 9        | 9           | #Error | 9.30%   | #Error    |
|            | CH45   |          | 8        | 8           | #Error | 2.17%   | #Error    |
|            | CH07   |          | 7        | 7           | #Error | 1.83%   | #Error    |
|            | CH35   |          | 7        | 7           | #Error | 5.64%   | #Error    |
|            | CH11   |          | 6        | 6           | #Error | -2.41%  | #Error    |
|            | CH42   |          | 6        | 6           | #Error | 12.57%  | #Error    |
|            | AVD1   |          | 5        | 5           | #Error | 3.99%   | #Error    |
|            | CGL1   |          | 5        | 5           | #Error | 2.51%   | #Error    |
|            | CH22   |          | 5        | 5           | #Error | 24.32%  | #Error    |
|            | KNR1   |          | 5        | 5           | #Error | 7.24%   | #Error    |
|            | CH26   |          | 4        | 4           | #Error | 5.36%   | #Error    |
|            | CH38   |          | 4        | 4           | #Error | -11.28% | #Error    |
|            | GUD1   |          | 4        | 4           | #Error | -12.53% | #Error    |
|            | CH28   | (1)      | 3        | 4           | 10.81% | 8.63%   | -2.18%    |
|            | CH39   |          | 2        | 2           | #Error | -6.16%  | #Error    |
|            | GUD2   |          | 2        | 2           | #Error | 8.47%   | #Error    |
|            | SKL1   |          | 2        | 2           | #Error | 8.53%   | #Error    |
|            | MRM1   |          | 1        | 1           | #Error | 2.20%   | #Error    |
|            | CH29   |          |          |             | #Error | #Error  | #Error    |
|            | CH37   |          |          |             | #Error | #Error  | #Error    |
|            | CH40   |          |          |             | #Error | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | MC10   |          |          |             | #Error | #Error  | #Error    |
|            | TKM1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 1        | 165      | 164         | -1.45% | 2.64%   | 4.09%     |
| WEST-02    | SLM1   |          | 12       | 12          | #Error | -4.69%  | #Error    |
|            | ERD1   |          | 11       | 11          | #Error | 4.93%   | #Error    |
|            | HSR2   |          | 11       | 11          | #Error | -17.23% | #Error    |
|            | SLM3   |          | 11       | 11          | #Error | -21.41% | #Error    |
|            | ERD2   |          | 5        | 5           | #Error | -10.05% | #Error    |
|            | MCR1   |          | 5        | 5           | #Error | -4.08%  | #Error    |
|            | EDP1   |          | 4        | 4           | #Error | -5.65%  | #Error    |
|            | NKL2   |          | 4        | 4           | #Error | -29.73% | #Error    |
|            | PMP1   |          | 4        | 4           | #Error | -29.73% | #Error    |
|            | TCG1   |          | 4        | 4           | #Error | 3.38%   | #Error    |
|            | ATU1   |          | 3        | 3           | #Error | 3.95%   | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| WEST-02     | KRI1   |          | 3        | 3           | #Error  | -29.73% | #Error    |
|             | SGI1   |          | 3        | 3           | #Error  | -8.29%  | #Error    |
|             | CMI1   |          | 2        | 2           | #Error  | 5.39%   | #Error    |
|             | DPR1   |          | 2        | 2           | #Error  | 7.42%   | #Error    |
|             | KMM1   |          | 2        | 2           | #Error  | 8.47%   | #Error    |
|             | MTR1   |          | 2        | 2           | 100.00% | -13.59% | -113.59%  |
|             | PDR1   |          | 2        | 2           | #Error  | 6.32%   | #Error    |
|             | PLC1   |          | 2        | 2           | #Error  | -29.73% | #Error    |
|             | RSP1   |          | 2        | 2           | #Error  | 0.66%   | #Error    |
|             | VPD1   |          | 2        | 2           | #Error  | 8.47%   | #Error    |
|             | BMD1   |          | 1        | 1           | #Error  | -29.73% | #Error    |
|             | HRR1   |          | 1        | 1           | #Error  | -29.73% | #Error    |
|             | OML1   |          | 1        | 1           | #Error  | 14.58%  | #Error    |
|             | VKL1   |          | 1        | 1           | #Error  | -29.73% | #Error    |
|             | APN1   |          |          |             | #Error  | #Error  | #Error    |
|             | DPR2   |          |          |             | #Error  | #Error  | #Error    |
|             | EPI1   |          |          |             | #Error  | #Error  | #Error    |
|             | HSR1   |          |          |             | #Error  | #Error  | #Error    |
|             | KVP1   |          |          |             | #Error  | #Error  | #Error    |
|             | SGG1   |          |          |             | #Error  | #Error  | #Error    |
|             | SLM2   | (2)      |          | 2           | -0.43%  | #Error  | #Error    |
|             | TRM1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | (2)      | 100      | 102         | -0.43%  | -9.28%  | -8.85%    |
|             |        |          |          |             |         |         |           |
| NORTH ARCOT | KPM2   |          | 9        | 9           | #Error  | -9.03%  | #Error    |
|             | SBR1   |          | 9        | 9           | #Error  | -4.69%  | #Error    |
|             | GDM1   |          | 8        | 8           | #Error  | -5.65%  | #Error    |
|             | KPM1   |          | 8        | 8           | #Error  | -12.90% | #Error    |
|             | VEL2   |          | 7        | 7           | #Error  | -26.05% | #Error    |
|             | AKM1   |          | 5        | 5           | #Error  | -8.12%  | #Error    |
|             | TRL1   |          | 5        | 5           | #Error  | 5.23%   | #Error    |
|             | TRT1   |          | 5        | 5           | #Error  | -18.68% | #Error    |
|             | WJD1   |          | 5        | 5           | #Error  | 6.81%   | #Error    |
|             | ARC2   |          | 4        | 4           | #Error  | -29.73% | #Error    |
|             | SLG1   |          | 3        | 3           | #Error  | 6.40%   | #Error    |
|             | TRR1   |          | 3        | 3           | #Error  | 2.20%   | #Error    |
|             | VSI1   |          | 3        | 3           | 100.00% | -9.46%  | -109.46%  |
|             | CYR1   |          | 2        | 2           | #Error  | 16.41%  | #Error    |
|             | PTU1   |          | 2        | 2           | #Error  | 7.58%   | #Error    |
|             | ABR1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|             | ANI1   |          | 1        | 1           | #Error  | -29.73% | #Error    |
|             | CPT1   |          | 1        | 1           | #Error  | -29.73% | #Error    |
|             | NASD   |          | 1        | 1           | #Error  | -4.17%  | #Error    |
|             | UGI1   |          | 1        | 1           | #Error  | -29.73% | #Error    |
|             | VEL1   |          | 1        | 1           | #Error  | -1.02%  | #Error    |
|             | VNB1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|             | BGR1   |          |          |             | #Error  | #Error  | #Error    |
|             | CGM1   |          |          |             | #Error  | #Error  | #Error    |
|             | PLR1   |          |          |             | #Error  | #Error  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| NORTH ARCOT   | WJP1   |          |          |             | #Error  | #Error  | #Error    |
|               | Total  |          | 85       | 85          | 100.00% | -8.15%  | -108.15%  |
| SOUTH-03      |        |          |          |             |         |         |           |
|               | MDU1   | 8        | 27       | 19          | -1.22%  | -12.71% | -11.49%   |
|               | DGL2   |          | 7        | 7           | #Error  | 8.82%   | #Error    |
|               | MDU2   |          | 6        | 6           | 201.91% | 8.31%   | -193.61%  |
|               | DGL1   |          | 5        | 5           | #Error  | 3.87%   | #Error    |
|               | TMM1   |          | 5        | 5           | #Error  | 5.19%   | #Error    |
|               | PNI1   | (1)      | 4        | 5           | 10.81%  | 7.17%   | -3.65%    |
|               | ATG1   |          | 3        | 3           | #Error  | 11.56%  | #Error    |
|               | KPT1   |          | 3        | 3           | #Error  | 2.20%   | #Error    |
|               | MDU6   | 1        | 3        | 2           | 5.83%   | 5.51%   | -0.32%    |
|               | MLR1   |          | 3        | 3           | #Error  | 1.18%   | #Error    |
|               | MPA1   |          | 3        | 3           | #Error  | 5.65%   | #Error    |
|               | PVI1   |          | 2        | 2           | #Error  | 2.20%   | #Error    |
|               | SVG1   |          | 2        | 2           | #Error  | 10.95%  | #Error    |
|               | BNR1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|               | CBM1   |          | 1        | 1           | #Error  | 15.27%  | #Error    |
|               | DKI1   | 1        | 1        |             | 13.80%  | 8.90%   | -4.90%    |
|               | KRR1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|               | MDU3   |          | 1        | 1           | #Error  | 13.18%  | #Error    |
|               | MDU5   |          | 1        | 1           | #Error  | 0.62%   | #Error    |
|               | MNM1   |          | 1        | 1           | #Error  | 5.72%   | #Error    |
|               | NTM1   |          | 1        | 1           | #Error  | 2.20%   | #Error    |
|               | ODM1   |          | 1        | 1           | #Error  | 0.62%   | #Error    |
|               | PNV1   |          | 1        | 1           | #Error  | 6.50%   | #Error    |
|               | ADP1   |          |          |             | #Error  | #Error  | #Error    |
|               | BTU1   |          |          |             | #Error  | #Error  | #Error    |
|               | CMR1   |          |          |             | #Error  | #Error  | #Error    |
|               | KKD2   |          |          |             | #Error  | #Error  | #Error    |
|               | KYK1   | (1)      |          | 1           | -12.34% | #Error  | #Error    |
|               | MDU4   |          |          |             | #Error  | #Error  | #Error    |
|               | NKI1   |          |          |             | #Error  | #Error  | #Error    |
|               | PKM1   |          |          |             | #Error  | #Error  | #Error    |
|               | SGP1   |          |          |             | #Error  | #Error  | #Error    |
|               | TDI1   |          |          |             | #Error  | #Error  | #Error    |
|               | TEN1   |          |          |             | #Error  | #Error  | #Error    |
|               | TEN2   |          |          |             | #Error  | #Error  | #Error    |
|               | TPT1   | 1        |          | (1)         | 13.80%  | #Error  | #Error    |
|               | USL1   | 1        |          | (1)         | 13.62%  | #Error  | #Error    |
|               | Total  | 10       | 83       | 73          | 8.37%   | 0.38%   | -7.99%    |
| VIJAYAWADA-01 |        |          |          |             |         |         |           |
|               | VJW1   |          | 8        | 8           | #Error  | -1.18%  | #Error    |
|               | NPR1   |          | 7        | 7           | #Error  | 2.63%   | #Error    |
|               | VJW3   | 1        | 7        | 6           | 4.29%   | 3.36%   | -0.93%    |
|               | BVR1   |          | 6        | 6           | #Error  | -0.97%  | #Error    |
|               | RAL1   |          | 4        | 4           | #Error  | 9.13%   | #Error    |
|               | TEL1   |          | 4        | 4           | #Error  | 5.10%   | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|---------|-----------|
| VIJAYAWADA-01 | TNK1   |          | 4        | 4           | #Error | 2.46%   | #Error    |
|               | CKT1   |          | 3        | 3           | #Error | 3.56%   | #Error    |
|               | CRL1   |          | 3        | 3           | #Error | 2.62%   | #Error    |
|               | GNT1   |          | 3        | 3           | #Error | 0.51%   | #Error    |
|               | JPT1   | 1        | 3        | 2           | 6.37%  | 4.25%   | -2.12%    |
|               | PPM1   |          | 3        | 3           | #Error | 3.41%   | #Error    |
|               | TDD1   |          | 3        | 3           | #Error | -6.66%  | #Error    |
|               | VJW2   |          | 3        | 3           | #Error | 2.31%   | #Error    |
|               | ELU1   |          | 2        | 2           | #Error | 6.91%   | #Error    |
|               | MTM1   |          | 2        | 2           | #Error | 4.65%   | #Error    |
|               | PNR1   |          | 2        | 2           | #Error | 9.53%   | #Error    |
|               | RMV1   |          | 2        | 2           | #Error | -5.13%  | #Error    |
|               | TNI1   |          | 2        | 2           | #Error | 12.16%  | #Error    |
|               | GDV1   |          | 1        | 1           | #Error | 3.63%   | #Error    |
|               | JGG1   |          | 1        | 1           | #Error | 2.98%   | #Error    |
|               | KDR1   |          | 1        | 1           | #Error | 7.03%   | #Error    |
|               | NRT1   |          | 1        | 1           | #Error | 3.55%   | #Error    |
|               | PAP1   |          | 1        | 1           | #Error | 9.53%   | #Error    |
|               | PRL1   | 1        | 1        |             | 2.72%  | 9.53%   | 6.81%     |
|               | VJW5   |          | 1        | 1           | #Error | 14.88%  | #Error    |
|               | AMP1   |          |          |             | #Error | #Error  | #Error    |
|               | BPP1   |          |          |             | #Error | #Error  | #Error    |
|               | DPE1   |          |          |             | #Error | #Error  | #Error    |
|               | GNT2   |          |          |             | #Error | #Error  | #Error    |
|               | GVM1   |          |          |             | #Error | #Error  | #Error    |
|               | KND1   |          |          |             | #Error | #Error  | #Error    |
|               | OGL1   |          |          |             | #Error | #Error  | #Error    |
|               | TVU1   |          |          |             | #Error | #Error  | #Error    |
|               | VJW4   |          |          |             | #Error | #Error  | #Error    |
|               | VKN1   |          |          |             | #Error | #Error  | #Error    |
|               | VUY1   |          |          |             | #Error | #Error  | #Error    |
|               | Total  | 3        | 78       | 75          | 4.49%  | 2.92%   | -1.58%    |
|               |        |          |          |             |        |         |           |
| WEST-01       | CBE2   |          | 35       | 35          | #Error | -15.09% | #Error    |
|               | GBM1   |          | 5        | 5           | #Error | 3.33%   | #Error    |
|               | TPR3   | 1        | 4        | 3           | 12.52% | -29.73% | -42.25%   |
|               | KMR1   |          | 3        | 3           | #Error | 1.22%   | #Error    |
|               | MPM1   |          | 3        | 3           | #Error | -16.21% | #Error    |
|               | PLI1   |          | 3        | 3           | #Error | -16.39% | #Error    |
|               | CBE1   |          | 2        | 2           | #Error | 4.83%   | #Error    |
|               | CBE6   |          | 2        | 2           | #Error | 2.20%   | #Error    |
|               | DPM2   |          | 2        | 2           | #Error | -11.99% | #Error    |
|               | PDM1   |          | 2        | 2           | #Error | -11.99% | #Error    |
|               | CBE3   |          | 1        | 1           | #Error | 2.20%   | #Error    |
|               | KGI1   |          | 1        | 1           | #Error | 13.83%  | #Error    |
|               | KGM1   |          | 1        | 1           | #Error | -2.72%  | #Error    |
|               | PPI1   |          | 1        | 1           | #Error | -29.73% | #Error    |
|               | SUL1   |          | 1        | 1           | #Error | 10.32%  | #Error    |
|               | SYM2   |          | 1        | 1           | #Error | 13.39%  | #Error    |
|               |        |          |          |             |        |         |           |
|               |        |          |          |             |        |         |           |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-01     | TPR1   |          | 1        | 1           | #Error | 21.01%  | #Error    |
|             | ANR1   |          |          |             | #Error | #Error  | #Error    |
|             | AVI1   |          |          |             | #Error | #Error  | #Error    |
|             | CBE4   |          |          |             | #Error | #Error  | #Error    |
|             | CBE5   |          |          |             | #Error | #Error  | #Error    |
|             | CNR1   |          |          |             | #Error | #Error  | #Error    |
|             | GDR1   |          |          |             | #Error | #Error  | #Error    |
|             | KMD1   |          |          |             | #Error | #Error  | #Error    |
|             | SNR1   |          |          |             | #Error | #Error  | #Error    |
|             | TPR2   |          |          |             | #Error | #Error  | #Error    |
|             | TPR4   |          |          |             | #Error | #Error  | #Error    |
|             | UAM1   |          |          |             | #Error | #Error  | #Error    |
|             | UMP1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 1        | 68       | 67          | 12.52% | -10.87% | -23.39%   |
|             |        |          |          |             |        |         |           |
| TIRUPATI-01 | NLR1   |          | 9        | 9           | #Error | 6.21%   | #Error    |
|             | TPY1   |          | 8        | 8           | #Error | -2.47%  | #Error    |
|             | TPY2   |          | 6        | 6           | #Error | 7.51%   | #Error    |
|             | PDT1   |          | 5        | 5           | #Error | 9.72%   | #Error    |
|             | KNL2   |          | 4        | 4           | #Error | -0.51%  | #Error    |
|             | ATP1   |          | 3        | 3           | #Error | 6.14%   | #Error    |
|             | BVL1   |          | 3        | 3           | #Error | 9.36%   | #Error    |
|             | KDA1   |          | 3        | 3           | #Error | 10.94%  | #Error    |
|             | KHT1   |          | 3        | 3           | #Error | 3.23%   | #Error    |
|             | KVL1   |          | 3        | 3           | #Error | 12.19%  | #Error    |
|             | SPE1   |          | 3        | 3           | #Error | 3.12%   | #Error    |
|             | NDL1   |          | 2        | 2           | #Error | 5.15%   | #Error    |
|             | PIL1   |          | 2        | 2           | #Error | 7.19%   | #Error    |
|             | PUT1   |          | 2        | 2           | #Error | 7.23%   | #Error    |
|             | RJP1   |          | 2        | 2           | #Error | 8.06%   | #Error    |
|             | VKI1   |          | 2        | 2           | #Error | 7.53%   | #Error    |
|             | ADI1   |          | 1        | 1           | #Error | 3.63%   | #Error    |
|             | CTO1   |          | 1        | 1           | #Error | 9.53%   | #Error    |
|             | DHN1   |          | 1        | 1           | #Error | 12.40%  | #Error    |
|             | KNL1   |          | 1        | 1           | #Error | 14.58%  | #Error    |
|             | GTL1   |          |          |             | #Error | #Error  | #Error    |
|             | KOU1   |          |          |             | #Error | #Error  | #Error    |
|             | MPL1   |          |          |             | #Error | #Error  | #Error    |
|             | NYP1   |          |          |             | #Error | #Error  | #Error    |
|             | PGR1   |          |          |             | #Error | #Error  | #Error    |
|             | PMR1   |          |          |             | #Error | #Error  | #Error    |
|             | RCY1   |          |          |             | #Error | #Error  | #Error    |
|             | TPI1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  |          | 64       | 64          | #Error | 5.81%   | #Error    |
|             |        |          |          |             |        |         |           |
| KL-SOUTH    | TVP1   |          | 9        | 9           | #Error | 8.29%   | #Error    |
|             | KLR1   |          | 3        | 3           | #Error | 8.85%   | #Error    |
|             | PAS1   |          | 2        | 2           | #Error | 5.37%   | #Error    |
|             | Total  |          | 14       | 14          | #Error | 8.01%   | #Error    |
|             | Total  | 24       | 1893     | 1869        | 4.13%  | -1.78%  | -5.90%    |

