

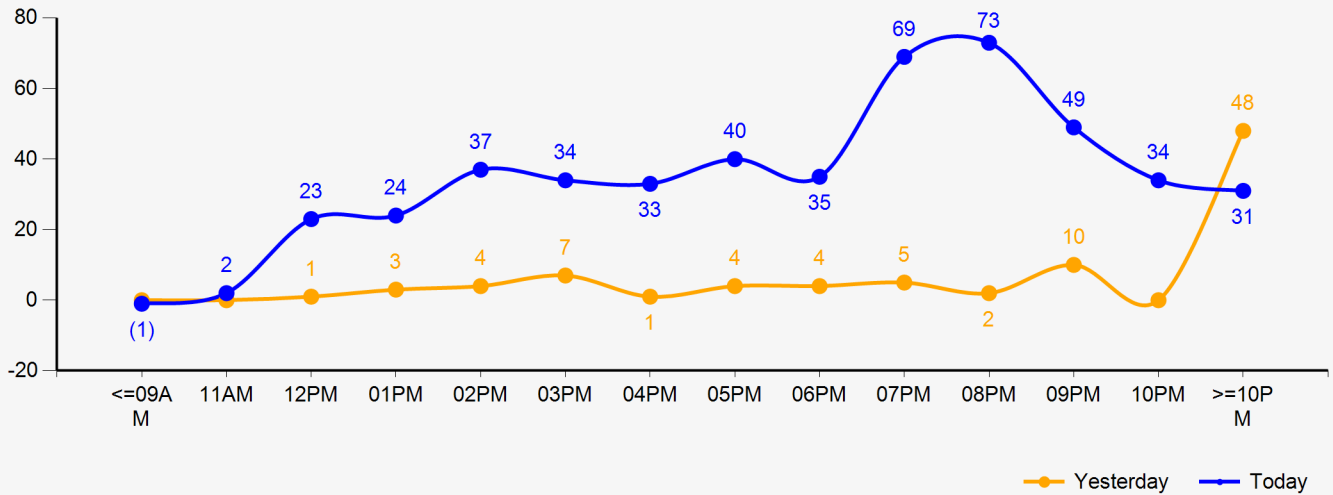
YD Sales : 89

TD Sales : 483

YD GP%: -2.01%

TD GP%: -7.19%

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     | 5        | 79       | 74          | -1.32%  | -7.21% | -5.90%    |
| WEST-02       | 1        | 71       | 70          | 8.76%   | -9.99% | -18.75%   |
| SOUTH-03      | 3        | 68       | 65          | 7.87%   | -6.86% | -14.73%   |
| CHENNAI-02    | 6        | 58       | 52          | 7.38%   | -7.05% | -14.43%   |
| SOUTH-01      | 11       | 56       | 45          | 2.44%   | -4.88% | -7.32%    |
| CHENNAI-01    | 11       | 45       | 34          | -2.35%  | -6.92% | -4.58%    |
| NORTH ARCOT   | 3        | 35       | 32          | 2.78%   | -9.17% | -11.96%   |
| SOUTH ARCOT   | 7        | 24       | 17          | -24.90% | -6.37% | 18.53%    |
| VIJAYAWADA-01 | 11       | 18       | 7           | 2.19%   | -6.55% | -8.73%    |
| WEST-01       | 3        | 18       | 15          | 8.13%   | -4.92% | -13.04%   |
| TIRUPATI-01   | 28       | 10       | (18)        | -7.60%  | -5.06% | 2.54%     |
| KL-SOUTH      |          | 1        | 1           | #Error  | -9.54% | #Error    |
| Total         | 89       | 483      | 394         | -2.01%  | -7.19% | -5.18%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| TRICHY-01  | PBR2   |          | 40       | 40          | #Error | -9.76%  | #Error    |
|            | MVM1   |          | 9        | 9           | #Error | -2.58%  | #Error    |
|            | TRY1   | 1        | 8        | 7           | 5.94%  | -5.62%  | -11.57%   |
|            | PTK1   |          | 4        | 4           | #Error | -7.25%  | #Error    |
|            | MDI1   |          | 3        | 3           | #Error | -9.94%  | #Error    |
|            | JKM1   |          | 2        | 2           | #Error | -1.48%  | #Error    |
|            | PDK1   |          | 2        | 2           | #Error | -13.63% | #Error    |
|            | TVR1   |          | 2        | 2           | #Error | -10.80% | #Error    |
|            | KIK1   |          | 1        | 1           | #Error | 6.72%   | #Error    |
|            | KRN1   |          | 1        | 1           | #Error | -10.80% | #Error    |
|            | KUM1   |          | 1        | 1           | #Error | -5.64%  | #Error    |
|            | MSI1   |          | 1        | 1           | #Error | 3.61%   | #Error    |
|            | NGT1   |          | 1        | 1           | #Error | -6.39%  | #Error    |
|            | NMM1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | TNJ2   | 1        | 1        |             | 8.76%  | 6.24%   | -2.52%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| TRICHY-01  | TRY2   |          | 1        | 1           | #Error | 9.73%   | #Error    |
|            | TYR1   | (1)      | 1        | 2           | 11.53% | -10.80% | -22.33%   |
|            | APM1   |          |          |             | #Error | #Error  | #Error    |
|            | AYR1   | 1        |          | (1)         | 6.72%  | #Error  | #Error    |
|            | NCK1   |          |          |             | #Error | #Error  | #Error    |
|            | ORU1   |          |          |             | #Error | #Error  | #Error    |
|            | PBR1   |          |          |             | #Error | #Error  | #Error    |
|            | TNJ1   |          |          |             | #Error | #Error  | #Error    |
|            | TRY3   |          |          |             | #Error | #Error  | #Error    |
|            | TRY4   | 3        |          | (3)         | -3.43% | #Error  | #Error    |
|            | TTP1   |          |          |             | #Error | #Error  | #Error    |
|            | TVR2   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 5        | 79       | 74          | -1.32% | -7.21%  | -5.90%    |
|            |        |          |          |             |        |         |           |
|            |        |          |          |             |        |         |           |
| WEST-02    | SLM1   |          | 25       | 25          | #Error | -10.25% | #Error    |
|            | SLM3   |          | 6        | 6           | #Error | -10.08% | #Error    |
|            | DPR2   |          | 5        | 5           | #Error | -16.21% | #Error    |
|            | ERD1   | 1        | 4        | 3           | 8.76%  | -6.98%  | -15.74%   |
|            | NKL2   |          | 4        | 4           | #Error | -10.78% | #Error    |
|            | APN1   |          | 3        | 3           | #Error | -13.63% | #Error    |
|            | ERD2   |          | 3        | 3           | #Error | -9.79%  | #Error    |
|            | VPD1   |          | 3        | 3           | #Error | -6.26%  | #Error    |
|            | ATU1   |          | 2        | 2           | #Error | -11.47% | #Error    |
|            | MCR1   |          | 2        | 2           | #Error | -9.54%  | #Error    |
|            | OML1   |          | 2        | 2           | #Error | -12.12% | #Error    |
|            | PDR1   |          | 2        | 2           | #Error | 6.46%   | #Error    |
|            | TCG1   |          | 2        | 2           | #Error | -11.47% | #Error    |
|            | EDP1   |          | 1        | 1           | #Error | -10.42% | #Error    |
|            | EPI1   |          | 1        | 1           | #Error | -10.80% | #Error    |
|            | KRI1   |          | 1        | 1           | #Error | -10.80% | #Error    |
|            | KVP1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | PMP1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | SGG1   |          | 1        | 1           | #Error | -13.63% | #Error    |
|            | SLM2   |          | 1        | 1           | #Error | -13.63% | #Error    |
|            | TRM1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | BMD1   |          |          |             | #Error | #Error  | #Error    |
|            | CMI1   |          |          |             | #Error | #Error  | #Error    |
|            | DPR1   |          |          |             | #Error | #Error  | #Error    |
|            | HRR1   |          |          |             | #Error | #Error  | #Error    |
|            | HSR1   |          |          |             | #Error | #Error  | #Error    |
|            | HSR2   |          |          |             | #Error | #Error  | #Error    |
|            | KMM1   |          |          |             | #Error | #Error  | #Error    |
|            | MTR1   |          |          |             | #Error | #Error  | #Error    |
|            | PLC1   |          |          |             | #Error | #Error  | #Error    |
|            | RSP1   |          |          |             | #Error | #Error  | #Error    |
|            | SGI1   |          |          |             | #Error | #Error  | #Error    |
|            | VKL1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 1        | 71       | 70          | 8.76%  | -9.99%  | -18.75%   |
|            |        |          |          |             |        |         |           |
|            |        |          |          |             |        |         |           |
| SOUTH-03   |        |          |          |             |        |         |           |
|            | DGL1   |          | 16       | 16          | #Error | -5.24%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03   | ATG1   | 1        | 8        | 7           | 13.25% | -7.54%  | -20.79%   |
|            | KKD3   |          | 6        | 6           | #Error | -7.81%  | #Error    |
|            | DGL2   |          | 5        | 5           | #Error | -5.80%  | #Error    |
|            | MDU1   |          | 5        | 5           | #Error | -5.57%  | #Error    |
|            | TMM1   |          | 4        | 4           | #Error | -4.42%  | #Error    |
|            | MDU5   |          | 3        | 3           | #Error | -13.63% | #Error    |
|            | ADP1   |          | 2        | 2           | #Error | -10.14% | #Error    |
|            | CMR1   |          | 2        | 2           | #Error | -10.42% | #Error    |
|            | MDU2   |          | 2        | 2           | #Error | -3.04%  | #Error    |
|            | MDU6   |          | 2        | 2           | #Error | -8.06%  | #Error    |
|            | MLR1   |          | 2        | 2           | #Error | -12.20% | #Error    |
|            | TEN1   |          | 2        | 2           | #Error | -11.47% | #Error    |
|            | TEN2   |          | 2        | 2           | #Error | -9.80%  | #Error    |
|            | BTU1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | DKI1   |          | 1        | 1           | #Error | 7.38%   | #Error    |
|            | MDU3   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | MDU4   |          | 1        | 1           | #Error | -10.11% | #Error    |
|            | MPA1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | NKI1   |          | 1        | 1           | #Error | -10.42% | #Error    |
|            | TDI1   |          | 1        | 1           | #Error | 6.72%   | #Error    |
|            | BNR1   |          |          |             | #Error | #Error  | #Error    |
|            | CBM1   |          |          |             | #Error | #Error  | #Error    |
|            | KPT1   |          |          |             | #Error | #Error  | #Error    |
|            | KRR1   | 2        |          | (2)         | 5.51%  | #Error  | #Error    |
|            | KYK1   |          |          |             | #Error | #Error  | #Error    |
|            | MNM1   |          |          |             | #Error | #Error  | #Error    |
|            | NTM1   |          |          |             | #Error | #Error  | #Error    |
|            | ODM1   |          |          |             | #Error | #Error  | #Error    |
|            | PKM1   |          |          |             | #Error | #Error  | #Error    |
|            | PNI1   |          |          |             | #Error | #Error  | #Error    |
|            | PNV2   |          |          |             | #Error | #Error  | #Error    |
|            | PVI1   |          |          |             | #Error | #Error  | #Error    |
|            | SGP1   |          |          |             | #Error | #Error  | #Error    |
|            | SVG1   |          |          |             | #Error | #Error  | #Error    |
|            | TPT1   |          |          |             | #Error | #Error  | #Error    |
|            | USL1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 3        | 68       | 65          | 7.87%  | -6.86%  | -14.73%   |
| CHENNAI-02 | CH43   |          | 21       | 21          | #Error | -11.35% | #Error    |
|            | CH15   | 1        | 16       | 15          | 11.55% | -2.66%  | -14.21%   |
|            | MJR1   |          | 6        | 6           | #Error | -3.13%  | #Error    |
|            | CH32   |          | 5        | 5           | #Error | -10.42% | #Error    |
|            | CH18   |          | 2        | 2           | #Error | -9.54%  | #Error    |
|            | UKI1   |          | 2        | 2           | #Error | -8.31%  | #Error    |
|            | CH09   |          | 1        | 1           | #Error | 0.10%   | #Error    |
|            | CH17   | 2        | 1        | (1)         | 4.29%  | 3.01%   | -1.28%    |
|            | CH24   |          | 1        | 1           | #Error | -7.61%  | #Error    |
|            | CH33   |          | 1        | 1           | #Error | -5.64%  | #Error    |
|            | CH41   |          | 1        | 1           | #Error | -13.63% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-02 | CH46   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | CH01   |          |          |             | #Error | #Error  | #Error    |
|            | CH03   |          |          |             | #Error | #Error  | #Error    |
|            | CH06   |          |          |             | #Error | #Error  | #Error    |
|            | CH12   | 2        |          | (2)         | 8.45%  | #Error  | #Error    |
|            | CH20   |          |          |             | #Error | #Error  | #Error    |
|            | CH21   | 1        |          | (1)         | 4.49%  | #Error  | #Error    |
|            | CH23   |          |          |             | #Error | #Error  | #Error    |
|            | CH27   |          |          |             | #Error | #Error  | #Error    |
|            | CH31   |          |          |             | #Error | #Error  | #Error    |
|            | CH34   |          |          |             | #Error | #Error  | #Error    |
|            | CH36   |          |          |             | #Error | #Error  | #Error    |
|            | CH44   |          |          |             | #Error | #Error  | #Error    |
|            | GPD1   |          |          |             | #Error | #Error  | #Error    |
|            | MC05   |          |          |             | #Error | #Error  | #Error    |
|            | MC06   |          |          |             | #Error | #Error  | #Error    |
|            | PON1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 6        | 58       | 52          | 7.38%  | -7.05%  | -14.43%   |
| SOUTH-01   | TUT1   |          | 8        | 8           | #Error | -5.10%  | #Error    |
|            | TVL1   |          | 8        | 8           | #Error | -6.25%  | #Error    |
|            | ERL2   |          | 5        | 5           | #Error | -10.80% | #Error    |
|            | NGR1   | 1        | 5        | 4           | 1.04%  | -8.98%  | -10.01%   |
|            | KGL1   |          | 4        | 4           | #Error | 4.78%   | #Error    |
|            | MAR1   |          | 4        | 4           | #Error | -6.06%  | #Error    |
|            | RPM1   |          | 4        | 4           | #Error | 3.25%   | #Error    |
|            | SVK1   |          | 3        | 3           | #Error | -5.52%  | #Error    |
|            | KVT1   | 2        | 2        |             | -0.77% | 2.95%   | 3.72%     |
|            | RND1   |          | 2        | 2           | #Error | -3.13%  | #Error    |
|            | TKS2   |          | 2        | 2           | #Error | -10.62% | #Error    |
|            | VKM1   |          | 2        | 2           | #Error | -10.42% | #Error    |
|            | APK2   | 1        | 1        |             | -3.81% | -9.54%  | -5.74%    |
|            | ARM1   |          | 1        | 1           | #Error | -10.27% | #Error    |
|            | SGT1   |          | 1        | 1           | #Error | 1.52%   | #Error    |
|            | TCN1   |          | 1        | 1           | #Error | 8.84%   | #Error    |
|            | TKY1   |          | 1        | 1           | #Error | -10.42% | #Error    |
|            | TUT2   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|            | VNR2   | 1        | 1        |             | 8.38%  | -13.63% | -22.01%   |
|            | APK1   |          |          |             | #Error | #Error  | #Error    |
|            | ASM1   |          |          |             | #Error | #Error  | #Error    |
|            | COL1   |          |          |             | #Error | #Error  | #Error    |
|            | KSM1   |          |          |             | #Error | #Error  | #Error    |
|            | KYR1   |          |          |             | #Error | #Error  | #Error    |
|            | MMT1   | 2        |          | (2)         | 5.19%  | #Error  | #Error    |
|            | PDI1   |          |          |             | #Error | #Error  | #Error    |
|            | PKD1   |          |          |             | #Error | #Error  | #Error    |
|            | SDI1   |          |          |             | #Error | #Error  | #Error    |
|            | SKD1   |          |          |             | #Error | #Error  | #Error    |
|            | SNL1   | 1        |          | (1)         | 2.48%  | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-01    | STU2   |          |          |             | #Error  | #Error  | #Error    |
|             | TKS1   |          |          |             | #Error  | #Error  | #Error    |
|             | TVL2   |          |          |             | #Error  | #Error  | #Error    |
|             | TYI1   | 1        |          | (1)         | 2.44%   | #Error  | #Error    |
|             | UDN1   |          |          |             | #Error  | #Error  | #Error    |
|             | VLY1   | 2        |          | (2)         | 3.06%   | #Error  | #Error    |
|             | VNR1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | 11       | 56       | 45          | 2.44%   | -4.88%  | -7.32%    |
| CHENNAI-01  | CH45   | 2        | 8        | 6           | 3.99%   | -5.91%  | -9.90%    |
|             | CH19   | 1        | 7        | 6           | 6.75%   | -10.42% | -17.16%   |
|             | CH22   |          | 4        | 4           | #Error  | -10.62% | #Error    |
|             | CH05   | 2        | 3        | 1           | 8.43%   | -9.79%  | -18.22%   |
|             | CH08   | 2        | 3        | 1           | -74.58% | -0.53%  | 74.05%    |
|             | CH11   |          | 3        | 3           | #Error  | 2.40%   | #Error    |
|             | CH28   | 2        | 3        | 1           | 2.29%   | -10.56% | -12.85%   |
|             | CH42   | 1        | 3        | 2           | 4.41%   | -3.85%  | -8.26%    |
|             | CH07   |          | 2        | 2           | #Error  | -9.54%  | #Error    |
|             | CH16   |          | 2        | 2           | #Error  | -2.76%  | #Error    |
|             | CH48   |          | 2        | 2           | #Error  | -0.11%  | #Error    |
|             | GUD1   |          | 2        | 2           | #Error  | -6.39%  | #Error    |
|             | CGL1   |          | 1        | 1           | #Error  | -13.63% | #Error    |
|             | CH14   |          | 1        | 1           | #Error  | -30.27% | #Error    |
|             | KNR1   |          | 1        | 1           | #Error  | -10.80% | #Error    |
|             | AVD1   |          |          |             | #Error  | #Error  | #Error    |
|             | CH26   |          |          |             | #Error  | #Error  | #Error    |
|             | CH29   |          |          |             | #Error  | #Error  | #Error    |
|             | CH30   |          |          |             | #Error  | #Error  | #Error    |
|             | CH35   |          |          |             | #Error  | #Error  | #Error    |
|             | CH37   |          |          |             | #Error  | #Error  | #Error    |
|             | CH38   |          |          |             | #Error  | #Error  | #Error    |
|             | CH39   |          |          |             | #Error  | #Error  | #Error    |
|             | CH40   |          |          |             | #Error  | #Error  | #Error    |
|             | GUD2   |          |          |             | #Error  | #Error  | #Error    |
|             | MC02   |          |          |             | #Error  | #Error  | #Error    |
|             | MC09   |          |          |             | #Error  | #Error  | #Error    |
|             | MC10   |          |          |             | #Error  | #Error  | #Error    |
|             | MRM1   |          |          |             | #Error  | #Error  | #Error    |
|             | SKL1   |          |          |             | #Error  | #Error  | #Error    |
|             | TKM1   | 1        |          | (1)         | 7.90%   | #Error  | #Error    |
|             | Total  | 11       | 45       | 34          | -2.35%  | -6.92%  | -4.58%    |
| NORTH ARCOT | KPM2   |          | 11       | 11          | #Error  | -6.47%  | #Error    |
|             | WJP1   |          | 9        | 9           | #Error  | -10.65% | #Error    |
|             | VEL1   |          | 3        | 3           | #Error  | -1.67%  | #Error    |
|             | AKM1   |          | 2        | 2           | #Error  | -13.63% | #Error    |
|             | SLG1   |          | 2        | 2           | #Error  | -10.14% | #Error    |
|             | ABR1   |          | 1        | 1           | #Error  | -13.63% | #Error    |
|             | ARC2   | 1        | 1        |             | -0.14%  | -9.55%  | -9.41%    |
|             | CYR1   |          | 1        | 1           | #Error  | -10.80% | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| NORTH ARCOT   | KPM1   |          | 1        | 1           | #Error  | -10.80% | #Error    |
|               | TRR1   |          | 1        | 1           | #Error  | -10.42% | #Error    |
|               | TRT1   |          | 1        | 1           | #Error  | 2.96%   | #Error    |
|               | VSI1   |          | 1        | 1           | #Error  | -9.54%  | #Error    |
|               | WJD1   |          | 1        | 1           | #Error  | -6.39%  | #Error    |
|               | ANI1   |          |          |             | #Error  | #Error  | #Error    |
|               | BGR1   |          |          |             | #Error  | #Error  | #Error    |
|               | CGM1   |          |          |             | #Error  | #Error  | #Error    |
|               | CPT1   |          |          |             | #Error  | #Error  | #Error    |
|               | GDM1   |          |          |             | #Error  | #Error  | #Error    |
|               | PLR1   |          |          |             | #Error  | #Error  | #Error    |
|               | PTU1   |          |          |             | #Error  | #Error  | #Error    |
|               | SBR1   |          |          |             | #Error  | 174.81% | #Error    |
|               | TRL1   |          |          |             | #Error  | #Error  | #Error    |
|               | UGI1   |          |          |             | #Error  | #Error  | #Error    |
|               | VEL2   | 2        |          | (2)         | 4.25%   | #Error  | #Error    |
|               | VNB1   |          |          |             | #Error  | #Error  | #Error    |
|               | Total  | 3        | 35       | 32          | 2.78%   | -9.17%  | -11.96%   |
|               |        |          |          |             |         |         |           |
| SOUTH ARCOT   | TVM1   | 5        | 11       | 6           | -4.48%  | -10.15% | -5.66%    |
|               | VCM1   |          | 3        | 3           | #Error  | 0.17%   | #Error    |
|               | KLM1   | 1        | 2        | 1           | 3.11%   | -9.87%  | -12.98%   |
|               | TRK1   |          | 2        | 2           | #Error  | 3.55%   | #Error    |
|               | KML1   |          | 1        | 1           | #Error  | -9.54%  | #Error    |
|               | NVL2   |          | 1        | 1           | #Error  | -9.54%  | #Error    |
|               | POY1   |          | 1        | 1           | #Error  | -10.80% | #Error    |
|               | SJI2   |          | 1        | 1           | #Error  | -10.42% | #Error    |
|               | TVM2   | 1        | 1        |             | #Error  | 3.55%   | #Error    |
|               | ULP1   |          | 1        | 1           | #Error  | -3.90%  | #Error    |
|               | CDM1   |          |          |             | #Error  | #Error  | #Error    |
|               | CUD1   |          |          |             | #Error  | #Error  | #Error    |
|               | KKI2   |          |          |             | #Error  | #Error  | #Error    |
|               | MKM1   |          |          |             | #Error  | #Error  | #Error    |
|               | POY2   |          |          |             | #Error  | #Error  | #Error    |
|               | PRT1   |          |          |             | #Error  | #Error  | #Error    |
|               | STP1   |          |          |             | #Error  | #Error  | #Error    |
|               | TDM1   |          |          |             | #Error  | #Error  | #Error    |
|               | VPM1   |          |          |             | #Error  | #Error  | #Error    |
|               | VPM2   |          |          |             | #Error  | #Error  | #Error    |
|               | Total  | 7        | 24       | 17          | -24.90% | -6.37%  | 18.53%    |
|               |        |          |          |             |         |         |           |
| VIJAYAWADA-01 | GNT1   |          | 3        | 3           | #Error  | -3.27%  | #Error    |
|               | VJW2   |          | 3        | 3           | #Error  | -10.42% | #Error    |
|               | VJW4   |          | 3        | 3           | #Error  | -10.42% | #Error    |
|               | ELU1   |          | 2        | 2           | #Error  | -10.42% | #Error    |
|               | RMV1   | 1        | 2        | 1           | 4.38%   | -10.42% | -14.80%   |
|               | DPE1   |          | 1        | 1           | #Error  | -4.08%  | #Error    |
|               | KND1   |          | 1        | 1           | #Error  | -10.42% | #Error    |
|               | TDD1   | 1        | 1        |             | 6.81%   | -4.08%  | -10.90%   |
|               | TNI1   |          | 1        | 1           | #Error  | 1.26%   | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|---------|-----------|
| VIJAYAWADA-01 | VJW1   |          | 1        | 1           | #Error | 1.99%   | #Error    |
|               | AMP1   |          |          |             | #Error | #Error  | #Error    |
|               | BPP1   |          |          |             | #Error | #Error  | #Error    |
|               | BVR1   |          |          |             | #Error | #Error  | #Error    |
|               | CKT1   |          |          |             | #Error | #Error  | #Error    |
|               | CRL1   |          |          |             | #Error | #Error  | #Error    |
|               | GDV1   | 1        |          | (1)         | 4.43%  | #Error  | #Error    |
|               | GNT2   |          |          |             | #Error | #Error  | #Error    |
|               | GTSD   | 1        |          | (1)         | 14.84% | #Error  | #Error    |
|               | GVM1   |          |          |             | #Error | #Error  | #Error    |
|               | JGG1   |          |          |             | #Error | #Error  | #Error    |
|               | JPT1   |          |          |             | #Error | #Error  | #Error    |
|               | KDR1   | 1        |          | (1)         | -5.13% | #Error  | #Error    |
|               | MTM1   |          |          |             | #Error | #Error  | #Error    |
|               | NPR1   |          |          |             | #Error | #Error  | #Error    |
|               | NRT1   | 2        |          | (2)         | 0.24%  | #Error  | #Error    |
|               | OGL1   |          |          |             | #Error | #Error  | #Error    |
|               | PAP1   |          |          |             | #Error | #Error  | #Error    |
|               | PNR1   |          |          |             | #Error | #Error  | #Error    |
|               | PPM1   |          |          |             | #Error | #Error  | #Error    |
|               | PRL1   |          |          |             | #Error | #Error  | #Error    |
|               | RAL1   |          |          |             | #Error | #Error  | #Error    |
|               | TEL1   | 2        |          | (2)         | 1.14%  | #Error  | #Error    |
|               | TNK1   |          |          |             | #Error | #Error  | #Error    |
|               | TVU1   |          |          |             | #Error | #Error  | #Error    |
|               | VJW3   |          |          |             | #Error | #Error  | #Error    |
|               | VJW5   |          |          |             | #Error | #Error  | #Error    |
|               | VKN1   |          |          |             | #Error | #Error  | #Error    |
|               | VUY1   | 2        |          | (2)         | -0.06% | #Error  | #Error    |
|               | Total  | 11       | 18       | 7           | 2.19%  | -6.55%  | -8.73%    |
|               |        |          |          |             |        |         |           |
| WEST-01       | CBE2   |          | 7        | 7           | #Error | -9.65%  | #Error    |
|               | CBE4   |          | 3        | 3           | #Error | 5.93%   | #Error    |
|               | KMR1   |          | 2        | 2           | #Error | -2.19%  | #Error    |
|               | CBE1   | (1)      | 1        | 2           | 5.18%  | -13.63% | -18.81%   |
|               | DPM2   | 3        | 1        | (2)         | 8.44%  | -9.54%  | -17.98%   |
|               | GBM1   |          | 1        | 1           | #Error | 5.15%   | #Error    |
|               | GDR1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|               | PLI1   |          | 1        | 1           | #Error | -10.42% | #Error    |
|               | SNR1   |          | 1        | 1           | #Error | -9.54%  | #Error    |
|               | ANR1   |          |          |             | #Error | #Error  | #Error    |
|               | AVI1   |          |          |             | #Error | #Error  | #Error    |
|               | CBE3   |          |          |             | #Error | #Error  | #Error    |
|               | CBE5   |          |          |             | #Error | #Error  | #Error    |
|               | CBE6   | 1        |          | (1)         | 4.89%  | #Error  | #Error    |
|               | CNR1   |          |          |             | #Error | #Error  | #Error    |
|               | KGI1   |          |          |             | #Error | #Error  | #Error    |
|               | KGM1   |          |          |             | #Error | #Error  | #Error    |
|               | KMD1   |          |          |             | #Error | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| WEST-01     | MPM1   |          |          |             | #Error  | #Error  | #Error    |
|             | PDM1   |          |          |             | #Error  | #Error  | #Error    |
|             | PPI1   |          |          |             | #Error  | #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    |
|             | Total  | 3        | 18       | 15          | 8.13%   | -4.92%  | -13.04%   |
|             |        |          |          |             |         |         |           |
| TIRUPATI-01 | CTO1   |          | 5        | 5           | #Error  | -3.30%  | #Error    |
|             | TPY1   | 1        | 3        | 2           | 1.99%   | -7.85%  | -9.84%    |
|             | PDT1   |          | 1        | 1           | #Error  | -1.42%  | #Error    |
|             | SPE1   | 1        | 1        |             | 3.83%   | -10.42% | -14.25%   |
|             | ADI1   |          |          |             | #Error  | #Error  | #Error    |
|             | ATP1   |          |          |             | #Error  | #Error  | #Error    |
|             | BVL1   |          |          |             | #Error  | #Error  | #Error    |
|             | DHN1   |          |          |             | #Error  | #Error  | #Error    |
|             | GTL1   |          |          |             | #Error  | #Error  | #Error    |
|             | KDA1   |          |          |             | #Error  | #Error  | #Error    |
|             | KHT1   |          |          |             | #Error  | #Error  | #Error    |
|             | KNL1   |          |          |             | #Error  | #Error  | #Error    |
|             | KNL2   |          |          |             | #Error  | #Error  | #Error    |
|             | KOU1   |          |          |             | #Error  | #Error  | #Error    |
|             | KVL1   | 1        |          | (1)         | 9.47%   | #Error  | #Error    |
|             | MPL1   |          |          |             | #Error  | #Error  | #Error    |
|             | NDL1   |          |          |             | #Error  | #Error  | #Error    |
|             | NLR1   | 1        |          | (1)         | 1.99%   | #Error  | #Error    |
|             | NYP1   |          |          |             | #Error  | #Error  | #Error    |
|             | PGR1   |          |          |             | #Error  | #Error  | #Error    |
|             | PIL1   | 2        |          | (2)         | -7.81%  | #Error  | #Error    |
|             | PMR1   |          |          |             | #Error  | #Error  | #Error    |
|             | PUT1   |          |          |             | #Error  | #Error  | #Error    |
|             | RCY1   |          |          |             | #Error  | #Error  | #Error    |
|             | RJP1   |          |          |             | #Error  | #Error  | #Error    |
|             | TPI1   |          |          |             | #Error  | #Error  | #Error    |
|             | TPY2   | 22       |          | (22)        | -10.59% | #Error  | #Error    |
|             | VKI1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | 28       | 10       | (18)        | -7.60%  | -5.06%  | 2.54%     |
|             |        |          |          |             |         |         |           |
| KL-SOUTH    | KLR1   |          | 1        | 1           | #Error  | -9.54%  | #Error    |
|             | PAS1   |          |          |             | #Error  | #Error  | #Error    |
|             | TVP1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  |          | 1        | 1           | #Error  | -9.54%  | #Error    |
|             | Total  | 89       | 483      | 394         | -2.01%  | -7.19%  | -5.18%    |