

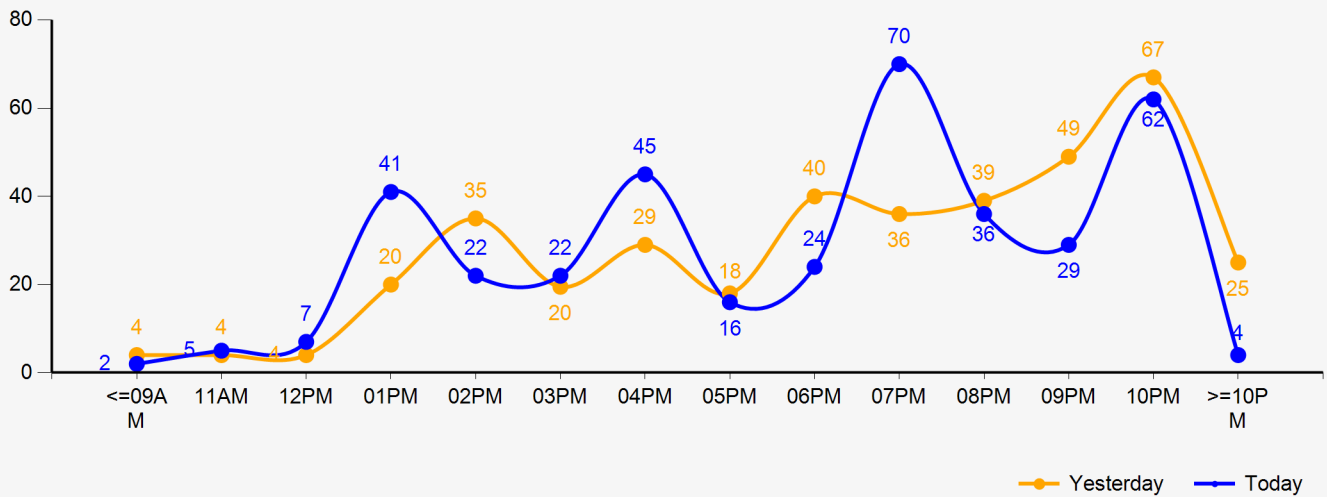
YD Sales : 390

YD GP%: 1.13%

TD Sales : 385

TD GP%: 3.20%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03      | 42       | 76       | 34          | 2.80%  | -2.67% | -5.47%    |
| CHENNAI-01    | 66       | 65       | (1)         | 0.64%  | -0.43% | -1.06%    |
| SOUTH-01      | 80       | 59       | (21)        | 0.36%  | 10.33% | 9.97%     |
| TRICHY-01     | 50       | 50       |             | -1.16% | 0.74%  | 1.91%     |
| NORTH ARCOT   | 21       | 29       | 8           | 2.14%  | 0.04%  | -2.09%    |
| CHENNAI-02    | 48       | 27       | (21)        | 2.00%  | -1.82% | -3.82%    |
| SOUTH ARCOT   | 37       | 21       | (16)        | 4.14%  | -0.51% | -4.65%    |
| WEST-02       | 14       | 17       | 3           | 0.17%  | 1.50%  | 1.32%     |
| VIJAYAWADA-01 | 12       | 15       | 3           | -0.79% | -2.82% | -2.03%    |
| KL-SOUTH      | 3        | 11       | 8           | -0.40% | 21.94% | 22.34%    |
| TIRUPATI-01   | 12       | 9        | (3)         | -0.69% | 4.41%  | 5.10%     |
| WEST-01       | 5        | 6        | 1           | 5.21%  | 3.92%  | -1.29%    |
| Total         | 390      | 385      | (5)         | 1.13%  | 3.20%  | 2.07%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MDU1   | 5        | 47       | 42          | 5.54%  | -5.45% | -10.99%   |
|            | DGL1   | 1        | 4        | 3           | 3.71%  | -0.33% | -4.05%    |
|            | ATG1   | 2        | 3        | 1           | 11.99% | 7.00%  | -4.99%    |
|            | KYK1   |          | 3        | 3           | #Error | 3.30%  | #Error    |
|            | TMM1   | 5        | 3        | (2)         | -0.23% | 0.60%  | 0.83%     |
|            | DKI1   | 1        | 2        | 1           | 0.83%  | 1.62%  | 0.79%     |
|            | MDU2   | 5        | 2        | (3)         | 1.17%  | 4.02%  | 2.85%     |
|            | ODM1   | 2        | 2        |             | -9.07% | -4.07% | 5.00%     |
|            | BTU1   | 1        | 1        |             | 11.99% | 9.32%  | -2.67%    |
|            | KRR1   |          | 1        | 1           | #Error | 5.46%  | #Error    |
|            | MDU3   | 1        | 1        |             | -6.45% | 4.46%  | 10.91%    |
|            | MDU5   | 1        | 1        |             | 6.22%  | 5.71%  | -0.51%    |
|            | MNM1   | 1        | 1        |             | 14.42% | 6.47%  | -7.95%    |
|            | MPA1   |          | 1        | 1           | #Error | 2.54%  | #Error    |
|            | PKM1   | 1        | 1        |             | 0.83%  | -0.09% | -0.92%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03   | PNI1   |          | 1        | 1           | #Error | -1.68%  | #Error    |
|            | PNV1   |          | 1        | 1           | #Error | -6.72%  | #Error    |
|            | TEN1   |          | 1        | 1           | #Error | 4.83%   | #Error    |
|            | ADP1   |          |          |             | #Error | #Error  | #Error    |
|            | BNR1   |          |          |             | #Error | #Error  | #Error    |
|            | CBM1   |          |          |             | #Error | #Error  | #Error    |
|            | CMR1   |          |          |             | #Error | #Error  | #Error    |
|            | DGL2   | 1        |          | (1)         | 14.85% | #Error  | #Error    |
|            | KKD2   | 4        |          | (4)         | -1.00% | #Error  | #Error    |
|            | KPT1   |          |          |             | #Error | #Error  | #Error    |
|            | MDU4   | 2        |          | (2)         | 1.64%  | #Error  | #Error    |
|            | MDU6   | 2        |          | (2)         | 7.20%  | #Error  | #Error    |
|            | MLR1   |          |          |             | #Error | #Error  | #Error    |
|            | NKI1   |          |          |             | #Error | #Error  | #Error    |
|            | NTM1   | 1        |          | (1)         | 5.84%  | #Error  | #Error    |
|            | PVI1   | 1        |          | (1)         | 2.27%  | #Error  | #Error    |
|            | SGP1   |          |          |             | #Error | #Error  | #Error    |
|            | SVG1   | 2        |          | (2)         | 4.82%  | #Error  | #Error    |
|            | TDI1   | 1        |          | (1)         | 1.22%  | #Error  | #Error    |
|            | TEN2   |          |          |             | #Error | #Error  | #Error    |
|            | TPT1   | 2        |          | (2)         | -4.32% | #Error  | #Error    |
|            | USL1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 42       | 76       | 34          | 2.80%  | -2.67%  | -5.47%    |
| CHENNAI-01 |        |          |          |             |        |         |           |
|            | KNR1   |          | 13       | 13          | #Error | -19.47% | #Error    |
|            | CH16   | 2        | 10       | 8           | 0.77%  | 6.28%   | 5.50%     |
|            | CH05   | 2        | 6        | 4           | -2.14% | 1.05%   | 3.20%     |
|            | CH11   | 2        | 6        | 4           | 2.64%  | 6.25%   | 3.61%     |
|            | CH39   | 2        | 4        | 2           | 2.70%  | 5.25%   | 2.55%     |
|            | MRM1   | 2        | 4        | 3           | 1.63%  | 2.79%   | 1.16%     |
|            | CH14   | 2        | 3        | 1           | 4.06%  | 2.65%   | -1.42%    |
|            | CH28   | 8        | 3        | (5)         | -8.56% | 8.45%   | 17.01%    |
|            | GUD1   | 1        | 3        | 2           | 5.97%  | 6.13%   | 0.16%     |
|            | AVD1   | 5        | 2        | (3)         | -3.90% | -7.36%  | -3.46%    |
|            | CH07   | 6        | 2        | (4)         | 5.23%  | 1.55%   | -3.67%    |
|            | CH30   | 1        | 2        | 1           | 0.16%  | -6.88%  | -7.04%    |
|            | CH48   | 2        | 2        |             | 2.60%  | -4.20%  | -6.80%    |
|            | TKM1   |          | 2        | 2           | #Error | 5.91%   | #Error    |
|            | CH19   | 3        | 1        | (2)         | 1.25%  | -4.32%  | -5.57%    |
|            | CH22   | 3        | 1        | (2)         | -5.81% | 5.02%   | 10.83%    |
|            | CH29   |          | 1        | 1           | #Error | 11.99%  | #Error    |
|            | CH37   |          | 1        | 1           | #Error | -0.14%  | #Error    |
|            | CH45   |          | 1        | 1           | #Error | 0.83%   | #Error    |
|            | GUD2   | 3        | 1        | (2)         | 4.21%  | 5.02%   | 0.81%     |
|            | CH08   | 4        |          | (4)         | 15.61% | #Error  | #Error    |
|            | CH26   | 1        |          | (1)         | 7.34%  | #Error  | #Error    |
|            | CH35   |          |          |             | #Error | #Error  | #Error    |
|            | CH38   | 1        |          | (1)         | 5.02%  | #Error  | #Error    |
|            | CH42   | 3        |          | (3)         | 2.71%  | #Error  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01 | CZWH   | 1        |          | (1)         | -4.32% | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | MC10   |          |          |             | #Error | #Error  | #Error    |
|            | CGL1   | 12       | (1)      | (13)        | -2.53% | -3.46%  | -0.93%    |
|            | CH40   |          | (1)      | (1)         | #Error | -9.07%  | #Error    |
|            | SKL1   |          | (1)      | (1)         | #Error | 19.47%  | #Error    |
|            | Total  | 66       | 65       | (1)         | 0.64%  | -0.43%  | -1.06%    |
| SOUTH-01   |        |          |          |             |        |         |           |
|            | APK2   | 3        | 10       | 7           | 1.69%  | 24.23%  | 22.54%    |
|            | TUT1   | 10       | 5        | (5)         | 0.28%  | 1.42%   | 1.14%     |
|            | TVL1   | 11       | 5        | (6)         | 0.08%  | -1.91%  | -1.99%    |
|            | TUT2   | 1        | 4        | 3           | 9.06%  | -4.86%  | -13.92%   |
|            | VNR2   | 5        | 4        | (1)         | -3.37% | -2.08%  | 1.30%     |
|            | S2SD   | 2        | 3        | 1           | -2.35% | -2.58%  | -0.23%    |
|            | TKS1   | 3        | 3        |             | -4.63% | -3.09%  | 1.53%     |
|            | TKS2   | 3        | 3        |             | 0.48%  | -2.70%  | -3.18%    |
|            | TVL2   |          | 3        | 3           | #Error | 5.88%   | #Error    |
|            | TYI1   |          | 3        | 3           | #Error | -1.93%  | #Error    |
|            | KYR1   |          | 2        | 2           | #Error | 0.83%   | #Error    |
|            | RND1   | 2        | 2        |             | 6.17%  | 8.42%   | 2.25%     |
|            | RPM1   | 6        | 2        | (4)         | 1.10%  | 3.28%   | 2.19%     |
|            | VNR1   |          | 2        | 2           | #Error | -6.45%  | #Error    |
|            | ARM1   |          | 1        | 1           | #Error | -4.32%  | #Error    |
|            | ASM1   | 1        | 1        |             | 5.02%  | 5.80%   | 0.78%     |
|            | COL1   | 1        | 1        |             | 3.37%  | 1.84%   | -1.52%    |
|            | ERL2   | 1        | 1        |             | 5.29%  | 1.84%   | -3.45%    |
|            | PDI1   | 1        | 1        |             | 12.90% | -21.48% | -34.38%   |
|            | PKD1   | 3        | 1        | (2)         | -5.80% | -4.32%  | 1.48%     |
|            | UDN1   | 1        | 1        |             | -4.32% | 7.09%   | 11.41%    |
|            | VLY1   | 1        | 1        |             | -6.72% | -4.32%  | 2.40%     |
|            | APK1   | 1        |          | (1)         | -3.61% | #Error  | #Error    |
|            | ERL1   |          |          |             | #Error | #Error  | #Error    |
|            | KGL1   |          |          |             | #Error | #Error  | #Error    |
|            | KSM1   |          |          |             | #Error | #Error  | #Error    |
|            | KVT1   | 5        |          | (5)         | 1.75%  | #Error  | #Error    |
|            | MAR1   | 1        |          | (1)         | 3.36%  | #Error  | #Error    |
|            | MMT1   | 1        |          | (1)         | 5.02%  | #Error  | #Error    |
|            | NGR1   | 4        |          | (4)         | -3.66% | #Error  | #Error    |
|            | SDI1   | 2        |          | (2)         | 9.71%  | #Error  | #Error    |
|            | SGT1   |          |          |             | #Error | #Error  | #Error    |
|            | SKD1   |          |          |             | #Error | #Error  | #Error    |
|            | SNL1   | 3        |          | (3)         | 2.85%  | #Error  | #Error    |
|            | STU2   |          |          |             | #Error | #Error  | #Error    |
|            | SVK1   | 5        |          | (5)         | -3.56% | 41.11%  | 44.67%    |
|            | TCN1   | 1        |          | (1)         | -4.32% | #Error  | #Error    |
|            | TKY1   | 2        |          | (2)         | 8.21%  | #Error  | #Error    |
|            | VKM1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 80       | 59       | (21)        | 0.36%  | 10.33%  | 9.97%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| TRICHY-01   | TRY1   | 10       | 13       | 3           | 0.50%   | -0.84%  | -1.34%    |
|             | AYR1   | 1        | 5        | 4           | 0.14%   | 0.71%   | 0.56%     |
|             | PBR2   | 5        | 4        | (1)         | -0.77%  | 5.72%   | 6.49%     |
|             | TRY2   |          | 4        | 4           | #Error  | 0.47%   | #Error    |
|             | TTP1   | 1        | 3        | 2           | 6.07%   | 1.60%   | -4.47%    |
|             | TVR2   | 3        | 3        |             | -11.85% | 4.81%   | 16.66%    |
|             | KUM1   | 3        | 2        | (1)         | 2.69%   | -6.02%  | -8.71%    |
|             | MDI1   | 3        | 2        | (1)         | -4.45%  | 10.83%  | 15.28%    |
|             | MVM1   | 3        | 2        | (1)         | 1.65%   | 2.02%   | 0.37%     |
|             | NGT1   | 2        | 2        |             | -21.48% | -0.61%  | 20.87%    |
|             | PTK1   | 2        | 2        |             | -3.03%  | 2.29%   | 5.32%     |
|             | TNJ1   | 2        | 2        |             | -1.59%  | 3.80%   | 5.39%     |
|             | KRN1   | 2        | 1        | (1)         | 0.25%   | -6.45%  | -6.70%    |
|             | NCK1   |          | 1        | 1           | #Error  | -0.06%  | #Error    |
|             | NMM1   |          | 1        | 1           | #Error  | -21.48% | #Error    |
|             | ORU1   |          | 1        | 1           | #Error  | 0.83%   | #Error    |
|             | PDK1   |          | 1        | 1           | #Error  | -6.72%  | #Error    |
|             | TNJ2   |          | 1        | 1           | 100.00% | 1.35%   | -98.65%   |
|             | APM1   |          |          |             | #Error  | #Error  | #Error    |
|             | JKM1   | 2        |          | (2)         | -6.45%  | #Error  | #Error    |
|             | KIK1   | 2        |          | (2)         | -0.37%  | #Error  | #Error    |
|             | MSI1   |          |          |             | #Error  | #Error  | #Error    |
|             | PBR1   | 2        |          | (2)         | -2.81%  | #Error  | #Error    |
|             | TRY3   | 3        |          | (3)         | 0.83%   | #Error  | #Error    |
|             | TVR1   | 4        |          | (4)         | 5.73%   | #Error  | #Error    |
|             | TYR1   |          |          |             | #Error  | #Error  | #Error    |
|             | Total  | 50       | 50       |             | -1.16%  | 0.74%   | 1.91%     |
| NORTH ARCOT | VEL2   | 2        | 10       | 8           | 8.21%   | -4.32%  | -12.52%   |
|             | SLG1   |          | 4        | 4           | #Error  | 4.84%   | #Error    |
|             | AKM1   | 3        | 2        | (1)         | -7.64%  | 1.64%   | 9.28%     |
|             | KPM1   | 1        | 2        | 1           | 5.02%   | 5.87%   | 0.85%     |
|             | KPM2   | 3        | 2        | (1)         | -4.21%  | -5.45%  | -1.24%    |
|             | TRR1   |          | 2        | 2           | #Error  | 1.05%   | #Error    |
|             | CPT1   |          | 1        | 1           | #Error  | 9.39%   | #Error    |
|             | CYR1   |          | 1        | 1           | #Error  | 7.34%   | #Error    |
|             | PLR1   |          | 1        | 1           | #Error  | 5.02%   | #Error    |
|             | SBR1   | 2        | 1        | (1)         | 6.76%   | 5.02%   | -1.74%    |
|             | TRL1   | 2        | 1        | (1)         | -0.14%  | 2.31%   | 2.45%     |
|             | VSI1   | 1        | 1        |             | 13.32%  | -21.48% | -34.80%   |
|             | WJP1   | 1        | 1        |             | 7.34%   | -6.45%  | -13.79%   |
|             | ABR1   |          |          |             | #Error  | #Error  | #Error    |
|             | ANI1   |          |          |             | #Error  | #Error  | #Error    |
|             | ARC2   | 2        |          | (2)         | 1.45%   | #Error  | #Error    |
|             | BGR1   |          |          |             | #Error  | #Error  | #Error    |
|             | CGM1   |          |          |             | #Error  | #Error  | #Error    |
|             | GDM1   |          |          |             | #Error  | #Error  | #Error    |
|             | PTU1   |          |          |             | #Error  | #Error  | #Error    |
|             | TRT1   | 1        |          | (1)         | -6.45%  | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| NORTH ARCOT | UGI1   |          |          |             | #Error | #Error  | #Error    |
|             | VEL1   | 3        |          | (3)         | 8.03%  | #Error  | #Error    |
|             | VNB1   |          |          |             | #Error | #Error  | #Error    |
|             | WJD1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 21       | 29       | 8           | 2.14%  | 0.04%   | -2.09%    |
| CHENNAI-02  |        |          |          |             |        |         |           |
|             | CH15   | 1        | 6        | 5           | -4.32% | -13.20% | -8.89%    |
|             | CH18   | 1        | 6        | 5           | 2.27%  | -1.19%  | -3.46%    |
|             | CH09   |          | 2        | 2           | #Error | -1.99%  | #Error    |
|             | CH33   | 1        | 2        | 1           | -0.02% | 2.60%   | 2.62%     |
|             | CH34   | 1        | 2        | 1           | 3.71%  | 6.46%   | 2.74%     |
|             | CH44   |          | 2        | 2           | #Error | 3.94%   | #Error    |
|             | CH06   | 2        | 1        | (1)         | 2.16%  | 0.83%   | -1.33%    |
|             | CH12   | 5        | 1        | (4)         | 1.57%  | 17.82%  | 16.25%    |
|             | CH20   |          | 1        | 1           | #Error | -0.14%  | #Error    |
|             | CH21   | 4        | 1        | (3)         | 3.82%  | -0.14%  | -3.95%    |
|             | CH23   |          | 1        | 1           | #Error | 5.02%   | #Error    |
|             | CH27   | 1        | 1        |             | 3.09%  | 5.46%   | 2.37%     |
|             | CH36   | 5        | 1        | (4)         | -1.27% | 5.02%   | 6.29%     |
|             | GPD1   | 1        | 1        |             | 7.34%  | 9.06%   | 1.71%     |
|             | CH01   |          |          |             | #Error | #Error  | #Error    |
|             | CH17   | 6        |          | (6)         | 3.44%  | #Error  | #Error    |
|             | CH24   | 2        |          | (2)         | 3.31%  | #Error  | #Error    |
|             | CH31   |          |          |             | #Error | #Error  | #Error    |
|             | CH32   |          |          |             | #Error | #Error  | #Error    |
|             | CH41   | 5        |          | (5)         | 2.96%  | #Error  | #Error    |
|             | CH43   | 3        |          | (3)         | 0.80%  | -61.02% | -61.82%   |
|             | CH46   | 1        |          | (1)         | 7.34%  | #Error  | #Error    |
|             | MC05   |          |          |             | #Error | #Error  | #Error    |
|             | MC06   |          |          |             | #Error | #Error  | #Error    |
|             | MC08   |          |          |             | #Error | #Error  | #Error    |
|             | MJR1   |          |          |             | #Error | #Error  | #Error    |
|             | PON1   | 3        |          | (3)         | 3.23%  | 100.00% | 96.77%    |
|             | UKI1   | 4        |          | (4)         | -5.53% | #Error  | #Error    |
|             | CH03   | 2        | (1)      | (3)         | 8.44%  | 29.30%  | 20.86%    |
|             | Total  | 48       | 27       | (21)        | 2.00%  | -1.82%  | -3.82%    |
| SOUTH ARCOT |        |          |          |             |        |         |           |
|             | KKI2   | 1        | 3        | 2           | -6.45% | -5.04%  | 1.41%     |
|             | NVL2   | 2        | 3        | 1           | 3.71%  | -0.22%  | -3.93%    |
|             | STP1   |          | 3        | 3           | #Error | -6.45%  | #Error    |
|             | TVM1   | 1        | 2        | 1           | 0.16%  | -4.32%  | -4.48%    |
|             | CDM1   | 6        | 1        | (5)         | 6.38%  | 3.71%   | -2.67%    |
|             | CUD1   | 3        | 1        | (2)         | -3.27% | 1.37%   | 4.64%     |
|             | MKM1   | 1        | 1        |             | -4.32% | 6.08%   | 10.40%    |
|             | PRT1   | 1        | 1        |             | 1.95%  | 2.98%   | 1.03%     |
|             | TDM1   |          | 1        | 1           | #Error | -6.45%  | #Error    |
|             | TRK1   | 1        | 1        |             | 2.27%  | 0.83%   | -1.44%    |
|             | ULP1   | 3        | 1        | (2)         | 0.79%  | 5.02%   | 4.22%     |
|             | VCM1   | 2        | 1        | (1)         | -6.45% | 5.02%   | 11.47%    |
|             | VPM1   | 1        | 1        |             | 3.71%  | 7.75%   | 4.04%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH ARCOT   | VPM2   | 3        | 1        | (2)         | -2.76%  | 0.14%  | 2.90%     |
|               | KLM1   | 1        |          | (1)         | 25.66%  | #Error | #Error    |
|               | KML1   |          |          |             | #Error  | #Error | #Error    |
|               | POY1   | 5        |          | (5)         | 2.79%   | #Error | #Error    |
|               | POY2   | 4        |          | (4)         | 3.77%   | #Error | #Error    |
|               | SJI1   |          |          |             | #Error  | #Error | #Error    |
|               | TVM2   | 2        |          | (2)         | 2.27%   | #Error | #Error    |
|               | Total  | 37       | 21       | (16)        | 4.14%   | -0.51% | -4.65%    |
| WEST-02       | SLM1   |          | 5        | 5           | #Error  | 0.05%  | #Error    |
|               | ERD1   |          | 2        | 2           | #Error  | 0.01%  | #Error    |
|               | HRR1   |          | 2        | 2           | #Error  | -5.45% | #Error    |
|               | KVP1   |          | 2        | 2           | #Error  | 8.68%  | #Error    |
|               | ATU1   | 1        | 1        |             | -9.07%  | 7.34%  | 16.41%    |
|               | BMD1   |          | 1        | 1           | #Error  | 8.82%  | #Error    |
|               | EDP1   |          | 1        | 1           | #Error  | -4.32% | #Error    |
|               | EPI1   |          | 1        | 1           | #Error  | -6.45% | #Error    |
|               | MCR1   |          | 1        | 1           | #Error  | 1.84%  | #Error    |
|               | NKL2   |          | 1        | 1           | #Error  | 5.46%  | #Error    |
|               | APN1   |          |          |             | #Error  | #Error | #Error    |
|               | CMI1   |          |          |             | #Error  | #Error | #Error    |
|               | DPR1   | 1        |          | (1)         | -15.14% | #Error | #Error    |
|               | DPR2   |          |          |             | #Error  | #Error | #Error    |
|               | ERD2   | 2        |          | (2)         | -5.45%  | #Error | #Error    |
|               | HSR1   |          |          |             | #Error  | #Error | #Error    |
|               | HSR2   |          |          |             | #Error  | #Error | #Error    |
|               | KMM1   |          |          |             | #Error  | #Error | #Error    |
|               | KRI1   |          |          |             | #Error  | #Error | #Error    |
|               | MTR1   | 1        |          | (1)         | 13.42%  | #Error | #Error    |
|               | OML1   | 1        |          | (1)         | -6.45%  | #Error | #Error    |
|               | PDR1   |          |          |             | #Error  | #Error | #Error    |
|               | PLC1   |          |          |             | #Error  | #Error | #Error    |
|               | PMP1   |          |          |             | #Error  | #Error | #Error    |
|               | RSP1   |          |          |             | #Error  | #Error | #Error    |
|               | SGG1   |          |          |             | #Error  | #Error | #Error    |
|               | SGI1   |          |          |             | #Error  | #Error | #Error    |
|               | SLM2   |          |          |             | #Error  | #Error | #Error    |
|               | SLM3   | 7        |          | (7)         | 4.95%   | #Error | #Error    |
|               | TCG1   |          |          |             | #Error  | #Error | #Error    |
|               | TRM1   | 1        |          | (1)         | -6.45%  | #Error | #Error    |
|               | VKL1   |          |          |             | #Error  | #Error | #Error    |
|               | VPD1   |          |          |             | #Error  | #Error | #Error    |
|               | Total  | 14       | 17       | 3           | 0.17%   | 1.50%  | 1.32%     |
| VIJAYAWADA-01 | GNT1   |          | 3        | 3           | #Error  | -2.50% | #Error    |
|               | VJW2   |          | 3        | 3           | #Error  | -6.93% | #Error    |
|               | OGL1   | 2        | 2        |             | 2.72%   | -2.60% | -5.32%    |
|               | PAP1   |          | 2        | 2           | #Error  | -9.24% | #Error    |
|               | VJW1   | 5        | 2        | (3)         | -6.37%  | -3.00% | 3.37%     |
|               | BVR1   |          | 1        | 1           | #Error  | 5.43%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | NRT1   |          | 1        | 1           | #Error | -3.49% | #Error    |
|               | RAL1   | 1        | 1        |             | 6.16%  | 2.59%  | -3.56%    |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BPP1   |          |          |             | #Error | #Error | #Error    |
|               | CKT1   |          |          |             | #Error | #Error | #Error    |
|               | CRL1   | 1        |          | (1)         | -3.49% | #Error | #Error    |
|               | DPE1   |          |          |             | #Error | #Error | #Error    |
|               | ELU1   |          |          |             | #Error | #Error | #Error    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | GNT2   |          |          |             | #Error | #Error | #Error    |
|               | GVM1   | 2        |          | (2)         | 5.23%  | #Error | #Error    |
|               | JGG1   |          |          |             | #Error | #Error | #Error    |
|               | JPT1   |          |          |             | #Error | #Error | #Error    |
|               | KDR1   |          |          |             | #Error | #Error | #Error    |
|               | KND1   |          |          |             | #Error | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   |          |          |             | #Error | #Error | #Error    |
|               | PPM1   |          |          |             | #Error | #Error | #Error    |
|               | PRL1   |          |          |             | #Error | #Error | #Error    |
|               | RMV1   |          |          |             | #Error | #Error | #Error    |
|               | TDD1   |          |          |             | #Error | #Error | #Error    |
|               | TEL1   |          |          |             | #Error | #Error | #Error    |
|               | TNK1   | 1        |          | (1)         | 2.71%  | #Error | #Error    |
|               | TVU1   |          |          |             | #Error | #Error | #Error    |
|               | VJW3   |          |          |             | #Error | #Error | #Error    |
|               | VJW4   |          |          |             | #Error | #Error | #Error    |
|               | VJW5   |          |          |             | #Error | #Error | #Error    |
|               | VKN1   |          |          |             | #Error | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 12       | 15       | 3           | -0.79% | -2.82% | -2.03%    |
| KL-SOUTH      |        |          |          |             |        |        |           |
|               | KLR1   | 1        | 6        | 5           | 0.83%  | 25.66% | 24.83%    |
|               | TVP1   | 2        | 5        | 3           | -1.10% | 2.51%  | 3.61%     |
|               | PAS1   |          |          |             | #Error | #Error | #Error    |
| TIRUPATI-01   | Total  | 3        | 11       | 8           | -0.40% | 21.94% | 22.34%    |
|               |        |          |          |             |        |        |           |
|               | KVL1   | 4        | 5        | 1           | -1.19% | 4.43%  | 5.62%     |
|               | TPY2   |          | 4        | 4           | #Error | 4.39%  | #Error    |
|               | ADI1   |          |          |             | #Error | #Error | #Error    |
|               | ATP1   |          |          |             | #Error | #Error | #Error    |
|               | BVL1   |          |          |             | #Error | #Error | #Error    |
|               | CTO1   |          |          |             | #Error | #Error | #Error    |
|               | DHN1   |          |          |             | #Error | #Error | #Error    |
|               | GTL1   |          |          |             | #Error | #Error | #Error    |
|               | KDA1   |          |          |             | #Error | #Error | #Error    |
|               | KHT1   |          |          |             | #Error | #Error | #Error    |
|               | KNL1   |          |          |             | #Error | #Error | #Error    |
|               | KNL2   |          |          |             | #Error | #Error | #Error    |
|               | KOU1   | 1        |          | (1)         | 2.72%  | #Error | #Error    |
|               | MPL1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | NDL1   |          |          |             | #Error | #Error | #Error    |
|             | NLR1   | 1        |          | (1)         | 2.72%  | #Error | #Error    |
|             | NYP1   |          |          |             | #Error | #Error | #Error    |
|             | PDT1   | 3        |          | (3)         | -2.12% | #Error | #Error    |
|             | PGR1   |          |          |             | #Error | #Error | #Error    |
|             | PIL1   | 1        |          | (1)         | -3.49% | #Error | #Error    |
|             | PMR1   |          |          |             | #Error | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | -3.49% | #Error | #Error    |
|             | RCY1   |          |          |             | #Error | #Error | #Error    |
|             | RJP1   | 1        |          | (1)         | 2.72%  | #Error | #Error    |
|             | SPE1   |          |          |             | #Error | #Error | #Error    |
|             | TPI1   |          |          |             | #Error | #Error | #Error    |
|             | TPY1   |          |          |             | #Error | #Error | #Error    |
|             | VKI1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 12       | 9        | (3)         | -0.69% | 4.41%  | 5.10%     |
|             |        |          |          |             |        |        |           |
| WEST-01     | KGM1   |          | 2        | 2           | #Error | 5.02%  | #Error    |
|             | CBE1   |          | 1        | 1           | #Error | -6.45% | #Error    |
|             | CBE5   |          | 1        | 1           | #Error | 5.02%  | #Error    |
|             | GBM1   |          | 1        | 1           | #Error | 5.02%  | #Error    |
|             | PLI1   |          | 1        | 1           | #Error | 9.16%  | #Error    |
|             | ANR1   |          |          |             | #Error | #Error | #Error    |
|             | AVI1   |          |          |             | #Error | #Error | #Error    |
|             | CBE2   | 1        |          | (1)         | 0.83%  | #Error | #Error    |
|             | CBE3   |          |          |             | #Error | #Error | #Error    |
|             | CBE4   |          |          |             | #Error | #Error | #Error    |
|             | CBE6   |          |          |             | #Error | #Error | #Error    |
|             | CNR1   |          |          |             | #Error | #Error | #Error    |
|             | DPM2   |          |          |             | #Error | #Error | #Error    |
|             | GDR1   |          |          |             | #Error | #Error | #Error    |
|             | KGI1   |          |          |             | #Error | #Error | #Error    |
|             | KMD1   |          |          |             | #Error | #Error | #Error    |
|             | KMR1   |          |          |             | #Error | #Error | #Error    |
|             | MPM1   |          |          |             | #Error | #Error | #Error    |
|             | PDM1   |          |          |             | #Error | #Error | #Error    |
|             | PPI1   |          |          |             | #Error | #Error | #Error    |
|             | SNR1   |          |          |             | #Error | #Error | #Error    |
|             | SUL1   |          |          |             | #Error | #Error | #Error    |
|             | SYM2   |          |          |             | #Error | #Error | #Error    |
|             | TPR1   | 1        |          | (1)         | 9.06%  | #Error | #Error    |
|             | TPR2   |          |          |             | #Error | #Error | #Error    |
|             | TPR3   | 1        |          | (1)         | 16.25% | #Error | #Error    |
|             | TPR4   | 2        |          | (2)         | 0.20%  | #Error | #Error    |
|             | UAM1   |          |          |             | #Error | #Error | #Error    |
|             | UMP1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 5        | 6        | 1           | 5.21%  | 3.92%  | -1.29%    |
|             |        |          |          |             |        |        |           |
|             | Total  | 390      | 385      | (5)         | 1.13%  | 3.20%  | 2.07%     |