

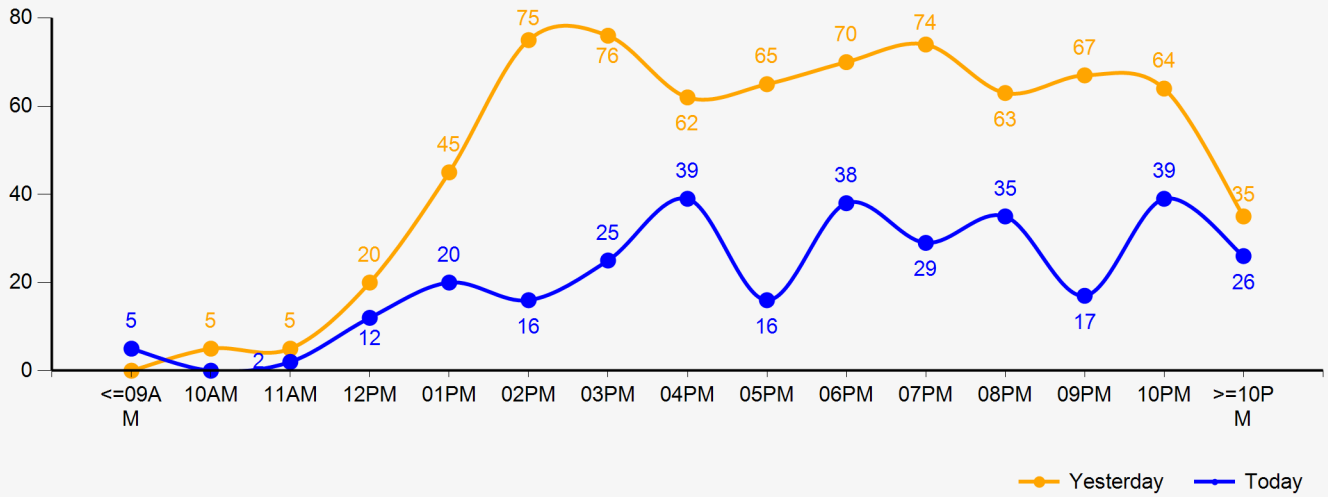
YD Sales : 726

YD GP%: 8.13%

TD Sales : 319

TD GP%: 8.46%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| WEST-01       | 63       | 50       | (13)        | 9.12%  | 10.63% | 1.51%     |
| SOUTH-01      | 177      | 43       | (134)       | 8.19%  | 9.19%  | 0.99%     |
| WEST-02       | 89       | 42       | (47)        | 9.73%  | 10.56% | 0.83%     |
| SOUTH-03      | 67       | 40       | (27)        | 9.42%  | 6.19%  | -3.23%    |
| TRICHY-01     | 45       | 35       | (10)        | 9.54%  | 8.89%  | -0.64%    |
| CHENNAI-01    | 81       | 27       | (54)        | 7.30%  | 11.10% | 3.80%     |
| VIJAYAWADA-01 | 37       | 25       | (12)        | 1.97%  | 5.62%  | 3.65%     |
| TIRUPATI-01   | 22       | 22       |             | 4.10%  | 4.45%  | 0.35%     |
| CHENNAI-02    | 54       | 15       | (39)        | 9.13%  | 7.73%  | -1.40%    |
| SOUTH ARCOT   | 27       | 15       | (12)        | 8.77%  | 9.08%  | 0.31%     |
| NORTH ARCOT   | 55       | 4        | (51)        | 8.61%  | 1.65%  | -6.96%    |
| KL-SOUTH      | 9        | 1        | (8)         | 6.54%  | 9.22%  | 2.68%     |
| Total         | 726      | 319      | (407)       | 8.13%  | 8.46%  | 0.33%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01    | WZSD   |          | 11       | 11          | #Error | 5.46%  | #Error    |
|            | KMR1   | 1        | 6        | 5           | 12.47% | 11.18% | -1.29%    |
|            | SNR1   | 5        | 5        |             | 13.73% | 14.33% | 0.61%     |
|            | AVI1   | 2        | 3        | 1           | 9.80%  | 11.52% | 1.72%     |
|            | CBE2   | 9        | 3        | (6)         | 6.33%  | 10.21% | 3.89%     |
|            | PLI1   | 1        | 3        | 2           | 12.73% | 6.15%  | -6.58%    |
|            | CBE1   | 1        | 2        | 1           | 11.62% | 11.76% | 0.15%     |
|            | CBE4   | 8        | 2        | (6)         | 12.11% | 6.85%  | -5.26%    |
|            | DPM2   | 1        | 2        | 1           | 5.92%  | 17.99% | 12.07%    |
|            | KMD1   | 1        | 2        | 1           | 4.27%  | 18.14% | 13.87%    |
|            | MPM1   | 3        | 2        | (1)         | 11.95% | 3.77%  | -8.19%    |
|            | SUL1   | 6        | 2        | (4)         | 8.52%  | 18.98% | 10.45%    |
|            | TPR2   | 4        | 2        | (2)         | 5.52%  | 8.39%  | 2.87%     |
|            | CBE5   |          | 1        | 1           | #Error | 18.81% | #Error    |
|            | CBE6   | 1        | 1        |             | 15.19% | 6.63%  | -8.55%    |
|            | PPI1   | 1        | 1        |             | 5.87%  | 16.46% | 10.59%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-01    | SYM2   |          | 1        | 1           | #Error | 11.57%  | #Error    |
|            | TPR1   | 8        | 1        | (7)         | 7.60%  | 16.97%  | 9.37%     |
|            | ANR1   |          |          |             | #Error | #Error  | #Error    |
|            | CBE3   | 1        |          | (1)         | 6.08%  | #Error  | #Error    |
|            | CNR1   |          |          |             | #Error | #Error  | #Error    |
|            | GBM1   |          |          |             | #Error | #Error  | #Error    |
|            | GDR1   | 1        |          | (1)         | 4.27%  | #Error  | #Error    |
|            | KGI1   | 1        |          | (1)         | 14.65% | #Error  | #Error    |
|            | KGM1   |          |          |             | #Error | #Error  | #Error    |
|            | PDM1   | 1        |          | (1)         | 4.27%  | #Error  | #Error    |
|            | TPR3   | 1        |          | (1)         | 10.04% | #Error  | #Error    |
|            | TPR4   | 1        |          | (1)         | 7.71%  | #Error  | #Error    |
|            | UAM1   | 2        |          | (2)         | 11.69% | #Error  | #Error    |
|            | UMP1   | 3        |          | (3)         | 4.27%  | #Error  | #Error    |
|            | Total  | 63       | 50       | (13)        | 9.12%  | 10.63%  | 1.51%     |
|            |        |          |          |             |        |         |           |
| SOUTH-01   | TUT1   | 28       | 5        | (23)        | 8.85%  | 8.79%   | -0.05%    |
|            | KVT1   | 6        | 3        | (3)         | 15.79% | 15.27%  | -0.52%    |
|            | MAR1   | 2        | 3        | 1           | 8.49%  | 9.51%   | 1.02%     |
|            | RPM1   | 4        | 3        | (1)         | 10.26% | 3.99%   | -6.27%    |
|            | UDN1   | 1        | 3        | 2           | 5.87%  | 12.02%  | 6.15%     |
|            | VKM1   | 4        | 3        | (1)         | 4.68%  | 13.86%  | 9.18%     |
|            | NGR1   | 14       | 2        | (12)        | 5.93%  | 1.44%   | -4.49%    |
|            | PKD1   | 1        | 2        | 1           | 5.92%  | 18.09%  | 12.17%    |
|            | RND1   | 6        | 2        | (4)         | 7.17%  | 2.20%   | -4.97%    |
|            | STU2   | 3        | 2        | (1)         | 15.30% | 13.40%  | -1.91%    |
|            | TCN1   | 4        | 2        | (2)         | 8.69%  | 9.84%   | 1.15%     |
|            | TKS2   | 6        | 2        | (4)         | 4.31%  | -5.00%  | -9.31%    |
|            | TYI1   | 2        | 2        |             | 2.91%  | 8.42%   | 5.51%     |
|            | VNR2   | 6        | 2        | (4)         | 5.64%  | 9.72%   | 4.08%     |
|            | ARM1   | 4        | 1        | (3)         | 2.33%  | 9.82%   | 7.49%     |
|            | ASM1   | 2        | 1        | (1)         | 12.35% | 11.15%  | -1.19%    |
|            | ERL2   | 4        | 1        | (3)         | 11.90% | 11.30%  | -0.60%    |
|            | KYR1   | 3        | 1        | (2)         | 10.68% | 8.91%   | -1.77%    |
|            | TUT2   | 8        | 1        | (7)         | 4.32%  | 21.76%  | 17.44%    |
|            | TVL1   | 13       | 1        | (12)        | 8.86%  | 5.51%   | -3.34%    |
|            | VLY1   | 4        | 1        | (3)         | 6.53%  | 17.67%  | 11.14%    |
|            | VNR1   | 1        | 1        |             | 8.09%  | 11.76%  | 3.68%     |
|            | APK1   | 6        |          | (6)         | 6.88%  | #Error  | #Error    |
|            | APK2   | 5        |          | (5)         | 5.37%  | #Error  | #Error    |
|            | COL1   | 1        |          | (1)         | 5.87%  | #Error  | #Error    |
|            | KGL1   |          |          |             | #Error | #Error  | #Error    |
|            | KSM1   |          |          |             | #Error | #Error  | #Error    |
|            | MMT1   | 3        |          | (3)         | 11.29% | #Error  | #Error    |
|            | PDI1   | 6        |          | (6)         | 12.46% | #Error  | #Error    |
|            | SDI1   | 4        |          | (4)         | 3.29%  | #Error  | #Error    |
|            | SGT1   | 1        |          | (1)         | 9.87%  | #Error  | #Error    |
|            | SNL1   | 2        |          | (2)         | 5.01%  | #Error  | #Error    |
|            | SVK1   | 5        |          | (5)         | 9.24%  | 116.65% | 107.41%   |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TKS1   | 11       |          | (11)        | 8.42%  | #Error | #Error    |
|            | TKY1   | 5        |          | (5)         | 14.94% | #Error | #Error    |
|            | TVL2   |          |          |             | #Error | #Error | #Error    |
|            | SKD1   | 2        | (1)      | (3)         | 6.34%  | 18.46% | 12.12%    |
|            | Total  | 177      | 43       | (134)       | 8.19%  | 9.19%  | 0.99%     |
| WEST-02    |        |          |          |             |        |        |           |
|            | NKL2   | 2        | 5        | 3           | 12.93% | 8.31%  | -4.62%    |
|            | ERD2   | 8        | 4        | (4)         | 12.82% | 13.69% | 0.87%     |
|            | DPR1   | 1        | 3        | 2           | 11.40% | 14.38% | 2.99%     |
|            | HSR1   | 2        | 3        | 1           | 12.14% | 14.67% | 2.54%     |
|            | PLC1   | 6        | 3        | (3)         | 6.18%  | 10.22% | 4.03%     |
|            | SLM1   | 6        | 3        | (3)         | 6.58%  | 8.10%  | 1.52%     |
|            | BMD1   | 3        | 2        | (1)         | 14.29% | 12.20% | -2.08%    |
|            | ERD1   | 2        | 2        |             | 6.73%  | 6.34%  | -0.39%    |
|            | HSR2   | 6        | 2        | (4)         | 10.52% | 15.11% | 4.59%     |
|            | KVP1   |          | 2        | 2           | #Error | 2.11%  | #Error    |
|            | PDR1   | 3        | 2        | (1)         | 4.81%  | 13.23% | 8.42%     |
|            | TCG1   | 2        | 2        |             | 8.91%  | 12.75% | 3.83%     |
|            | VPD1   | 6        | 2        | (4)         | 9.71%  | 4.42%  | -5.29%    |
|            | DPR2   |          | 1        | 1           | #Error | 14.55% | #Error    |
|            | HRR1   | 1        | 1        |             | 17.84% | 15.96% | -1.89%    |
|            | KMM1   | 1        | 1        |             | 4.27%  | 5.52%  | 1.26%     |
|            | MCR1   | 3        | 1        | (2)         | 11.49% | 9.49%  | -2.00%    |
|            | MTR1   | 2        | 1        | (1)         | 10.96% | -3.20% | -14.16%   |
|            | OML1   | 5        | 1        | (4)         | 7.86%  | 19.40% | 11.54%    |
|            | SGI1   | 1        | 1        |             | 9.87%  | 14.37% | 4.50%     |
|            | SLM3   | 4        | 1        | (3)         | 6.45%  | 11.44% | 4.99%     |
|            | TRM1   | 3        | 1        | (2)         | 11.19% | 12.09% | 0.90%     |
|            | APN1   | 3        |          | (3)         | 12.94% | #Error | #Error    |
|            | ATU1   | 1        |          | (1)         | 10.85% | #Error | #Error    |
|            | CMI1   | 1        |          | (1)         | 5.92%  | #Error | #Error    |
|            | EDP1   | 2        |          | (2)         | 8.90%  | #Error | #Error    |
|            | EPI1   | 4        |          | (4)         | 8.65%  | #Error | #Error    |
|            | KRI1   | 3        |          | (3)         | 6.72%  | #Error | #Error    |
|            | PMP1   | 1        |          | (1)         | 5.92%  | #Error | #Error    |
|            | RSP1   |          |          |             | #Error | #Error | #Error    |
|            | SGG1   |          |          |             | #Error | #Error | #Error    |
|            | SLM2   | 5        |          | (5)         | 9.94%  | #Error | #Error    |
|            | VKL1   | 2        | (1)      | (3)         | 10.29% | 8.20%  | -2.09%    |
|            | WHPD   |          | (1)      | (1)         | #Error | 12.20% | #Error    |
|            | Total  | 89       | 42       | (47)        | 9.73%  | 10.56% | 0.83%     |
| SOUTH-03   |        |          |          |             |        |        |           |
|            | CBM1   | 2        | 4        | 2           | 20.31% | 12.74% | -7.57%    |
|            | DGL1   | 3        | 4        | 1           | 4.81%  | 3.77%  | -1.05%    |
|            | MDU5   | 2        | 3        | 1           | 8.49%  | 12.42% | 3.94%     |
|            | MDU6   | 5        | 3        | (2)         | 10.08% | 0.05%  | -10.03%   |
|            | MLR1   | 1        | 3        | 2           | 4.27%  | 9.08%  | 4.81%     |
|            | BNR1   | 1        | 2        | 1           | 5.94%  | 12.80% | 6.87%     |
|            | KRR1   | 1        | 2        | 1           | 8.95%  | 7.87%  | -1.08%    |
|            | MDU1   | 5        | 2        | (3)         | 9.10%  | 10.25% | 1.16%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MDU2   | 6        | 2        | (4)         | 8.30%  | 4.48%  | -3.82%    |
|            | MDU3   | 2        | 2        |             | 7.15%  | 8.50%  | 1.35%     |
|            | TEN2   | 2        | 2        |             | 12.37% | 1.21%  | -11.16%   |
|            | USL1   | 3        | 2        | (1)         | 13.01% | 5.29%  | -7.72%    |
|            | ATG1   | 5        | 1        | (4)         | 6.53%  | 5.90%  | -0.62%    |
|            | KYK1   |          | 1        | 1           | #Error | 2.75%  | #Error    |
|            | MDU4   | 1        | 1        |             | 8.95%  | 9.96%  | 1.01%     |
|            | NKI1   | 1        | 1        |             | 8.58%  | 8.01%  | -0.57%    |
|            | PNI1   |          | 1        | 1           | #Error | 18.35% | #Error    |
|            | TDI1   | 1        | 1        |             | 9.86%  | 5.87%  | -3.99%    |
|            | TEN1   | 1        | 1        |             | 8.96%  | 2.24%  | -6.72%    |
|            | TMM1   | 1        | 1        |             | 4.27%  | 12.42% | 8.15%     |
|            | TPT1   | 3        | 1        | (2)         | 11.37% | 13.45% | 2.08%     |
|            | ADP1   | 3        |          | (3)         | 9.39%  | #Error | #Error    |
|            | BTU1   |          |          |             | #Error | #Error | #Error    |
|            | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | DGL2   | 2        |          | (2)         | 8.78%  | #Error | #Error    |
|            | DKI1   | 1        |          | (1)         | 11.62% | #Error | #Error    |
|            | KKD3   |          |          |             | #Error | #Error | #Error    |
|            | KPT1   | 1        |          | (1)         | 4.27%  | #Error | #Error    |
|            | MNM1   | 2        |          | (2)         | 15.24% | #Error | #Error    |
|            | MPA1   | 2        |          | (2)         | 6.42%  | #Error | #Error    |
|            | NTM1   |          |          |             | #Error | #Error | #Error    |
|            | ODM1   | 2        |          | (2)         | 6.16%  | #Error | #Error    |
|            | PKM1   | 2        |          | (2)         | 6.53%  | #Error | #Error    |
|            | PNV2   | 2        |          | (2)         | 4.27%  | #Error | #Error    |
|            | PVI1   | 3        |          | (3)         | 14.57% | #Error | #Error    |
|            | SGP1   | 1        |          | (1)         | 4.27%  | #Error | #Error    |
|            | SVG1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 67       | 40       | (27)        | 9.42%  | 6.19%  | -3.23%    |
|            |        |          |          |             |        |        |           |
| TRICHY-01  | PBR2   | 1        | 5        | 4           | 15.05% | 6.24%  | -8.81%    |
|            | TRY1   | 8        | 5        | (3)         | 7.41%  | 7.54%  | 0.13%     |
|            | MVM1   |          | 4        | 4           | #Error | 9.38%  | #Error    |
|            | TRY4   | 4        | 3        | (1)         | 8.55%  | 8.04%  | -0.51%    |
|            | APM1   | 1        | 2        | 1           | 11.62% | 11.37% | -0.25%    |
|            | MDI1   | 3        | 2        | (1)         | 10.35% | 8.21%  | -2.14%    |
|            | PTK1   |          | 2        | 2           | #Error | 7.57%  | #Error    |
|            | TVR2   |          | 2        | 2           | #Error | 13.01% | #Error    |
|            | JKM1   | 2        | 1        | (1)         | 5.28%  | 5.87%  | 0.60%     |
|            | KIK1   | 1        | 1        |             | 5.92%  | 15.08% | 9.17%     |
|            | KUM1   | 1        | 1        |             | 8.58%  | 15.23% | 6.65%     |
|            | NGT1   | 3        | 1        | (2)         | 6.81%  | 18.26% | 11.45%    |
|            | TNJ1   | 2        | 1        | (1)         | 8.64%  | 9.72%  | 1.07%     |
|            | TNJ2   | 4        | 1        | (3)         | 9.45%  | 12.87% | 3.42%     |
|            | TRY2   |          | 1        | 1           | #Error | 5.87%  | #Error    |
|            | TRY3   |          | 1        | 1           | #Error | 78.35% | #Error    |
|            | TVR1   |          | 1        | 1           | #Error | 9.18%  | #Error    |
|            | TYR1   | 2        | 1        | (1)         | 12.26% | 14.80% | 2.54%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01     | AYR1   | 5        |          | (5)         | 8.78%  | #Error | #Error    |
|               | KRN1   | 1        |          | (1)         | 15.19% | #Error | #Error    |
|               | MSI1   | 1        |          | (1)         | 5.87%  | #Error | #Error    |
|               | NCK1   | 2        |          | (2)         | 11.95% | #Error | #Error    |
|               | NMM1   | 1        |          | (1)         | 13.13% | #Error | #Error    |
|               | ORU1   | 1        |          | (1)         | 11.62% | #Error | #Error    |
|               | PBR1   |          |          |             | #Error | #Error | #Error    |
|               | PDK1   | 1        |          | (1)         | 13.34% | #Error | #Error    |
|               | TTP1   | 1        |          | (1)         | 10.69% | #Error | #Error    |
|               | Total  | 45       | 35       | (10)        | 9.54%  | 8.89%  | -0.64%    |
| CHENNAI-01    | CH16   | 8        | 3        | (5)         | 9.60%  | 12.29% | 2.69%     |
|               | CH28   | 1        | 3        | 2           | 4.27%  | 10.01% | 5.74%     |
|               | CH45   | 1        | 3        | 2           | 5.92%  | 11.37% | 5.46%     |
|               | GUD1   | 1        | 3        | 2           | 9.26%  | 8.70%  | -0.56%    |
|               | CH07   | 3        | 2        | (1)         | 9.77%  | 8.63%  | -1.14%    |
|               | CH38   | 2        | 2        |             | 14.80% | 17.29% | 2.49%     |
|               | CH08   | 4        | 1        | (3)         | 1.25%  | 18.98% | 17.74%    |
|               | CH14   | 5        | 1        | (4)         | 5.92%  | 5.91%  | -0.01%    |
|               | CH19   | 4        | 1        | (3)         | 9.03%  | 5.18%  | -3.86%    |
|               | CH26   |          | 1        | 1           | #Error | 8.15%  | #Error    |
|               | CH35   | 1        | 1        |             | 17.73% | 16.49% | -1.24%    |
|               | CH39   | 1        | 1        |             | 5.92%  | 5.41%  | -0.51%    |
|               | CH48   | 4        | 1        | (3)         | 5.05%  | 12.58% | 7.53%     |
|               | KNR1   |          | 1        | 1           | #Error | 14.02% | #Error    |
|               | MRM1   | 4        | 1        | (3)         | 14.20% | 5.53%  | -8.67%    |
|               | SKL1   | 6        | 1        | (5)         | 11.88% | 17.80% | 5.92%     |
|               | TKM1   | 1        | 1        |             | 4.27%  | 10.31% | 6.04%     |
|               | AVD1   | 3        |          | (3)         | 7.89%  | #Error | #Error    |
|               | CGL1   | 1        |          | (1)         | 4.42%  | #Error | #Error    |
|               | CH05   | 5        |          | (5)         | 10.49% | #Error | #Error    |
|               | CH11   | 3        |          | (3)         | 12.78% | #Error | #Error    |
|               | CH22   | 3        |          | (3)         | 7.11%  | #Error | #Error    |
|               | CH29   | 3        |          | (3)         | 7.13%  | #Error | #Error    |
|               | CH30   | 5        |          | (5)         | 1.83%  | #Error | #Error    |
|               | CH37   | 2        |          | (2)         | 7.28%  | #Error | #Error    |
|               | CH40   | 1        |          | (1)         | 5.92%  | #Error | #Error    |
|               | CH42   | 5        |          | (5)         | 9.31%  | #Error | #Error    |
|               | CZWH   | 4        |          | (4)         | -8.18% | #Error | #Error    |
|               | GUD2   |          |          |             | #Error | #Error | #Error    |
|               | MC02   |          |          |             | #Error | #Error | #Error    |
|               | MC09   |          |          |             | #Error | #Error | #Error    |
|               | MC10   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 81       | 27       | (54)        | 7.30%  | 11.10% | 3.80%     |
| VIJAYAWADA-01 | BVR1   |          | 3        | 3           | #Error | 4.15%  | #Error    |
|               | VJW1   | 1        | 3        | 2           | 3.71%  | 8.05%  | 4.35%     |
|               | GNT2   |          | 2        | 2           | #Error | -0.88% | #Error    |
|               | KND1   | 2        | 2        |             | 3.33%  | 6.97%  | 3.64%     |
|               | OGL1   | 1        | 2        | 1           | 5.53%  | 10.27% | 4.74%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | CRL1   | 2        | 1        | (1)         | 4.59%  | 36.21% | 31.61%    |
|               | ELU1   | 1        | 1        |             | 2.54%  | 8.86%  | 6.32%     |
|               | GNT1   | 4        | 1        | (3)         | -5.94% | 5.31%  | 11.24%    |
|               | KDR1   | 1        | 1        |             | 3.30%  | 5.87%  | 2.57%     |
|               | NPR1   |          | 1        | 1           | #Error | 2.39%  | #Error    |
|               | PAP1   | 3        | 1        | (2)         | -4.01% | 0.39%  | 4.39%     |
|               | PRL1   |          | 1        | 1           | #Error | 10.49% | #Error    |
|               | RAL1   |          | 1        | 1           | #Error | 8.50%  | #Error    |
|               | TEL1   | 2        | 1        | (1)         | 5.12%  | 3.54%  | -1.58%    |
|               | TNK1   | 3        | 1        | (2)         | 4.69%  | 4.64%  | -0.05%    |
|               | VJW3   | 3        | 1        | (2)         | -0.55% | 6.62%  | 7.17%     |
|               | VKN1   | 4        | 1        | (3)         | 6.29%  | 4.77%  | -1.52%    |
|               | VUY1   |          | 1        | 1           | #Error | 7.75%  | #Error    |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BPP1   |          |          |             | #Error | #Error | #Error    |
|               | CKT1   | 1        |          | (1)         | 4.62%  | #Error | #Error    |
|               | DPE1   |          |          |             | #Error | #Error | #Error    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | GVM1   | 3        |          | (3)         | 3.91%  | #Error | #Error    |
|               | JGG1   | 1        |          | (1)         | 6.64%  | #Error | #Error    |
|               | JPT1   | 1        |          | (1)         | 3.22%  | #Error | #Error    |
|               | MTM1   |          |          |             | #Error | #Error | #Error    |
|               | NRT1   |          |          |             | #Error | #Error | #Error    |
|               | PNR1   |          |          |             | #Error | #Error | #Error    |
|               | PPM1   |          |          |             | #Error | #Error | #Error    |
|               | RMV1   |          |          |             | #Error | #Error | #Error    |
|               | TDD1   |          |          |             | #Error | #Error | #Error    |
|               | TNI1   | 1        |          | (1)         | 2.51%  | #Error | #Error    |
|               | TVU1   |          |          |             | #Error | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW4   | 1        |          | (1)         | 17.79% | #Error | #Error    |
|               | VJW5   | 2        |          | (2)         | 4.32%  | #Error | #Error    |
|               | Total  | 37       | 25       | (12)        | 1.97%  | 5.62%  | 3.65%     |
| TIRUPATI-01   |        |          |          |             |        |        |           |
|               | TPY2   | 4        | 4        |             | 1.68%  | 2.65%  | 0.97%     |
|               | DHN1   |          | 3        | 3           | #Error | 5.55%  | #Error    |
|               | ATP1   | 1        | 2        | 1           | 2.36%  | 8.65%  | 6.29%     |
|               | CTO1   | 2        | 2        |             | 5.97%  | 6.56%  | 0.58%     |
|               | KDA1   |          | 2        | 2           | #Error | -3.58% | #Error    |
|               | PGR1   | 1        | 2        | 1           | -8.42% | 7.49%  | 15.92%    |
|               | RJP1   | 1        | 2        | 1           | 3.71%  | 1.26%  | -2.45%    |
|               | ADI1   |          | 1        | 1           | #Error | 10.02% | #Error    |
|               | NDL1   | 1        | 1        |             | 5.06%  | 2.04%  | -3.02%    |
|               | PMR1   | 1        | 1        |             | 3.30%  | 3.37%  | 0.07%     |
|               | PUT1   | 2        | 1        | (1)         | 5.83%  | 6.45%  | 0.63%     |
|               | RCY1   | 2        | 1        | (1)         | 2.85%  | 9.20%  | 6.35%     |
|               | BVL1   |          |          |             | #Error | #Error | #Error    |
|               | GTL1   | 1        |          | (1)         | 3.30%  | #Error | #Error    |
|               | KHT1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| TIRUPATI-01 | KNL1   | 1        |          | (1)         | 2.51%  | #Error  | #Error    |
|             | KNL2   | 2        |          | (2)         | 13.77% | #Error  | #Error    |
|             | KOU1   | 1        |          | (1)         | 6.05%  | #Error  | #Error    |
|             | KVL1   |          |          |             | #Error | #Error  | #Error    |
|             | MPL1   | 1        |          | (1)         | -0.03% | #Error  | #Error    |
|             | NLR1   |          |          |             | #Error | #Error  | #Error    |
|             | NYP1   |          |          |             | #Error | #Error  | #Error    |
|             | PDT1   |          |          |             | #Error | #Error  | #Error    |
|             | PIL1   | 1        |          | (1)         | 2.36%  | #Error  | #Error    |
|             | SPE1   |          |          |             | #Error | #Error  | #Error    |
|             | TPI1   |          |          |             | #Error | #Error  | #Error    |
|             | TPY1   |          |          |             | #Error | #Error  | #Error    |
|             | VKI1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 22       | 22       |             | 4.10%  | 4.45%   | 0.35%     |
|             |        |          |          |             |        |         |           |
| CHENNAI-02  | CH17   | 4        | 2        | (2)         | 7.10%  | 14.88%  | 7.78%     |
|             | CH34   | 2        | 2        |             | 5.92%  | 10.99%  | 5.07%     |
|             | CH03   | 4        | 1        | (3)         | 11.21% | -10.70% | -21.91%   |
|             | CH06   | (1)      | 1        | 2           | 12.32% | 16.80%  | 4.47%     |
|             | CH09   | 1        | 1        |             | 10.48% | 13.63%  | 3.15%     |
|             | CH15   | 6        | 1        | (5)         | 8.42%  | -0.82%  | -9.24%    |
|             | CH24   | 2        | 1        | (1)         | 11.71% | 10.72%  | -0.99%    |
|             | CH33   | 2        | 1        | (1)         | 2.36%  | 8.34%   | 5.99%     |
|             | CH36   |          | 1        | 1           | #Error | 15.10%  | #Error    |
|             | CH41   | 5        | 1        | (4)         | 11.95% | 7.08%   | -4.88%    |
|             | CH43   | 3        | 1        | (2)         | 16.32% | 16.70%  | 0.38%     |
|             | CH44   | 1        | 1        |             | 11.62% | 11.09%  | -0.53%    |
|             | GPD1   | 4        | 1        | (3)         | 1.13%  | 5.87%   | 4.74%     |
|             | CH01   |          |          |             | #Error | #Error  | #Error    |
|             | CH12   | 3        |          | (3)         | 12.77% | #Error  | #Error    |
|             | CH18   | 2        |          | (2)         | 9.18%  | #Error  | #Error    |
|             | CH20   | 4        |          | (4)         | 3.76%  | #Error  | #Error    |
|             | CH21   | 1        |          | (1)         | 10.48% | #Error  | #Error    |
|             | CH23   | 2        |          | (2)         | 7.62%  | #Error  | #Error    |
|             | CH27   |          |          |             | #Error | #Error  | #Error    |
|             | CH31   | 1        |          | (1)         | 10.48% | #Error  | #Error    |
|             | CH32   | 1        |          | (1)         | 15.05% | #Error  | #Error    |
|             | CH46   |          |          |             | #Error | #Error  | #Error    |
|             | MC05   |          |          |             | #Error | #Error  | #Error    |
|             | MC06   | 1        |          | (1)         | 11.62% | #Error  | #Error    |
|             | MJR1   | 1        |          | (1)         | 10.79% | #Error  | #Error    |
|             | PON1   | 1        |          | (1)         | 5.87%  | #Error  | #Error    |
|             | UKI1   | 4        |          | (4)         | 12.11% | #Error  | #Error    |
|             | Total  | 54       | 15       | (39)        | 9.13%  | 7.73%   | -1.40%    |
|             |        |          |          |             |        |         |           |
| SOUTH ARCOT | TRK1   |          | 3        | 3           | #Error | 9.63%   | #Error    |
|             | CDM1   | 2        | 2        |             | 15.20% | 18.42%  | 3.22%     |
|             | CUD1   |          | 2        | 2           | #Error | 17.38%  | #Error    |
|             | POY1   | 3        | 2        | (1)         | 7.34%  | -6.41%  | -13.75%   |
|             | SJI2   | 1        | 2        | 1           | 12.58% | -0.31%  | -12.90%   |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH ARCOT | KKI2   | 3        | 1        | (2)         | 8.95%  | 5.87%   | -3.08%    |
|             | KLM1   |          | 1        | 1           | #Error | 15.93%  | #Error    |
|             | MKM1   |          | 1        | 1           | #Error | 18.96%  | #Error    |
|             | NVL2   |          | 1        | 1           | #Error | 7.73%   | #Error    |
|             | POY2   | 3        | 1        | (2)         | 5.45%  | 11.15%  | 5.70%     |
|             | KML1   | 2        |          | (2)         | 7.09%  | #Error  | #Error    |
|             | PRT1   | 1        |          | (1)         | 11.62% | #Error  | #Error    |
|             | STP1   | 1        |          | (1)         | 10.30% | #Error  | #Error    |
|             | TDM1   | 4        |          | (4)         | 3.22%  | #Error  | #Error    |
|             | TVM1   |          |          |             | #Error | #Error  | #Error    |
|             | TVM2   | 2        |          | (2)         | 11.21% | #Error  | #Error    |
|             | ULP1   | 4        |          | (4)         | 9.05%  | #Error  | #Error    |
|             | VCM1   | 1        |          | (1)         | 10.39% | #Error  | #Error    |
|             | VPM1   |          |          |             | #Error | #Error  | #Error    |
|             | VPM2   |          |          |             | #Error | #Error  | #Error    |
|             | WHUT   |          | (1)      | (1)         | #Error | 16.73%  | #Error    |
|             | Total  | 27       | 15       | (12)        | 8.77%  | 9.08%   | 0.31%     |
| NORTH ARCOT |        |          |          |             |        |         |           |
|             | CGM1   | 2        | 1        | (1)         | 6.67%  | -11.23% | -17.90%   |
|             | KPM2   | 3        | 1        | (2)         | 9.72%  | 14.12%  | 4.40%     |
|             | SBR1   | 4        | 1        | (3)         | 9.07%  | 1.64%   | -7.43%    |
|             | TRL1   | 3        | 1        | (2)         | 5.94%  | 8.12%   | 2.18%     |
|             | TRT1   | 6        | 1        | (5)         | 6.33%  | 10.16%  | 3.82%     |
|             | ABR1   |          |          |             | #Error | #Error  | #Error    |
|             | AKM1   | 3        |          | (3)         | 10.21% | #Error  | #Error    |
|             | ANI1   | 2        |          | (2)         | 10.72% | #Error  | #Error    |
|             | ARC2   | 1        |          | (1)         | 4.27%  | #Error  | #Error    |
|             | BGR1   | 2        |          | (2)         | 4.27%  | #Error  | #Error    |
|             | CPT1   | 3        |          | (3)         | 11.70% | #Error  | #Error    |
|             | CYR1   | 4        |          | (4)         | 9.59%  | #Error  | #Error    |
|             | KPM1   |          |          |             | #Error | #Error  | #Error    |
|             | PLR1   | 3        |          | (3)         | 6.70%  | #Error  | #Error    |
|             | PTU1   |          |          |             | #Error | #Error  | #Error    |
|             | SLG1   | 1        |          | (1)         | 11.62% | #Error  | #Error    |
|             | TRR1   | 2        |          | (2)         | 0.60%  | #Error  | #Error    |
|             | UGI1   | 4        |          | (4)         | 13.09% | #Error  | #Error    |
|             | VEL1   | 4        |          | (4)         | 7.48%  | #Error  | #Error    |
|             | VEL2   | 4        |          | (4)         | 9.55%  | #Error  | #Error    |
|             | VNB1   | 1        |          | (1)         | 7.11%  | #Error  | #Error    |
|             | VSI1   | 1        |          | (1)         | 9.99%  | #Error  | #Error    |
|             | WJD1   | 1        |          | (1)         | 13.10% | #Error  | #Error    |
|             | WJP1   |          |          |             | #Error | #Error  | #Error    |
|             | GDM1   | 1        | (1)      | (2)         | 7.45%  | 9.26%   | 1.81%     |
|             | Total  | 55       | 4        | (51)        | 8.61%  | 1.65%   | -6.96%    |
| KL-SOUTH    |        |          |          |             |        |         |           |
|             | TVP1   | 7        | 1        | (6)         | 6.34%  | 9.22%   | 2.89%     |
|             | KLR1   |          |          |             | #Error | #Error  | #Error    |
|             | PAS1   | 2        |          | (2)         | 7.11%  | #Error  | #Error    |
|             | Total  | 9        | 1        | (8)         | 6.54%  | 9.22%   | 2.68%     |
|             | Total  | 726      | 319      | (407)       | 8.13%  | 8.46%   | 0.33%     |



