



# Fridge - Daily Sales Performance As on 02-04-2026 11:20:48 PM

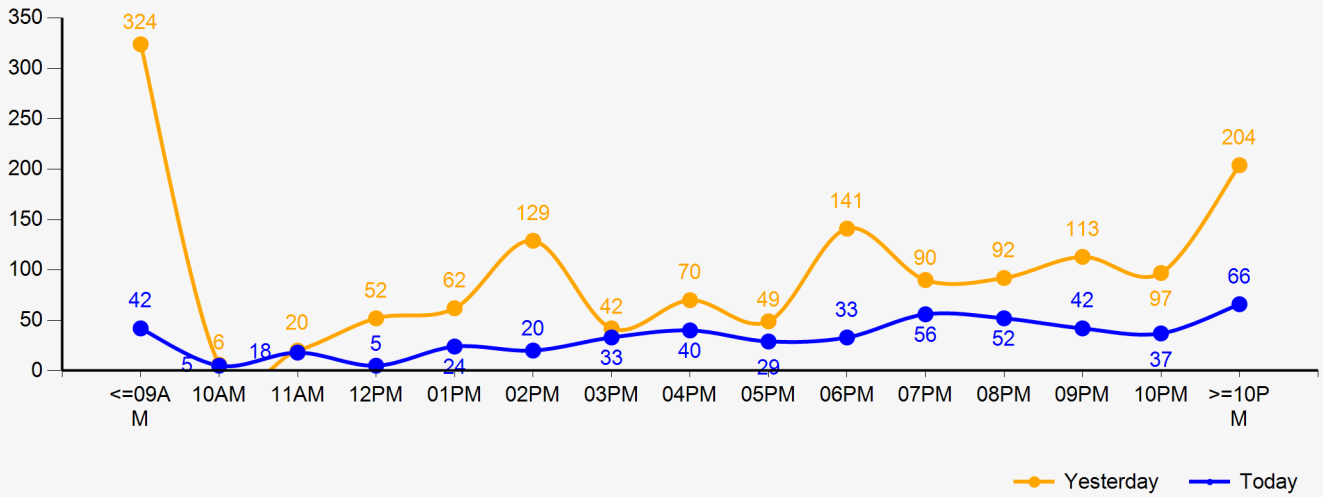
YD Sales : 1491

YD GP%: 7.00%

TD Sales : 502

TD GP%: 8.97%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales    | TD Sales   | TD-YD Sales  | YD GP%       | TD GP%       | TD-YD GP%    |
|---------------|-------------|------------|--------------|--------------|--------------|--------------|
| SOUTH-01      | 167         | 85         | (82)         | 7.36%        | 11.13%       | 3.78%        |
| SOUTH-03      | 177         | 56         | (121)        | 6.51%        | 9.39%        | 2.88%        |
| CHENNAI-01    | 133         | 50         | (83)         | 8.18%        | 0.27%        | -7.90%       |
| VIJAYAWADA-01 | 139         | 46         | (93)         | 4.95%        | 7.65%        | 2.69%        |
| TRICHY-01     | 164         | 45         | (119)        | 8.19%        | 10.35%       | 2.16%        |
| CHENNAI-02    | 102         | 42         | (60)         | 6.65%        | 12.12%       | 5.47%        |
| TIRUPATI-01   | 119         | 40         | (79)         | 7.07%        | 9.82%        | 2.75%        |
| WEST-01       | 103         | 33         | (70)         | 6.27%        | 8.67%        | 2.40%        |
| WEST-02       | 160         | 33         | (127)        | 6.83%        | 11.75%       | 4.92%        |
| NORTH ARCOT   | 83          | 29         | (54)         | 7.64%        | 12.85%       | 5.21%        |
| SOUTH ARCOT   | 105         | 21         | (84)         | 9.79%        | 10.52%       | 0.73%        |
| KL-NORTH      | 12          | 15         | 3            | -2.25%       | 0.08%        | 2.33%        |
| KL-SOUTH      | 27          | 7          | (20)         | 4.82%        | 6.67%        | 1.85%        |
| <b>Total</b>  | <b>1491</b> | <b>502</b> | <b>(989)</b> | <b>7.00%</b> | <b>8.97%</b> | <b>1.97%</b> |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|--------|----------|----------|-------------|--------|--------|-----------|--------|
| SOUTH-01   | TVL1   | 13       | 11       | (2)         | 7.33%  | 11.74% | 4.41%     |        |
|            | SVK1   | 6        | 7        | 1           | 7.01%  | 8.56%  | 1.55%     |        |
|            | TUT1   | 17       | 6        | (11)        | 9.77%  | 15.95% | 6.18%     |        |
|            | MAR1   | 3        | 5        | 2           | 3.28%  | 11.58% | 8.30%     |        |
|            | TUT2   | 9        | 5        | (4)         | 8.38%  | 3.09%  | -5.29%    |        |
|            | KVT1   | 7        | 4        | (3)         | 14.04% | 18.69% | 4.65%     |        |
|            | NGR1   | 8        | 4        | (4)         | 7.13%  | 10.67% | 3.54%     |        |
|            | PKD1   | 4        | 4        |             | 6.50%  | 8.19%  | 1.68%     |        |
|            | RPM1   | 6        | 4        | (2)         | 7.06%  | 10.19% | 3.13%     |        |
|            | VNR1   | 5        | 4        | (1)         | 11.57% | 9.90%  | -1.68%    |        |
|            | ERL2   |          |          | 3           | 3      | #Error | 15.47%    | #Error |
|            | RND1   | 6        | 3        | (3)         | 7.99%  | 8.88%  | 0.89%     |        |
|            | TKS1   | 6        | 3        | (3)         | 4.68%  | 7.79%  | 3.11%     |        |
|            | VNR2   | 6        | 3        | (3)         | 8.56%  | 11.57% | 3.00%     |        |
|            | ASM1   | 7        | 2        | (5)         | 5.14%  | 11.79% | 6.65%     |        |

| Sales Zone | Branch   | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |       |
|------------|----------|----------|----------|-------------|--------|--------|-----------|-------|
| SOUTH-01   | KYR1     | 5        | 2        | (3)         | 13.25% | 9.75%  | -3.49%    |       |
|            | SGT1     | 2        | 2        |             | 5.63%  | -0.40% | -6.03%    |       |
|            | TKS2     | 5        | 2        | (3)         | 9.14%  | 5.57%  | -3.57%    |       |
|            | VLV1     | 5        | 2        | (3)         | 6.89%  | 12.37% | 5.47%     |       |
|            | COL1     | 1        | 1        |             | 11.52% | 14.76% | 3.24%     |       |
|            | PDI1     | 1        | 1        |             | 22.05% | 9.42%  | -12.62%   |       |
|            | SKD1     | 3        | 1        | (2)         | 8.18%  | 15.10% | 6.92%     |       |
|            | SNL1     | 2        | 1        | (1)         | 2.67%  | 1.72%  | -0.95%    |       |
|            | STU2     | 2        | 1        | (1)         | 10.21% | 3.84%  | -6.38%    |       |
|            | TCN1     | 1        | 1        |             | 5.15%  | 14.86% | 9.71%     |       |
|            | TYI1     | 4        | 1        | (3)         | 1.79%  | 7.43%  | 5.64%     |       |
|            | UDN1     | 3        | 1        | (2)         | 8.50%  | 14.24% | 5.73%     |       |
|            | VKM1     | 1        | 1        |             | 11.14% | 8.57%  | -2.57%    |       |
|            | APK1     |          |          |             | #Error | #Error | #Error    |       |
|            | APK2     | 4        |          | (4)         | 5.77%  | #Error | #Error    |       |
|            | ARM1     | 1        |          | (1)         | 11.35% | #Error | #Error    |       |
|            | KGL1     | 7        |          | (7)         | 4.93%  | #Error | #Error    |       |
|            | KSM1     | 7        |          | (7)         | -1.41% | #Error | #Error    |       |
|            | MMT1     | 4        |          | (4)         | 9.52%  | #Error | #Error    |       |
|            | SDI1     | 3        |          | (3)         | 9.89%  | #Error | #Error    |       |
|            | TKY1     | 3        |          | (3)         | 6.66%  | #Error | #Error    |       |
|            | Total    | 167      | 85       | (82)        | 7.36%  | 11.13% | 3.78%     |       |
|            | SOUTH-03 | MPA1     | 9        | 12          | 3      | 7.09%  | 8.79%     | 1.70% |
|            |          | DGL1     | 8        | 11          | 3      | 5.08%  | 9.47%     | 4.39% |
| MDU1       |          | 19       | 6        | (13)        | 7.61%  | 7.83%  | 0.22%     |       |
| MDU2       |          | 9        | 5        | (4)         | 9.97%  | 10.77% | 0.80%     |       |
| DGL2       |          | 3        | 2        | (1)         | 8.22%  | 8.86%  | 0.64%     |       |
| KKD3       |          | 7        | 2        | (5)         | 11.75% | 6.21%  | -5.53%    |       |
| MDU4       |          | 2        | 2        |             | 9.70%  | 11.26% | 1.56%     |       |
| MDU5       |          | 3        | 2        | (1)         | 13.06% | 10.78% | -2.28%    |       |
| MLR1       |          | 3        | 2        | (1)         | 1.81%  | 7.35%  | 5.54%     |       |
| TEN1       |          | 4        | 2        | (2)         | 11.02% | 12.74% | 1.72%     |       |
| TPT1       |          | 10       | 2        | (8)         | 5.63%  | 10.73% | 5.11%     |       |
| USL1       |          | 8        | 2        | (6)         | 4.33%  | 8.82%  | 4.49%     |       |
| BNR1       |          | 2        | 1        | (1)         | 1.26%  | 19.80% | 18.54%    |       |
| DKI1       |          | 1        | 1        |             | -1.81% | 10.01% | 11.82%    |       |
| MDU6       |          | 7        | 1        | (6)         | 8.62%  | 11.62% | 3.00%     |       |
| MNM1       |          | 4        | 1        | (3)         | 10.28% | 11.82% | 1.54%     |       |
| PNI1       |          |          | 1        | 1           | #Error | 10.65% | #Error    |       |
| SGP1       |          | 4        | 1        | (3)         | 9.19%  | 16.18% | 6.99%     |       |
| TDI1       |          | 1        | 1        |             | 7.76%  | 9.19%  | 1.44%     |       |
| ADP1       |          | 2        |          | (2)         | 9.96%  | #Error | #Error    |       |
| ATG1       |          | 6        |          | (6)         | 1.13%  | #Error | #Error    |       |
| BTU1       |          | 6        |          | (6)         | 5.16%  | #Error | #Error    |       |
| CBM1       |          | 5        |          | (5)         | 12.68% | #Error | #Error    |       |
| CMR1       |          | 5        |          | (5)         | 5.54%  | #Error | #Error    |       |
| KPT1       |          | 2        |          | (2)         | 3.65%  | #Error | #Error    |       |
| KRR1       |          | 5        |          | (5)         | -3.03% | #Error | #Error    |       |

| Sales Zone | Branch     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | KYK1       | 3        |          | (3)         | 4.11%  | #Error | #Error    |
|            | MDU3       | 6        |          | (6)         | 6.76%  | #Error | #Error    |
|            | MDU7       | 7        |          | (7)         | 7.31%  | #Error | #Error    |
|            | NKI1       | 2        |          | (2)         | 6.08%  | #Error | #Error    |
|            | NTM1       | 3        |          | (3)         | 7.47%  | #Error | #Error    |
|            | ODM1       |          |          |             | #Error | #Error | #Error    |
|            | PKM1       | 1        |          | (1)         | 8.18%  | #Error | #Error    |
|            | PNV2       | 2        |          | (2)         | 10.87% | #Error | #Error    |
|            | PVI1       | 7        |          | (7)         | 2.07%  | #Error | #Error    |
|            | SVG1       | 2        |          | (2)         | -6.09% | #Error | #Error    |
|            | TEN2       | 6        |          | (6)         | 5.64%  | #Error | #Error    |
|            | TMM1       | 4        |          | (4)         | 11.99% | #Error | #Error    |
|            | WHMD       | (1)      | (1)      |             | 14.43% | 19.84% | 5.41%     |
|            | Total      | 177      | 56       | (121)       | 6.51%  | 9.39%  | 2.88%     |
|            | CHENNAI-01 | WHC3     |          | 11          | 11     | #Error | -83.25%   |
| CH08       |            | 7        | 5        | (2)         | 6.50%  | 15.88% | 9.38%     |
| CH05       |            | 10       | 4        | (6)         | 14.21% | 14.81% | 0.60%     |
| CH22       |            | 5        | 4        | (1)         | 2.69%  | 3.50%  | 0.81%     |
| CH45       |            | 5        | 4        | (1)         | 6.57%  | 12.74% | 6.17%     |
| CH14       |            | 6        | 3        | (3)         | 12.99% | 14.68% | 1.69%     |
| CH19       |            | 7        | 2        | (5)         | 5.63%  | 10.52% | 4.89%     |
| CH48       |            | 3        | 2        | (1)         | 6.49%  | 21.58% | 15.09%    |
| CH49       |            | 6        | 2        | (4)         | 12.69% | 11.42% | -1.27%    |
| CZWH       |            |          | 2        | 2           | #Error | -4.51% | #Error    |
| AVD1       |            | 6        | 1        | (5)         | 8.28%  | 0.60%  | -7.68%    |
| CH07       |            | 6        | 1        | (5)         | 4.73%  | 12.99% | 8.26%     |
| CH16       |            | 13       | 1        | (12)        | 8.08%  | 17.26% | 9.19%     |
| CH25       |            | 9        | 1        | (8)         | 6.44%  | -3.02% | -9.46%    |
| CH28       |            | 4        | 1        | (3)         | 4.10%  | 15.32% | 11.22%    |
| CH35       |            | 2        | 1        | (1)         | 14.01% | 24.59% | 10.59%    |
| CH39       |            | 2        | 1        | (1)         | 15.14% | 3.90%  | -11.24%   |
| CH40       |            | 1        | 1        |             | -0.98% | 16.18% | 17.16%    |
| CH42       |            | 6        | 1        | (5)         | 7.54%  | 12.02% | 4.48%     |
| CH47       |            | 2        | 1        | (1)         | 19.62% | 9.85%  | -9.78%    |
| MRM1       |            | 7        | 1        | (6)         | 3.66%  | 16.16% | 12.50%    |
| SKL1       |            | 5        | 1        | (4)         | 9.46%  | 16.68% | 7.22%     |
| CGL1       |            | 3        |          | (3)         | 2.29%  | #Error | #Error    |
| CH26       |            | 2        |          | (2)         | -4.39% | #Error | #Error    |
| CH29       |            |          |          |             | #Error | #Error | #Error    |
| CH30       |            | 3        |          | (3)         | 6.52%  | #Error | #Error    |
| CH37       |            | 5        |          | (5)         | 9.84%  | #Error | #Error    |
| CH38       |            | 3        |          | (3)         | 8.05%  | #Error | #Error    |
| GUD1       |            | 4        |          | (4)         | 9.32%  | #Error | #Error    |
| GUD2       |            |          |          |             | #Error | #Error | #Error    |
| KNR1       |            |          |          |             | #Error | #Error | #Error    |
| MC09       |            |          |          |             | #Error | #Error | #Error    |
| MC10       |            |          |          |             | #Error | #Error | #Error    |
| TKM1       | 5          |          | (5)      | 18.34%      | #Error | #Error |           |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01    | WCHN   | (4)      | (1)      | 3           | 9.86%  | 15.16%  | 5.30%     |
|               | Total  | 133      | 50       | (83)        | 8.18%  | 0.27%   | -7.90%    |
| VIJAYAWADA-01 | BPP1   | 5        | 3        | (2)         | -0.78% | 7.24%   | 8.02%     |
|               | NRT1   | 3        | 3        |             | 2.93%  | 3.89%   | 0.96%     |
|               | RAL1   | 4        | 3        | (1)         | 11.36% | 6.41%   | -4.95%    |
|               | DPE1   |          | 2        | 2           | #Error | 10.62%  | #Error    |
|               | GDV1   | 1        | 2        | 1           | 5.96%  | 3.44%   | -2.52%    |
|               | JPT1   | 5        | 2        | (3)         | 1.37%  | 9.94%   | 8.57%     |
|               | OGL1   | 1        | 2        | 1           | 2.48%  | 16.25%  | 13.77%    |
|               | PPM1   | 2        | 2        |             | 1.75%  | 15.91%  | 14.17%    |
|               | PRL1   | 6        | 2        | (4)         | 2.16%  | 6.28%   | 4.11%     |
|               | RMV1   | 7        | 2        | (5)         | 1.50%  | 4.76%   | 3.26%     |
|               | CKT1   | 6        | 1        | (5)         | 2.55%  | 7.18%   | 4.63%     |
|               | CRL1   | 9        | 1        | (8)         | 5.37%  | 14.59%  | 9.22%     |
|               | ELU1   | 3        | 1        | (2)         | 5.75%  | -12.32% | -18.07%   |
|               | GNT1   | 5        | 1        | (4)         | 6.03%  | -2.88%  | -8.91%    |
|               | GNT2   | 4        | 1        | (3)         | 4.40%  | 7.26%   | 2.86%     |
|               | GVM1   | 7        | 1        | (6)         | 10.02% | 13.21%  | 3.20%     |
|               | JGG1   | 1        | 1        |             | 5.38%  | 6.53%   | 1.15%     |
|               | KND1   | 1        | 1        |             | 1.54%  | 7.65%   | 6.12%     |
|               | MTM1   | 3        | 1        | (2)         | 4.32%  | 12.89%  | 8.57%     |
|               | NPR1   | 1        | 1        |             | 2.48%  | 7.95%   | 5.46%     |
|               | PAP1   | 8        | 1        | (7)         | 4.96%  | 8.88%   | 3.91%     |
|               | PNR1   |          | 1        | 1           | #Error | -2.06%  | #Error    |
|               | TEL1   | 3        | 1        | (2)         | 6.54%  | 10.33%  | 3.79%     |
|               | TNI1   | 2        | 1        | (1)         | 3.21%  | 17.56%  | 14.35%    |
|               | TNK1   | 11       | 1        | (10)        | 3.64%  | 3.46%   | -0.18%    |
|               | TVU1   | 7        | 1        | (6)         | 8.97%  | 2.78%   | -6.18%    |
|               | VJW1   | 2        | 1        | (1)         | 6.36%  | 11.96%  | 5.60%     |
|               | VJW2   | 2        | 1        | (1)         | 3.81%  | 4.70%   | 0.89%     |
|               | VJW3   | 4        | 1        | (3)         | 10.12% | 11.68%  | 1.56%     |
|               | VJW4   | 5        | 1        | (4)         | -1.17% | 17.18%  | 18.35%    |
|               | VJW5   | 2        | 1        | (1)         | 9.05%  | 19.80%  | 10.76%    |
|               | VKN1   | 3        | 1        | (2)         | 8.04%  | 17.33%  | 9.29%     |
|               | VUY1   | 1        | 1        |             | 8.34%  | 1.50%   | -6.84%    |
| AMP1          |        |          |          | #Error      | #Error | #Error  |           |
| BVR1          | 11     |          | (11)     | 9.82%       | #Error | #Error  |           |
| TDD1          | 4      |          | (4)      | 4.39%       | #Error | #Error  |           |
| Total         | 139    | 46       | (93)     | 4.95%       | 7.65%  | 2.69%   |           |
| TRICHY-01     | TRY1   | 23       | 7        | (16)        | 8.33%  | 9.66%   | 1.32%     |
|               | PBR2   | 13       | 5        | (8)         | 10.14% | 9.04%   | -1.10%    |
|               | TNJ1   | 5        | 5        |             | 5.46%  | 12.90%  | 7.44%     |
|               | KUM1   | 7        | 4        | (3)         | 11.73% | 5.53%   | -6.20%    |
|               | TVR2   | 12       | 4        | (8)         | 7.70%  | 12.62%  | 4.91%     |
|               | TYR1   | 6        | 4        | (2)         | 7.27%  | 6.07%   | -1.20%    |
|               | MVM1   | 11       | 3        | (8)         | 13.09% | 12.38%  | -0.71%    |

| Sales Zone | Branch     | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |       |
|------------|------------|----------|----------|-------------|---------|--------|-----------|-------|
| TRICHY-01  | TRY4       | 4        | 3        | (1)         | 7.16%   | 17.53% | 10.37%    |       |
|            | ORU1       | 4        | 2        | (2)         | 11.70%  | 11.54% | -0.16%    |       |
|            | APM1       | 3        | 1        | (2)         | 3.84%   | 11.76% | 7.91%     |       |
|            | MDI1       | 8        | 1        | (7)         | 13.20%  | 17.45% | 4.25%     |       |
|            | NCK1       | 6        | 1        | (5)         | 4.09%   | 9.83%  | 5.74%     |       |
|            | NGT1       | 4        | 1        | (3)         | 13.51%  | 20.03% | 6.52%     |       |
|            | PBR1       | 3        | 1        | (2)         | 6.99%   | 4.99%  | -2.00%    |       |
|            | PDK1       | 4        | 1        | (3)         | 10.26%  | 14.59% | 4.33%     |       |
|            | TTP1       | 6        | 1        | (5)         | 6.72%   | 14.50% | 7.78%     |       |
|            | TVR1       | 4        | 1        | (3)         | 9.41%   | 9.63%  | 0.21%     |       |
|            | AYR1       | 4        |          | (4)         | 3.70%   | #Error | #Error    |       |
|            | JKM1       | 7        |          | (7)         | 7.32%   | #Error | #Error    |       |
|            | KIK1       | 5        |          | (5)         | 1.53%   | #Error | #Error    |       |
|            | KRN1       | 1        |          | (1)         | 10.15%  | #Error | #Error    |       |
|            | MSI1       | 4        |          | (4)         | 13.67%  | #Error | #Error    |       |
|            | NMM1       | 6        |          | (6)         | 5.29%   | #Error | #Error    |       |
|            | PTK1       | 2        |          | (2)         | 4.93%   | #Error | #Error    |       |
|            | TNJ2       | 11       |          | (11)        | 6.69%   | #Error | #Error    |       |
|            | TRY2       |          |          |             | #Error  | #Error | #Error    |       |
|            | TRY3       | 1        |          | (1)         | -8.14%  | #Error | #Error    |       |
|            | Total      | 164      | 45       | (119)       | 8.19%   | 10.35% | 2.16%     |       |
|            | CHENNAI-02 | CH03     | 9        | 6           | (3)     | 9.76%  | 12.28%    | 2.52% |
|            |            | CH15     | 6        | 6           |         | 8.83%  | 13.09%    | 4.27% |
| CH21       |            | 2        | 5        | 3           | 1.70%   | 11.63% | 9.93%     |       |
| CH34       |            | 3        | 3        |             | 5.05%   | 13.93% | 8.88%     |       |
| CH43       |            | 4        | 3        | (1)         | 11.07%  | 10.57% | -0.50%    |       |
| CH12       |            | 1        | 2        | 1           | 11.35%  | 3.77%  | -7.58%    |       |
| CH17       |            | 5        | 2        | (3)         | 11.53%  | 24.58% | 13.04%    |       |
| CH18       |            | 4        | 2        | (2)         | 12.66%  | 3.13%  | -9.53%    |       |
| CH24       |            | 7        | 2        | (5)         | 8.50%   | 14.89% | 6.39%     |       |
| CH33       |            | 5        | 2        | (3)         | 7.24%   | 12.32% | 5.09%     |       |
| CH51       |            | 3        | 2        | (1)         | -1.76%  | 16.89% | 18.65%    |       |
| GPD1       |            |          | 2        | 2           | #Error  | 5.78%  | #Error    |       |
| UKI1       |            |          | 2        | 2           | #Error  | 17.35% | #Error    |       |
| CH20       |            | 5        | 1        | (4)         | 5.06%   | 14.92% | 9.86%     |       |
| CH50       |            | 6        | 1        | (5)         | 7.97%   | 23.95% | 15.98%    |       |
| PON1       |            | 2        | 1        | (1)         | 7.94%   | 13.01% | 5.07%     |       |
| CH01       |            | 1        |          | (1)         | -11.55% | #Error | #Error    |       |
| CH06       |            | 12       |          | (12)        | 6.41%   | #Error | #Error    |       |
| CH23       |            | 2        |          | (2)         | 18.59%  | #Error | #Error    |       |
| CH27       |            | 6        |          | (6)         | 9.83%   | #Error | #Error    |       |
| CH31       |            | 2        |          | (2)         | 4.77%   | #Error | #Error    |       |
| CH32       |            |          |          |             | #Error  | #Error | #Error    |       |
| CH36       |            | 2        |          | (2)         | -2.96%  | #Error | #Error    |       |
| CH41       |            | 2        |          | (2)         | -10.09% | #Error | #Error    |       |
| CH44       |            | 5        |          | (5)         | 1.31%   | #Error | #Error    |       |
| CH46       |            | 6        |          | (6)         | 8.67%   | #Error | #Error    |       |
| MC05       |            |          |          |             | #Error  | #Error | #Error    |       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-02  | MC06   |          |          |             | #Error | #Error  | #Error    |
|             | MJR1   | 2        |          | (2)         | 2.17%  | #Error  | #Error    |
|             | Total  | 102      | 42       | (60)        | 6.65%  | 12.12%  | 5.47%     |
| TIRUPATI-01 | TPY2   | 6        | 5        | (1)         | 4.07%  | 3.96%   | -0.11%    |
|             | PDT1   | 3        | 4        | 1           | 7.98%  | 17.74%  | 9.76%     |
|             | CTO1   | 7        | 3        | (4)         | 10.31% | 19.68%  | 9.36%     |
|             | BVL1   | 1        | 2        | 1           | 9.40%  | 12.22%  | 2.82%     |
|             | KAR1   | 4        | 2        | (2)         | 16.80% | 14.76%  | -2.04%    |
|             | KNL1   | 4        | 2        | (2)         | 8.45%  | 10.17%  | 1.72%     |
|             | KOU1   | 2        | 2        |             | 3.85%  | 18.43%  | 14.58%    |
|             | MPL1   | 5        | 2        | (3)         | 8.56%  | -11.14% | -19.69%   |
|             | NLR1   | 4        | 2        | (2)         | 5.69%  | 6.46%   | 0.77%     |
|             | PIL1   | 9        | 2        | (7)         | 8.27%  | 5.38%   | -2.89%    |
|             | PUT1   | 3        | 2        | (1)         | 8.06%  | 14.17%  | 6.10%     |
|             | RCY1   | 3        | 2        | (1)         | 2.01%  | 0.28%   | -1.73%    |
|             | RJP1   | 6        | 2        | (4)         | 6.53%  | 12.26%  | 5.73%     |
|             | ADI1   | 2        | 1        | (1)         | 4.19%  | 12.71%  | 8.52%     |
|             | ATP1   | 3        | 1        | (2)         | 9.35%  | 11.75%  | 2.41%     |
|             | DHN1   | 8        | 1        | (7)         | 1.90%  | 13.05%  | 11.15%    |
|             | GTL1   | 3        | 1        | (2)         | 6.69%  | 0.14%   | -6.55%    |
|             | KDR1   | 1        | 1        |             | 8.26%  | 17.20%  | 8.94%     |
|             | NDL1   | 5        | 1        | (4)         | 7.32%  | 12.36%  | 5.04%     |
|             | NYP1   | 4        | 1        | (3)         | 4.45%  | 13.42%  | 8.97%     |
|             | TPY1   | 8        | 1        | (7)         | 9.77%  | 23.81%  | 14.04%    |
|             | KDA1   | 2        |          | (2)         | 10.51% | #Error  | #Error    |
|             | KHT1   | 4        |          | (4)         | 8.02%  | #Error  | #Error    |
|             | KNL2   | 2        |          | (2)         | 8.26%  | #Error  | #Error    |
|             | KVL1   | 3        |          | (3)         | 0.57%  | #Error  | #Error    |
|             | PGR1   | 5        |          | (5)         | 9.49%  | #Error  | #Error    |
|             | PMR1   | 6        |          | (6)         | 9.05%  | #Error  | #Error    |
|             | SPE1   | 5        |          | (5)         | 1.47%  | #Error  | #Error    |
|             | TPI1   | 2        |          | (2)         | 6.58%  | #Error  | #Error    |
|             | VKI1   |          |          |             | #Error | #Error  | #Error    |
|             | WHRN   | (1)      |          | 1           | 10.65% | #Error  | #Error    |
| Total       | 119    | 40       | (79)     | 7.07%       | 9.82%  | 2.75%   |           |
| WEST-01     | CBE2   | 12       | 6        | (6)         | 9.06%  | 4.47%   | -4.58%    |
|             | TPR1   | 4        | 4        |             | 7.12%  | 5.92%   | -1.20%    |
|             | KMR1   | 5        | 3        | (2)         | 3.60%  | 14.03%  | 10.42%    |
|             | AVI1   | 2        | 2        |             | -3.15% | 4.31%   | 7.46%     |
|             | CBE3   | 2        | 2        |             | 7.32%  | 10.82%  | 3.49%     |
|             | CBE4   | 10       | 2        | (8)         | 3.70%  | 8.97%   | 5.27%     |
|             | MPM1   | 3        | 2        | (1)         | 7.46%  | 8.22%   | 0.76%     |
|             | PLI1   | 5        | 2        | (3)         | 8.95%  | 11.07%  | 2.12%     |
|             | TPR3   | 3        | 2        | (1)         | 4.86%  | 10.42%  | 5.56%     |
|             | CBE6   | 6        | 1        | (5)         | 6.97%  | 1.56%   | -5.41%    |
|             | KGM1   | 5        | 1        | (4)         | 15.21% | 10.80%  | -4.41%    |
|             | SNR1   | 6        | 1        | (5)         | 7.49%  | 15.50%  | 8.02%     |
|             | SUL1   | 1        | 1        |             | 10.25% | 19.40%  | 9.15%     |

| Sales Zone | Branch  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |       |
|------------|---------|----------|----------|-------------|--------|--------|-----------|-------|
| WEST-01    | TPR2    |          | 1        | 1           | #Error | 11.29% | #Error    |       |
|            | TPR4    | 5        | 1        | (4)         | 4.80%  | 6.72%  | 1.92%     |       |
|            | UAM1    | 4        | 1        | (3)         | 11.08% | 18.90% | 7.82%     |       |
|            | UMP1    | 3        | 1        | (2)         | -2.53% | 9.92%  | 12.45%    |       |
|            | ANR1    | 2        |          | (2)         | 13.86% | #Error | #Error    |       |
|            | CBE1    | 4        |          | (4)         | 6.69%  | #Error | #Error    |       |
|            | CBE5    | 3        |          | (3)         | 6.49%  | #Error | #Error    |       |
|            | CNR1    |          |          |             | #Error | #Error | #Error    |       |
|            | DPM2    | 2        |          | (2)         | 15.17% | #Error | #Error    |       |
|            | GBM1    | 2        |          | (2)         | 8.21%  | #Error | #Error    |       |
|            | GDR1    | 3        |          | (3)         | 0.91%  | #Error | #Error    |       |
|            | KGI1    |          |          |             | #Error | #Error | #Error    |       |
|            | KMD1    | 4        |          | (4)         | 0.90%  | #Error | #Error    |       |
|            | PDM1    | 4        |          | (4)         | 18.07% | #Error | #Error    |       |
|            | PPI1    | 3        |          | (3)         | -5.20% | #Error | #Error    |       |
|            | SYM2    | 2        |          | (2)         | 0.97%  | #Error | #Error    |       |
|            | WHCB    | (2)      |          | 2           | 21.89% | #Error | #Error    |       |
|            | Total   | 103      | 33       | (70)        | 6.27%  | 8.67%  | 2.40%     |       |
|            | WEST-02 | HSR2     | 7        | 5           | (2)    | 9.66%  | 10.91%    | 1.26% |
|            |         | MCR1     | 3        | 3           |        | 12.91% | 16.85%    | 3.94% |
| SLM1       |         | 14       | 3        | (11)        | 5.66%  | 12.29% | 6.62%     |       |
| ERD2       |         | 4        | 2        | (2)         | 8.79%  | 7.02%  | -1.77%    |       |
| KVP1       |         | 4        | 2        | (2)         | 8.78%  | 19.45% | 10.67%    |       |
| MTR1       |         |          | 2        | 2           | #Error | 8.21%  | #Error    |       |
| ATU1       |         | 11       | 1        | (10)        | 9.35%  | -9.28% | -18.63%   |       |
| CMI1       |         | 3        | 1        | (2)         | 4.94%  | 13.09% | 8.15%     |       |
| DPR2       |         | 3        | 1        | (2)         | 1.06%  | 20.41% | 19.36%    |       |
| ERD1       |         | 6        | 1        | (5)         | 3.59%  | 2.88%  | -0.71%    |       |
| HSR1       |         | 6        | 1        | (5)         | -0.73% | 9.29%  | 10.02%    |       |
| KAM1       |         | 3        | 1        | (2)         | 0.27%  | 19.99% | 19.73%    |       |
| KRI1       |         | 10       | 1        | (9)         | -0.13% | 8.18%  | 8.30%     |       |
| NKL2       |         | 6        | 1        | (5)         | 9.37%  | 19.34% | 9.98%     |       |
| PLC1       |         | 4        | 1        | (3)         | 15.22% | 18.23% | 3.01%     |       |
| PMP1       |         | 2        | 1        | (1)         | 9.42%  | 6.72%  | -2.70%    |       |
| SGG1       |         | 3        | 1        | (2)         | 4.97%  | 3.04%  | -1.93%    |       |
| SGI1       |         | 4        | 1        | (3)         | 14.47% | 18.16% | 3.69%     |       |
| SLM2       |         | 6        | 1        | (5)         | 7.43%  | 20.85% | 13.42%    |       |
| TCG1       |         | 1        | 1        |             | 3.53%  | 10.17% | 6.64%     |       |
| TRM1       |         | 4        | 1        | (3)         | 16.91% | 9.46%  | -7.45%    |       |
| VKL1       |         |          | 1        | 1           | #Error | 15.10% | #Error    |       |
| APN1       |         | 5        |          | (5)         | 3.44%  | #Error | #Error    |       |
| BMD1       |         | 2        |          | (2)         | 16.15% | #Error | #Error    |       |
| DPR1       |         | 6        |          | (6)         | 9.71%  | #Error | #Error    |       |
| EDP1       |         | 3        |          | (3)         | 4.87%  | #Error | #Error    |       |
| EPI1       |         | 7        |          | (7)         | 0.09%  | #Error | #Error    |       |
| HRR1       |         | 1        |          | (1)         | 15.45% | #Error | #Error    |       |
| KMM1       |         | 6        |          | (6)         | 5.70%  | #Error | #Error    |       |
| OML1       |         | 5        |          | (5)         | 7.52%  | #Error | #Error    |       |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |        |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|--------|
| WEST-02     | PDR1   | 1        |          | (1)         | 7.76%  | #Error  | #Error    |        |
|             | RSP1   | 5        |          | (5)         | 5.93%  | #Error  | #Error    |        |
|             | SLM3   | 3        |          | (3)         | 14.88% | #Error  | #Error    |        |
|             | VPD1   | 8        |          | (8)         | 9.60%  | #Error  | #Error    |        |
|             | WHKP   | 4        |          | (4)         | 11.33% | #Error  | #Error    |        |
|             | Total  | 160      | 33       | (127)       | 6.83%  | 11.75%  | 4.92%     |        |
| NORTH ARCOT | PLR1   | 3        | 4        | 1           | 2.71%  | 12.70%  | 9.99%     |        |
|             | VEL2   | 3        | 4        | 1           | 18.40% | 8.38%   | -10.02%   |        |
|             | GDM1   | 5        | 3        | (2)         | 9.67%  | 15.06%  | 5.39%     |        |
|             | KPM2   | 2        | 3        | 1           | -1.83% | 2.65%   | 4.48%     |        |
|             | ABR1   | 4        | 2        | (2)         | 4.42%  | 10.84%  | 6.42%     |        |
|             | TRR1   | 9        | 2        | (7)         | 11.44% | 16.14%  | 4.70%     |        |
|             | AKM1   | 3        | 1        | (2)         | 6.25%  | 15.97%  | 9.73%     |        |
|             | ANI1   | 4        | 1        | (3)         | 10.17% | 19.34%  | 9.18%     |        |
|             | ARC2   | 5        | 1        | (4)         | 4.55%  | 13.40%  | 8.85%     |        |
|             | CGM1   | 3        | 1        | (2)         | 5.36%  | 8.22%   | 2.87%     |        |
|             | SBR1   | 5        | 1        | (4)         | 6.54%  | 23.71%  | 17.17%    |        |
|             | TRL1   | 7        | 1        | (6)         | 8.06%  | 12.63%  | 4.57%     |        |
|             | TRT1   | 1        | 1        |             | 6.03%  | 17.86%  | 11.83%    |        |
|             | UGI1   |          | 1        | 1           | #Error | 17.08%  | #Error    |        |
|             | VEL1   | 4        | 1        | (3)         | -3.57% | 17.68%  | 21.25%    |        |
|             | VNB1   | 4        | 1        | (3)         | 12.89% | 17.29%  | 4.40%     |        |
|             | VSI1   | 8        | 1        | (7)         | 11.14% | 12.33%  | 1.19%     |        |
|             | WJD1   | 1        | 1        |             | 22.34% | 21.22%  | -1.12%    |        |
|             | BGR1   | 1        |          | (1)         | 3.53%  | #Error  | #Error    |        |
|             | CPT1   | 3        |          | (3)         | 5.48%  | #Error  | #Error    |        |
|             | CYR1   | 2        |          | (2)         | 6.03%  | #Error  | #Error    |        |
|             | KPM1   | 2        |          | (2)         | 6.52%  | #Error  | #Error    |        |
|             | PTU1   | 1        |          | (1)         | 13.28% | #Error  | #Error    |        |
|             | SLG1   | 1        |          | (1)         | 7.76%  | #Error  | #Error    |        |
|             | WJP1   | 2        |          | (2)         | 8.13%  | #Error  | #Error    |        |
|             | WHVL   |          |          | (1)         | (1)    | #Error  | 15.45%    | #Error |
|             | Total  | 83       | 29       | (54)        | 7.64%  | 12.85%  | 5.21%     |        |
| SOUTH ARCOT | CUD1   | 11       | 3        | (8)         | 11.60% | 16.91%  | 5.31%     |        |
|             | VCM1   | 3        | 3        |             | 18.37% | 17.03%  | -1.35%    |        |
|             | CDM1   | 9        | 2        | (7)         | 9.18%  | 6.02%   | -3.16%    |        |
|             | KKI2   | 9        | 2        | (7)         | 10.50% | 17.08%  | 6.58%     |        |
|             | KML1   | 12       | 2        | (10)        | 6.94%  | 22.34%  | 15.40%    |        |
|             | POY2   | 4        | 2        | (2)         | 15.00% | 8.02%   | -6.98%    |        |
|             | TRK1   | 6        | 2        | (4)         | 10.96% | 15.99%  | 5.03%     |        |
|             | NVL2   | 6        | 1        | (5)         | 11.38% | 17.26%  | 5.88%     |        |
|             | PRT1   | 3        | 1        | (2)         | 9.04%  | 10.15%  | 1.11%     |        |
|             | SJI2   | 2        | 1        | (1)         | 16.10% | 0.00%   | -16.10%   |        |
|             | TVM1   | 1        | 1        |             | 8.18%  | -13.26% | -21.43%   |        |
|             | TVM2   |          | 1        | 1           | #Error | 13.74%  | #Error    |        |
|             | ULP1   | 9        | 1        | (8)         | 9.25%  | 21.22%  | 11.96%    |        |
|             | KLM1   | 10       |          | (10)        | 10.82% | #Error  | #Error    |        |
|             | MKM1   | 4        |          | (4)         | 5.43%  | #Error  | #Error    |        |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|--------|
| SOUTH ARCOT | POY1   | 5        |          | (5)         | 11.90% | #Error | #Error    |        |
|             | STP1   | 1        |          | (1)         | 0.60%  | #Error | #Error    |        |
|             | TDM1   | 5        |          | (5)         | 5.09%  | #Error | #Error    |        |
|             | VPM1   | 1        |          | (1)         | 11.78% | #Error | #Error    |        |
|             | VPM2   | 4        |          | (4)         | 9.20%  | #Error | #Error    |        |
|             | WHUT   |          |          | (1)         | (1)    | #Error | 15.45%    | #Error |
|             | Total  | 105      | 21       | (84)        | 9.79%  | 10.52% | 0.73%     |        |
| KL-NORTH    | KZD1   | 12       | 16       | 4           | -2.25% | -0.08% | 2.17%     |        |
|             | WHKZ   |          | (1)      | (1)         | #Error | -3.86% | #Error    |        |
|             | Total  | 12       | 15       | 3           | -2.25% | 0.08%  | 2.33%     |        |
| KL-SOUTH    | TVP1   | 11       | 3        | (8)         | 2.52%  | 8.29%  | 5.77%     |        |
|             | KLR1   | 5        | 2        | (3)         | 3.91%  | 4.01%  | 0.09%     |        |
|             | PAS1   | 9        | 2        | (7)         | 8.18%  | 8.98%  | 0.80%     |        |
|             | PNL1   | 2        |          | (2)         | 7.76%  | #Error | #Error    |        |
|             | Total  | 27       | 7        | (20)        | 4.82%  | 6.67%  | 1.85%     |        |
| Total       | 1491   | 502      | (989)    | 7.00%       | 8.97%  | 1.97%  |           |        |