

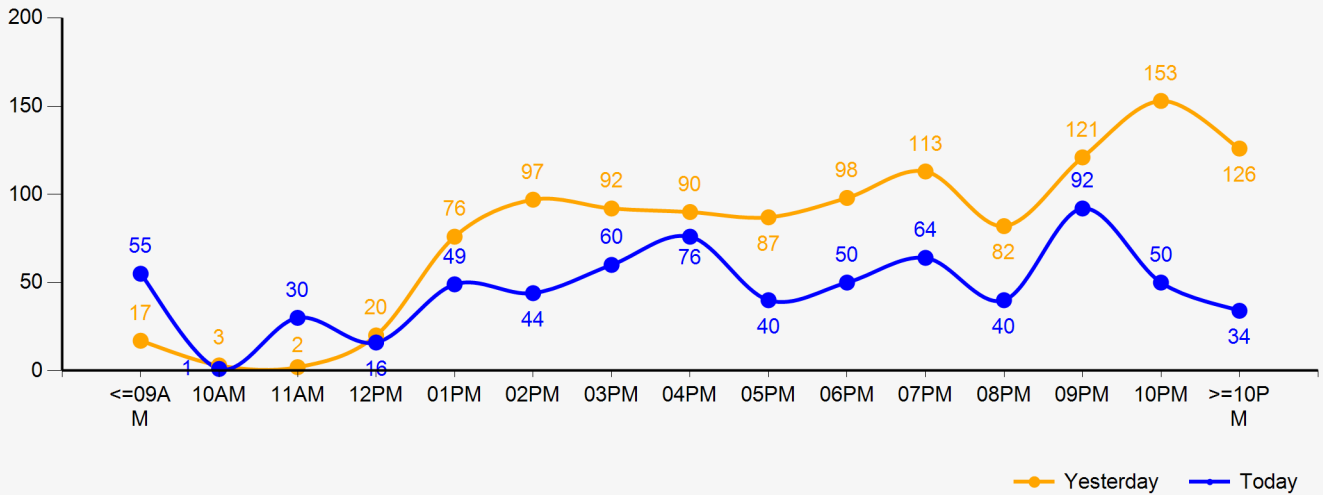
YD Sales : 1177

YD GP%: 8.97%

TD Sales : 701

TD GP%: 8.38%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | 222      | 123      | (99)        | 3.34%  | 2.66%  | -0.67%    |
| SOUTH-03      | 113      | 115      | 2           | 10.97% | 9.93%  | -1.04%    |
| TIRUPATI-01   | 130      | 102      | (28)        | 4.70%  | 3.98%  | -0.71%    |
| SOUTH-01      | 125      | 76       | (49)        | 11.19% | 9.89%  | -1.30%    |
| CHENNAI-01    | 95       | 57       | (38)        | 12.08% | 11.13% | -0.94%    |
| TRICHY-01     | 99       | 54       | (45)        | 10.93% | 11.62% | 0.69%     |
| WEST-02       | 97       | 49       | (48)        | 11.21% | 12.53% | 1.33%     |
| CHENNAI-02    | 86       | 36       | (50)        | 12.03% | 12.91% | 0.88%     |
| SOUTH ARCOT   | 55       | 30       | (25)        | 12.44% | 12.42% | -0.01%    |
| NORTH ARCOT   | 70       | 29       | (41)        | 12.01% | 12.30% | 0.29%     |
| WEST-01       | 83       | 27       | (56)        | 12.30% | 11.02% | -1.27%    |
| KL-SOUTH      | 2        | 3        | 1           | 7.90%  | 5.93%  | -1.97%    |
| Total         | 1177     | 701      | (476)       | 8.97%  | 8.38%  | -0.60%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | BVR1   | 15       | 20       | 5           | -4.47% | -2.65% | 1.82%     |
|               | RMV1   | 4        | 13       | 9           | 3.32%  | 3.06%  | -0.26%    |
|               | TNK1   | 12       | 9        | (3)         | 1.21%  | 4.45%  | 3.24%     |
|               | NPR1   | 5        | 8        | 3           | 4.35%  | 7.48%  | 3.13%     |
|               | TDD1   | 1        | 6        | 5           | -3.21% | -5.07% | -1.86%    |
|               | TVU1   | 2        | 5        | 3           | 11.91% | 9.49%  | -2.42%    |
|               | CRL1   | 8        | 4        | (4)         | 1.12%  | 3.39%  | 2.26%     |
|               | ELU1   | 11       | 4        | (7)         | 6.94%  | 4.71%  | -2.23%    |
|               | GNT1   | 7        | 4        | (3)         | -1.71% | -0.10% | 1.62%     |
|               | GNT2   | 5        | 4        | (1)         | 3.13%  | 2.98%  | -0.15%    |
|               | VJW5   | 5        | 4        | (1)         | 6.23%  | 3.39%  | -2.83%    |
|               | VKN1   | 8        | 4        | (4)         | 7.56%  | 12.57% | 5.01%     |
|               | KDR1   | 7        | 3        | (4)         | 14.35% | 9.74%  | -4.61%    |
|               | KND1   | 5        | 3        | (2)         | 5.15%  | 0.50%  | -4.64%    |
|               | PPM1   | 3        | 3        |             | 3.21%  | 7.56%  | 4.36%     |
|               | CKT1   | 5        | 2        | (3)         | 7.33%  | 8.73%  | 1.40%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | GVM1   | 5        | 2        | (3)         | 1.81%  | 9.29%  | 7.48%     |
|               | JGG1   | 6        | 2        | (4)         | 1.77%  | 1.35%  | -0.42%    |
|               | NRT1   | 4        | 2        | (2)         | 7.42%  | 6.96%  | -0.47%    |
|               | OGL1   | 6        | 2        | (4)         | 5.25%  | 5.46%  | 0.21%     |
|               | PAP1   | 3        | 2        | (1)         | 6.83%  | 7.55%  | 0.72%     |
|               | PNR1   | 6        | 2        | (4)         | 1.94%  | 7.84%  | 5.90%     |
|               | RAL1   | 13       | 2        | (11)        | 4.45%  | -0.74% | -5.19%    |
|               | TNI1   | 4        | 2        | (2)         | 7.94%  | 5.95%  | -1.99%    |
|               | VJW1   | 13       | 2        | (11)        | 2.08%  | 13.35% | 11.27%    |
|               | AMP1   | 2        | 1        | (1)         | 1.43%  | 5.58%  | 4.14%     |
|               | BPP1   | 4        | 1        | (3)         | 10.52% | 5.53%  | -4.99%    |
|               | DPE1   | 3        | 1        | (2)         | 11.01% | 6.03%  | -4.98%    |
|               | GDV1   | 5        | 1        | (4)         | 2.71%  | 0.57%  | -2.14%    |
|               | JPT1   | 5        | 1        | (4)         | 8.07%  | 8.42%  | 0.35%     |
|               | MTM1   | 5        | 1        | (4)         | 5.67%  | 2.38%  | -3.29%    |
|               | VJW3   | 13       | 1        | (12)        | 2.47%  | 4.53%  | 2.06%     |
|               | VJW4   | 5        | 1        | (4)         | 1.44%  | -4.06% | -5.50%    |
|               | VUY1   | 4        | 1        | (3)         | 1.27%  | -5.43% | -6.70%    |
|               | PRL1   | 1        |          | (1)         | 0.61%  | #Error | #Error    |
|               | TEL1   | 7        |          | (7)         | 5.11%  | #Error | #Error    |
|               | VJW2   | 5        |          | (5)         | 7.20%  | #Error | #Error    |
|               | Total  | 222      | 123      | (99)        | 3.34%  | 2.66%  | -0.67%    |
|               |        |          |          |             |        |        |           |
| SOUTH-03      | DGL1   | 8        | 36       | 28          | 12.43% | 10.41% | -2.02%    |
|               | SZSD   |          | 17       | 17          | #Error | 3.63%  | #Error    |
|               | KKD3   | 9        | 8        | (1)         | 10.67% | 10.69% | 0.01%     |
|               | MDU2   | 12       | 7        | (5)         | 8.76%  | 11.22% | 2.46%     |
|               | CBM1   | 2        | 4        | 2           | 14.65% | 11.03% | -3.62%    |
|               | TPT1   | 1        | 4        | 3           | 8.03%  | 9.76%  | 1.73%     |
|               | ATG1   | 1        | 3        | 2           | 13.78% | 19.11% | 5.32%     |
|               | TEN1   | 4        | 3        | (1)         | 8.57%  | 16.85% | 8.28%     |
|               | USL1   | 2        | 3        | 1           | 11.44% | 10.98% | -0.47%    |
|               | ADP1   | 1        | 2        | 1           | 5.87%  | 9.96%  | 4.09%     |
|               | BNR1   | 2        | 2        |             | 12.15% | 15.00% | 2.85%     |
|               | DGL2   | 1        | 2        | 1           | 8.03%  | 11.32% | 3.29%     |
|               | KRR1   | 3        | 2        | (1)         | 12.98% | 11.27% | -1.71%    |
|               | MDU1   | 13       | 2        | (11)        | 10.21% | 5.95%  | -4.26%    |
|               | MDU3   | 5        | 2        | (3)         | 11.03% | 6.42%  | -4.60%    |
|               | MLR1   | 1        | 2        | 1           | 11.62% | 10.16% | -1.46%    |
|               | MPA1   | 3        | 2        | (1)         | 12.85% | 9.35%  | -3.51%    |
|               | SVG1   | 2        | 2        |             | 9.66%  | 17.27% | 7.61%     |
|               | TMM1   | 4        | 2        | (2)         | 10.10% | 12.29% | 2.19%     |
|               | BTU1   | 2        | 1        | (1)         | 7.62%  | 7.93%  | 0.31%     |
|               | DKI1   | 5        | 1        | (4)         | 11.48% | 12.54% | 1.07%     |
|               | MDU4   | 1        | 1        |             | 11.53% | 10.70% | -0.83%    |
|               | MDU6   | 4        | 1        | (3)         | 8.27%  | 12.54% | 4.27%     |
|               | MNM1   | 1        | 1        |             | 9.27%  | 9.43%  | 0.16%     |
|               | NKI1   | 6        | 1        | (5)         | 13.87% | 12.30% | -1.56%    |
|               | NTM1   | 2        | 1        | (1)         | 11.84% | 5.87%  | -5.97%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03    | PNI1   | 1        | 1        |             | 13.54% | 11.84% | -1.70%    |
|             | TDI1   | 1        | 1        |             | 13.54% | 12.00% | -1.54%    |
|             | TEN2   | 5        | 1        | (4)         | 8.58%  | 4.07%  | -4.51%    |
|             | CMR1   | 2        |          | (2)         | 10.99% | #Error | #Error    |
|             | KKD2   | 2        |          | (2)         | 13.03% | #Error | #Error    |
|             | KPT1   |          |          |             | #Error | #Error | #Error    |
|             | KYK1   |          |          |             | #Error | #Error | #Error    |
|             | MDU5   | 2        |          | (2)         | 10.68% | #Error | #Error    |
|             | ODM1   | 1        |          | (1)         | 18.20% | #Error | #Error    |
|             | PKM1   |          |          |             | #Error | #Error | #Error    |
|             | PNV1   | 1        |          | (1)         | 8.75%  | #Error | #Error    |
|             | PVI1   | 3        |          | (3)         | 17.65% | #Error | #Error    |
|             | SGP1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 113      | 115      | 2           | 10.97% | 9.93%  | -1.04%    |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | TPY2   | 10       | 17       | 7           | 1.98%  | -4.61% | -6.59%    |
|             | TPY1   | 7        | 8        | 1           | -0.97% | 4.38%  | 5.35%     |
|             | CTO1   | 6        | 7        | 1           | -0.20% | 2.50%  | 2.70%     |
|             | MPL1   | 5        | 7        | 2           | 4.62%  | 3.49%  | -1.13%    |
|             | NYP1   | 4        | 7        | 3           | 1.88%  | 4.77%  | 2.89%     |
|             | PGR1   | 3        | 7        | 4           | 7.69%  | 4.20%  | -3.49%    |
|             | NLR1   | 9        | 5        | (4)         | 1.42%  | 8.82%  | 7.40%     |
|             | PIL1   | 2        | 5        | 3           | 7.45%  | 7.66%  | 0.21%     |
|             | PMR1   | 5        | 5        |             | 8.00%  | 7.09%  | -0.91%    |
|             | KOU1   | 3        | 4        | 1           | 6.30%  | 5.90%  | -0.40%    |
|             | KVL1   | 1        | 4        | 3           | 9.50%  | 10.18% | 0.68%     |
|             | ATP1   | 13       | 3        | (10)        | 6.39%  | 10.15% | 3.76%     |
|             | DHN1   | 10       | 3        | (7)         | 1.38%  | 13.48% | 12.10%    |
|             | KDA1   | 4        | 3        | (1)         | -2.11% | 6.00%  | 8.11%     |
|             | SPE1   | 1        | 3        | 2           | 9.30%  | 6.96%  | -2.34%    |
|             | KHT1   | 2        | 2        |             | -6.34% | -1.53% | 4.81%     |
|             | NDL1   | 6        | 2        | (4)         | 7.99%  | 14.30% | 6.30%     |
|             | RJP1   | 6        | 2        | (4)         | 3.06%  | -0.14% | -3.19%    |
|             | TPI1   | 5        | 2        | (3)         | 6.92%  | 12.92% | 6.00%     |
|             | VKI1   |          | 2        | 2           | #Error | 6.52%  | #Error    |
|             | BVL1   | 7        | 1        | (6)         | 8.81%  | 8.79%  | -0.02%    |
|             | GTL1   | 1        | 1        |             | 12.81% | 9.01%  | -3.80%    |
|             | KNL2   | 4        | 1        | (3)         | 7.15%  | 13.75% | 6.60%     |
|             | PDT1   | 3        | 1        | (2)         | 10.33% | 1.36%  | -8.98%    |
|             | ADI1   | 2        |          | (2)         | 12.87% | #Error | #Error    |
|             | KNL1   | 2        |          | (2)         | 5.16%  | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | 4.66%  | #Error | #Error    |
|             | RCY1   | 8        |          | (8)         | 12.80% | #Error | #Error    |
|             | Total  | 130      | 102      | (28)        | 4.70%  | 3.98%  | -0.71%    |
|             |        |          |          |             |        |        |           |
| SOUTH-01    | S2SD   |          | 14       | 14          | #Error | 3.04%  | #Error    |
|             | TUT1   | 13       | 11       | (2)         | 15.49% | 11.51% | -3.98%    |
|             | PKD1   | 3        | 7        | 4           | 8.97%  | 12.52% | 3.55%     |
|             | RND1   | 5        | 7        | 2           | 14.04% | 9.51%  | -4.53%    |
|             | VNR2   | 8        | 5        | (3)         | 8.43%  | 10.06% | 1.63%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | VKM1   | 1        | 4        | 3           | 7.05%  | 16.44% | 9.39%     |
|            | TCN1   | 2        | 3        | 1           | 10.44% | 12.37% | 1.93%     |
|            | TVL1   | 12       | 3        | (9)         | 9.86%  | 10.03% | 0.16%     |
|            | KVT1   | 4        | 2        | (2)         | 17.47% | 5.35%  | -12.12%   |
|            | MAR1   | 3        | 2        | (1)         | 10.65% | 12.59% | 1.94%     |
|            | PDI1   | 1        | 2        | 1           | 10.70% | 13.04% | 2.35%     |
|            | RPM1   | 15       | 2        | (13)        | 9.95%  | 16.44% | 6.49%     |
|            | TKS1   | 5        | 2        | (3)         | 5.35%  | 15.40% | 10.05%    |
|            | APK1   | 4        | 1        | (3)         | 9.28%  | 7.73%  | -1.56%    |
|            | ARM1   | 2        | 1        | (1)         | 9.27%  | 15.17% | 5.90%     |
|            | ASM1   | 3        | 1        | (2)         | 17.76% | 13.09% | -4.66%    |
|            | KSM1   | 1        | 1        |             | 4.50%  | 9.32%  | 4.82%     |
|            | KYR1   | 1        | 1        |             | 12.43% | 9.01%  | -3.42%    |
|            | NGR1   | 2        | 1        | (1)         | 9.20%  | 1.41%  | -7.80%    |
|            | SVK1   | 5        | 1        | (4)         | 13.94% | 12.91% | -1.03%    |
|            | TKY1   | 4        | 1        | (3)         | 9.77%  | 11.91% | 2.14%     |
|            | TUT2   | 3        | 1        | (2)         | 8.98%  | 5.87%  | -3.11%    |
|            | TYI1   |          | 1        | 1           | #Error | 7.08%  | #Error    |
|            | UDN1   | 1        | 1        |             | 13.54% | 15.48% | 1.94%     |
|            | VLV1   | 1        | 1        |             | 10.37% | 13.54% | 3.17%     |
|            | APK2   | 1        |          | (1)         | 10.22% | #Error | #Error    |
|            | COL1   | 1        |          | (1)         | 20.75% | #Error | #Error    |
|            | ERL2   | 2        |          | (2)         | 8.63%  | #Error | #Error    |
|            | KGL1   |          |          |             | #Error | #Error | #Error    |
|            | MMT1   | 3        |          | (3)         | 10.02% | #Error | #Error    |
|            | SDI1   | 6        |          | (6)         | 10.57% | #Error | #Error    |
|            | SGT1   |          |          |             | #Error | #Error | #Error    |
|            | SKD1   | 2        |          | (2)         | 13.17% | #Error | #Error    |
|            | SNL1   | 3        |          | (3)         | 8.26%  | #Error | #Error    |
|            | STU2   |          |          |             | #Error | #Error | #Error    |
|            | TKS2   | 4        |          | (4)         | 11.13% | #Error | #Error    |
|            | TVL2   | 1        |          | (1)         | 10.76% | #Error | #Error    |
|            | VNR1   | 3        |          | (3)         | 14.92% | #Error | #Error    |
|            | Total  | 125      | 76       | (49)        | 11.19% | 9.89%  | -1.30%    |
| CHENNAI-01 | CH30   | 1        | 9        | 8           | 20.75% | 8.85%  | -11.90%   |
|            | CH08   | 5        | 6        | 1           | 13.55% | 10.03% | -3.52%    |
|            | CH19   | 6        | 6        |             | 10.11% | 13.68% | 3.57%     |
|            | CH05   | 2        | 4        | 2           | 11.12% | 8.23%  | -2.89%    |
|            | CH07   | 8        | 3        | (5)         | 16.61% | 13.21% | -3.39%    |
|            | CH14   | 7        | 3        | (4)         | 13.53% | 16.46% | 2.93%     |
|            | TKM1   | 1        | 3        | 2           | 8.95%  | 16.59% | 7.65%     |
|            | CH16   | 15       | 2        | (13)        | 10.49% | 15.54% | 5.06%     |
|            | CH22   | 6        | 2        | (4)         | 10.57% | 10.70% | 0.14%     |
|            | CH28   | 6        | 2        | (4)         | 12.36% | 12.37% | 0.01%     |
|            | CH42   | 4        | 2        | (2)         | 13.26% | 12.26% | -1.00%    |
|            | CH45   | 2        | 2        |             | 9.27%  | 9.61%  | 0.34%     |
|            | CZWH   |          | 2        | 2           | #Error | -6.55% | #Error    |
|            | GUD2   | 1        | 2        | 1           | 6.27%  | 9.31%  | 3.04%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | AVD1   | 2        | 1        | (1)         | 12.31% | 15.72% | 3.41%     |
|            | CGL1   | 1        | 1        |             | 14.59% | 18.96% | 4.36%     |
|            | CH11   | 2        | 1        | (1)         | 12.10% | 11.84% | -0.26%    |
|            | CH35   | 3        | 1        | (2)         | 11.39% | 12.91% | 1.52%     |
|            | CH37   |          | 1        | 1           | #Error | 6.41%  | #Error    |
|            | CH38   | 2        | 1        | (1)         | 15.54% | 9.86%  | -5.68%    |
|            | CH39   |          | 1        | 1           | #Error | 8.60%  | #Error    |
|            | CH40   |          | 1        | 1           | #Error | 14.04% | #Error    |
|            | GUD1   | 3        | 1        | (2)         | 13.12% | 13.54% | 0.41%     |
|            | SKL1   | 5        | 1        | (4)         | 11.05% | 19.40% | 8.35%     |
|            | CH26   |          |          |             | #Error | #Error | #Error    |
|            | CH29   |          |          |             | #Error | #Error | #Error    |
|            | CH48   | 5        |          | (5)         | 13.64% | #Error | #Error    |
|            | KNR1   | 5        |          | (5)         | 11.66% | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | MRM1   | 3        | (1)      | (4)         | 10.07% | 20.22% | 10.15%    |
|            | Total  | 95       | 57       | (38)        | 12.08% | 11.13% | -0.94%    |
|            |        |          |          |             |        |        |           |
| TRICHY-01  | TRY1   | 21       | 7        | (14)        | 10.61% | 9.87%  | -0.73%    |
|            | TYR1   | 4        | 7        | 3           | 12.11% | 11.48% | -0.63%    |
|            | PBR2   | 6        | 5        | (1)         | 9.83%  | 12.94% | 3.11%     |
|            | MDI1   | 4        | 4        |             | 10.45% | 11.81% | 1.36%     |
|            | NGT1   | 3        | 4        | 1           | 12.18% | 14.87% | 2.69%     |
|            | TNJ1   | 8        | 4        | (4)         | 10.63% | 11.18% | 0.55%     |
|            | TNJ2   | 8        | 4        | (4)         | 11.04% | 6.89%  | -4.14%    |
|            | KIK1   | 2        | 2        |             | 14.79% | 13.93% | -0.86%    |
|            | KRN1   | 1        | 2        | 1           | 13.54% | 9.86%  | -3.68%    |
|            | MVM1   | 5        | 2        | (3)         | 12.21% | 14.97% | 2.76%     |
|            | NCK1   | 3        | 2        | (1)         | 8.85%  | 12.20% | 3.35%     |
|            | PTK1   | 2        | 2        |             | 9.95%  | 11.98% | 2.03%     |
|            | TRY3   | 3        | 2        | (1)         | 16.93% | 12.02% | -4.92%    |
|            | TVR2   | 8        | 2        | (6)         | 11.58% | 12.69% | 1.11%     |
|            | KUM1   | 5        | 1        | (4)         | 4.85%  | 9.27%  | 4.42%     |
|            | MSI1   | 2        | 1        | (1)         | 12.41% | 14.59% | 2.18%     |
|            | NMM1   |          | 1        | 1           | #Error | 8.03%  | #Error    |
|            | TTP1   | 3        | 1        | (2)         | 10.23% | 11.05% | 0.83%     |
|            | TVR1   | 1        | 1        |             | 11.19% | 9.18%  | -2.01%    |
|            | APM1   | 1        |          | (1)         | 13.01% | #Error | #Error    |
|            | AYR1   | 2        |          | (2)         | 12.31% | #Error | #Error    |
|            | JKM1   | 2        |          | (2)         | 8.69%  | #Error | #Error    |
|            | ORU1   | 2        |          | (2)         | 11.36% | #Error | #Error    |
|            | PBR1   | 1        |          | (1)         | 7.08%  | #Error | #Error    |
|            | PDK1   | 2        |          | (2)         | 14.20% | #Error | #Error    |
|            | TRY2   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 99       | 54       | (45)        | 10.93% | 11.62% | 0.69%     |
|            |        |          |          |             |        |        |           |
| WEST-02    | VPD1   | 5        | 8        | 3           | 12.95% | 13.93% | 0.98%     |
|            | ERD1   | 11       | 5        | (6)         | 10.11% | 11.75% | 1.64%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | ERD2   | 7        | 4        | (3)         | 7.03%  | 13.67% | 6.64%     |
|            | OML1   | 4        | 4        |             | 13.45% | 11.41% | -2.04%    |
|            | SLM1   | 6        | 4        | (2)         | 9.85%  | 9.48%  | -0.37%    |
|            | HSR1   | 3        | 3        |             | 7.08%  | 8.98%  | 1.90%     |
|            | HSR2   | 6        | 3        | (3)         | 10.55% | 17.38% | 6.83%     |
|            | RSP1   | 5        | 3        | (2)         | 12.84% | 13.69% | 0.85%     |
|            | TRM1   | 4        | 3        | (1)         | 15.79% | 14.78% | -1.02%    |
|            | NKL2   | 4        | 2        | (2)         | 9.60%  | 13.33% | 3.73%     |
|            | APN1   | 1        | 1        |             | 10.81% | 8.03%  | -2.77%    |
|            | ATU1   | 3        | 1        | (2)         | 10.88% | 9.35%  | -1.52%    |
|            | BMD1   | 5        | 1        | (4)         | 10.33% | 13.09% | 2.76%     |
|            | KMM1   | 2        | 1        | (1)         | 9.43%  | 12.79% | 3.35%     |
|            | KVP1   | 1        | 1        |             | 13.54% | 12.54% | -1.00%    |
|            | MTR1   |          | 1        | 1           | #Error | 10.70% | #Error    |
|            | PDR1   | 2        | 1        | (1)         | 14.55% | 11.62% | -2.93%    |
|            | PMP1   |          | 1        | 1           | #Error | 12.54% | #Error    |
|            | SLM2   | 2        | 1        | (1)         | 11.63% | 10.81% | -0.82%    |
|            | SLM3   | 2        | 1        | (1)         | 12.33% | 9.27%  | -3.06%    |
|            | CMI1   |          |          |             | #Error | #Error | #Error    |
|            | DPR1   | 2        |          | (2)         | 9.81%  | #Error | #Error    |
|            | DPR2   |          |          |             | #Error | #Error | #Error    |
|            | EDP1   | 2        |          | (2)         | 13.65% | #Error | #Error    |
|            | EPI1   | 4        |          | (4)         | 12.70% | #Error | #Error    |
|            | HRR1   | 3        |          | (3)         | 16.21% | #Error | #Error    |
|            | KRI1   | 3        |          | (3)         | 12.15% | #Error | #Error    |
|            | MCR1   | 2        |          | (2)         | 20.61% | #Error | #Error    |
|            | PLC1   | 2        |          | (2)         | 12.05% | #Error | #Error    |
|            | SGG1   | 1        |          | (1)         | 13.54% | #Error | #Error    |
|            | SGI1   | 2        |          | (2)         | 9.55%  | #Error | #Error    |
|            | TCG1   | 2        |          | (2)         | 11.74% | #Error | #Error    |
|            | VKL1   | 1        |          | (1)         | 12.54% | #Error | #Error    |
|            | Total  | 97       | 49       | (48)        | 11.21% | 12.53% | 1.33%     |
| CHENNAI-02 |        |          |          |             |        |        |           |
|            | CH03   | 11       | 5        | (6)         | 14.99% | 13.42% | -1.57%    |
|            | CH12   | 5        | 4        | (1)         | 11.14% | 16.37% | 5.23%     |
|            | CH43   | 5        | 4        | (1)         | 15.75% | 12.17% | -3.57%    |
|            | CH06   | 5        | 3        | (2)         | 12.96% | 16.03% | 3.07%     |
|            | CH15   | 15       | 3        | (12)        | 10.36% | 8.66%  | -1.70%    |
|            | PON1   | 1        | 3        | 2           | 15.47% | 16.15% | 0.67%     |
|            | CH31   | 1        | 2        | 1           | 13.54% | 11.42% | -2.12%    |
|            | UKI1   | 2        | 2        |             | 11.16% | 15.11% | 3.95%     |
|            | CH09   | 3        | 1        | (2)         | 12.50% | 14.59% | 2.10%     |
|            | CH18   | 7        | 1        | (6)         | 14.06% | 16.51% | 2.45%     |
|            | CH20   | 8        | 1        | (7)         | 10.93% | 19.70% | 8.77%     |
|            | CH21   | 2        | 1        | (1)         | 9.21%  | 10.77% | 1.56%     |
|            | CH24   | 2        | 1        | (1)         | 9.03%  | 5.87%  | -3.16%    |
|            | CH27   | 1        | 1        |             | 11.09% | 11.62% | 0.53%     |
|            | CH34   | 1        | 1        |             | 16.85% | 15.85% | -0.99%    |
|            | CH36   | 1        | 1        |             | 8.38%  | 7.11%  | -1.27%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02  | CH41   | 3        | 1        | (2)         | 9.18%  | 11.62% | 2.44%     |
|             | CH44   | 2        | 1        | (1)         | 8.80%  | 11.05% | 2.25%     |
|             | CH01   |          |          |             | #Error | #Error | #Error    |
|             | CH17   | 2        |          | (2)         | 11.26% | #Error | #Error    |
|             | CH23   | 1        |          | (1)         | 13.54% | #Error | #Error    |
|             | CH32   |          |          |             | #Error | #Error | #Error    |
|             | CH33   | 2        |          | (2)         | 14.06% | #Error | #Error    |
|             | CH46   | 2        |          | (2)         | 9.67%  | #Error | #Error    |
|             | GPD1   |          |          |             | #Error | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   |          |          |             | #Error | #Error | #Error    |
|             | MJR1   | 4        |          | (4)         | 15.26% | #Error | #Error    |
|             | Total  | 86       | 36       | (50)        | 12.03% | 12.91% | 0.88%     |
| SOUTH ARCOT | POY1   | 4        | 6        | 2           | 15.93% | 12.79% | -3.14%    |
|             | POY2   | 6        | 4        | (2)         | 9.27%  | 10.65% | 1.39%     |
|             | KKI2   | 2        | 3        | 1           | 20.80% | 13.23% | -7.56%    |
|             | NVL2   | 4        | 3        | (1)         | 11.30% | 10.83% | -0.47%    |
|             | CDM1   | 4        | 2        | (2)         | 13.45% | 12.41% | -1.04%    |
|             | CUD1   | 8        | 2        | (6)         | 10.71% | 11.51% | 0.81%     |
|             | TDM1   | 1        | 2        | 1           | 11.56% | 16.54% | 4.98%     |
|             | TRK1   | 4        | 2        | (2)         | 13.84% | 11.48% | -2.36%    |
|             | ULP1   | 3        | 2        | (1)         | 12.49% | 11.07% | -1.43%    |
|             | KLM1   | 4        | 1        | (3)         | 12.82% | 11.56% | -1.26%    |
|             | PRT1   | 1        | 1        |             | 9.27%  | 20.75% | 11.48%    |
|             | VPM1   |          | 1        | 1           | #Error | 10.70% | #Error    |
|             | VPM2   | 6        | 1        | (5)         | 12.92% | 12.40% | -0.52%    |
|             | KML1   | 4        |          | (4)         | 13.23% | #Error | #Error    |
|             | MKM1   | 1        |          | (1)         | 11.09% | #Error | #Error    |
|             | SJI2   |          |          |             | #Error | #Error | #Error    |
|             | STP1   | 1        |          | (1)         | 9.27%  | #Error | #Error    |
|             | TVM1   | 1        |          | (1)         | 11.05% | #Error | #Error    |
|             | TVM2   | 1        |          | (1)         | 10.63% | #Error | #Error    |
|             | VCM1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 55       | 30       | (25)        | 12.44% | 12.42% | -0.01%    |
| NORTH ARCOT | TRL1   | 5        | 3        | (2)         | 10.66% | 11.37% | 0.71%     |
|             | TRR1   | 5        | 3        | (2)         | 9.91%  | 10.22% | 0.32%     |
|             | ARC2   | 1        | 2        | 1           | 8.03%  | 13.54% | 5.50%     |
|             | KPM1   | 3        | 2        | (1)         | 11.59% | 12.53% | 0.95%     |
|             | TRT1   | 3        | 2        | (1)         | 8.67%  | 12.40% | 3.74%     |
|             | VSI1   | 4        | 2        | (2)         | 8.44%  | 10.75% | 2.32%     |
|             | WJP1   | 3        | 2        | (1)         | 11.59% | 13.13% | 1.54%     |
|             | ABR1   | 7        | 1        | (6)         | 11.62% | 12.37% | 0.74%     |
|             | ANI1   | 5        | 1        | (4)         | 10.52% | 13.54% | 3.02%     |
|             | CGM1   | 1        | 1        |             | 12.54% | 9.43%  | -3.11%    |
|             | CPT1   | 4        | 1        | (3)         | 9.94%  | 8.03%  | -1.90%    |
|             | PLR1   | 2        | 1        | (1)         | 16.63% | 12.37% | -4.26%    |
|             | PTU1   | 1        | 1        |             | 13.54% | 8.03%  | -5.50%    |
|             | SBR1   | 2        | 1        | (1)         | 11.78% | 18.81% | 7.03%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| NORTH ARCOT | SLG1   | 1        | 1        |             | 11.09%  | 11.05% | -0.04%    |
|             | UGI1   | 2        | 1        | (1)         | 8.91%   | 15.90% | 6.99%     |
|             | VEL1   |          | 1        | 1           | #Error  | 12.75% | #Error    |
|             | VEL2   | 7        | 1        | (6)         | 15.99%  | 19.45% | 3.46%     |
|             | VNB1   |          | 1        | 1           | #Error  | 10.28% | #Error    |
|             | WJD1   | 1        | 1        |             | 9.80%   | 11.99% | 2.19%     |
|             | AKM1   | 1        |          | (1)         | 13.16%  | #Error | #Error    |
|             | BGR1   |          |          |             | #Error  | #Error | #Error    |
|             | CYR1   | 1        |          | (1)         | 15.60%  | #Error | #Error    |
|             | GDM1   | 2        |          | (2)         | 14.59%  | #Error | #Error    |
|             | KPM2   | 9        |          | (9)         | 13.26%  | #Error | #Error    |
|             | Total  | 70       | 29       | (41)        | 12.01%  | 12.30% | 0.29%     |
|             |        |          |          |             |         |        |           |
|             |        |          |          |             |         |        |           |
| WEST-01     | CBE1   | 5        | 3        | (2)         | 13.07%  | 16.11% | 3.04%     |
|             | CBE2   | 14       | 3        | (11)        | 13.92%  | 3.95%  | -9.97%    |
|             | GBM1   | 1        | 3        | 2           | 11.05%  | 15.84% | 4.79%     |
|             | CBE4   |          | 2        | 2           | #Error  | 11.06% | #Error    |
|             | KGI1   |          | 2        | 2           | #Error  | 11.58% | #Error    |
|             | KMD1   | 1        | 2        | 1           | 13.09%  | 16.69% | 3.60%     |
|             | PLI1   | 3        | 2        | (1)         | 13.21%  | 11.73% | -1.48%    |
|             | SNR1   | 1        | 2        | 1           | -3.95%  | 10.61% | 14.57%    |
|             | TPR2   | 6        | 2        | (4)         | 8.01%   | 8.90%  | 0.88%     |
|             | CBE6   | 4        | 1        | (3)         | 11.64%  | 9.51%  | -2.12%    |
|             | DPM2   | 3        | 1        | (2)         | 14.50%  | 8.03%  | -6.46%    |
|             | KMR1   | 8        | 1        | (7)         | 12.70%  | 4.86%  | -7.84%    |
|             | PPI1   | 3        | 1        | (2)         | 14.02%  | 21.84% | 7.82%     |
|             | TPR1   | 5        | 1        | (4)         | 11.15%  | 8.60%  | -2.55%    |
|             | TPR4   | 4        | 1        | (3)         | 16.25%  | 9.43%  | -6.82%    |
|             | ANR1   |          |          |             | #Error  | #Error | #Error    |
|             | AVI1   | 3        |          | (3)         | 9.77%   | #Error | #Error    |
|             | CBE3   | 3        |          | (3)         | 11.27%  | #Error | #Error    |
|             | CBE5   |          |          |             | 100.00% | #Error | #Error    |
|             | CNR1   | 1        |          | (1)         | 15.75%  | #Error | #Error    |
|             | GDR1   | 1        |          | (1)         | 9.43%   | #Error | #Error    |
|             | KGM1   | 1        |          | (1)         | 10.37%  | #Error | #Error    |
|             | MPM1   |          |          |             | #Error  | #Error | #Error    |
|             | PDM1   | 6        |          | (6)         | 13.70%  | #Error | #Error    |
|             | SUL1   | 2        |          | (2)         | 8.29%   | #Error | #Error    |
|             | SYM2   | 2        |          | (2)         | 13.17%  | #Error | #Error    |
|             | TPR3   | 1        |          | (1)         | 17.66%  | #Error | #Error    |
|             | UAM1   | 1        |          | (1)         | 6.82%   | #Error | #Error    |
|             | UMP1   | 4        |          | (4)         | 13.20%  | #Error | #Error    |
|             | Total  | 83       | 27       | (56)        | 12.30%  | 11.02% | -1.27%    |
|             |        |          |          |             |         |        |           |
|             |        |          |          |             |         |        |           |
| KL-SOUTH    | TVP1   |          | 2        | 2           | #Error  | 10.88% | #Error    |
|             | KLR1   | 2        | 1        | (1)         | 7.90%   | 2.01%  | -5.88%    |
|             | PAS1   |          |          |             | #Error  | #Error | #Error    |
|             | Total  | 2        | 3        | 1           | 7.90%   | 5.93%  | -1.97%    |
|             | Total  | 1177     | 701      | (476)       | 8.97%   | 8.38%  | -0.60%    |