

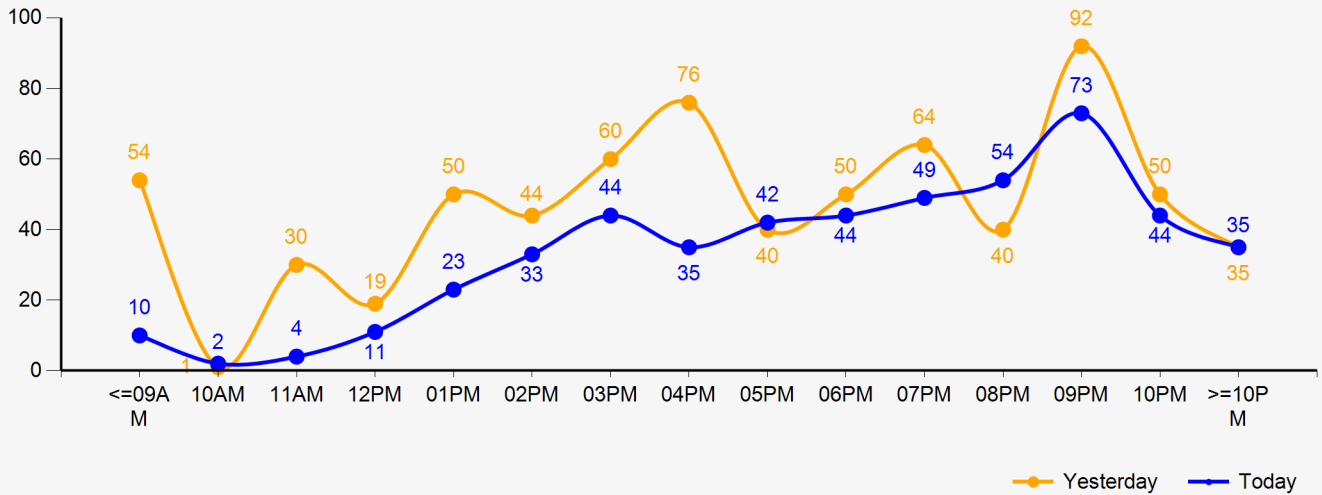
YD Sales : 705

YD GP%: 8.25%

TD Sales : 503

TD GP%: 10.61%

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      | 78       | 72       | (6)         | 8.59%  | 10.73% | 2.15%     |
| SOUTH-03      | 115      | 67       | (48)        | 9.93%  | 11.43% | 1.49%     |
| CHENNAI-01    | 57       | 59       | 2           | 11.13% | 12.55% | 1.42%     |
| TIRUPATI-01   | 104      | 54       | (50)        | 4.07%  | 7.44%  | 3.37%     |
| WEST-02       | 49       | 47       | (2)         | 12.53% | 11.36% | -1.17%    |
| TRICHY-01     | 55       | 46       | (9)         | 11.59% | 10.96% | -0.63%    |
| VIJAYAWADA-01 | 123      | 41       | (82)        | 2.66%  | 5.86%  | 3.20%     |
| CHENNAI-02    | 35       | 35       |             | 13.06% | 13.26% | 0.20%     |
| WEST-01       | 27       | 31       | 4           | 11.02% | 11.30% | 0.28%     |
| SOUTH ARCOT   | 30       | 27       | (3)         | 12.42% | 11.67% | -0.75%    |
| NORTH ARCOT   | 29       | 16       | (13)        | 12.30% | 11.89% | -0.41%    |
| KL-SOUTH      | 3        | 8        | 5           | 5.93%  | 11.40% | 5.47%     |
| Total         | 705      | 503      | (202)       | 8.25%  | 10.61% | 2.36%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TUT1   | 11       | 8        | (3)         | 11.51% | 12.18% | 0.67%     |
|            | RND1   | 7        | 7        |             | 9.51%  | 11.63% | 2.12%     |
|            | TVL1   | 5        | 7        | 2           | 0.27%  | 8.58%  | 8.30%     |
|            | NGR1   | 1        | 5        | 4           | 1.41%  | 9.65%  | 8.24%     |
|            | RPM1   | 2        | 5        | 3           | 16.44% | 10.67% | -5.77%    |
|            | KVT1   | 2        | 4        | 2           | 5.35%  | 12.19% | 6.84%     |
|            | KYR1   | 1        | 3        | 2           | 9.01%  | 12.12% | 3.11%     |
|            | TKS1   | 2        | 3        | 1           | 15.40% | 15.45% | 0.05%     |
|            | TUT2   | 1        | 3        | 2           | 5.87%  | 8.39%  | 2.52%     |
|            | APK1   | 1        | 2        | 1           | 7.73%  | 17.99% | 10.27%    |
|            | APK2   |          | 2        | 2           | #Error | 9.83%  | #Error    |
|            | MAR1   | 2        | 2        |             | 12.59% | 10.99% | -1.61%    |
|            | MMT1   |          | 2        | 2           | #Error | 6.86%  | #Error    |
|            | PDI1   | 2        | 2        |             | 13.04% | 14.31% | 1.26%     |
|            | SNL1   |          | 2        | 2           | #Error | 6.30%  | #Error    |
|            | STU2   |          | 2        | 2           | #Error | 7.80%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | SVK1   | 1        | 2        | 1           | 12.91% | 9.81%  | -3.10%    |
|            | TKS2   |          | 2        | 2           | #Error | 9.70%  | #Error    |
|            | UDN1   | 1        | 2        | 1           | 15.48% | 12.01% | -3.47%    |
|            | VNR1   |          | 2        | 2           | #Error | 6.89%  | #Error    |
|            | SDI1   |          | 1        | 1           | #Error | 10.37% | #Error    |
|            | TCN1   | 3        | 1        | (2)         | 12.37% | 14.59% | 2.22%     |
|            | TYI1   | 1        | 1        |             | 7.08%  | 13.54% | 6.46%     |
|            | VKM1   | 4        | 1        | (3)         | 16.44% | 18.81% | 2.37%     |
|            | VNR2   | 5        | 1        | (4)         | 10.06% | 11.05% | 0.99%     |
|            | ARM1   | 1        |          | (1)         | 15.17% | #Error | #Error    |
|            | ASM1   | 1        |          | (1)         | 13.09% | #Error | #Error    |
|            | COL1   |          |          |             | #Error | #Error | #Error    |
|            | ERL2   |          |          |             | #Error | #Error | #Error    |
|            | KGL1   |          |          |             | #Error | #Error | #Error    |
|            | KSM1   | 1        |          | (1)         | 9.32%  | #Error | #Error    |
|            | PKD1   | 7        |          | (7)         | 12.52% | #Error | #Error    |
|            | S2SD   | 14       |          | (14)        | 3.04%  | #Error | #Error    |
|            | SGT1   |          |          |             | #Error | #Error | #Error    |
|            | SKD1   |          |          |             | #Error | #Error | #Error    |
|            | TKY1   | 1        |          | (1)         | 11.91% | #Error | #Error    |
|            | TVL2   |          |          |             | #Error | #Error | #Error    |
|            | VLY1   | 1        |          | (1)         | 13.54% | #Error | #Error    |
|            | Total  | 78       | 72       | (6)         | 8.59%  | 10.73% | 2.15%     |
| SOUTH-03   | DGL1   | 36       | 6        | (30)        | 10.41% | 14.84% | 4.43%     |
|            | MDU2   | 7        | 5        | (2)         | 11.22% | 11.58% | 0.36%     |
|            | TDI1   | 1        | 5        | 4           | 12.00% | 9.86%  | -2.15%    |
|            | TEN1   | 3        | 5        | 2           | 16.85% | 11.84% | -5.01%    |
|            | CBM1   | 4        | 4        |             | 11.03% | 10.28% | -0.75%    |
|            | MDU6   | 1        | 4        | 3           | 12.54% | 9.87%  | -2.67%    |
|            | KKD3   | 8        | 3        | (5)         | 10.69% | 14.44% | 3.75%     |
|            | MDU3   | 2        | 3        | 1           | 6.42%  | 9.81%  | 3.39%     |
|            | NKI1   | 1        | 3        | 2           | 12.30% | 11.63% | -0.67%    |
|            | PVI1   |          | 3        | 3           | #Error | 10.32% | #Error    |
|            | ADP1   | 2        | 2        |             | 9.96%  | 10.84% | 0.87%     |
|            | MDU1   | 2        | 2        |             | 5.95%  | 8.72%  | 2.77%     |
|            | MDU4   | 1        | 2        | 1           | 10.70% | 7.78%  | -2.91%    |
|            | MNM1   | 1        | 2        | 1           | 9.43%  | 11.59% | 2.16%     |
|            | MPA1   | 2        | 2        |             | 9.35%  | 9.10%  | -0.25%    |
|            | TEN2   | 1        | 2        | 1           | 4.07%  | 14.68% | 10.61%    |
|            | ATG1   | 3        | 1        | (2)         | 19.11% | 12.54% | -6.56%    |
|            | BNR1   | 2        | 1        | (1)         | 15.00% | 11.09% | -3.91%    |
|            | BTU1   | 1        | 1        |             | 7.93%  | 12.54% | 4.62%     |
|            | CMR1   |          | 1        | 1           | #Error | 8.03%  | #Error    |
|            | DKI1   | 1        | 1        |             | 12.54% | 13.87% | 1.33%     |
|            | KRR1   | 2        | 1        | (1)         | 11.27% | 10.70% | -0.57%    |
|            | MDU5   |          | 1        | 1           | #Error | 5.87%  | #Error    |
|            | MLR1   | 2        | 1        | (1)         | 10.16% | 10.70% | 0.53%     |
|            | NTM1   | 1        | 1        |             | 5.87%  | 11.62% | 5.75%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | ODM1   |          | 1        | 1           | #Error | 11.09% | #Error    |
|            | SVG1   | 2        | 1        | (1)         | 17.27% | 11.62% | -5.65%    |
|            | TMM1   | 2        | 1        | (1)         | 12.29% | 11.62% | -0.67%    |
|            | TPT1   | 4        | 1        | (3)         | 9.76%  | 18.57% | 8.81%     |
|            | USL1   | 3        | 1        | (2)         | 10.98% | 13.54% | 2.56%     |
|            | DGL2   | 2        |          | (2)         | 11.32% | #Error | #Error    |
|            | KKD2   |          |          |             | #Error | #Error | #Error    |
|            | KPT1   |          |          |             | #Error | #Error | #Error    |
|            | KYK1   |          |          |             | #Error | #Error | #Error    |
|            | PKM1   |          |          |             | #Error | #Error | #Error    |
|            | PNI1   | 1        |          | (1)         | 11.84% | #Error | #Error    |
|            | PNV1   |          |          |             | #Error | #Error | #Error    |
|            | SGP1   |          |          |             | #Error | #Error | #Error    |
|            | SZSD   | 17       |          | (17)        | 3.63%  | #Error | #Error    |
|            | Total  | 115      | 67       | (48)        | 9.93%  | 11.43% | 1.49%     |
| CHENNAI-01 |        |          |          |             |        |        |           |
|            | CH42   | 2        | 9        | 7           | 12.26% | 14.60% | 2.34%     |
|            | CH19   | 6        | 8        | 2           | 13.68% | 13.68% | 0.00%     |
|            | CH28   | 2        | 6        | 4           | 12.37% | 9.97%  | -2.40%    |
|            | CH07   | 3        | 5        | 2           | 13.21% | 15.71% | 2.50%     |
|            | CH08   | 6        | 5        | (1)         | 10.03% | 12.07% | 2.03%     |
|            | CH14   | 3        | 3        |             | 16.46% | 18.04% | 1.58%     |
|            | MRM1   | (1)      | 3        | 4           | 20.22% | 9.14%  | -11.08%   |
|            | AVD1   | 1        | 2        | 1           | 15.72% | 15.29% | -0.43%    |
|            | CH11   | 1        | 2        | 1           | 11.84% | 7.10%  | -4.74%    |
|            | CH30   | 9        | 2        | (7)         | 8.85%  | 9.17%  | 0.32%     |
|            | CH35   | 1        | 2        | 1           | 12.91% | 9.31%  | -3.59%    |
|            | CH38   | 1        | 2        | 1           | 9.86%  | 11.57% | 1.71%     |
|            | SKL1   | 1        | 2        | 1           | 19.40% | 7.82%  | -11.58%   |
|            | CH05   | 4        | 1        | (3)         | 8.23%  | 14.59% | 6.37%     |
|            | CH16   | 2        | 1        | (1)         | 15.54% | 11.05% | -4.49%    |
|            | CH22   | 2        | 1        | (1)         | 10.70% | 20.75% | 10.05%    |
|            | CH29   |          | 1        | 1           | #Error | 18.46% | #Error    |
|            | CH37   | 1        | 1        |             | 6.41%  | 8.55%  | 2.15%     |
|            | CH45   | 2        | 1        | (1)         | 9.61%  | 9.43%  | -0.17%    |
|            | CH48   |          | 1        | 1           | #Error | 9.27%  | #Error    |
|            | GUD1   | 1        | 1        |             | 13.54% | 22.39% | 8.86%     |
|            | GUD2   | 2        | 1        | (1)         | 9.31%  | 9.27%  | -0.03%    |
|            | CH26   |          |          |             | #Error | #Error | #Error    |
|            | CH39   | 1        |          | (1)         | 8.60%  | #Error | #Error    |
|            | CH40   | 1        |          | (1)         | 14.04% | #Error | #Error    |
|            | CZWH   | 2        |          | (2)         | -6.55% | #Error | #Error    |
|            | KNR1   |          |          |             | #Error | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | TKM1   | 3        |          | (3)         | 16.59% | #Error | #Error    |
|            | CGL1   | 1        | (1)      | (2)         | 18.96% | 19.77% | 0.81%     |
|            | Total  | 57       | 59       | 2           | 11.13% | 12.55% | 1.42%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | PMR1   | 5        | 6        | 1           | 7.09%  | 10.66% | 3.57%     |
|             | TPY2   | 17       | 6        | (11)        | -4.61% | 2.25%  | 6.86%     |
|             | TPY1   | 8        | 5        | (3)         | 4.38%  | 6.57%  | 2.19%     |
|             | NLR1   | 5        | 4        | (1)         | 8.82%  | 5.47%  | -3.35%    |
|             | BVL1   | 1        | 3        | 2           | 8.79%  | 15.13% | 6.34%     |
|             | KHT1   | 2        | 3        | 1           | -1.53% | 5.83%  | 7.36%     |
|             | MPL1   | 7        | 3        | (4)         | 3.49%  | 8.25%  | 4.77%     |
|             | PIL1   | 5        | 3        | (2)         | 7.66%  | 11.52% | 3.85%     |
|             | RJP1   | 2        | 3        | 1           | -0.14% | 4.32%  | 4.46%     |
|             | ADI1   |          | 2        | 2           | #Error | 10.75% | #Error    |
|             | KDA1   | 3        | 2        | (1)         | 6.00%  | 2.85%  | -3.16%    |
|             | KOU1   | 4        | 2        | (2)         | 5.90%  | 1.32%  | -4.58%    |
|             | PUT1   |          | 2        | 2           | #Error | 7.81%  | #Error    |
|             | SPE1   | 3        | 2        | (1)         | 6.96%  | 14.04% | 7.08%     |
|             | ATP1   | 4        | 1        | (3)         | 9.86%  | 0.69%  | -9.16%    |
|             | CTO1   | 7        | 1        | (6)         | 2.50%  | -0.87% | -3.37%    |
|             | GTL1   | 1        | 1        |             | 9.01%  | 11.71% | 2.70%     |
|             | KNL1   |          | 1        | 1           | #Error | 5.06%  | #Error    |
|             | KNL2   | 1        | 1        |             | 13.75% | 16.35% | 2.60%     |
|             | KVL1   | 4        | 1        | (3)         | 10.18% | 20.83% | 10.65%    |
|             | NDL1   | 3        | 1        | (2)         | 11.25% | 6.62%  | -4.64%    |
|             | VKI1   | 2        | 1        | (1)         | 6.52%  | 15.47% | 8.95%     |
|             | DHN1   | 3        |          | (3)         | 13.48% | #Error | #Error    |
|             | NYP1   | 7        |          | (7)         | 4.77%  | #Error | #Error    |
|             | PDT1   | 1        |          | (1)         | 1.36%  | #Error | #Error    |
|             | PGR1   | 7        |          | (7)         | 4.20%  | #Error | #Error    |
|             | RCY1   |          |          |             | #Error | #Error | #Error    |
|             | TPI1   | 2        |          | (2)         | 12.92% | #Error | #Error    |
|             | Total  | 104      | 54       | (50)        | 4.07%  | 7.44%  | 3.37%     |
| WEST-02     | SLM1   | 4        | 5        | 1           | 9.48%  | 10.31% | 0.83%     |
|             | SLM3   | 1        | 5        | 4           | 9.27%  | 11.95% | 2.68%     |
|             | ERD1   | 5        | 4        | (1)         | 11.75% | 7.72%  | -4.03%    |
|             | ERD2   | 4        | 4        |             | 13.67% | 17.76% | 4.09%     |
|             | HSR1   | 3        | 4        | 1           | 8.98%  | 10.58% | 1.59%     |
|             | HSR2   | 3        | 4        | 1           | 17.38% | 8.68%  | -8.70%    |
|             | TRM1   | 3        | 3        |             | 14.78% | 13.57% | -1.20%    |
|             | ATU1   | 1        | 2        | 1           | 9.35%  | 16.59% | 7.23%     |
|             | DPR2   |          | 2        | 2           | #Error | 8.03%  | #Error    |
|             | SLM2   | 1        | 2        | 1           | 10.81% | 9.97%  | -0.83%    |
|             | TCG1   |          | 2        | 2           | #Error | 8.52%  | #Error    |
|             | BMD1   | 1        | 1        |             | 13.09% | 13.54% | 0.45%     |
|             | CMI1   |          | 1        | 1           | #Error | 14.78% | #Error    |
|             | EPI1   |          | 1        | 1           | #Error | 9.43%  | #Error    |
|             | KRI1   |          | 1        | 1           | #Error | 12.54% | #Error    |
|             | KVP1   | 1        | 1        |             | 12.54% | 12.38% | -0.16%    |
|             | MTR1   | 1        | 1        |             | 10.70% | 11.62% | 0.92%     |
|             | NKL2   | 2        | 1        | (1)         | 13.33% | 10.37% | -2.96%    |
|             | PLC1   |          | 1        | 1           | #Error | 11.62% | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02       | RSP1   | 3        | 1        | (2)         | 13.69% | 13.38% | -0.31%    |
|               | SGI1   |          | 1        | 1           | #Error | 13.54% | #Error    |
|               | APN1   | 1        |          | (1)         | 8.03%  | #Error | #Error    |
|               | DPR1   |          |          |             | #Error | #Error | #Error    |
|               | EDP1   |          |          |             | #Error | #Error | #Error    |
|               | HRR1   |          |          |             | #Error | #Error | #Error    |
|               | KMM1   | 1        |          | (1)         | 12.79% | #Error | #Error    |
|               | MCR1   |          |          |             | #Error | #Error | #Error    |
|               | OML1   | 4        |          | (4)         | 11.41% | #Error | #Error    |
|               | PDR1   | 1        |          | (1)         | 11.62% | #Error | #Error    |
|               | PMP1   | 1        |          | (1)         | 12.54% | #Error | #Error    |
|               | SGG1   |          |          |             | #Error | #Error | #Error    |
|               | VKL1   |          |          |             | #Error | #Error | #Error    |
|               | VPD1   | 8        |          | (8)         | 13.93% | #Error | #Error    |
|               | Total  | 49       | 47       | (2)         | 12.53% | 11.36% | -1.17%    |
|               |        |          |          |             |        |        |           |
| TRICHY-01     | TRY1   | 7        | 6        | (1)         | 9.87%  | 9.87%  | 0.00%     |
|               | KIK1   | 2        | 4        | 2           | 13.93% | 8.80%  | -5.13%    |
|               | KUM1   | 1        | 4        | 3           | 9.27%  | 12.45% | 3.17%     |
|               | TNJ2   | 4        | 4        |             | 6.89%  | 15.35% | 8.46%     |
|               | JKM1   |          | 3        | 3           | #Error | 14.54% | #Error    |
|               | MVM1   | 2        | 3        | 1           | 14.97% | 9.70%  | -5.26%    |
|               | PBR1   |          | 3        | 3           | #Error | 8.79%  | #Error    |
|               | TRY2   |          | 3        | 3           | #Error | 11.48% | #Error    |
|               | AYR1   |          | 2        | 2           | #Error | 12.29% | #Error    |
|               | MDI1   | 4        | 2        | (2)         | 11.81% | 11.28% | -0.53%    |
|               | TNJ1   | 4        | 2        | (2)         | 11.18% | 9.83%  | -1.35%    |
|               | TRY3   | 2        | 2        |             | 12.02% | 10.79% | -1.23%    |
|               | TVR1   | 1        | 2        | 1           | 9.18%  | 6.63%  | -2.54%    |
|               | MSI1   | 1        | 1        |             | 14.59% | 11.62% | -2.98%    |
|               | NMM1   | 1        | 1        |             | 8.03%  | 15.60% | 7.56%     |
|               | ORU1   |          | 1        | 1           | #Error | 12.54% | #Error    |
|               | PDK1   |          | 1        | 1           | #Error | 11.09% | #Error    |
|               | TVR2   | 2        | 1        | (1)         | 12.69% | 7.08%  | -5.61%    |
|               | TYR1   | 7        | 1        | (6)         | 11.48% | 11.62% | 0.14%     |
|               | APM1   |          |          |             | #Error | #Error | #Error    |
|               | KRN1   | 2        |          | (2)         | 9.86%  | #Error | #Error    |
|               | NCK1   | 2        |          | (2)         | 12.20% | #Error | #Error    |
|               | NGT1   | 4        |          | (4)         | 14.87% | #Error | #Error    |
|               | PBR2   | 5        |          | (5)         | 12.94% | #Error | #Error    |
|               | PTK1   | 3        |          | (3)         | 11.45% | #Error | #Error    |
|               | TTP1   | 1        |          | (1)         | 11.05% | #Error | #Error    |
|               | Total  | 55       | 46       | (9)         | 11.59% | 10.96% | -0.63%    |
|               |        |          |          |             |        |        |           |
| VIJAYAWADA-01 | RMV1   | 13       | 5        | (8)         | 3.06%  | 2.77%  | -0.29%    |
|               | GNT1   | 4        | 3        | (1)         | -0.10% | 1.19%  | 1.28%     |
|               | JPT1   | 1        | 3        | 2           | 8.42%  | 6.95%  | -1.47%    |
|               | VKN1   | 4        | 3        | (1)         | 12.57% | 12.31% | -0.25%    |
|               | CRL1   | 4        | 2        | (2)         | 3.39%  | 1.37%  | -2.01%    |
|               | ELU1   | 4        | 2        | (2)         | 4.71%  | -1.14% | -5.85%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | MTM1   | 1        | 2        | 1           | 2.38%  | 5.27%  | 2.89%     |
|               | VJW1   | 2        | 2        |             | 13.35% | 9.41%  | -3.94%    |
|               | VJW3   | 1        | 2        | 1           | 4.53%  | 5.25%  | 0.72%     |
|               | AMP1   | 1        | 1        |             | 5.58%  | 10.59% | 5.02%     |
|               | BPP1   | 1        | 1        |             | 5.53%  | 9.30%  | 3.77%     |
|               | CKT1   | 2        | 1        | (1)         | 8.73%  | 9.01%  | 0.28%     |
|               | DPE1   | 1        | 1        |             | 6.03%  | 11.59% | 5.56%     |
|               | GDV1   | 1        | 1        |             | 0.57%  | 6.96%  | 6.40%     |
|               | GNT2   | 4        | 1        | (3)         | 2.98%  | -2.25% | -5.23%    |
|               | GVM1   | 2        | 1        | (1)         | 9.29%  | 13.10% | 3.81%     |
|               | KDR1   | 3        | 1        | (2)         | 9.74%  | 10.20% | 0.45%     |
|               | KND1   | 3        | 1        | (2)         | 0.50%  | 8.57%  | 8.06%     |
|               | NRT1   | 2        | 1        | (1)         | 6.96%  | 16.05% | 9.09%     |
|               | OGL1   | 2        | 1        | (1)         | 5.46%  | 8.05%  | 2.59%     |
|               | PAP1   | 2        | 1        | (1)         | 7.55%  | 10.80% | 3.25%     |
|               | RAL1   | 2        | 1        | (1)         | -0.74% | 0.06%  | 0.79%     |
|               | TEL1   |          | 1        | 1           | #Error | 7.71%  | #Error    |
|               | TNI1   | 2        | 1        | (1)         | 5.95%  | 8.15%  | 2.20%     |
|               | TVU1   | 5        | 1        | (4)         | 9.49%  | 11.22% | 1.74%     |
|               | VUY1   | 1        | 1        |             | -5.43% | 8.10%  | 13.54%    |
|               | BVR1   | 20       |          | (20)        | -2.65% | #Error | #Error    |
|               | JGG1   | 2        |          | (2)         | 1.35%  | #Error | #Error    |
|               | NPR1   | 8        |          | (8)         | 7.48%  | #Error | #Error    |
|               | PNR1   | 2        |          | (2)         | 7.84%  | #Error | #Error    |
|               | PPM1   | 3        |          | (3)         | 7.56%  | #Error | #Error    |
|               | PRL1   |          |          |             | #Error | #Error | #Error    |
|               | TDD1   | 6        |          | (6)         | -5.07% | #Error | #Error    |
|               | TNK1   | 9        |          | (9)         | 4.45%  | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW4   | 1        |          | (1)         | -4.06% | #Error | #Error    |
|               | VJW5   | 4        |          | (4)         | 3.39%  | #Error | #Error    |
|               | Total  | 123      | 41       | (82)        | 2.66%  | 5.86%  | 3.20%     |
| CHENNAI-02    |        |          |          |             |        |        |           |
|               | CH12   | 4        | 6        | 2           | 16.37% | 15.02% | -1.35%    |
|               | CH41   | 1        | 4        | 3           | 11.62% | 12.42% | 0.80%     |
|               | CH15   | 2        | 3        | 1           | 8.79%  | 11.56% | 2.77%     |
|               | CH18   | 1        | 3        | 2           | 16.51% | 11.95% | -4.55%    |
|               | CH33   |          | 3        | 3           | #Error | 11.23% | #Error    |
|               | CH03   | 5        | 2        | (3)         | 13.42% | 13.32% | -0.09%    |
|               | CH44   | 1        | 2        | 1           | 11.05% | 17.55% | 6.50%     |
|               | CH17   |          | 1        | 1           | #Error | 12.41% | #Error    |
|               | CH20   | 1        | 1        |             | 19.70% | 11.84% | -7.86%    |
|               | CH21   | 1        | 1        |             | 10.77% | 21.59% | 10.82%    |
|               | CH24   | 1        | 1        |             | 5.87%  | 10.37% | 4.50%     |
|               | CH27   | 1        | 1        |             | 11.62% | 10.37% | -1.25%    |
|               | CH32   |          | 1        | 1           | #Error | 20.75% | #Error    |
|               | CH34   | 1        | 1        |             | 15.85% | 5.95%  | -9.90%    |
|               | CH36   | 1        | 1        |             | 7.11%  | 14.46% | 7.35%     |
|               | CH46   |          | 1        | 1           | #Error | 10.81% | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02  | GPD1   |          | 1        | 1           | #Error | 10.70% | #Error    |
|             | PON1   | 3        | 1        | (2)         | 16.15% | 20.04% | 3.89%     |
|             | UKI1   | 2        | 1        | (1)         | 15.11% | 13.09% | -2.01%    |
|             | CH01   |          |          |             | #Error | #Error | #Error    |
|             | CH06   | 3        |          | (3)         | 16.03% | #Error | #Error    |
|             | CH09   | 1        |          | (1)         | 14.59% | #Error | #Error    |
|             | CH23   |          |          |             | #Error | #Error | #Error    |
|             | CH31   | 2        |          | (2)         | 11.42% | #Error | #Error    |
|             | CH43   | 4        |          | (4)         | 12.17% | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   |          |          |             | #Error | #Error | #Error    |
|             | MJR1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 35       | 35       |             | 13.06% | 13.26% | 0.20%     |
|             |        |          |          |             |        |        |           |
| WEST-01     | SUL1   |          | 5        | 5           | #Error | 14.64% | #Error    |
|             | CBE2   | 3        | 3        |             | 3.95%  | 7.04%  | 3.09%     |
|             | KGM1   |          | 3        | 3           | #Error | 13.33% | #Error    |
|             | KMD1   | 2        | 3        | 1           | 16.69% | 9.70%  | -6.99%    |
|             | PLI1   | 2        | 3        | 1           | 11.73% | 14.36% | 2.64%     |
|             | CBE3   |          | 2        | 2           | #Error | 17.65% | #Error    |
|             | GBM1   | 3        | 2        | (1)         | 15.84% | 9.97%  | -5.87%    |
|             | MPM1   |          | 2        | 2           | #Error | 7.08%  | #Error    |
|             | SNR1   | 2        | 2        |             | 10.61% | 12.32% | 1.71%     |
|             | CBE1   | 3        | 1        | (2)         | 16.11% | 10.37% | -5.74%    |
|             | CBE4   | 2        | 1        | (1)         | 11.06% | 9.86%  | -1.20%    |
|             | CBE5   |          | 1        | 1           | #Error | 18.41% | #Error    |
|             | KMR1   | 1        | 1        |             | 4.86%  | 19.35% | 14.49%    |
|             | PPI1   | 1        | 1        |             | 21.84% | 11.62% | -10.22%   |
|             | TPR1   | 1        | 1        |             | 8.60%  | 7.74%  | -0.85%    |
|             | ANR1   |          |          |             | #Error | #Error | #Error    |
|             | AVI1   |          |          |             | #Error | #Error | #Error    |
|             | CBE6   | 1        |          | (1)         | 9.51%  | #Error | #Error    |
|             | CNR1   |          |          |             | #Error | #Error | #Error    |
|             | DPM2   | 1        |          | (1)         | 8.03%  | #Error | #Error    |
|             | GDR1   |          |          |             | #Error | #Error | #Error    |
|             | KGI1   | 2        |          | (2)         | 11.58% | #Error | #Error    |
|             | PDM1   |          |          |             | #Error | #Error | #Error    |
|             | SYM2   |          |          |             | #Error | #Error | #Error    |
|             | TPR2   | 2        |          | (2)         | 8.90%  | 31.88% | 22.99%    |
|             | TPR3   |          |          |             | #Error | #Error | #Error    |
|             | TPR4   | 1        |          | (1)         | 9.43%  | #Error | #Error    |
|             | UAM1   |          |          |             | #Error | #Error | #Error    |
|             | UMP1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 27       | 31       | 4           | 11.02% | 11.30% | 0.28%     |
|             |        |          |          |             |        |        |           |
| SOUTH ARCOT | POY1   | 6        | 5        | (1)         | 12.79% | 12.46% | -0.33%    |
|             | ULP1   | 2        | 3        | 1           | 11.07% | 7.69%  | -3.37%    |
|             | VPM2   | 1        | 3        | 2           | 12.40% | 12.12% | -0.28%    |
|             | CDM1   | 2        | 2        |             | 12.41% | 16.58% | 4.17%     |
|             | CUD1   | 2        | 2        |             | 11.51% | 13.03% | 1.52%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH ARCOT | KKI2   | 3        | 2        | (1)         | 13.23% | 9.43%  | -3.80%    |
|             | NVL2   | 3        | 2        | (1)         | 10.83% | 11.60% | 0.78%     |
|             | POY2   | 4        | 2        | (2)         | 10.65% | 13.65% | 3.00%     |
|             | TDM1   | 2        | 2        |             | 16.54% | 11.98% | -4.56%    |
|             | KLM1   | 1        | 1        |             | 11.56% | 11.05% | -0.51%    |
|             | PRT1   | 1        | 1        |             | 20.75% | 10.37% | -10.38%   |
|             | STP1   |          | 1        | 1           | #Error | 10.70% | #Error    |
|             | VPM1   | 1        | 1        |             | 10.70% | 10.37% | -0.33%    |
|             | KML1   |          |          |             | #Error | #Error | #Error    |
|             | MKM1   |          |          |             | #Error | #Error | #Error    |
|             | SJI2   |          |          |             | #Error | #Error | #Error    |
|             | TRK1   | 2        |          | (2)         | 11.48% | #Error | #Error    |
|             | TVM1   |          |          |             | #Error | #Error | #Error    |
|             | TVM2   |          |          |             | #Error | #Error | #Error    |
|             | VCM1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 30       | 27       | (3)         | 12.42% | 11.67% | -0.75%    |
| NORTH ARCOT | GDM1   |          | 3        | 3           | #Error | 13.45% | #Error    |
|             | VSI1   | 2        | 3        | 1           | 10.75% | 11.98% | 1.23%     |
|             | TRT1   | 2        | 2        |             | 12.40% | 16.51% | 4.10%     |
|             | ANI1   | 1        | 1        |             | 13.54% | 9.27%  | -4.26%    |
|             | CGM1   | 1        | 1        |             | 9.43%  | 7.08%  | -2.36%    |
|             | KPM1   | 2        | 1        | (1)         | 12.53% | 10.37% | -2.16%    |
|             | KPM2   |          | 1        | 1           | #Error | 7.08%  | #Error    |
|             | SBR1   | 1        | 1        |             | 18.81% | 10.00% | -8.80%    |
|             | VEL1   | 1        | 1        |             | 12.75% | 21.30% | 8.55%     |
|             | VEL2   | 1        | 1        |             | 19.45% | 9.98%  | -9.47%    |
|             | VNB1   | 1        | 1        |             | 10.28% | 10.93% | 0.64%     |
|             | ABR1   | 1        |          | (1)         | 12.37% | #Error | #Error    |
|             | AKM1   |          |          |             | #Error | #Error | #Error    |
|             | ARC2   | 2        |          | (2)         | 13.54% | #Error | #Error    |
|             | BGR1   |          |          |             | #Error | #Error | #Error    |
|             | CPT1   | 1        |          | (1)         | 8.03%  | #Error | #Error    |
|             | CYR1   |          |          |             | #Error | #Error | #Error    |
|             | PLR1   | 1        |          | (1)         | 12.37% | #Error | #Error    |
|             | PTU1   | 1        |          | (1)         | 8.03%  | #Error | #Error    |
|             | SLG1   | 1        |          | (1)         | 11.05% | #Error | #Error    |
|             | TRL1   | 3        |          | (3)         | 11.37% | #Error | #Error    |
|             | TRR1   | 3        |          | (3)         | 10.22% | #Error | #Error    |
|             | UGI1   | 1        |          | (1)         | 15.90% | #Error | #Error    |
|             | WJD1   | 1        |          | (1)         | 11.99% | #Error | #Error    |
|             | WJP1   | 2        |          | (2)         | 13.13% | #Error | #Error    |
|             | Total  | 29       | 16       | (13)        | 12.30% | 11.89% | -0.41%    |
| KL-SOUTH    | TVP1   | 2        | 5        | 3           | 10.88% | 8.43%  | -2.45%    |
|             | KLR1   | 1        | 2        | 1           | 2.01%  | 15.15% | 13.14%    |
|             | PAS1   |          | 1        | 1           | #Error | 10.81% | #Error    |
|             | Total  | 3        | 8        | 5           | 5.93%  | 11.40% | 5.47%     |
|             | Total  | 705      | 503      | (202)       | 8.25%  | 10.61% | 2.36%     |