

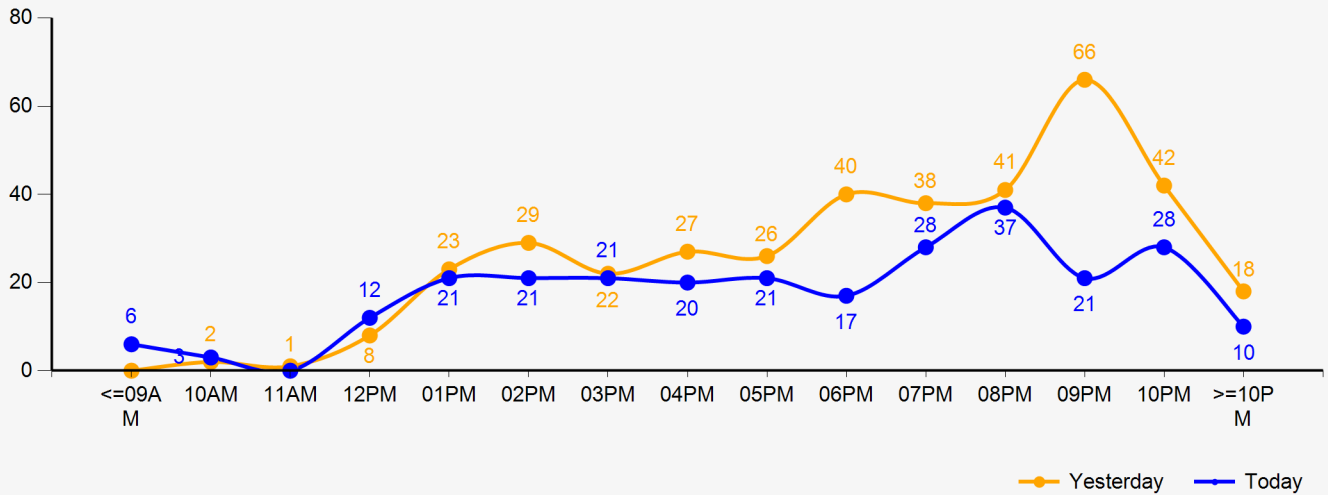
YD Sales : 383

YD GP%: 13.95%

TD Sales : 266

TD GP%: 13.46%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03      | 39       | 38       | (1)         | 11.23% | 12.70% | 1.47%     |
| SOUTH-01      | 56       | 32       | (24)        | 14.52% | 13.67% | -0.85%    |
| CHENNAI-01    | 48       | 29       | (19)        | 15.05% | 13.46% | -1.59%    |
| NORTH ARCOT   | 20       | 24       | 4           | 13.68% | 14.62% | 0.94%     |
| VIJAYAWADA-01 | 29       | 24       | (5)         | 11.82% | 11.56% | -0.26%    |
| TIRUPATI-01   | 28       | 22       | (6)         | 13.31% | 11.63% | -1.69%    |
| TRICHY-01     | 36       | 22       | (14)        | 14.17% | 12.62% | -1.55%    |
| CHENNAI-02    | 33       | 21       | (12)        | 14.55% | 13.84% | -0.71%    |
| WEST-02       | 33       | 21       | (12)        | 15.51% | 15.56% | 0.05%     |
| WEST-01       | 26       | 20       | (6)         | 13.73% | 14.24% | 0.50%     |
| SOUTH ARCOT   | 30       | 12       | (18)        | 14.88% | 15.45% | 0.56%     |
| KL-SOUTH      | 5        | 1        | (4)         | 13.00% | 41.87% | 28.88%    |
| Total         | 383      | 266      | (117)       | 13.95% | 13.46% | -0.50%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | MDU1   | 7        | 6        | (1)         | 10.85% | 14.36% | 3.50%     |
|            | DGL1   | 5        | 4        | (1)         | 8.47%  | 9.39%  | 0.92%     |
|            | MPA1   | 2        | 4        | 2           | 8.61%  | 11.40% | 2.79%     |
|            | PNV1   |          | 3        | 3           | #Error | 15.28% | #Error    |
|            | SGP1   | 2        | 3        | 1           | 18.65% | 15.21% | -3.44%    |
|            | DGL2   | 1        | 2        | 1           | 8.28%  | 14.57% | 6.29%     |
|            | KKD2   | 2        | 2        |             | 7.95%  | 16.42% | 8.47%     |
|            | MDU2   | (1)      | 2        | 3           | 15.04% | 10.19% | -4.85%    |
|            | MNM1   |          | 2        | 2           | #Error | 8.87%  | #Error    |
|            | TMM1   | 3        | 2        | (1)         | 14.71% | 12.46% | -2.24%    |
|            | TPT1   |          | 2        | 2           | #Error | 15.91% | #Error    |
|            | KRR1   |          | 1        | 1           | #Error | 13.54% | #Error    |
|            | MDU4   |          | 1        | 1           | #Error | 11.08% | #Error    |
|            | MDU5   |          | 1        | 1           | #Error | 11.61% | #Error    |
|            | TEN1   | 1        | 1        |             | 11.66% | 13.19% | 1.53%     |
|            | TEN2   | 1        | 1        |             | 6.27%  | 15.63% | 9.36%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03   | USL1   | 1        | 1        |             | 13.31% | 13.98%  | 0.67%     |
|            | ADP1   | 2        |          | (2)         | 10.10% | #Error  | #Error    |
|            | ATG1   | 2        |          | (2)         | 10.93% | #Error  | #Error    |
|            | BNR1   |          |          |             | #Error | #Error  | #Error    |
|            | BTU1   | 1        |          | (1)         | 7.44%  | #Error  | #Error    |
|            | CBM1   | 1        |          | (1)         | 14.62% | #Error  | #Error    |
|            | CMR1   | 1        |          | (1)         | 11.61% | #Error  | #Error    |
|            | DKI1   | 1        |          | (1)         | 20.03% | #Error  | #Error    |
|            | KPT1   |          |          |             | #Error | #Error  | #Error    |
|            | MDU3   |          |          |             | #Error | #Error  | #Error    |
|            | MDU6   |          |          |             | #Error | #Error  | #Error    |
|            | MLR1   |          |          |             | #Error | #Error  | #Error    |
|            | NKI1   | 1        |          | (1)         | 11.61% | #Error  | #Error    |
|            | NTM1   |          |          |             | #Error | #Error  | #Error    |
|            | ODM1   | 1        |          | (1)         | 19.49% | #Error  | #Error    |
|            | PKM1   | 1        |          | (1)         | 13.52% | #Error  | #Error    |
|            | PNI1   |          |          |             | #Error | 100.00% | #Error    |
|            | PVI1   | 1        |          | (1)         | 7.44%  | #Error  | #Error    |
|            | SVG1   | 2        |          | (2)         | 18.52% | #Error  | #Error    |
|            | TDI1   | 1        |          | (1)         | 12.47% | #Error  | #Error    |
|            | Total  | 39       | 38       | (1)         | 11.23% | 12.70%  | 1.47%     |
| SOUTH-01   | KVT1   | 3        | 5        | 2           | 16.01% | 16.71%  | 0.70%     |
|            | RPM1   | 7        | 3        | (4)         | 14.20% | 16.95%  | 2.75%     |
|            | TUT1   | 8        | 3        | (5)         | 15.49% | 11.47%  | -4.02%    |
|            | TVL1   | 4        | 3        | (1)         | 18.69% | 14.77%  | -3.93%    |
|            | VNR1   | 1        | 3        | 2           | 10.48% | 14.41%  | 3.93%     |
|            | ERL1   |          | 2        | 2           | #Error | 17.31%  | #Error    |
|            | RND1   | 3        | 2        | (1)         | 15.08% | 15.51%  | 0.43%     |
|            | TKS1   | 1        | 2        | 1           | 13.56% | 15.83%  | 2.27%     |
|            | TUT2   | 2        | 2        |             | 13.18% | 8.66%   | -4.52%    |
|            | APK1   | 2        | 1        | (1)         | 19.06% | 17.07%  | -1.99%    |
|            | KSM1   | 1        | 1        |             | 6.43%  | 8.86%   | 2.42%     |
|            | KYR1   | 1        | 1        |             | 11.61% | 18.51%  | 6.89%     |
|            | NGR1   | 2        | 1        | (1)         | 10.74% | 2.49%   | -8.25%    |
|            | PDI1   | 1        | 1        |             | 15.14% | 14.98%  | -0.16%    |
|            | SDI1   | 2        | 1        | (1)         | 14.49% | 9.56%   | -4.92%    |
|            | SVK1   | 2        | 1        | (1)         | 13.80% | 12.67%  | -1.13%    |
|            | VNR2   | 1        | 1        |             | 15.50% | 11.61%  | -3.89%    |
|            | ARM1   | (1)      |          | 1           | 11.19% | #Error  | #Error    |
|            | ASM1   | 2        |          | (2)         | 15.03% | #Error  | #Error    |
|            | COL1   |          |          |             | #Error | #Error  | #Error    |
|            | KGL1   | 1        |          | (1)         | 12.46% | #Error  | #Error    |
|            | MAR1   |          |          |             | #Error | #Error  | #Error    |
|            | MMT1   | 1        |          | (1)         | 7.44%  | #Error  | #Error    |
|            | PKD1   | 1        |          | (1)         | 7.44%  | #Error  | #Error    |
|            | SGT1   | 2        |          | (2)         | 11.90% | #Error  | #Error    |
|            | SNL1   |          |          |             | #Error | #Error  | #Error    |
|            | STU2   | 1        |          | (1)         | 11.01% | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01    | TCN1   | 3        |          | (3)         | 16.64% | #Error | #Error    |
|             | TKS2   | 1        |          | (1)         | 13.76% | #Error | #Error    |
|             | TKY1   | 4        |          | (4)         | 13.60% | #Error | #Error    |
|             | TVL2   |          |          |             | #Error | #Error | #Error    |
|             | UDN1   |          |          |             | #Error | #Error | #Error    |
|             | VKM1   |          |          |             | #Error | #Error | #Error    |
|             | VLV1   |          |          |             | #Error | #Error | #Error    |
|             | TYI1   |          | (1)      | (1)         | #Error | 15.50% | #Error    |
|             | Total  | 56       | 32       | (24)        | 14.52% | 13.67% | -0.85%    |
| CHENNAI-01  | CH08   | 3        | 4        | 1           | 18.16% | 11.66% | -6.50%    |
|             | CH16   | 6        | 3        | (3)         | 16.83% | 16.18% | -0.65%    |
|             | CH19   | 2        | 3        | 1           | 16.41% | 10.64% | -5.77%    |
|             | CH45   | 1        | 3        | 2           | 13.37% | 11.48% | -1.89%    |
|             | MRM1   | 1        | 3        | 2           | 13.08% | 13.33% | 0.25%     |
|             | CGL1   |          | 2        | 2           | #Error | 20.25% | #Error    |
|             | CH14   | 2        | 2        |             | 20.10% | 16.09% | -4.01%    |
|             | CH37   | 2        | 2        |             | 13.03% | 11.44% | -1.59%    |
|             | CH48   | 3        | 2        | (1)         | 13.37% | 11.71% | -1.66%    |
|             | CH22   | 3        | 1        | (2)         | 17.38% | 14.61% | -2.77%    |
|             | CH28   | 2        | 1        | (1)         | 18.06% | 14.81% | -3.24%    |
|             | CH38   | 1        | 1        |             | 7.95%  | 18.09% | 10.13%    |
|             | SKL1   | 8        | 1        | (7)         | 13.87% | 19.85% | 5.98%     |
|             | TKM1   |          | 1        | 1           | #Error | 21.30% | #Error    |
|             | AVD1   | 3        |          | (3)         | 14.70% | #Error | #Error    |
|             | CH05   | 3        |          | (3)         | 16.26% | #Error | #Error    |
|             | CH07   | 2        |          | (2)         | 14.38% | #Error | #Error    |
|             | CH11   |          |          |             | #Error | #Error | #Error    |
|             | CH26   |          |          |             | #Error | #Error | #Error    |
|             | CH29   |          |          |             | #Error | #Error | #Error    |
|             | CH30   | 3        |          | (3)         | 9.73%  | #Error | #Error    |
|             | CH35   |          |          |             | #Error | #Error | #Error    |
|             | CH39   |          |          |             | #Error | #Error | #Error    |
|             | CH40   |          |          |             | #Error | #Error | #Error    |
|             | CH42   | 1        |          | (1)         | 14.88% | #Error | #Error    |
|             | GUD1   | 2        |          | (2)         | 19.40% | #Error | #Error    |
|             | GUD2   |          |          |             | #Error | #Error | #Error    |
|             | KNR1   |          |          |             | #Error | #Error | #Error    |
|             | MC02   |          |          |             | #Error | #Error | #Error    |
|             | MC09   |          |          |             | #Error | #Error | #Error    |
|             | MC10   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 48       | 29       | (19)        | 15.05% | 13.46% | -1.59%    |
| NORTH ARCOT | ANI1   | 2        | 4        | 2           | 17.10% | 14.52% | -2.58%    |
|             | VEL1   | 1        | 3        | 2           | 19.43% | 14.46% | -4.97%    |
|             | VEL2   | 1        | 3        | 2           | 7.95%  | 14.34% | 6.39%     |
|             | KPM2   | 1        | 2        | 1           | 12.04% | 16.55% | 4.50%     |
|             | TRL1   | 2        | 2        |             | 15.25% | 13.00% | -2.26%    |
|             | TRR1   | 1        | 2        | 1           | 20.03% | 17.17% | -2.87%    |
|             | BGR1   | 1        | 1        |             | 12.46% | 18.10% | 5.63%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|---------|-----------|
| NORTH ARCOT   | GDM1   |          | 1        | 1           | #Error | 15.09%  | #Error    |
|               | KPM1   |          | 1        | 1           | #Error | 21.64%  | #Error    |
|               | PTU1   |          | 1        | 1           | #Error | 13.24%  | #Error    |
|               | SBR1   | 2        | 1        | (1)         | 21.31% | 45.96%  | 24.65%    |
|               | TRT1   | 1        | 1        |             | 13.07% | 12.95%  | -0.12%    |
|               | UGI1   |          | 1        | 1           | #Error | 13.28%  | #Error    |
|               | WJD1   |          | 1        | 1           | 48.41% | 20.04%  | -28.38%   |
|               | ABR1   | 2        |          | (2)         | 15.28% | #Error  | #Error    |
|               | AKM1   |          |          |             | #Error | #Error  | #Error    |
|               | ARC2   |          |          |             | #Error | #Error  | #Error    |
|               | CGM1   | 3        |          | (3)         | 7.60%  | #Error  | #Error    |
|               | CPT1   |          |          |             | #Error | #Error  | #Error    |
|               | CYR1   | 1        |          | (1)         | 14.61% | #Error  | #Error    |
|               | PLR1   |          |          |             | #Error | #Error  | #Error    |
|               | SLG1   |          |          |             | #Error | #Error  | #Error    |
|               | VNB1   | 2        |          | (2)         | 13.48% | #Error  | #Error    |
|               | VSI1   |          |          |             | #Error | #Error  | #Error    |
|               | WJP1   |          |          |             | #Error | #Error  | #Error    |
|               | Total  | 20       | 24       | 4           | 13.68% | 14.62%  | 0.94%     |
|               |        |          |          |             |        |         |           |
| VIJAYAWADA-01 | DPE1   |          | 2        | 2           | #Error | 9.22%   | #Error    |
|               | KDR1   | 1        | 2        | 1           | 15.43% | 14.13%  | -1.30%    |
|               | TNK1   | 3        | 2        | (1)         | 12.16% | 10.76%  | -1.41%    |
|               | VUY1   |          | 2        | 2           | #Error | 19.70%  | #Error    |
|               | BPP1   | 1        | 1        |             | 11.61% | 8.22%   | -3.39%    |
|               | BVR1   |          | 1        | 1           | #Error | 7.44%   | #Error    |
|               | CRL1   |          | 1        | 1           | #Error | 15.52%  | #Error    |
|               | GDV1   |          | 1        | 1           | #Error | 11.61%  | #Error    |
|               | GNT2   | 2        | 1        | (1)         | 9.79%  | 6.00%   | -3.79%    |
|               | JPT1   |          | 1        | 1           | #Error | 2.73%   | #Error    |
|               | NRT1   | 2        | 1        | (1)         | 14.59% | 5.11%   | -9.48%    |
|               | OGL1   | 2        | 1        | (1)         | 14.31% | 12.78%  | -1.54%    |
|               | PNR1   | 1        | 1        |             | 18.41% | 13.43%  | -4.99%    |
|               | PPM1   |          | 1        | 1           | #Error | 12.34%  | #Error    |
|               | RAL1   | 5        | 1        | (4)         | 10.96% | 11.19%  | 0.23%     |
|               | TEL1   |          | 1        | 1           | #Error | 12.56%  | #Error    |
|               | TVU1   |          | 1        | 1           | #Error | 8.53%   | #Error    |
|               | VJW1   | 1        | 1        |             | 11.90% | 13.06%  | 1.16%     |
|               | VJW4   | 1        | 1        |             | 17.33% | 12.57%  | -4.75%    |
|               | VJW5   |          | 1        | 1           | #Error | 13.29%  | #Error    |
|               | VKN1   |          | 1        | 1           | #Error | 14.09%  | #Error    |
|               | AMP1   |          |          |             | #Error | #Error  | #Error    |
|               | ELU1   | 1        |          | (1)         | 8.13%  | #Error  | #Error    |
|               | GNT1   | 1        |          | (1)         | 7.66%  | #Error  | #Error    |
|               | GVM1   | 1        |          | (1)         | 15.46% | 100.00% | 84.54%    |
|               | JGG1   |          |          |             | #Error | #Error  | #Error    |
|               | KND1   |          |          |             | #Error | #Error  | #Error    |
|               | MTM1   | 1        |          | (1)         | 6.44%  | #Error  | #Error    |
|               | PAP1   | 2        |          | (2)         | 14.07% | #Error  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | PRL1   |          |          |             | #Error | #Error | #Error    |
|               | RMV1   | 2        |          | (2)         | 9.04%  | #Error | #Error    |
|               | TDD1   | 1        |          | (1)         | 14.12% | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW3   |          |          |             | #Error | #Error | #Error    |
|               | CKT1   | 1        | (1)      | (2)         | 15.17% | 10.64% | -4.53%    |
|               | Total  | 29       | 24       | (5)         | 11.82% | 11.56% | -0.26%    |
| TIRUPATI-01   | CTO1   | 3        | 4        | 1           | 10.47% | 10.83% | 0.36%     |
|               | NYP1   |          | 3        | 3           | #Error | 11.04% | #Error    |
|               | VKI1   |          | 3        | 3           | #Error | 11.72% | #Error    |
|               | ADI1   | 3        | 1        | (2)         | 15.03% | 10.58% | -4.45%    |
|               | ATP1   | 2        | 1        | (1)         | 14.89% | 9.32%  | -5.57%    |
|               | DHN1   |          | 1        | 1           | #Error | 12.86% | #Error    |
|               | KHT1   | 1        | 1        |             | 7.96%  | 13.13% | 5.18%     |
|               | NDL1   | 2        | 1        | (1)         | 11.51% | 17.86% | 6.35%     |
|               | NLR1   |          | 1        | 1           | #Error | 0.80%  | #Error    |
|               | PDT1   | 1        | 1        |             | 14.34% | 15.59% | 1.26%     |
|               | PGR1   |          | 1        | 1           | #Error | 17.08% | #Error    |
|               | PIL1   | 1        | 1        |             | 9.46%  | 11.61% | 2.16%     |
|               | RCY1   | 2        | 1        | (1)         | 14.75% | 13.16% | -1.59%    |
|               | SPE1   |          | 1        | 1           | #Error | 9.49%  | #Error    |
|               | TPI1   |          | 1        | 1           | #Error | 17.76% | #Error    |
|               | BVL1   | 1        |          | (1)         | 15.76% | #Error | #Error    |
|               | GTL1   |          |          |             | #Error | #Error | #Error    |
|               | KDA1   | 2        |          | (2)         | 8.85%  | #Error | #Error    |
|               | KNL1   | 2        |          | (2)         | 19.45% | #Error | #Error    |
|               | KNL2   |          |          |             | #Error | #Error | #Error    |
|               | KOU1   |          |          |             | #Error | #Error | #Error    |
|               | MPL1   | 1        |          | (1)         | 7.44%  | #Error | #Error    |
|               | PMR1   | 1        |          | (1)         | 7.44%  | #Error | #Error    |
|               | PUT1   |          |          |             | #Error | #Error | #Error    |
|               | RJP1   | 2        |          | (2)         | 18.30% | #Error | #Error    |
|               | TPY1   |          |          |             | #Error | #Error | #Error    |
|               | TPY2   | 4        |          | (4)         | 14.84% | #Error | #Error    |
|               | Total  | 28       | 22       | (6)         | 13.31% | 11.63% | -1.69%    |
| TRICHY-01     | TRY1   | 3        | 5        | 2           | 15.30% | 12.00% | -3.30%    |
|               | MVM1   | 7        | 3        | (4)         | 15.93% | 9.36%  | -6.58%    |
|               | PBR2   | 2        | 2        |             | 9.19%  | 11.98% | 2.78%     |
|               | TYR1   |          | 2        | 2           | #Error | 15.01% | #Error    |
|               | APM1   | 1        | 1        |             | 19.62% | 16.89% | -2.73%    |
|               | JKM1   | 1        | 1        |             | 11.89% | 17.05% | 5.16%     |
|               | KIK1   | 2        | 1        | (1)         | 11.02% | 9.79%  | -1.23%    |
|               | KUM1   | 2        | 1        | (1)         | 11.61% | 11.61% | 0.00%     |
|               | NMM1   |          | 1        | 1           | #Error | 11.92% | #Error    |
|               | PBR1   | 2        | 1        | (1)         | 12.57% | 16.73% | 4.15%     |
|               | PDK1   | 2        | 1        | (1)         | 15.37% | 19.46% | 4.09%     |
|               | PTK1   | 1        | 1        |             | 14.91% | 11.61% | -3.30%    |
|               | TNJ2   | 3        | 1        | (2)         | 14.78% | 11.85% | -2.93%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TVR2   | 1        | 1        |             | 9.61%  | 9.57%  | -0.04%    |
|            | AYR1   |          |          |             | 9.74%  | #Error | #Error    |
|            | KRN1   | 1        |          | (1)         | 18.53% | #Error | #Error    |
|            | MDI1   |          |          |             | #Error | #Error | #Error    |
|            | MSI1   | 2        |          | (2)         | 17.27% | #Error | #Error    |
|            | NCK1   |          |          |             | #Error | #Error | #Error    |
|            | NGT1   | 1        |          | (1)         | 17.07% | #Error | #Error    |
|            | ORU1   | 2        |          | (2)         | 11.75% | #Error | #Error    |
|            | TNJ1   |          |          |             | #Error | #Error | #Error    |
|            | TRY2   | 2        |          | (2)         | 17.33% | #Error | #Error    |
|            | TRY3   |          |          |             | #Error | #Error | #Error    |
|            | TTP1   |          |          |             | #Error | #Error | #Error    |
|            | TVR1   | 1        |          | (1)         | 14.55% | #Error | #Error    |
|            | Total  | 36       | 22       | (14)        | 14.17% | 12.62% | -1.55%    |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH06   | 1        | 4        | 3           | 14.61% | 3.66%  | -10.95%   |
|            | CH43   |          | 3        | 3           | #Error | 20.00% | #Error    |
|            | CH03   | 7        | 2        | (5)         | 14.53% | 9.77%  | -4.76%    |
|            | CH12   | 2        | 2        |             | 7.44%  | 16.19% | 8.74%     |
|            | CH15   | 3        | 2        | (1)         | 15.09% | 12.09% | -3.00%    |
|            | CH18   | 2        | 2        |             | 14.00% | 16.40% | 2.40%     |
|            | CH20   | 1        | 2        | 1           | 17.74% | 25.07% | 7.33%     |
|            | CH33   | 2        | 2        |             | 18.40% | 16.81% | -1.59%    |
|            | CH34   | 1        | 1        |             | 13.00% | 19.43% | 6.43%     |
|            | MJR1   | 1        | 1        |             | 11.61% | 20.82% | 9.20%     |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH09   | 2        |          | (2)         | 17.42% | #Error | #Error    |
|            | CH17   |          |          |             | #Error | #Error | #Error    |
|            | CH21   |          |          |             | #Error | #Error | #Error    |
|            | CH23   | 2        |          | (2)         | 14.66% | #Error | #Error    |
|            | CH24   |          |          |             | #Error | #Error | #Error    |
|            | CH27   |          |          |             | #Error | #Error | #Error    |
|            | CH31   | 1        |          | (1)         | 20.16% | #Error | #Error    |
|            | CH32   |          |          |             | #Error | #Error | #Error    |
|            | CH36   |          |          |             | #Error | #Error | #Error    |
|            | CH41   | 5        |          | (5)         | 12.92% | #Error | #Error    |
|            | CH44   |          |          |             | #Error | #Error | #Error    |
|            | CH46   |          |          |             | #Error | #Error | #Error    |
|            | GPD1   |          |          |             | #Error | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   |          |          |             | #Error | #Error | #Error    |
|            | MC08   |          |          |             | #Error | #Error | #Error    |
|            | PON1   | 2        |          | (2)         | 14.25% | #Error | #Error    |
|            | UKI1   | 1        |          | (1)         | 21.62% | #Error | #Error    |
|            | Total  | 33       | 21       | (12)        | 14.55% | 13.84% | -0.71%    |
|            |        |          |          |             |        |        |           |
| WEST-02    | HSR1   |          | 3        | 3           | #Error | 15.17% | #Error    |
|            | SLM1   | 3        | 3        |             | 17.29% | 16.90% | -0.40%    |
|            | KVP1   | 2        | 2        |             | 13.32% | 13.04% | -0.28%    |
|            | OML1   | 3        | 2        | (1)         | 13.42% | 11.07% | -2.35%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | APN1   |          | 1        | 1           | #Error | 19.40% | #Error    |
|            | BMD1   | 1        | 1        |             | 20.57% | 16.66% | -3.91%    |
|            | DPR1   |          | 1        | 1           | #Error | 15.65% | #Error    |
|            | ERD1   | 3        | 1        | (2)         | 12.32% | 3.44%  | -8.88%    |
|            | ERD2   | 1        | 1        |             | 11.61% | 0.39%  | -11.22%   |
|            | KMM1   |          | 1        | 1           | #Error | 19.75% | #Error    |
|            | MTR1   | 1        | 1        |             | 11.61% | 11.19% | -0.42%    |
|            | PLC1   |          | 1        | 1           | #Error | 21.49% | #Error    |
|            | SLM3   | 2        | 1        | (1)         | 16.52% | 18.42% | 1.90%     |
|            | TCG1   |          | 1        | 1           | #Error | 12.09% | #Error    |
|            | VPD1   | 2        | 1        | (1)         | 13.34% | 18.78% | 5.45%     |
|            | ATU1   | 1        |          | (1)         | 11.61% | #Error | #Error    |
|            | CMI1   | 1        |          | (1)         | 11.61% | #Error | #Error    |
|            | DPR2   |          |          |             | #Error | #Error | #Error    |
|            | EDP1   | 1        |          | (1)         | 14.61% | #Error | #Error    |
|            | EPI1   | 1        |          | (1)         | 17.79% | #Error | #Error    |
|            | HRR1   |          |          |             | #Error | #Error | #Error    |
|            | HSR2   | 1        |          | (1)         | 20.62% | #Error | #Error    |
|            | KRI1   |          |          |             | #Error | #Error | #Error    |
|            | MCR1   | 1        |          | (1)         | 23.77% | #Error | #Error    |
|            | NKL2   | 3        |          | (3)         | 18.26% | #Error | #Error    |
|            | PDR1   |          |          |             | #Error | -2.85% | #Error    |
|            | PMP1   | 1        |          | (1)         | 7.95%  | #Error | #Error    |
|            | RSP1   | 3        |          | (3)         | 15.87% | #Error | #Error    |
|            | SGG1   |          |          |             | #Error | #Error | #Error    |
|            | SGI1   | 1        |          | (1)         | 19.30% | #Error | #Error    |
|            | SLM2   | 1        |          | (1)         | 23.52% | #Error | #Error    |
|            | TRM1   |          |          |             | #Error | #Error | #Error    |
|            | VKL1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 33       | 21       | (12)        | 15.51% | 15.56% | 0.05%     |
|            |        |          |          |             |        |        |           |
| WEST-01    | CBE2   | 4        | 3        | (1)         | 15.29% | 12.89% | -2.40%    |
|            | CBE1   | 1        | 2        | 1           | 9.89%  | 10.98% | 1.09%     |
|            | CNR1   |          | 2        | 2           | #Error | 15.98% | #Error    |
|            | KMR1   | 1        | 2        | 1           | 18.18% | 16.93% | -1.25%    |
|            | UMP1   | 1        | 2        | 1           | 7.44%  | 13.06% | 5.62%     |
|            | DPM2   | 1        | 1        |             | 10.36% | 12.11% | 1.75%     |
|            | KGM1   |          | 1        | 1           | #Error | 18.82% | #Error    |
|            | MPM1   | 2        | 1        | (1)         | 16.47% | 15.19% | -1.29%    |
|            | PDM1   |          | 1        | 1           | #Error | 14.61% | #Error    |
|            | PLI1   |          | 1        | 1           | #Error | 16.11% | #Error    |
|            | PPI1   | 1        | 1        |             | 19.56% | 17.33% | -2.24%    |
|            | SNR1   | 1        | 1        |             | 7.44%  | 9.11%  | 1.67%     |
|            | TPR1   | 1        | 1        |             | 6.45%  | 10.63% | 4.18%     |
|            | TPR3   | 1        | 1        |             | 19.05% | 21.79% | 2.74%     |
|            | ANR1   |          |          |             | #Error | #Error | #Error    |
|            | AVI1   |          |          |             | #Error | #Error | #Error    |
|            | CBE3   | 1        |          | (1)         | 17.36% | #Error | #Error    |
|            | CBE4   | 1        |          | (1)         | 21.16% | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01     | CBE6   | 1        |          | (1)         | 17.39% | #Error | #Error    |
|             | GBM1   |          |          |             | #Error | #Error | #Error    |
|             | GDR1   | 1        |          | (1)         | 20.06% | #Error | #Error    |
|             | KGI1   | 1        |          | (1)         | 7.44%  | #Error | #Error    |
|             | KMD1   | 1        |          | (1)         | 21.85% | #Error | #Error    |
|             | SUL1   | 1        |          | (1)         | 11.19% | #Error | #Error    |
|             | SYM2   | 3        |          | (3)         | 14.38% | #Error | #Error    |
|             | TPR2   | 2        |          | (2)         | 10.83% | #Error | #Error    |
|             | TPR4   |          |          |             | #Error | #Error | #Error    |
|             | UAM1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 26       | 20       | (6)         | 13.73% | 14.24% | 0.50%     |
| SOUTH ARCOT |        |          |          |             |        |        |           |
|             | CUD1   | 2        | 5        | 3           | 18.76% | 17.47% | -1.29%    |
|             | CDM1   | 2        | 2        |             | 9.02%  | 14.16% | 5.14%     |
|             | ULP1   |          | 2        | 2           | #Error | 14.85% | #Error    |
|             | POY1   | 4        | 1        | (3)         | 16.03% | 7.44%  | -8.59%    |
|             | TRK1   | 2        | 1        | (1)         | 17.16% | 18.82% | 1.65%     |
|             | VPM1   |          | 1        | 1           | #Error | 9.91%  | #Error    |
|             | KKI2   | 3        |          | (3)         | 11.07% | #Error | #Error    |
|             | KLM1   | 3        |          | (3)         | 13.82% | #Error | #Error    |
|             | KML1   |          |          |             | #Error | #Error | #Error    |
|             | MKM1   | 2        |          | (2)         | 16.69% | #Error | #Error    |
|             | NVL2   |          |          |             | #Error | #Error | #Error    |
|             | POY2   |          |          |             | #Error | #Error | #Error    |
|             | PRT1   | 3        |          | (3)         | 13.68% | #Error | #Error    |
|             | SJI1   | 4        |          | (4)         | 13.12% | #Error | #Error    |
|             | STP1   |          |          |             | #Error | #Error | #Error    |
|             | TDM1   | 2        |          | (2)         | 14.94% | #Error | #Error    |
|             | TVM1   | 1        |          | (1)         | 15.41% | #Error | #Error    |
|             | TVM2   | 1        |          | (1)         | 12.46% | #Error | #Error    |
|             | VCM1   |          |          |             | #Error | #Error | #Error    |
|             | VPM2   | 1        |          | (1)         | 18.56% | #Error | #Error    |
|             | Total  | 30       | 12       | (18)        | 14.88% | 15.45% | 0.56%     |
| KL-SOUTH    |        |          |          |             |        |        |           |
|             | TVP1   | 5        | 1        | (4)         | 13.00% | 41.87% | 28.88%    |
|             | PAS1   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 5        | 1        | (4)         | 13.00% | 41.87% | 28.88%    |
|             | Total  | 383      | 266      | (117)       | 13.95% | 13.46% | -0.50%    |