



# Fridge - Daily Sales Performance As on 18-05-2026 11:20:26 PM

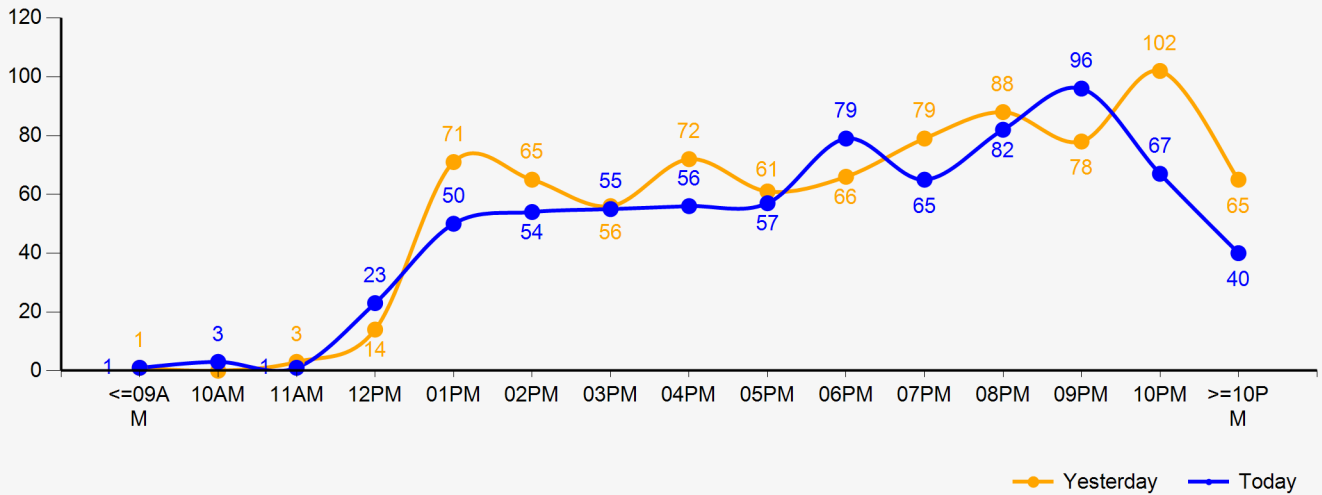
YD Sales : 821

YD GP%: 7.80%

TD Sales : 729

TD GP%: 9.76%

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      | 116        | 112        | (4)         | 9.14%        | 10.75%       | 1.61%        |
| SOUTH ARCOT   | 32         | 100        | 68          | 9.01%        | 8.97%        | -0.03%       |
| VIJAYAWADA-01 | 37         | 93         | 56          | 2.76%        | 5.33%        | 2.57%        |
| CHENNAI-01    | 101        | 63         | (38)        | 7.46%        | 11.62%       | 4.16%        |
| SOUTH-03      | 101        | 62         | (39)        | 8.52%        | 10.40%       | 1.88%        |
| TRICHY-01     | 92         | 60         | (32)        | 9.36%        | 14.05%       | 4.69%        |
| WEST-02       | 80         | 50         | (30)        | 11.24%       | 12.83%       | 1.59%        |
| NORTH ARCOT   | 51         | 48         | (3)         | 6.68%        | 10.29%       | 3.61%        |
| WEST-01       | 56         | 44         | (12)        | 9.84%        | 12.43%       | 2.58%        |
| TIRUPATI-01   | 44         | 39         | (5)         | 6.67%        | 8.87%        | 2.21%        |
| CHENNAI-02    | 88         | 33         | (55)        | 7.86%        | 11.14%       | 3.28%        |
| KL-SOUTH      | 11         | 18         | 7           | 1.46%        | 4.64%        | 3.18%        |
| KL-NORTH      | 12         | 7          | (5)         | -4.98%       | -5.18%       | -0.20%       |
| <b>Total</b>  | <b>821</b> | <b>729</b> | <b>(92)</b> | <b>7.80%</b> | <b>9.76%</b> | <b>1.96%</b> |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|--------|----------|----------|-------------|--------|--------|-----------|--------|
| SOUTH-01   | KVT1   | 9        | 12       | 3           | 10.63% | 16.16% | 5.53%     |        |
|            | TUT2   | 2        | 11       | 9           | 14.73% | 2.76%  | -11.97%   |        |
|            | TUT1   | 8        | 9        | 1           | 13.31% | 14.55% | 1.24%     |        |
|            | TVL1   | 11       | 8        | (3)         | 6.79%  | 10.47% | 3.68%     |        |
|            | KYR1   | 2        | 6        | 4           | 12.30% | 13.26% | 0.96%     |        |
|            | RND1   | 4        | 6        | 2           | 5.98%  | 10.07% | 4.09%     |        |
|            | APK1   | 1        | 5        | 4           | 10.38% | 11.01% | 0.63%     |        |
|            | MMT1   | 4        | 4        |             | 9.81%  | 15.14% | 5.33%     |        |
|            | NGR1   | 6        | 4        | (2)         | 7.97%  | 5.23%  | -2.74%    |        |
|            | SNL1   | 4        | 4        |             | 8.04%  | 4.38%  | -3.67%    |        |
|            | SVK1   | 7        | 4        | (3)         | 8.81%  | 13.59% | 4.78%     |        |
|            | TKS2   | 5        | 4        | (1)         | 9.52%  | 10.71% | 1.18%     |        |
|            | UDN1   |          | 4        | 4           |        | #Error | 6.15%     | #Error |
|            | VLY1   | 3        | 4        | 1           | 11.40% | 18.92% | 7.52%     |        |
|            | RPM1   | 4        | 3        | (1)         | 10.91% | 5.76%  | -5.15%    |        |

| Sales Zone    | Branch      | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|-------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01      | VNR2        | 7        | 3        | (4)         | 10.84% | 15.11% | 4.27%     |
|               | COL1        | 1        | 2        | 1           | 2.44%  | 8.97%  | 6.53%     |
|               | MAR1        | 4        | 2        | (2)         | 8.60%  | 3.14%  | -5.46%    |
|               | PDI1        | 3        | 2        | (1)         | 8.70%  | 10.39% | 1.69%     |
|               | SDI1        | 2        | 2        |             | 8.04%  | 6.61%  | -1.43%    |
|               | TCN1        | 1        | 2        | 1           | 14.06% | 13.17% | -0.89%    |
|               | TKS1        | 7        | 2        | (5)         | 8.71%  | 7.02%  | -1.70%    |
|               | TKY1        | 3        | 2        | (1)         | 0.07%  | 11.62% | 11.55%    |
|               | APK2        |          | 1        | 1           | #Error | 10.86% | #Error    |
|               | ERL2        | 3        | 1        | (2)         | 12.73% | 17.92% | 5.19%     |
|               | KSM1        |          | 1        | 1           | #Error | 6.53%  | #Error    |
|               | PKD1        | 2        | 1        | (1)         | 17.31% | 17.92% | 0.61%     |
|               | SKD1        | 5        | 1        | (4)         | 11.73% | 14.43% | 2.70%     |
|               | STU2        | 1        | 1        |             | 14.90% | 17.24% | 2.34%     |
|               | VKM1        | 3        | 1        | (2)         | 17.21% | 15.10% | -2.10%    |
|               | ARM1        |          |          |             | #Error | #Error | #Error    |
|               | ASM1        | 1        |          | (1)         | 12.20% | #Error | #Error    |
|               | KGL1        |          |          |             | #Error | #Error | #Error    |
|               | SGT1        |          |          |             | #Error | #Error | #Error    |
|               | TYI1        | 1        |          | (1)         | 0.00%  | #Error | #Error    |
|               | VNR1        | 2        |          | (2)         | 8.45%  | #Error | #Error    |
|               | Total       | 116      | 112      | (4)         | 9.14%  | 10.75% | 1.61%     |
|               | SOUTH ARCOT | POY1     |          | 31          | 31     | #Error | 9.75%     |
| POY2          |             | 2        | 15       | 13          | 4.78%  | 5.76%  | 0.98%     |
| CDM1          |             | 2        | 8        | 6           | 14.69% | 10.34% | -4.35%    |
| ULP1          |             | 1        | 8        | 7           | 3.11%  | 7.12%  | 4.01%     |
| SJI2          |             | 4        | 7        | 3           | 12.37% | 11.99% | -0.38%    |
| KLM1          |             | 4        | 4        |             | 10.28% | 15.14% | 4.86%     |
| KKI2          |             |          | 3        | 3           | #Error | 9.64%  | #Error    |
| KML1          |             |          | 3        | 3           | #Error | 13.42% | #Error    |
| MKM1          |             | 2        | 3        | 1           | 11.45% | 19.80% | 8.36%     |
| PRT1          |             | 1        | 3        | 2           | 2.84%  | 7.07%  | 4.23%     |
| VCM2          |             |          | 3        | 3           | #Error | 6.20%  | #Error    |
| VPM2          |             | 2        | 3        | 1           | 10.91% | 4.08%  | -6.83%    |
| NVL2          |             | 2        | 2        |             | 11.33% | -4.45% | -15.78%   |
| TRK1          |             | 3        | 2        | (1)         | 6.74%  | 16.96% | 10.22%    |
| TVM1          |             |          | 2        | 2           | #Error | 12.96% | #Error    |
| CUD1          |             | 6        | 1        | (5)         | 8.90%  | 11.14% | 2.23%     |
| STP1          |             | 1        | 1        |             | 5.02%  | 12.04% | 7.03%     |
| VPM1          |             |          | 1        | 1           | #Error | 8.19%  | #Error    |
| TDM1          |             | 1        |          | (1)         | 5.19%  | 19.46% | 14.27%    |
| TVM2          |             | 1        |          | (1)         | 2.47%  | #Error | #Error    |
| VCM1          |             |          |          |             | #Error | #Error | #Error    |
| Total         |             | 32       | 100      | 68          | 9.01%  | 8.97%  | -0.03%    |
| VIJAYAWADA-01 |             | ELU1     | 1        | 9           | 8      | 4.77%  | -2.53%    |
|               | GNT1        | 3        | 9        | 6           | 7.26%  | 5.85%  | -1.41%    |
|               | VKN1        | 2        | 6        | 4           | 9.69%  | 8.31%  | -1.37%    |
|               | PAP1        |          | 5        | 5           | #Error | 3.72%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| VIJAYAWADA-01 | VJW2   | 1        | 5        | 4           | 6.10%   | 7.54%  | 1.44%     |
|               | BVR1   | 2        | 4        | 2           | -3.90%  | 6.56%  | 10.46%    |
|               | OGL1   | 2        | 4        | 2           | -1.10%  | 11.47% | 12.57%    |
|               | VJW1   |          | 4        | 4           | #Error  | 7.30%  | #Error    |
|               | VJW4   | 1        | 4        | 3           | 6.86%   | -2.99% | -9.85%    |
|               | AMP1   | 2        | 3        | 1           | 8.83%   | 8.12%  | -0.71%    |
|               | CKT1   |          | 3        | 3           | #Error  | 6.61%  | #Error    |
|               | CRL1   | 2        | 3        | 1           | 7.79%   | 5.18%  | -2.61%    |
|               | TDD1   |          | 3        | 3           | #Error  | 1.28%  | #Error    |
|               | TVU1   |          | 3        | 3           | #Error  | 10.81% | #Error    |
|               | DPE1   | 1        | 2        | 1           | 10.37%  | 9.80%  | -0.57%    |
|               | GVM1   | 1        | 2        | 1           | -11.29% | 15.44% | 26.73%    |
|               | JPT1   | 1        | 2        | 1           | 4.50%   | 7.17%  | 2.67%     |
|               | KND1   |          | 2        | 2           | #Error  | 1.33%  | #Error    |
|               | NPR1   |          | 2        | 2           | #Error  | 8.22%  | #Error    |
|               | NRT1   | 1        | 2        | 1           | 4.62%   | 6.76%  | 2.15%     |
|               | PPM1   | 1        | 2        | 1           | 4.51%   | 10.80% | 6.29%     |
|               | RAL1   | 1        | 2        | 1           | 8.53%   | 11.70% | 3.18%     |
|               | TEL1   | 1        | 2        | 1           | -4.25%  | 6.13%  | 10.38%    |
|               | TNI1   |          | 2        | 2           | #Error  | 7.13%  | #Error    |
|               | GNT2   | 2        | 1        | (1)         | 3.92%   | 4.78%  | 0.86%     |
|               | NZV1   |          | 1        | 1           | #Error  | 4.78%  | #Error    |
|               | PNR1   |          | 1        | 1           | #Error  | 8.13%  | #Error    |
|               | PRL1   | 3        | 1        | (2)         | 2.46%   | 2.37%  | -0.08%    |
|               | RMV1   | 3        | 1        | (2)         | 0.39%   | 0.73%  | 0.34%     |
|               | TNK1   | 2        | 1        | (1)         | 5.85%   | 6.20%  | 0.36%     |
|               | VJW5   |          | 1        | 1           | #Error  | 25.75% | #Error    |
|               | VUY1   |          | 1        | 1           | #Error  | -2.18% | #Error    |
|               | BPP1   | 1        |          | (1)         | 6.48%   | #Error | #Error    |
|               | GDV1   |          |          |             | #Error  | #Error | #Error    |
|               | JGG1   | 1        |          | (1)         | 4.13%   | #Error | #Error    |
|               | MTM1   |          |          |             | #Error  | #Error | #Error    |
|               | VJW3   | 2        |          | (2)         | 2.95%   | #Error | #Error    |
| Total         |        | 37       | 93       | 56          | 2.76%   | 5.33%  | 2.57%     |
| CHENNAI-01    | CH05   | 9        | 10       | 1           | -1.23%  | 8.18%  | 9.41%     |
|               | CH19   | 2        | 5        | 3           | 6.15%   | 13.38% | 7.24%     |
|               | CH37   | 2        | 5        | 3           | 4.37%   | 9.53%  | 5.16%     |
|               | CH42   | 5        | 5        |             | 4.87%   | 11.71% | 6.83%     |
|               | CH08   | 6        | 4        | (2)         | 9.95%   | 13.04% | 3.09%     |
|               | CH45   | 2        | 4        | 2           | 6.67%   | 8.07%  | 1.39%     |
|               | CH47   | 5        | 4        | (1)         | 16.77%  | 12.81% | -3.96%    |
|               | AVD1   |          | 3        | 3           | #Error  | 9.12%  | #Error    |
|               | CH07   | 5        | 3        | (2)         | 7.18%   | 16.60% | 9.43%     |
|               | CH14   | 8        | 3        | (5)         | 4.29%   | 10.57% | 6.28%     |
|               | CH28   | 4        | 3        | (1)         | 13.01%  | 18.35% | 5.34%     |
|               | GUD2   | 2        | 3        | 1           | 10.73%  | 19.50% | 8.77%     |
|               | CH30   | 5        | 2        | (3)         | 8.56%   | 10.24% | 1.68%     |
|               | CH35   | 4        | 2        | (2)         | 10.81%  | 7.66%  | -3.16%    |

| Sales Zone | Branch   | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|----------|----------|----------|-------------|--------|--------|-----------|--------|
| CHENNAI-01 | CH25     | 6        | 1        | (5)         | 4.00%  | 10.30% | 6.30%     |        |
|            | CH26     | 1        | 1        |             | 13.50% | 1.79%  | -11.71%   |        |
|            | CH48     | 1        | 1        |             | 10.59% | 17.92% | 7.33%     |        |
|            | CH49     | 4        | 1        | (3)         | 8.06%  | 9.77%  | 1.71%     |        |
|            | GUD1     | (1)      | 1        | 2           | 7.76%  | 20.02% | 12.26%    |        |
|            | KNR1     | 2        | 1        | (1)         | 6.37%  | 16.64% | 10.26%    |        |
|            | TKM1     |          | 1        | 1           | #Error | 14.40% | #Error    |        |
|            | CGL1     | 2        |          | (2)         | 18.28% | #Error | #Error    |        |
|            | CH16     | 9        |          | (9)         | 8.09%  | #Error | #Error    |        |
|            | CH22     | 5        |          | (5)         | 10.88% | #Error | #Error    |        |
|            | CH29     |          |          |             | #Error | #Error | #Error    |        |
|            | CH38     | 7        |          | (7)         | 7.71%  | #Error | #Error    |        |
|            | CH39     | 5        |          | (5)         | 4.65%  | #Error | #Error    |        |
|            | CH40     |          |          |             | #Error | #Error | #Error    |        |
|            | MC09     |          |          |             | #Error | #Error | #Error    |        |
|            | MC10     |          |          |             | #Error | #Error | #Error    |        |
|            | MRM1     |          |          |             | #Error | #Error | #Error    |        |
|            | SKL1     | 1        |          | (1)         | -0.78% | #Error | #Error    |        |
|            | Total    | 101      | 63       | (38)        | 7.46%  | 11.62% | 4.16%     |        |
|            | SOUTH-03 | DGL1     | 8        | 6           | (2)    | 9.50%  | 9.90%     | 0.40%  |
|            |          | MDU1     | 9        | 6           | (3)    | 9.30%  | 8.89%     | -0.41% |
| MDU2       |          | 10       | 6        | (4)         | 7.16%  | 1.73%  | -5.44%    |        |
| TDI1       |          | 3        | 4        | 1           | 16.42% | 13.42% | -3.00%    |        |
| DGL2       |          | 1        | 3        | 2           | 8.45%  | 15.64% | 7.18%     |        |
| KKD3       |          | 6        | 3        | (3)         | 9.39%  | 12.41% | 3.02%     |        |
| MDU6       |          | 2        | 3        | 1           | 11.31% | 11.29% | -0.02%    |        |
| PVI1       |          | 4        | 3        | (1)         | 8.69%  | 13.68% | 5.00%     |        |
| ADP1       |          | 2        | 2        |             | 4.37%  | 17.12% | 12.75%    |        |
| BNR1       |          | 1        | 2        | 1           | 8.69%  | 8.44%  | -0.25%    |        |
| CBM1       |          | 4        | 2        | (2)         | 5.55%  | 7.74%  | 2.19%     |        |
| MDU4       |          | 1        | 2        | 1           | 4.38%  | 6.35%  | 1.97%     |        |
| MDU5       |          | 3        | 2        | (1)         | 4.17%  | 8.58%  | 4.41%     |        |
| MDU7       |          | 1        | 2        | 1           | 4.28%  | 10.83% | 6.55%     |        |
| NKI1       |          | 1        | 2        | 1           | 7.84%  | 6.84%  | -1.00%    |        |
| TEN1       |          | 3        | 2        | (1)         | 15.50% | 9.72%  | -5.77%    |        |
| TMM1       |          | 5        | 2        | (3)         | 8.47%  | 8.47%  | 0.00%     |        |
| KRR1       |          |          | 1        | 1           | #Error | 26.17% | #Error    |        |
| MDU3       |          | 3        | 1        | (2)         | 7.45%  | 14.06% | 6.61%     |        |
| MNM1       |          | 3        | 1        | (2)         | 10.51% | -2.90% | -13.41%   |        |
| NTM1       |          |          | 1        | 1           | #Error | 4.77%  | #Error    |        |
| PKM1       |          |          | 1        | 1           | #Error | 9.82%  | #Error    |        |
| PNV2       |          | 1        | 1        |             | 8.45%  | 4.67%  | -3.78%    |        |
| SGP1       |          | 1        | 1        |             | 5.62%  | 14.43% | 8.81%     |        |
| SVG1       |          | 1        | 1        |             | 18.92% | 16.27% | -2.66%    |        |
| TEN2       |          | 2        | 1        | (1)         | 7.46%  | 17.92% | 10.46%    |        |
| TPT1       |          | 1        | 1        |             | 5.13%  | 22.17% | 17.04%    |        |
| ATG1       |          | 5        |          | (5)         | 4.26%  | #Error | #Error    |        |
| BTU1       |          | 1        |          | (1)         | 4.38%  | #Error | #Error    |        |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | DKI1   | 3        |          | (3)         | 7.36%  | #Error | #Error    |
|            | KPT1   | 1        |          | (1)         | 9.40%  | #Error | #Error    |
|            | KYK1   |          |          |             | #Error | #Error | #Error    |
|            | MLR1   | 5        |          | (5)         | 5.70%  | #Error | #Error    |
|            | MPA1   | 5        |          | (5)         | 11.93% | #Error | #Error    |
|            | ODM1   |          |          |             | #Error | #Error | #Error    |
|            | PNI1   | 3        |          | (3)         | 9.08%  | #Error | #Error    |
|            | USL1   | 2        |          | (2)         | 9.40%  | #Error | #Error    |
|            | Total  | 101      | 62       | (39)        | 8.52%  | 10.40% | 1.88%     |
| TRICHY-01  | PTK1   | 4        | 7        | 3           | 10.16% | 11.67% | 1.51%     |
|            | KUM1   | 2        | 6        | 4           | 9.06%  | 14.42% | 5.36%     |
|            | TRY1   | 13       | 6        | (7)         | 11.87% | 15.24% | 3.36%     |
|            | KIK1   | 5        | 4        | (1)         | 10.95% | 16.60% | 5.65%     |
|            | MDI1   | 4        | 4        |             | 0.08%  | 13.92% | 13.84%    |
|            | PBR2   | 4        | 4        |             | 12.92% | 15.68% | 2.76%     |
|            | TVR2   | 3        | 4        | 1           | 12.15% | 12.78% | 0.63%     |
|            | AYR1   | 3        | 3        |             | 12.63% | 11.53% | -1.10%    |
|            | JKM1   | 7        | 3        | (4)         | 8.33%  | 13.01% | 4.68%     |
|            | ORU1   | 2        | 3        | 1           | 2.07%  | 13.82% | 11.75%    |
|            | TRY3   | 2        | 3        | 1           | 12.37% | 17.10% | 4.72%     |
|            | TVR1   | 1        | 3        | 2           | 11.77% | 16.16% | 4.39%     |
|            | KRN1   | 1        | 2        | 1           | 4.78%  | 10.50% | 5.72%     |
|            | MVM1   | 9        | 2        | (7)         | 14.09% | 17.63% | 3.54%     |
|            | TYR1   | 8        | 2        | (6)         | 10.74% | 14.42% | 3.68%     |
|            | KUM2   | 1        | 1        |             | 12.67% | 10.27% | -2.41%    |
|            | MSI1   | 1        | 1        |             | -4.10% | 13.62% | 17.72%    |
|            | NCK1   | 6        | 1        | (5)         | 8.00%  | 12.75% | 4.75%     |
|            | NGT1   |          | 1        | 1           | #Error | 23.90% | #Error    |
|            | PBR1   | 1        | 1        |             | 8.45%  | 14.25% | 5.80%     |
|            | TNJ1   | 7        | 1        | (6)         | 11.06% | 17.92% | 6.86%     |
|            | TTP1   | 2        | 1        | (1)         | 10.12% | 13.50% | 3.38%     |
|            | APM1   |          |          |             | #Error | #Error | #Error    |
|            | NMM1   |          |          |             | #Error | #Error | #Error    |
|            | PDK1   | 1        |          | (1)         | 11.96% | #Error | #Error    |
|            | TNJ2   | 4        |          | (4)         | 4.11%  | #Error | #Error    |
|            | TRY2   | 3        |          | (3)         | -0.04% | #Error | #Error    |
|            | TRY4   | 1        |          | (1)         | 19.00% | #Error | #Error    |
|            | WTRZ   | (3)      | (3)      |             | 17.71% | 17.88% | 0.17%     |
|            | Total  | 92       | 60       | (32)        | 9.36%  | 14.05% | 4.69%     |
| WEST-02    | HSR1   | 3        | 6        | 3           | 6.23%  | 15.03% | 8.80%     |
|            | HRR1   | 2        | 4        | 2           | 17.46% | 10.82% | -6.64%    |
|            | ATU1   | 5        | 3        | (2)         | 5.43%  | 11.85% | 6.42%     |
|            | BMD1   | 2        | 3        | 1           | 12.93% | 14.82% | 1.89%     |
|            | ERD2   | 4        | 3        | (1)         | 9.39%  | 8.49%  | -0.89%    |
|            | KRI1   | 1        | 3        | 2           | 9.40%  | 11.36% | 1.96%     |
|            | NKL2   | 4        | 3        | (1)         | 10.06% | 13.00% | 2.94%     |
|            | PLC1   | 5        | 3        | (2)         | 11.59% | 7.12%  | -4.47%    |

| Sales Zone | Branch      | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |        |
|------------|-------------|----------|----------|-------------|--------|--------|-----------|--------|
| WEST-02    | SLM1        | 2        | 3        | 1           | 15.86% | 16.94% | 1.08%     |        |
|            | SLM2        | 5        | 3        | (2)         | 15.08% | 11.68% | -3.40%    |        |
|            | DPR1        | 2        | 2        |             | 8.01%  | 17.43% | 9.42%     |        |
|            | HSR2        | 7        | 2        | (5)         | 11.36% | 13.34% | 1.98%     |        |
|            | OML1        | 6        | 2        | (4)         | 13.24% | 13.30% | 0.06%     |        |
|            | VPD1        | 4        | 2        | (2)         | 8.68%  | 8.00%  | -0.68%    |        |
|            | APN1        | 3        | 1        | (2)         | 13.35% | 15.15% | 1.79%     |        |
|            | DPR2        |          | 1        | 1           | #Error | 14.74% | #Error    |        |
|            | EPI1        | 5        | 1        | (4)         | 7.08%  | 40.20% | 33.12%    |        |
|            | ERD1        | 1        | 1        |             | 15.82% | 8.28%  | -7.54%    |        |
|            | KAM1        |          | 1        | 1           | #Error | -4.10% | #Error    |        |
|            | MCR1        | 2        | 1        | (1)         | 10.36% | 12.77% | 2.40%     |        |
|            | PMP1        |          | 1        | 1           | #Error | 17.31% | #Error    |        |
|            | TRM1        | 3        | 1        | (2)         | 16.17% | 22.25% | 6.08%     |        |
|            | CMI1        |          |          |             | #Error | #Error | #Error    |        |
|            | EDP1        |          |          |             | #Error | #Error | #Error    |        |
|            | KMM1        |          |          |             | #Error | #Error | #Error    |        |
|            | KVP1        | 3        |          | (3)         | 10.28% | #Error | #Error    |        |
|            | MTR1        | 1        |          | (1)         | 11.26% | #Error | #Error    |        |
|            | PDR1        | 1        |          | (1)         | 4.38%  | #Error | #Error    |        |
|            | RSP1        | 6        |          | (6)         | 14.44% | #Error | #Error    |        |
|            | SGG1        |          |          |             | #Error | #Error | #Error    |        |
|            | SGI1        | 1        |          | (1)         | 8.69%  | #Error | #Error    |        |
|            | SLM3        | 1        |          | (1)         | 4.38%  | #Error | #Error    |        |
|            | TCG1        |          |          |             | #Error | #Error | #Error    |        |
|            | VKL1        | 1        |          | (1)         | 4.38%  | #Error | #Error    |        |
|            | Total       | 80       | 50       | (30)        | 11.24% | 12.83% | 1.59%     |        |
|            | NORTH ARCOT | KPM2     | 6        | 8           | 2      | 9.24%  | 13.42%    | 4.18%  |
|            |             | VEL2     | 3        | 5           | 2      | 9.83%  | 10.35%    | 0.51%  |
|            |             | TRL1     | 4        | 4           |        | 8.24%  | 7.76%     | -0.48% |
| TRT1       |             | 2        | 3        | 1           | 8.13%  | 4.15%  | -3.98%    |        |
| VNB1       |             | 2        | 3        | 1           | 9.40%  | 10.13% | 0.73%     |        |
| WJP1       |             | 4        | 3        | (1)         | 7.83%  | 12.72% | 4.89%     |        |
| ABR1       |             | 3        | 2        | (1)         | 11.65% | 12.40% | 0.75%     |        |
| ARC2       |             | (1)      | 2        | 3           | 14.40% | 18.37% | 3.98%     |        |
| CPT1       |             | 2        | 2        |             | 7.08%  | 14.65% | 7.56%     |        |
| GDM1       |             |          | 2        | 2           | #Error | 13.98% | #Error    |        |
| PLR1       |             | 2        | 2        |             | 9.54%  | 12.43% | 2.89%     |        |
| TRR1       |             | 2        | 2        |             | 8.01%  | 11.07% | 3.06%     |        |
| VSI1       |             | 6        | 2        | (4)         | 7.10%  | 2.44%  | -4.67%    |        |
| AKM1       |             | 2        | 1        | (1)         | -3.49% | 11.53% | 15.02%    |        |
| ANI1       |             | 1        | 1        |             | 8.69%  | 15.15% | 6.46%     |        |
| CGM1       |             | 1        | 1        |             | 4.38%  | -0.78% | -5.15%    |        |
| CYR1       |             | 1        | 1        |             | 4.38%  | -5.95% | -10.33%   |        |
| KPM1       |             | 1        | 1        |             | 4.38%  | -0.78% | -5.15%    |        |
| PTU1       |             | 1        | 1        |             | 6.41%  | 10.66% | 4.25%     |        |
| SBR1       |             | 2        | 1        | (1)         | 8.86%  | 8.53%  | -0.33%    |        |
| VEL1       |             | 3        | 1        | (2)         | 1.05%  | 7.76%  | 6.70%     |        |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| NORTH ARCOT | BGR1   | 1        |          | (1)         | 14.38% | #Error | #Error    |
|             | SLG1   | 2        |          | (2)         | 9.22%  | #Error | #Error    |
|             | UGI1   |          |          |             | #Error | #Error | #Error    |
|             | WHVL   | (1)      |          | 1           | 2.35%  | #Error | #Error    |
|             | WJD1   | 2        |          | (2)         | 0.31%  | #Error | #Error    |
|             | Total  | 51       | 48       | (3)         | 6.68%  | 10.29% | 3.61%     |
| WEST-01     | CBE2   | 7        | 9        | 2           | 10.58% | 15.28% | 4.70%     |
|             | KMR1   | 4        | 7        | 3           | 11.51% | 12.83% | 1.31%     |
|             | CBE4   | 2        | 3        | 1           | 10.93% | 17.17% | 6.24%     |
|             | SUL1   | 1        | 3        | 2           | 8.45%  | 14.45% | 6.00%     |
|             | AVI1   | 2        | 2        |             | 10.90% | 4.52%  | -6.38%    |
|             | GDR1   | 3        | 2        | (1)         | 7.99%  | 14.56% | 6.57%     |
|             | PLI1   | 2        | 2        |             | 2.14%  | 12.80% | 10.67%    |
|             | SNR1   | 2        | 2        |             | 6.58%  | 7.27%  | 0.69%     |
|             | SYM2   |          | 2        | 2           | #Error | 12.60% | #Error    |
|             | UAM1   | 1        | 2        | 1           | 4.38%  | 10.93% | 6.56%     |
|             | CBE3   |          | 1        | 1           | #Error | 8.79%  | #Error    |
|             | CBE6   | 3        | 1        | (2)         | 12.79% | 1.61%  | -11.18%   |
|             | KGI1   | 1        | 1        |             | 3.98%  | 14.43% | 10.46%    |
|             | KGM1   | 1        | 1        |             | 15.33% | -3.56% | -18.89%   |
|             | KMD1   |          | 1        | 1           | #Error | 14.43% | #Error    |
|             | MPM1   | 2        | 1        | (1)         | 10.19% | 15.82% | 5.64%     |
|             | PDM1   | 1        | 1        |             | 4.38%  | 16.84% | 12.46%    |
|             | TPR1   | 6        | 1        | (5)         | 10.87% | 5.71%  | -5.15%    |
|             | TPR2   | 2        | 1        | (1)         | 11.24% | 12.92% | 1.67%     |
|             | UMP1   |          | 1        | 1           | #Error | 5.74%  | #Error    |
|             | ANR1   | 2        |          | (2)         | 22.01% | #Error | #Error    |
|             | CBE1   | 4        |          | (4)         | 9.34%  | #Error | #Error    |
|             | CBE5   | 3        |          | (3)         | 5.05%  | #Error | #Error    |
|             | CNR1   | 3        |          | (3)         | 13.01% | #Error | #Error    |
|             | DPM2   |          |          |             | #Error | #Error | #Error    |
|             | GBM1   |          |          |             | #Error | #Error | #Error    |
|             | PPI1   | 4        |          | (4)         | 8.32%  | #Error | #Error    |
|             | TPR3   |          |          |             | #Error | #Error | #Error    |
|             | TPR4   | 2        |          | (2)         | 7.56%  | #Error | #Error    |
|             | WHCB   | (2)      |          | 2           | 10.60% | #Error | #Error    |
| Total       | 56     | 44       | (12)     | 9.84%       | 12.43% | 2.58%  |           |
| TIRUPATI-01 | DHN1   | 2        | 4        | 2           | 11.94% | 13.60% | 1.66%     |
|             | KDA1   |          | 4        | 4           | #Error | 5.55%  | #Error    |
|             | BVL1   |          | 3        | 3           | #Error | 13.34% | #Error    |
|             | RJP1   | 1        | 3        | 2           | 9.15%  | 9.01%  | -0.15%    |
|             | ATP1   | 1        | 2        | 1           | 8.66%  | 7.89%  | -0.77%    |
|             | CTO1   | 4        | 2        | (2)         | 7.79%  | 10.05% | 2.25%     |
|             | KAR1   |          | 2        | 2           | #Error | 8.56%  | #Error    |
|             | KNL1   | 1        | 2        | 1           | 15.46% | 6.83%  | -8.63%    |
|             | MPL1   | 2        | 2        |             | 7.41%  | 10.51% | 3.10%     |
|             | NDL1   | 1        | 2        | 1           | 9.71%  | 8.77%  | -0.93%    |
|             | PGR1   | 1        | 2        | 1           | 12.70% | 11.80% | -0.91%    |

| Sales Zone  | Branch     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|------------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | PMR1       |          | 2        | 2           | #Error | -0.29% | #Error    |
|             | SPE1       | 2        | 2        |             | 11.99% | 13.80% | 1.81%     |
|             | ADI1       | 3        | 1        | (2)         | 11.11% | 4.81%  | -6.29%    |
|             | KDR1       |          | 1        | 1           | #Error | 10.34% | #Error    |
|             | NLR1       | 2        | 1        | (1)         | 7.09%  | 8.29%  | 1.20%     |
|             | NYP1       | 2        | 1        | (1)         | 9.15%  | 7.18%  | -1.98%    |
|             | PDT1       | 3        | 1        | (2)         | 6.62%  | 2.84%  | -3.79%    |
|             | RCY1       |          | 1        | 1           | #Error | 15.32% | #Error    |
|             | TPY2       | 3        | 1        | (2)         | 1.80%  | 6.51%  | 4.70%     |
|             | GTL1       | 2        |          | (2)         | 9.06%  | #Error | #Error    |
|             | KHT1       | 4        |          | (4)         | 1.66%  | #Error | #Error    |
|             | KNL2       | 3        |          | (3)         | 7.27%  | #Error | #Error    |
|             | KOU1       | 2        |          | (2)         | 3.92%  | #Error | #Error    |
|             | KVL1       | 1        |          | (1)         | 6.84%  | #Error | #Error    |
|             | PIL1       | 1        |          | (1)         | -8.88% | #Error | #Error    |
|             | PUT1       |          |          |             | #Error | #Error | #Error    |
|             | TPI1       | 2        |          | (2)         | 9.27%  | #Error | #Error    |
|             | TPY1       | 1        |          | (1)         | 4.67%  | #Error | #Error    |
|             | VKI1       |          |          |             | #Error | #Error | #Error    |
|             | Total      | 44       | 39       | (5)         | 6.67%  | 8.87%  | 2.21%     |
|             | CHENNAI-02 | CH03     | 11       | 8           | (3)    | 11.66% | 9.07%     |
| CH23        |            |          | 4        | 4           | #Error | 4.34%  | #Error    |
| CH18        |            | 7        | 3        | (4)         | 11.04% | 12.79% | 1.75%     |
| CH15        |            | 9        | 2        | (7)         | 10.18% | 22.63% | 12.45%    |
| CH21        |            | 6        | 2        | (4)         | 7.43%  | 9.81%  | 2.38%     |
| CH24        |            |          | 2        | 2           | #Error | 9.28%  | #Error    |
| CH43        |            | 2        | 2        |             | 17.31% | 19.21% | 1.90%     |
| CH06        |            | 1        | 1        |             | -2.18% | 10.40% | 12.57%    |
| CH12        |            | 5        | 1        | (4)         | 4.59%  | 11.61% | 7.02%     |
| CH17        |            | 2        | 1        | (1)         | 14.83% | 14.40% | -0.43%    |
| CH27        |            | 2        | 1        | (1)         | 7.85%  | 14.73% | 6.87%     |
| CH33        |            | 4        | 1        | (3)         | 7.62%  | 13.69% | 6.07%     |
| CH34        |            | 2        | 1        | (1)         | 6.46%  | 15.54% | 9.07%     |
| CH41        |            | 4        | 1        | (3)         | 7.50%  | 19.00% | 11.50%    |
| CH50        |            | 6        | 1        | (5)         | 3.25%  | 14.20% | 10.94%    |
| CH51        |            | 5        | 1        | (4)         | 0.10%  | 6.70%  | 6.60%     |
| MJR1        |            | 2        | 1        | (1)         | 7.48%  | -2.18% | -9.66%    |
| CH01        |            |          |          |             | #Error | #Error | #Error    |
| CH20        |            | 3        |          | (3)         | 14.90% | #Error | #Error    |
| CH31        |            | 3        |          | (3)         | 5.09%  | #Error | #Error    |
| CH32        |            |          |          |             | #Error | #Error | #Error    |
| CH36        |            | 3        |          | (3)         | 12.94% | #Error | #Error    |
| CH44        |            | 5        |          | (5)         | 17.35% | #Error | #Error    |
| CH46        |            | 2        |          | (2)         | -0.73% | #Error | #Error    |
| GPD1        |            | 5        |          | (5)         | 4.24%  | #Error | #Error    |
| MC05        |            |          |          |             | #Error | #Error | #Error    |
| MC06        |            |          |          |             | #Error | #Error | #Error    |
| PON1        |            | (1)      |          | 1           | 14.46% | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02 | UKI1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 88       | 33       | (55)        | 7.86%  | 11.14% | 3.28%     |
| KL-SOUTH   | TVP1   | 10       | 13       | 3           | 1.29%  | 3.85%  | 2.56%     |
|            | PAS1   | 1        | 3        | 2           | 4.90%  | 7.88%  | 2.99%     |
|            | KLR1   |          | 1        | 1           | #Error | 7.48%  | #Error    |
|            | PNL1   |          | 1        | 1           | #Error | 6.53%  | #Error    |
|            | Total  | 11       | 18       | 7           | 1.46%  | 4.64%  | 3.18%     |
| KL-NORTH   | KZD1   | 12       | 7        | (5)         | -4.98% | -5.18% | -0.20%    |
|            | Total  | 12       | 7        | (5)         | -4.98% | -5.18% | -0.20%    |
|            | Total  | 821      | 729      | (92)        | 7.80%  | 9.76%  | 1.96%     |