

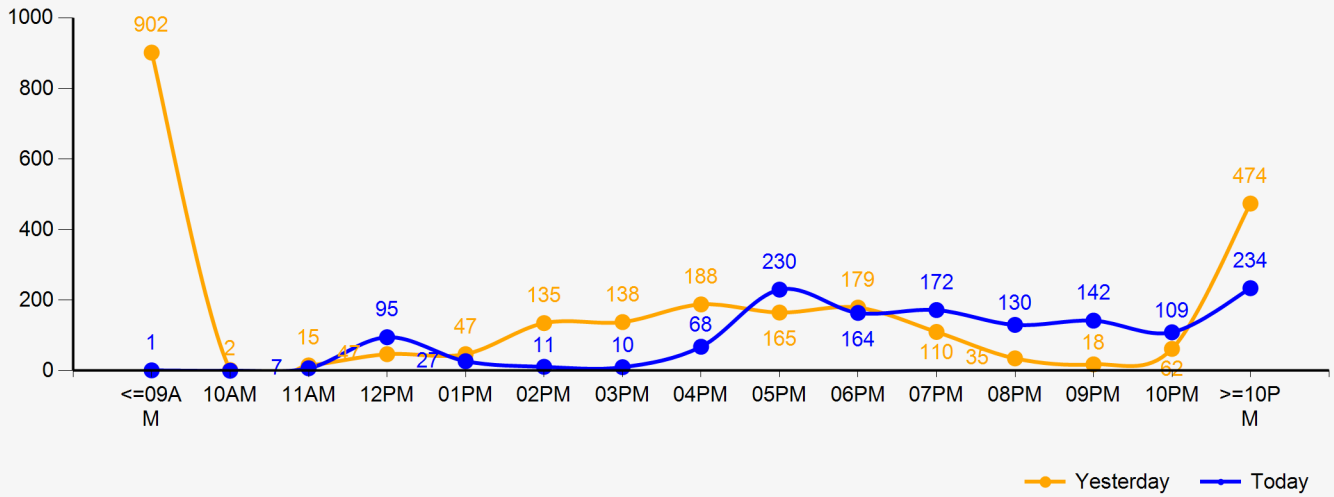
YD Sales : 2517

YD GP%: 5.49%

TD Sales : 1400

TD GP%: 7.96%

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      | 561      | 353      | (208)       | 2.35%  | 3.67%  | 1.32%     |
| WEST-02       | 277      | 255      | (22)        | 6.55%  | 9.86%  | 3.32%     |
| SOUTH-01      | 432      | 195      | (237)       | 6.44%  | 8.40%  | 1.96%     |
| CHENNAI-01    | 185      | 103      | (82)        | 5.19%  | 10.70% | 5.52%     |
| TRICHY-01     | 260      | 98       | (162)       | 5.40%  | 9.20%  | 3.80%     |
| CHENNAI-02    | 143      | 93       | (50)        | 11.23% | 11.66% | 0.43%     |
| WEST-01       | 173      | 82       | (91)        | 5.51%  | 9.62%  | 4.10%     |
| SOUTH ARCOT   | 110      | 77       | (33)        | 9.91%  | 10.55% | 0.64%     |
| NORTH ARCOT   | 105      | 53       | (52)        | 11.13% | 11.13% | 0.00%     |
| TIRUPATI-01   | 119      | 46       | (73)        | 5.44%  | 2.63%  | -2.81%    |
| VIJAYAWADA-01 | 150      | 42       | (108)       | 0.57%  | 3.45%  | 2.87%     |
| KL-SOUTH      | 2        | 3        | 1           | 9.94%  | 2.41%  | -7.53%    |
| Total         | 2517     | 1400     | (1117)      | 5.49%  | 7.96%  | 2.46%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | DGL1   | 42       | 36       | (6)         | 4.05%  | 4.04%  | -0.01%    |
|            | MDU1   | 142      | 26       | (116)       | 4.41%  | 4.88%  | 0.48%     |
|            | KRR1   | 10       | 23       | 13          | 2.03%  | 1.49%  | -0.54%    |
|            | TMM1   | 15       | 16       | 1           | 4.24%  | 1.31%  | -2.93%    |
|            | USL1   | 15       | 16       | 1           | 8.21%  | 2.15%  | -6.07%    |
|            | MDU6   | 18       | 14       | (4)         | 8.63%  | 5.34%  | -3.29%    |
|            | ATG1   | 16       | 13       | (3)         | 0.89%  | 0.40%  | -0.49%    |
|            | MDU3   | 11       | 13       | 2           | 1.40%  | 0.54%  | -0.85%    |
|            | MLR1   | 10       | 13       | 3           | 4.10%  | 5.83%  | 1.72%     |
|            | NTM1   | 13       | 13       |             | 4.04%  | 2.46%  | -1.58%    |
|            | BTU1   | 7        | 11       | 4           | 3.27%  | 2.57%  | -0.70%    |
|            | KYK1   | 6        | 11       | 5           | 2.61%  | 2.67%  | 0.07%     |
|            | MDU2   | 26       | 11       | (15)        | 4.60%  | 5.68%  | 1.08%     |
|            | MDU5   | 6        | 11       | 5           | 4.04%  | 6.30%  | 2.26%     |
|            | CBM1   | 4        | 8        | 4           | 3.21%  | 7.54%  | 4.33%     |
|            | MDU4   | 10       | 8        | (2)         | 4.25%  | 2.90%  | -1.34%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-03   | SVG1   | 16       | 8        | (8)         | 3.45%   | 3.93%  | 0.48%     |
|            | KPT1   | 9        | 7        | (2)         | 2.27%   | 2.65%  | 0.38%     |
|            | MNM1   | 5        | 7        | 2           | 9.22%   | 2.84%  | -6.38%    |
|            | NKI1   | 8        | 7        | (1)         | 6.56%   | 1.68%  | -4.88%    |
|            | PNV1   | 6        | 7        | 1           | 7.00%   | 5.39%  | -1.62%    |
|            | TEN2   | 7        | 7        |             | -0.10%  | 2.06%  | 2.16%     |
|            | ODM1   | 7        | 6        | (1)         | 6.62%   | 5.94%  | -0.68%    |
|            | PVI1   | 11       | 6        | (5)         | 2.56%   | 3.48%  | 0.93%     |
|            | SGP1   | 6        | 6        |             | 1.63%   | 1.77%  | 0.14%     |
|            | TEN1   | 8        | 6        | (2)         | 2.12%   | -0.77% | -2.89%    |
|            | ADP1   | 8        | 5        | (3)         | 7.76%   | 7.91%  | 0.15%     |
|            | CMR1   | 7        | 5        | (2)         | 3.51%   | 7.53%  | 4.03%     |
|            | DGL2   | 13       | 4        | (9)         | 6.00%   | 7.49%  | 1.48%     |
|            | KKD3   | 8        | 4        | (4)         | 8.23%   | 6.01%  | -2.22%    |
|            | PKM1   | 7        | 4        | (3)         | -0.29%  | 0.79%  | 1.08%     |
|            | PNI1   | 3        | 4        | 1           | 5.19%   | -0.88% | -6.07%    |
|            | TDI1   | 8        | 4        | (4)         | 8.17%   | 0.48%  | -7.69%    |
|            | KKD2   |          | 3        | 3           | #Error  | 12.40% | #Error    |
|            | MPA1   | 19       | 3        | (16)        | 3.73%   | 5.14%  | 1.41%     |
|            | TPT1   | 12       | 3        | (9)         | 8.07%   | 6.37%  | -1.70%    |
|            | BNR1   | 5        | 2        | (3)         | 3.50%   | 7.66%  | 4.16%     |
|            | DKI1   | 13       | 2        | (11)        | 5.71%   | 4.19%  | -1.52%    |
|            | SZSD   | 24       |          | (24)        | -51.78% | #Error | #Error    |
|            | Total  | 561      | 353      | (208)       | 2.35%   | 3.67%  | 1.32%     |
|            |        |          |          |             |         |        |           |
| WEST-02    | SLM1   | 12       | 20       | 8           | 12.67%  | 9.57%  | -3.10%    |
|            | VPD1   | 19       | 19       |             | 11.89%  | 10.24% | -1.66%    |
|            | ATU1   | 21       | 17       | (4)         | 10.33%  | 9.37%  | -0.96%    |
|            | MCR1   | 14       | 15       | 1           | 13.49%  | 12.05% | -1.44%    |
|            | TCG1   | 7        | 14       | 7           | 6.50%   | 5.96%  | -0.54%    |
|            | TRM1   | 6        | 12       | 6           | 12.40%  | 7.37%  | -5.03%    |
|            | HSR2   | 8        | 11       | 3           | 8.93%   | 9.14%  | 0.21%     |
|            | SLM2   | 15       | 11       | (4)         | 10.19%  | 10.02% | -0.17%    |
|            | NKL2   | 15       | 10       | (5)         | 9.79%   | 9.47%  | -0.32%    |
|            | OML1   | 5        | 9        | 4           | 11.97%  | 10.46% | -1.51%    |
|            | RSP1   | 5        | 9        | 4           | 10.32%  | 9.77%  | -0.55%    |
|            | ERD2   | 21       | 8        | (13)        | 9.48%   | 8.99%  | -0.49%    |
|            | DPR2   | 2        | 7        | 5           | 10.53%  | 6.52%  | -4.01%    |
|            | KVP1   | 5        | 7        | 2           | 10.02%  | 15.43% | 5.42%     |
|            | ERD1   | 10       | 6        | (4)         | 9.68%   | 5.65%  | -4.04%    |
|            | HRR1   | 3        | 6        | 3           | 9.51%   | 9.15%  | -0.36%    |
|            | KRI1   | 5        | 6        | 1           | 7.44%   | 10.58% | 3.14%     |
|            | MTR1   | 9        | 6        | (3)         | 11.88%  | 8.71%  | -3.17%    |
|            | PLC1   | 2        | 6        | 4           | 11.28%  | 15.51% | 4.23%     |
|            | SLM3   | 12       | 6        | (6)         | 9.78%   | 11.11% | 1.34%     |
|            | BMD1   | 2        | 5        | 3           | 8.91%   | 12.15% | 3.24%     |
|            | EDP1   | 5        | 5        |             | 6.87%   | 11.37% | 4.50%     |
|            | EPI1   | 10       | 5        | (5)         | 11.44%  | 12.04% | 0.60%     |
|            | HSR1   | 3        | 5        | 2           | 2.68%   | 9.97%  | 7.30%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-02    | KMM1   | 1        | 5        | 4           | 16.83%  | 13.00% | -3.83%    |
|            | SGG1   | 7        | 5        | (2)         | 11.36%  | 10.14% | -1.22%    |
|            | APN1   | 7        | 4        | (3)         | 15.93%  | 6.78%  | -9.15%    |
|            | DPR1   | 6        | 4        | (2)         | 14.46%  | 11.40% | -3.07%    |
|            | PDR1   | 3        | 3        |             | 7.93%   | 8.21%  | 0.28%     |
|            | VKL1   | 5        | 3        | (2)         | 8.92%   | 10.24% | 1.32%     |
|            | CMI1   | 4        | 2        | (2)         | 3.62%   | 17.60% | 13.98%    |
|            | PMP1   | 4        | 2        | (2)         | 7.39%   | 8.57%  | 1.18%     |
|            | SGI1   | 3        | 2        | (1)         | 10.61%  | 11.27% | 0.66%     |
|            | WZWH   | 21       |          | (21)        | -55.66% | #Error | #Error    |
|            | Total  | 277      | 255      | (22)        | 6.55%   | 9.86%  | 3.32%     |
| SOUTH-01   |        |          |          |             |         |        |           |
|            | SVK1   | 9        | 16       | 7           | 11.82%  | 10.51% | -1.31%    |
|            | TUT1   | 37       | 16       | (21)        | 8.23%   | 5.72%  | -2.51%    |
|            | TVL1   | 35       | 15       | (20)        | 9.44%   | 1.25%  | -8.18%    |
|            | KVT1   | 19       | 14       | (5)         | 13.70%  | 8.88%  | -4.82%    |
|            | VNR2   | 11       | 12       | 1           | 10.71%  | 12.08% | 1.38%     |
|            | RPM1   | 19       | 10       | (9)         | 9.74%   | 10.43% | 0.69%     |
|            | APK1   | 25       | 9        | (16)        | 9.75%   | 8.29%  | -1.46%    |
|            | VKM1   | 7        | 9        | 2           | 9.65%   | 13.52% | 3.87%     |
|            | SNL1   | 10       | 8        | (2)         | 8.07%   | 11.07% | 3.00%     |
|            | TUT2   | 12       | 8        | (4)         | 5.80%   | 4.75%  | -1.06%    |
|            | NGR1   | 34       | 7        | (27)        | 6.03%   | 2.43%  | -3.60%    |
|            | PKD1   | 13       | 7        | (6)         | 7.63%   | 9.24%  | 1.61%     |
|            | PDI1   | 12       | 5        | (7)         | 7.96%   | 9.06%  | 1.09%     |
|            | RND1   | 17       | 5        | (12)        | 12.22%  | 15.43% | 3.21%     |
|            | SDI1   | 6        | 5        | (1)         | 8.97%   | 9.23%  | 0.26%     |
|            | APK2   | 13       | 4        | (9)         | 10.03%  | 8.63%  | -1.40%    |
|            | KYR1   | 3        | 4        | 1           | 7.52%   | 12.53% | 5.01%     |
|            | STU2   | 3        | 4        | 1           | 9.23%   | 12.17% | 2.94%     |
|            | TKS1   | 14       | 4        | (10)        | 14.02%  | 13.26% | -0.76%    |
|            | VLY1   | 12       | 4        | (8)         | 10.24%  | 9.85%  | -0.40%    |
|            | ERL2   | 5        | 3        | (2)         | 10.10%  | 9.56%  | -0.54%    |
|            | MAR1   | 13       | 3        | (10)        | 8.92%   | 9.33%  | 0.41%     |
|            | MMT1   | 5        | 3        | (2)         | 13.32%  | 6.20%  | -7.12%    |
|            | SKD1   | 10       | 3        | (7)         | 9.55%   | 7.15%  | -2.40%    |
|            | TCN1   | 6        | 3        | (3)         | 9.70%   | 13.35% | 3.65%     |
|            | TKS2   | 11       | 3        | (8)         | 9.66%   | 8.29%  | -1.38%    |
|            | TYI1   | 13       | 3        | (10)        | 2.48%   | 6.18%  | 3.69%     |
|            | ASM1   | 2        | 2        |             | 6.53%   | 11.16% | 4.64%     |
|            | ARM1   | 2        | 1        | (1)         | 9.14%   | 7.77%  | -1.36%    |
|            | KSM1   | 5        | 1        | (4)         | 9.93%   | 5.28%  | -4.66%    |
|            | SGT1   | 2        | 1        | (1)         | 11.44%  | 8.46%  | -2.97%    |
|            | TKY1   | 5        | 1        | (4)         | 6.52%   | 7.16%  | 0.64%     |
|            | TVL2   | 3        | 1        | (2)         | 7.85%   | 7.00%  | -0.85%    |
|            | VNR1   | 7        | 1        | (6)         | 9.16%   | 14.59% | 5.43%     |
|            | COL1   | 1        |          | (1)         | 20.75%  | #Error | #Error    |
|            | KGL1   | 3        |          | (3)         | 14.74%  | #Error | #Error    |
|            | S2SD   | 22       |          | (22)        | -51.89% | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | UDN1   | 6        |          | (6)         | 8.45%   | #Error | #Error    |
|            | Total  | 432      | 195      | (237)       | 6.44%   | 8.40%  | 1.96%     |
| CHENNAI-01 |        |          |          |             |         |        |           |
|            | CH16   | 7        | 15       | 8           | 9.62%   | 8.76%  | -0.86%    |
|            | CH08   | 12       | 9        | (3)         | 11.89%  | 13.49% | 1.60%     |
|            | CH14   | 18       | 9        | (9)         | 10.27%  | 11.32% | 1.05%     |
|            | CH37   |          | 9        | 9           | #Error  | 8.38%  | #Error    |
|            | CGL1   | 5        | 6        | 1           | 13.85%  | 10.12% | -3.72%    |
|            | CH05   | 7        | 6        | (1)         | 9.33%   | 12.31% | 2.98%     |
|            | CH42   | 11       | 6        | (5)         | 10.34%  | 12.34% | 2.00%     |
|            | CH45   | 7        | 6        | (1)         | 11.84%  | 8.33%  | -3.51%    |
|            | CH11   | 6        | 5        | (1)         | 10.31%  | 7.63%  | -2.68%    |
|            | SKL1   | 4        | 5        | 1           | 15.14%  | 13.06% | -2.08%    |
|            | CH07   | 8        | 4        | (4)         | 10.53%  | 13.91% | 3.38%     |
|            | CH28   | 3        | 3        |             | 14.38%  | 8.67%  | -5.70%    |
|            | CH35   | 4        | 3        | (1)         | 10.35%  | 13.53% | 3.18%     |
|            | TKM1   | 5        | 3        | (2)         | 11.26%  | 11.08% | -0.17%    |
|            | CH22   | 2        | 2        |             | 13.86%  | 16.31% | 2.45%     |
|            | CH26   | 1        | 2        | 1           | 9.83%   | 15.24% | 5.40%     |
|            | CH30   | 5        | 2        | (3)         | 12.42%  | 15.98% | 3.55%     |
|            | CH38   | 4        | 2        | (2)         | 14.23%  | 13.30% | -0.93%    |
|            | KNR1   | 3        | 2        | (1)         | 13.71%  | 12.64% | -1.07%    |
|            | MRM1   | 5        | 2        | (3)         | 13.43%  | 8.60%  | -4.83%    |
|            | GUD1   | 3        | 1        | (2)         | 13.35%  | 9.26%  | -4.09%    |
|            | GUD2   | 7        | 1        | (6)         | 7.36%   | 7.77%  | 0.42%     |
|            | AVD1   | 10       |          | (10)        | 11.04%  | #Error | #Error    |
|            | CH19   | 5        |          | (5)         | 6.71%   | #Error | #Error    |
|            | CH29   | 2        |          | (2)         | 12.69%  | #Error | #Error    |
|            | CH39   | 4        |          | (4)         | 15.26%  | #Error | #Error    |
|            | CH40   |          |          |             | #Error  | #Error | #Error    |
|            | CH48   | 8        |          | (8)         | 9.17%   | #Error | #Error    |
|            | MC02   |          |          |             | #Error  | #Error | #Error    |
|            | MC09   |          |          |             | #Error  | #Error | #Error    |
|            | MC10   |          |          |             | #Error  | #Error | #Error    |
|            | WHC3   | 29       |          | (29)        | -59.08% | #Error | #Error    |
|            | Total  | 185      | 103      | (82)        | 5.19%   | 10.70% | 5.52%     |
| TRICHY-01  |        |          |          |             |         |        |           |
|            | TRY1   | 24       | 13       | (11)        | 6.07%   | 5.54%  | -0.53%    |
|            | PBR2   | 15       | 9        | (6)         | 6.91%   | 8.88%  | 1.97%     |
|            | TRY4   | 12       | 9        | (3)         | 12.87%  | 15.88% | 3.00%     |
|            | TVR2   | 20       | 7        | (13)        | 7.44%   | 10.05% | 2.61%     |
|            | MVM1   | 10       | 5        | (5)         | 11.10%  | 9.07%  | -2.03%    |
|            | TNJ1   | 7        | 5        | (2)         | 8.64%   | 9.36%  | 0.72%     |
|            | TYR1   | 20       | 5        | (15)        | 6.96%   | 7.97%  | 1.01%     |
|            | MDI1   | 7        | 4        | (3)         | 4.72%   | 12.38% | 7.67%     |
|            | NMM1   | 2        | 4        | 2           | 20.65%  | 14.97% | -5.69%    |
|            | TNJ2   | 7        | 4        | (3)         | 9.48%   | 8.35%  | -1.13%    |
|            | TRY2   | 3        | 4        | 1           | 10.57%  | 9.66%  | -0.91%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| TRICHY-01  | TRY3   | 8        | 4        | (4)         | 8.01%   | 10.51% | 2.50%     |
|            | JKM1   | 13       | 3        | (10)        | 9.26%   | -5.12% | -14.38%   |
|            | KRN1   | 11       | 3        | (8)         | 11.03%  | 9.68%  | -1.35%    |
|            | MSI1   | 5        | 3        | (2)         | 8.38%   | 9.57%  | 1.19%     |
|            | AYR1   | 9        | 2        | (7)         | 10.43%  | 10.10% | -0.33%    |
|            | KIK1   | 9        | 2        | (7)         | 3.81%   | 17.61% | 13.80%    |
|            | NCK1   | 5        | 2        | (3)         | 9.96%   | 7.62%  | -2.33%    |
|            | NGT1   | 5        | 2        | (3)         | 8.79%   | 13.06% | 4.27%     |
|            | PTK1   | 12       | 2        | (10)        | 11.36%  | 11.36% | 0.00%     |
|            | TTP1   | 7        | 2        | (5)         | 8.65%   | 10.47% | 1.82%     |
|            | KUM1   | 9        | 1        | (8)         | 9.77%   | 5.87%  | -3.90%    |
|            | ORU1   | 1        | 1        |             | 7.77%   | 7.77%  | 0.00%     |
|            | PDK1   | 8        | 1        | (7)         | 10.33%  | 10.58% | 0.25%     |
|            | TVR1   | 4        | 1        | (3)         | 11.32%  | 8.89%  | -2.43%    |
|            | APM1   | 3        |          | (3)         | 11.42%  | #Error | #Error    |
|            | PBR1   | 7        |          | (7)         | 11.31%  | #Error | #Error    |
|            | TZSD   | 17       |          | (17)        | -55.41% | #Error | #Error    |
|            | Total  | 260      | 98       | (162)       | 5.40%   | 9.20%  | 3.80%     |
|            |        |          |          |             |         |        |           |
| CHENNAI-02 | CH06   | 1        | 22       | 21          | 11.66%  | 10.42% | -1.24%    |
|            | CH03   | 16       | 12       | (4)         | 10.43%  | 9.91%  | -0.52%    |
|            | UKI1   | 8        | 7        | (1)         | 11.04%  | 10.33% | -0.71%    |
|            | CH43   | 3        | 6        | 3           | 13.25%  | 17.28% | 4.03%     |
|            | CH46   | 2        | 6        | 4           | 13.57%  | 8.91%  | -4.66%    |
|            | CH21   | 9        | 5        | (4)         | 13.74%  | 16.29% | 2.55%     |
|            | CH34   | 4        | 4        |             | 10.46%  | 13.05% | 2.59%     |
|            | PON1   | 5        | 4        | (1)         | 13.39%  | 10.89% | -2.50%    |
|            | CH17   |          | 3        | 3           | #Error  | 15.68% | #Error    |
|            | CH09   | 2        | 2        |             | 17.49%  | 18.40% | 0.91%     |
|            | CH12   | 10       | 2        | (8)         | 15.37%  | 11.66% | -3.71%    |
|            | CH18   | 9        | 2        | (7)         | 13.09%  | 15.36% | 2.26%     |
|            | CH23   | 2        | 2        |             | 14.38%  | 6.94%  | -7.45%    |
|            | CH24   | 6        | 2        | (4)         | 9.57%   | 8.24%  | -1.33%    |
|            | CH27   | 3        | 2        | (1)         | 7.39%   | 7.40%  | 0.01%     |
|            | CH31   | 4        | 2        | (2)         | 10.19%  | 12.95% | 2.76%     |
|            | GPD1   | 12       | 2        | (10)        | 11.60%  | 9.28%  | -2.32%    |
|            | MJR1   | 19       | 2        | (17)        | 11.81%  | 8.89%  | -2.92%    |
|            | CH15   | 7        | 1        | (6)         | 9.97%   | 19.82% | 9.85%     |
|            | CH20   | 13       | 1        | (12)        | 7.04%   | 24.80% | 17.75%    |
|            | CH33   | 4        | 1        | (3)         | 12.66%  | 5.87%  | -6.79%    |
|            | CH36   |          | 1        | 1           | #Error  | 3.83%  | #Error    |
|            | CH41   | 2        | 1        | (1)         | 9.76%   | 6.24%  | -3.52%    |
|            | CH44   | 2        | 1        | (1)         | 6.92%   | 18.57% | 11.65%    |
|            | CH01   |          |          |             | #Error  | #Error | #Error    |
|            | CH32   |          |          |             | #Error  | #Error | #Error    |
|            | MC05   |          |          |             | #Error  | #Error | #Error    |
|            | MC06   |          |          |             | #Error  | #Error | #Error    |
|            | Total  | 143      | 93       | (50)        | 11.23%  | 11.66% | 0.43%     |
|            |        |          |          |             |         |        |           |
| WEST-01    |        |          |          |             |         |        |           |
|            | TPR2   | 6        | 14       | 8           | -3.38%  | 5.35%  | 8.74%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-01     | CBE2   | 19       | 6        | (13)        | 5.75%   | 6.76%  | 1.01%     |
|             | TPR1   | 11       | 6        | (5)         | 11.46%  | 11.44% | -0.03%    |
|             | AVI1   | 10       | 5        | (5)         | 10.28%  | 11.79% | 1.52%     |
|             | SNR1   | 8        | 4        | (4)         | 8.37%   | 5.46%  | -2.91%    |
|             | UAM1   | 3        | 4        | 1           | 10.36%  | 14.41% | 4.05%     |
|             | CBE6   | 11       | 3        | (8)         | 8.68%   | 10.19% | 1.51%     |
|             | DPM2   | 9        | 3        | (6)         | 9.03%   | 12.75% | 3.72%     |
|             | GBM1   | 1        | 3        | 2           | 10.24%  | 6.82%  | -3.42%    |
|             | KMD1   | 4        | 3        | (1)         | 12.42%  | 12.37% | -0.05%    |
|             | MPM1   | 4        | 3        | (1)         | 7.04%   | 9.47%  | 2.43%     |
|             | PDM1   | 8        | 3        | (5)         | 11.37%  | 15.46% | 4.09%     |
|             | SYM2   | 9        | 3        | (6)         | 13.20%  | 5.02%  | -8.18%    |
|             | TPR3   |          | 3        | 3           | #Error  | 16.34% | #Error    |
|             | TPR4   | 2        | 3        | 1           | 7.48%   | 11.64% | 4.16%     |
|             | CBE4   | 10       | 2        | (8)         | 14.55%  | 15.36% | 0.81%     |
|             | CNR1   | 6        | 2        | (4)         | 9.87%   | 5.45%  | -4.42%    |
|             | KGI1   |          | 2        | 2           | #Error  | 3.15%  | #Error    |
|             | KMR1   | 6        | 2        | (4)         | 14.26%  | 14.74% | 0.47%     |
|             | UMP1   | 2        | 2        |             | 6.71%   | 8.89%  | 2.19%     |
|             | CBE3   | 2        | 1        | (1)         | 9.97%   | 7.39%  | -2.57%    |
|             | CBE5   | 3        | 1        | (2)         | 7.79%   | 7.38%  | -0.41%    |
|             | GDR1   |          | 1        | 1           | #Error  | 20.93% | #Error    |
|             | KGM1   | 6        | 1        | (5)         | 13.11%  | 8.89%  | -4.22%    |
|             | PLI1   | 6        | 1        | (5)         | 3.06%   | 1.52%  | -1.54%    |
|             | PPI1   | 5        | 1        | (4)         | 12.31%  | 10.83% | -1.48%    |
|             | ANR1   | 1        |          | (1)         | 9.83%   | #Error | #Error    |
|             | CBE1   | 1        |          | (1)         | 11.66%  | #Error | #Error    |
|             | SUL1   | 7        |          | (7)         | 11.20%  | #Error | #Error    |
|             | WZSD   | 13       |          | (13)        | -52.50% | #Error | #Error    |
|             | Total  | 173      | 82       | (91)        | 5.51%   | 9.62%  | 4.10%     |
| SOUTH ARCOT |        |          |          |             |         |        |           |
|             | SJI2   | 11       | 11       |             | 12.93%  | 10.44% | -2.49%    |
|             | KKI2   | 11       | 8        | (3)         | 8.55%   | 7.22%  | -1.32%    |
|             | KLM1   | 6        | 8        | 2           | 13.20%  | 12.75% | -0.45%    |
|             | KML1   | 3        | 6        | 3           | 12.71%  | 12.49% | -0.23%    |
|             | CDM1   | 3        | 4        | 1           | 10.16%  | 9.93%  | -0.22%    |
|             | POY2   | 5        | 4        | (1)         | 1.88%   | 4.66%  | 2.79%     |
|             | TRK1   | 9        | 4        | (5)         | 12.96%  | 9.12%  | -3.83%    |
|             | ULP1   | 10       | 4        | (6)         | 9.81%   | 11.30% | 1.49%     |
|             | VCM1   | 3        | 4        | 1           | 10.26%  | 13.75% | 3.49%     |
|             | VPM2   | 6        | 4        | (2)         | 10.69%  | 8.74%  | -1.95%    |
|             | CUD1   | 10       | 3        | (7)         | 10.05%  | 10.45% | 0.39%     |
|             | PRT1   | 4        | 3        | (1)         | 9.21%   | 12.05% | 2.84%     |
|             | STP1   | 3        | 3        |             | 10.43%  | 12.12% | 1.69%     |
|             | TDM1   | 3        | 3        |             | 9.79%   | 6.21%  | -3.58%    |
|             | MKM1   | 1        | 2        | 1           | 7.77%   | 12.57% | 4.79%     |
|             | POY1   | 10       | 2        | (8)         | 8.00%   | 16.04% | 8.04%     |
|             | TVM2   |          | 2        | 2           | #Error  | 15.49% | #Error    |
|             | TVM1   | 2        | 1        | (1)         | 9.55%   | 5.87%  | -3.68%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH ARCOT | VPM1   | 6        | 1        | (5)         | 12.55% | 17.45%  | 4.90%     |
|             | NVL2   | 4        |          | (4)         | 9.23%  | #Error  | #Error    |
|             | Total  | 110      | 77       | (33)        | 9.91%  | 10.55%  | 0.64%     |
| NORTH ARCOT |        |          |          |             |        |         |           |
|             | PLR1   | 4        | 6        | 2           | 12.65% | 11.15%  | -1.50%    |
|             | SBR1   | 3        | 5        | 2           | 13.61% | 11.82%  | -1.78%    |
|             | CPT1   | 2        | 4        | 2           | 8.89%  | 10.67%  | 1.78%     |
|             | VSI1   | 6        | 4        | (2)         | 10.37% | 9.36%   | -1.01%    |
|             | WJD1   | 4        | 4        |             | 17.59% | 12.66%  | -4.93%    |
|             | AKM1   | 2        | 3        | 1           | 9.18%  | 10.91%  | 1.72%     |
|             | CGM1   | 4        | 3        | (1)         | 11.53% | 8.20%   | -3.33%    |
|             | CYR1   | 7        | 3        | (4)         | 15.52% | 14.57%  | -0.95%    |
|             | TRL1   | 5        | 3        | (2)         | 9.13%  | 9.90%   | 0.77%     |
|             | TRR1   | 3        | 3        |             | 13.58% | 10.27%  | -3.31%    |
|             | WJP1   | 6        | 3        | (3)         | 14.73% | 8.40%   | -6.33%    |
|             | ANI1   | 3        | 2        | (1)         | 9.00%  | 12.07%  | 3.07%     |
|             | SLG1   | 4        | 2        | (2)         | 10.51% | 12.04%  | 1.53%     |
|             | UGI1   | 2        | 2        |             | 11.35% | 8.20%   | -3.15%    |
|             | VEL1   | 2        | 2        |             | 10.37% | 13.30%  | 2.93%     |
|             | ABR1   | 3        | 1        | (2)         | 8.68%  | 13.09%  | 4.41%     |
|             | GDM1   | 3        | 1        | (2)         | 7.66%  | 17.60%  | 9.94%     |
|             | PTU1   | 2        | 1        | (1)         | 8.12%  | 8.38%   | 0.26%     |
|             | TRT1   | 4        | 1        | (3)         | 14.90% | 8.20%   | -6.70%    |
|             | ARC2   | 2        |          | (2)         | 10.45% | #Error  | #Error    |
|             | BGR1   | 4        |          | (4)         | 10.79% | #Error  | #Error    |
|             | KPM1   | 2        |          | (2)         | 8.20%  | #Error  | #Error    |
|             | KPM2   | 10       |          | (10)        | 7.58%  | #Error  | #Error    |
|             | VEL2   | 4        |          | (4)         | 13.97% | #Error  | #Error    |
|             | VNB1   | 14       |          | (14)        | 10.36% | #Error  | #Error    |
|             | Total  | 105      | 53       | (52)        | 11.13% | 11.13%  | 0.00%     |
| TIRUPATI-01 |        |          |          |             |        |         |           |
|             | CTO1   | 7        | 5        | (2)         | 1.20%  | -3.84%  | -5.03%    |
|             | DHN1   | 7        | 3        | (4)         | 6.83%  | 8.88%   | 2.05%     |
|             | KOU1   | 3        | 3        |             | 4.40%  | 5.13%   | 0.74%     |
|             | RJP1   | 5        | 3        | (2)         | 3.06%  | 1.00%   | -2.07%    |
|             | TPI1   |          | 3        | 3           | #Error | 5.05%   | #Error    |
|             | GTL1   |          | 2        | 2           | #Error | 8.20%   | #Error    |
|             | KDA1   | 2        | 2        |             | 3.10%  | 5.44%   | 2.34%     |
|             | KHT1   | 1        | 2        | 1           | 15.19% | -2.40%  | -17.59%   |
|             | KNL1   | 5        | 2        | (3)         | 12.31% | 10.44%  | -1.87%    |
|             | KNL2   | 6        | 2        | (4)         | 8.14%  | -10.73% | -18.87%   |
|             | PDT1   | 2        | 2        |             | 10.55% | 1.38%   | -9.17%    |
|             | PIL1   | 1        | 2        | 1           | 9.72%  | 9.03%   | -0.69%    |
|             | PMR1   | 3        | 2        | (1)         | 14.15% | 8.17%   | -5.98%    |
|             | PUT1   | 2        | 2        |             | 5.88%  | 7.30%   | 1.42%     |
|             | ATP1   | 8        | 1        | (7)         | 4.43%  | 11.46%  | 7.02%     |
|             | BVL1   | 4        | 1        | (3)         | 12.82% | 8.20%   | -4.61%    |
|             | KVL1   | 7        | 1        | (6)         | 6.20%  | 4.97%   | -1.22%    |
|             | MPL1   | 18       | 1        | (17)        | 3.09%  | 3.93%   | 0.84%     |
|             | NDL1   | 3        | 1        | (2)         | 7.97%  | 2.54%   | -5.43%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01   | NYP1   | 3        | 1        | (2)         | 4.45%  | 4.55%  | 0.10%     |
|               | PGR1   | 5        | 1        | (4)         | 7.04%  | 13.18% | 6.14%     |
|               | RCY1   | 2        | 1        | (1)         | 14.38% | 13.04% | -1.34%    |
|               | SPE1   | 3        | 1        | (2)         | 3.72%  | 7.78%  | 4.06%     |
|               | TPY1   | 4        | 1        | (3)         | 8.27%  | 13.75% | 5.48%     |
|               | TPY2   | 9        | 1        | (8)         | 1.01%  | -4.12% | -5.12%    |
|               | ADI1   | 5        |          | (5)         | 9.48%  | #Error | #Error    |
|               | NLR1   |          |          |             | #Error | #Error | #Error    |
|               | VKI1   | 4        |          | (4)         | 0.81%  | #Error | #Error    |
|               | Total  | 119      | 46       | (73)        | 5.44%  | 2.63%  | -2.81%    |
|               |        |          |          |             |        |        |           |
| VIJAYAWADA-01 | GNT1   | 4        | 4        |             | -0.86% | 2.88%  | 3.74%     |
|               | TVU1   | 3        | 4        | 1           | 7.98%  | 9.24%  | 1.26%     |
|               | NRT1   | 6        | 3        | (3)         | 0.58%  | 0.34%  | -0.24%    |
|               | OGL1   | 6        | 3        | (3)         | 13.39% | 8.87%  | -4.53%    |
|               | VJW3   | 14       | 3        | (11)        | 0.93%  | 1.52%  | 0.59%     |
|               | BVR1   | 55       | 2        | (53)        | -3.86% | -1.56% | 2.31%     |
|               | GNT2   | 1        | 2        | 1           | 12.56% | 11.24% | -1.32%    |
|               | KND1   | 2        | 2        |             | 2.23%  | 1.35%  | -0.87%    |
|               | PNR1   | 2        | 2        |             | 4.28%  | 8.89%  | 4.61%     |
|               | PPM1   |          | 2        | 2           | #Error | 2.64%  | #Error    |
|               | RAL1   | 5        | 2        | (3)         | 4.85%  | 0.91%  | -3.94%    |
|               | VKN1   | 3        | 2        | (1)         | 5.87%  | 13.64% | 7.77%     |
|               | BPP1   | 2        | 1        | (1)         | 3.47%  | 5.86%  | 2.39%     |
|               | CKT1   | 4        | 1        | (3)         | 2.99%  | -9.39% | -12.38%   |
|               | JPT1   | 3        | 1        | (2)         | 8.12%  | 8.03%  | -0.09%    |
|               | KDR1   | 4        | 1        | (3)         | 10.68% | 9.96%  | -0.72%    |
|               | RMV1   | 1        | 1        |             | 12.93% | 7.89%  | -5.04%    |
|               | TEL1   | 2        | 1        | (1)         | 0.30%  | 13.12% | 12.82%    |
|               | TNI1   | 2        | 1        | (1)         | 5.05%  | -7.60% | -12.65%   |
|               | TNK1   | 3        | 1        | (2)         | -0.11% | 8.03%  | 8.14%     |
|               | VJW2   | 3        | 1        | (2)         | 7.26%  | 1.48%  | -5.78%    |
|               | VJW4   |          | 1        | 1           | #Error | 6.47%  | #Error    |
|               | VJW5   | 1        | 1        |             | 8.03%  | 15.03% | 7.00%     |
|               | AMP1   | 2        |          | (2)         | 8.15%  | #Error | #Error    |
|               | CRL1   | 5        |          | (5)         | 9.72%  | #Error | #Error    |
|               | DPE1   | 1        |          | (1)         | 13.75% | #Error | #Error    |
|               | ELU1   | 2        |          | (2)         | 0.61%  | #Error | #Error    |
|               | GDV1   | 1        |          | (1)         | 2.47%  | #Error | #Error    |
|               | GVM1   |          |          |             | #Error | #Error | #Error    |
|               | JGG1   | 2        |          | (2)         | 5.65%  | #Error | #Error    |
|               | MTM1   | 4        |          | (4)         | 5.00%  | #Error | #Error    |
|               | NPR1   | 1        |          | (1)         | 6.83%  | #Error | #Error    |
|               | PAP1   | 3        |          | (3)         | 2.27%  | #Error | #Error    |
|               | PRL1   | 1        |          | (1)         | 9.82%  | #Error | #Error    |
|               | TDD1   | 1        |          | (1)         | 4.03%  | #Error | #Error    |
|               | VJW1   | 1        |          | (1)         | 9.72%  | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 150      | 42       | (108)       | 0.57%  | 3.45%  | 2.87%     |



| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   |        |          |          |             |        |        |           |
|            | TVP1   | 2        | 2        |             | 4.71%  | 1.41%  | -3.30%    |
|            | PAS1   |          | 1        | 1           | #Error | 4.52%  | #Error    |
|            | KLR1   | 1        |          | (1)         | 14.42% | #Error | #Error    |
|            | WTVP   | (1)      |          | 1           | 6.02%  | #Error | #Error    |
|            | Total  | 2        | 3        | 1           | 9.94%  | 2.41%  | -7.53%    |
|            | Total  | 2517     | 1400     | (1117)      | 5.49%  | 7.96%  | 2.46%     |