



# Fridge - Daily Sales Performance As on 22-09-2025 11:20:39 PM

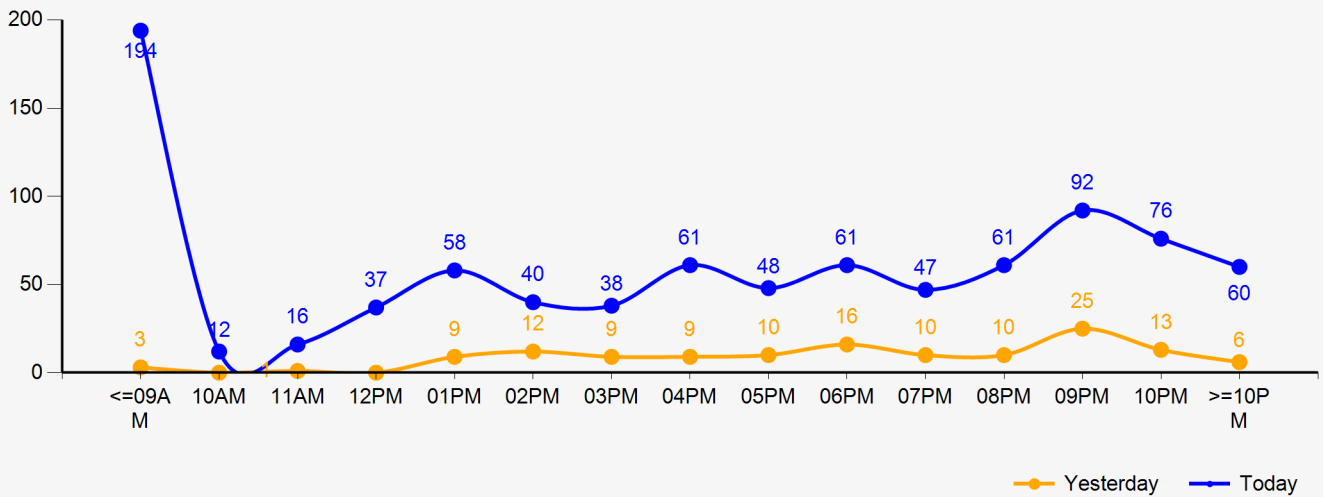
YD Sales : 133

TD Sales : 901

YD GP%: 11.19%

TD GP%: 7.54%

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      | 19       | 233      | 214         | 10.17%  | 7.73%  | -2.44%    |
| TRICHY-01     | 9        | 92       | 83          | 6.74%   | 7.48%  | 0.74%     |
| CHENNAI-01    | 15       | 81       | 66          | 10.54%  | 8.89%  | -1.64%    |
| TIRUPATI-01   | 6        | 77       | 71          | 8.92%   | 6.68%  | -2.24%    |
| VIJAYAWADA-01 |          | 74       | 74          | -44.24% | 3.11%  | 47.35%    |
| CHENNAI-02    | 11       | 73       | 62          | 9.68%   | 10.61% | 0.93%     |
| WEST-02       | 10       | 69       | 59          | 19.36%  | 8.99%  | -10.37%   |
| SOUTH ARCOT   | 4        | 52       | 48          | 9.65%   | 7.33%  | -2.33%    |
| SOUTH-03      | 27       | 52       | 25          | 11.37%  | 6.16%  | -5.21%    |
| WEST-01       | 16       | 50       | 34          | 11.45%  | 9.24%  | -2.21%    |
| NORTH ARCOT   | 16       | 40       | 24          | 9.32%   | 6.13%  | -3.19%    |
| KL-SOUTH      |          | 8        | 8           | #Error  | 6.05%  | #Error    |
| Total         | 133      | 901      | 768         | 11.19%  | 7.54%  | -3.65%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TVL1   | 1        | 66       | 65          | 12.92% | 7.32%  | -5.60%    |
|            | KVT1   | 4        | 29       | 25          | 16.62% | 9.71%  | -6.91%    |
|            | TUT1   | 1        | 21       | 20          | 19.43% | 4.66%  | -14.77%   |
|            | RPM1   | 1        | 11       | 10          | 11.22% | 5.60%  | -5.62%    |
|            | RND1   |          | 10       | 10          | #Error | 10.41% | #Error    |
|            | TKS2   |          | 9        | 9           | #Error | 8.02%  | #Error    |
|            | TKS1   |          | 8        | 8           | #Error | 11.57% | #Error    |
|            | NGR1   |          | 7        | 7           | -1.76% | 6.08%  | 7.83%     |
|            | UDN1   | 1        | 7        | 6           | 2.25%  | 1.04%  | -1.21%    |
|            | SNL1   | 1        | 6        | 5           | 1.85%  | 10.23% | 8.37%     |
|            | SVK1   | 1        | 6        | 5           | 12.28% | 6.15%  | -6.13%    |
|            | TVL2   | 2        | 6        | 4           | 7.17%  | 6.47%  | -0.71%    |
|            | VLY1   | (1)      | 6        | 7           | 17.33% | 7.37%  | -9.96%    |
|            | TUT2   | 1        | 5        | 4           | 4.29%  | 9.33%  | 5.04%     |
|            | TCN1   | 1        | 4        | 3           | 16.80% | 7.26%  | -9.53%    |
|            | VNR2   | 1        | 4        | 3           | 0.70%  | 6.41%  | 5.71%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-01   | MAR1   |          | 3        | 3           | #Error  | 9.74%   | #Error    |
|            | PKD1   | 1        | 3        | 2           | 12.53%  | 5.17%   | -7.36%    |
|            | SDI1   | 2        | 3        | 1           | -1.26%  | 5.16%   | 6.42%     |
|            | TYI1   | 1        | 3        | 2           | 10.15%  | 3.33%   | -6.81%    |
|            | VKM1   |          | 3        | 3           | #Error  | 19.14%  | #Error    |
|            | SGT1   |          | 2        | 2           | #Error  | 6.02%   | #Error    |
|            | SKD1   |          | 2        | 2           | #Error  | 10.04%  | #Error    |
|            | TKY1   |          | 2        | 2           | #Error  | 7.81%   | #Error    |
|            | ASM1   | 2        | 1        | (1)         | 9.14%   | 11.29%  | 2.15%     |
|            | COL1   |          | 1        | 1           | #Error  | 14.34%  | #Error    |
|            | KGL1   |          | 1        | 1           | #Error  | -0.17%  | #Error    |
|            | KSM1   |          | 1        | 1           | #Error  | 1.49%   | #Error    |
|            | KYR1   |          | 1        | 1           | #Error  | 6.03%   | #Error    |
|            | MMT1   |          | 1        | 1           | #Error  | 6.02%   | #Error    |
|            | STU2   |          | 1        | 1           | #Error  | 10.56%  | #Error    |
|            | APK1   |          |          |             | #Error  | -41.58% | #Error    |
|            | APK2   |          |          |             | #Error  | #Error  | #Error    |
|            | ARM1   | (1)      |          | 1           | 13.57%  | #Error  | #Error    |
|            | ERL2   |          |          |             | #Error  | #Error  | #Error    |
|            | PDI1   |          |          |             | #Error  | #Error  | #Error    |
|            | VNR1   |          |          |             | #Error  | #Error  | #Error    |
|            | Total  | 19       | 233      | 214         | 10.17%  | 7.73%   | -2.44%    |
|            |        |          |          |             |         |         |           |
| TRICHY-01  | TRY1   | 2        | 14       | 12          | 10.82%  | 3.90%   | -6.92%    |
|            | MVM1   |          | 10       | 10          | #Error  | 5.51%   | #Error    |
|            | KUM1   |          | 7        | 7           | #Error  | 5.23%   | #Error    |
|            | TNJ2   | 1        | 7        | 6           | 11.62%  | 9.28%   | -2.33%    |
|            | MDI1   | 1        | 5        | 4           | 12.91%  | 11.37%  | -1.54%    |
|            | PBR2   |          | 5        | 5           | #Error  | 6.39%   | #Error    |
|            | TVR2   |          | 5        | 5           | #Error  | 10.88%  | #Error    |
|            | NCK1   |          | 4        | 4           | #Error  | 6.25%   | #Error    |
|            | NMM1   | 1        | 4        | 3           | -12.83% | 8.64%   | 21.47%    |
|            | PTK1   |          | 4        | 4           | #Error  | 11.49%  | #Error    |
|            | TTP1   |          | 4        | 4           | #Error  | 11.22%  | #Error    |
|            | JKM1   |          | 3        | 3           | #Error  | 4.09%   | #Error    |
|            | NGT1   |          | 3        | 3           | #Error  | 10.37%  | #Error    |
|            | ORU1   |          | 3        | 3           | #Error  | 4.02%   | #Error    |
|            | TRY2   |          | 3        | 3           | #Error  | 8.20%   | #Error    |
|            | AYR1   |          | 2        | 2           | #Error  | -7.43%  | #Error    |
|            | MSI1   |          | 2        | 2           | #Error  | 10.10%  | #Error    |
|            | TVR1   | 1        | 2        | 1           | 3.92%   | 9.32%   | 5.39%     |
|            | TYR1   | 1        | 2        | 1           | 1.14%   | 7.33%   | 6.19%     |
|            | KIK1   |          | 1        | 1           | #Error  | 19.17%  | #Error    |
|            | PBR1   | 2        | 1        | (1)         | 17.07%  | 21.89%  | 4.82%     |
|            | PDK1   |          | 1        | 1           | #Error  | 6.03%   | #Error    |
|            | APM1   |          |          |             | #Error  | #Error  | #Error    |
|            | KRN1   | (1)      |          | 1           | 17.21%  | #Error  | #Error    |
|            | TNJ1   | 1        |          | (1)         | 11.62%  | 9.32%   | -2.30%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01   | TRY3   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 9        | 92       | 83          | 6.74%  | 7.48%  | 0.74%     |
| CHENNAI-01  |        |          |          |             |        |        |           |
|             | GUD1   |          | 10       | 10          | #Error | 14.68% | #Error    |
|             | CH28   |          | 6        | 6           | 23.43% | 13.10% | -10.33%   |
|             | CH08   | 1        | 5        | 4           | 9.17%  | 6.66%  | -2.51%    |
|             | CH16   |          | 5        | 5           | #Error | 10.48% | #Error    |
|             | CH45   |          | 5        | 5           | 20.94% | 9.84%  | -11.10%   |
|             | CH05   | (1)      | 4        | 5           | 27.05% | 5.45%  | -21.60%   |
|             | CH07   | 2        | 4        | 2           | 5.37%  | 3.88%  | -1.48%    |
|             | CH35   |          | 4        | 4           | #Error | 8.67%  | #Error    |
|             | CH42   | 3        | 4        | 1           | 12.14% | 11.90% | -0.23%    |
|             | GUD2   | 1        | 4        | 3           | 12.73% | 5.30%  | -7.43%    |
|             | CH14   | 3        | 3        |             | 13.38% | 6.57%  | -6.82%    |
|             | CH19   |          | 3        | 3           | #Error | 9.63%  | #Error    |
|             | CH30   | 2        | 3        | 1           | 11.19% | 3.44%  | -7.75%    |
|             | CH37   |          | 3        | 3           | #Error | 4.63%  | #Error    |
|             | CH48   | 1        | 3        | 2           | 10.09% | 8.90%  | -1.18%    |
|             | AVD1   | 1        | 2        | 1           | 8.34%  | 8.35%  | 0.01%     |
|             | CGL1   |          | 2        | 2           | #Error | 16.29% | #Error    |
|             | CH22   |          | 2        | 2           | #Error | 1.94%  | #Error    |
|             | KNR1   |          | 2        | 2           | #Error | 7.60%  | #Error    |
|             | MRM1   |          | 2        | 2           | #Error | 12.81% | #Error    |
|             | TKM1   |          | 2        | 2           | #Error | 6.41%  | #Error    |
|             | CH11   |          | 1        | 1           | #Error | 17.78% | #Error    |
|             | CH39   | 1        | 1        |             | 11.62% | -0.45% | -12.06%   |
|             | SKL1   |          | 1        | 1           | #Error | 19.43% | #Error    |
|             | CH26   | 1        |          | (1)         | -0.45% | #Error | #Error    |
|             | CH29   |          |          |             | #Error | #Error | #Error    |
|             | CH38   |          |          |             | #Error | #Error | #Error    |
|             | CH40   |          |          |             | #Error | #Error | #Error    |
|             | MC02   |          |          |             | #Error | #Error | #Error    |
|             | MC09   |          |          |             | #Error | #Error | #Error    |
|             | MC10   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 15       | 81       | 66          | 10.54% | 8.89%  | -1.64%    |
| TIRUPATI-01 |        |          |          |             |        |        |           |
|             | PMR1   |          | 6        | 6           | #Error | 4.59%  | #Error    |
|             | ATP1   |          | 5        | 5           | #Error | 8.44%  | #Error    |
|             | PIL1   |          | 5        | 5           | #Error | 10.36% | #Error    |
|             | TPY1   |          | 5        | 5           | #Error | 4.88%  | #Error    |
|             | DHN1   |          | 4        | 4           | #Error | 11.87% | #Error    |
|             | NLR1   | 1        | 4        | 3           | 19.05% | 7.44%  | -11.61%   |
|             | PDT1   |          | 4        | 4           | #Error | 11.28% | #Error    |
|             | RCY1   |          | 4        | 4           | #Error | 6.48%  | #Error    |
|             | TPY2   |          | 4        | 4           | #Error | 2.23%  | #Error    |
|             | VKI1   |          | 4        | 4           | #Error | 1.02%  | #Error    |
|             | KNL1   |          | 3        | 3           | #Error | 11.29% | #Error    |
|             | KOU1   |          | 3        | 3           | #Error | 12.51% | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| TIRUPATI-01   | MPL1   |          | 3        | 3           | #Error  | 10.25% | #Error    |
|               | ADI1   | 1        | 2        | 1           | 17.81%  | 9.11%  | -8.70%    |
|               | CTO1   | 2        | 2        |             | 6.72%   | 6.87%  | 0.16%     |
|               | GTL1   | 1        | 2        | 1           | 14.26%  | 4.10%  | -10.15%   |
|               | KDA1   |          | 2        | 2           | #Error  | 1.14%  | #Error    |
|               | KVL1   | 1        | 2        | 1           | 1.49%   | 6.20%  | 4.71%     |
|               | NYP1   |          | 2        | 2           | #Error  | -1.95% | #Error    |
|               | PGR1   |          | 2        | 2           | #Error  | 18.79% | #Error    |
|               | PUT1   |          | 2        | 2           | #Error  | -9.40% | #Error    |
|               | TPI1   |          | 2        | 2           | #Error  | -3.83% | #Error    |
|               | KHT1   |          | 1        | 1           | #Error  | 10.56% | #Error    |
|               | KNL2   |          | 1        | 1           | #Error  | 7.97%  | #Error    |
|               | NDL1   |          | 1        | 1           | #Error  | 1.38%  | #Error    |
|               | RJP1   |          | 1        | 1           | #Error  | 16.81% | #Error    |
|               | SPE1   |          | 1        | 1           | #Error  | 2.36%  | #Error    |
|               | BVL1   |          |          |             | #Error  | #Error | #Error    |
|               | Total  | 6        | 77       | 71          | 8.92%   | 6.68%  | -2.24%    |
|               |        |          |          |             |         |        |           |
| VIJAYAWADA-01 | VKN1   |          | 6        | 6           | #Error  | -2.85% | #Error    |
|               | RAL1   |          | 5        | 5           | #Error  | 1.31%  | #Error    |
|               | BVR1   |          | 4        | 4           | #Error  | 2.40%  | #Error    |
|               | GNT1   | 1        | 4        | 3           | 2.66%   | -4.28% | -6.95%    |
|               | PAP1   |          | 4        | 4           | #Error  | 7.23%  | #Error    |
|               | TNK1   |          | 4        | 4           | #Error  | 2.22%  | #Error    |
|               | VJW3   |          | 4        | 4           | #Error  | 4.68%  | #Error    |
|               | AMP1   | (1)      | 3        | 4           | 2.95%   | 7.46%  | 4.51%     |
|               | ELU1   |          | 3        | 3           | #Error  | 6.57%  | #Error    |
|               | GDV1   |          | 3        | 3           | #Error  | 6.33%  | #Error    |
|               | PRL1   |          | 3        | 3           | #Error  | 6.97%  | #Error    |
|               | VUY1   |          | 3        | 3           | #Error  | 0.03%  | #Error    |
|               | CKT1   |          | 2        | 2           | #Error  | 18.07% | #Error    |
|               | GVM1   |          | 2        | 2           | #Error  | 7.04%  | #Error    |
|               | OGL1   |          | 2        | 2           | #Error  | 2.00%  | #Error    |
|               | PPM1   |          | 2        | 2           | #Error  | -4.92% | #Error    |
|               | RMV1   | (1)      | 2        | 3           | -18.12% | 2.69%  | 20.81%    |
|               | TNI1   |          | 2        | 2           | #Error  | -1.28% | #Error    |
|               | VJW1   |          | 2        | 2           | #Error  | -0.41% | #Error    |
|               | VJW2   |          | 2        | 2           | #Error  | 0.13%  | #Error    |
|               | VJW5   | 1        | 2        | 1           | 2.52%   | 11.80% | 9.29%     |
|               | CRL1   |          | 1        | 1           | #Error  | -4.82% | #Error    |
|               | JGG1   |          | 1        | 1           | #Error  | 4.27%  | #Error    |
|               | JPT1   |          | 1        | 1           | #Error  | 4.42%  | #Error    |
|               | KND1   |          | 1        | 1           | #Error  | 13.59% | #Error    |
|               | MTM1   |          | 1        | 1           | #Error  | 5.17%  | #Error    |
|               | NPR1   |          | 1        | 1           | #Error  | 3.86%  | #Error    |
|               | NRT1   |          | 1        | 1           | #Error  | 1.14%  | #Error    |
|               | PNR1   |          | 1        | 1           | #Error  | -2.18% | #Error    |
|               | TDD1   |          | 1        | 1           | #Error  | 6.69%  | #Error    |
|               | TVU1   |          | 1        | 1           | #Error  | 0.96%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| VIJAYAWADA-01 | BPP1   |          |          |             | #Error  | #Error | #Error    |
|               | DPE1   |          |          |             | #Error  | #Error | #Error    |
|               | GNT2   |          |          |             | #Error  | #Error | #Error    |
|               | KDR1   |          |          |             | #Error  | #Error | #Error    |
|               | TEL1   |          |          |             | #Error  | #Error | #Error    |
|               | VJW4   |          |          |             | #Error  | #Error | #Error    |
|               | Total  |          | 74       | 74          | -44.24% | 3.11%  | 47.35%    |
| CHENNAI-02    | CH09   |          | 8        | 8           | #Error  | 13.35% | #Error    |
|               | CH20   | 1        | 6        | 5           | 2.25%   | 7.23%  | 4.98%     |
|               | CH03   | 1        | 5        | 4           | -0.26%  | 10.51% | 10.77%    |
|               | CH12   |          | 5        | 5           | #Error  | 7.07%  | #Error    |
|               | CH15   | 3        | 5        | 2           | 6.54%   | 8.04%  | 1.50%     |
|               | CH41   |          | 4        | 4           | #Error  | 16.77% | #Error    |
|               | GPD1   |          | 4        | 4           | #Error  | 6.73%  | #Error    |
|               | CH17   |          | 3        | 3           | #Error  | 2.09%  | #Error    |
|               | CH21   |          | 3        | 3           | #Error  | 15.21% | #Error    |
|               | CH31   |          | 3        | 3           | #Error  | 5.99%  | #Error    |
|               | CH33   |          | 3        | 3           | #Error  | -0.08% | #Error    |
|               | CH34   | 1        | 3        | 2           | 14.35%  | 15.01% | 0.66%     |
|               | CH43   | 2        | 3        | 1           | 18.95%  | 17.38% | -1.57%    |
|               | CH06   |          | 2        | 2           | #Error  | 10.99% | #Error    |
|               | CH24   | 1        | 2        | 1           | 17.78%  | 13.65% | -4.13%    |
|               | CH44   |          | 2        | 2           | #Error  | 16.05% | #Error    |
|               | CH46   |          | 2        | 2           | #Error  | 8.40%  | #Error    |
|               | MJR1   | 1        | 2        | 1           | 2.29%   | 73.43% | 71.14%    |
|               | PON1   |          | 2        | 2           | #Error  | 10.83% | #Error    |
|               | CH18   |          | 1        | 1           | #Error  | 11.29% | #Error    |
|               | CH23   |          | 1        | 1           | #Error  | 11.29% | #Error    |
|               | CH27   | 1        | 1        |             | 2.36%   | 1.85%  | -0.51%    |
|               | CH32   |          | 1        | 1           | #Error  | 17.07% | #Error    |
|               | CH36   |          | 1        | 1           | #Error  | 6.95%  | #Error    |
|               | UKI1   |          | 1        | 1           | #Error  | 16.19% | #Error    |
|               | CH01   |          |          |             | #Error  | #Error | #Error    |
|               | MC05   |          |          |             | #Error  | #Error | #Error    |
|               | MC06   |          |          |             | #Error  | #Error | #Error    |
|               | MC08   |          |          |             | #Error  | #Error | #Error    |
|               | Total  | 11       | 73       | 62          | 9.68%   | 10.61% | 0.93%     |
| WEST-02       | HSR2   | 1        | 7        | 6           | 19.10%  | 8.44%  | -10.66%   |
|               | HSR1   | 1        | 6        | 5           | 17.07%  | 8.95%  | -8.12%    |
|               | VPD1   |          | 6        | 6           | #Error  | 13.67% | #Error    |
|               | ERD2   |          | 5        | 5           | #Error  | 7.73%  | #Error    |
|               | MCR1   |          | 5        | 5           | #Error  | 11.15% | #Error    |
|               | EPI1   |          | 4        | 4           | #Error  | 6.90%  | #Error    |
|               | KMM1   |          | 3        | 3           | #Error  | 13.56% | #Error    |
|               | PDR1   | 1        | 3        | 2           | 14.78%  | 14.70% | -0.08%    |
|               | RSP1   | 1        | 3        | 2           | 17.77%  | 6.42%  | -11.35%   |
|               | APN1   |          | 2        | 2           | #Error  | 3.04%  | #Error    |
|               | CMI1   |          | 2        | 2           | #Error  | 15.50% | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|----------|-----------|
| WEST-02     | DPR2   |          | 2        | 2           | #Error | 10.14%   | #Error    |
|             | MTR1   | 1        | 2        | 1           | 35.63% | 10.12%   | -25.51%   |
|             | PLC1   |          | 2        | 2           | #Error | 4.21%    | #Error    |
|             | SGI1   |          | 2        | 2           | #Error | 15.86%   | #Error    |
|             | SLM1   | 1        | 2        | 1           | -0.45% | 9.62%    | 10.06%    |
|             | TCG1   | 1        | 2        | 1           | 15.19% | 3.23%    | -11.96%   |
|             | ATU1   | 2        | 1        | (1)         | 14.58% | 5.50%    | -9.08%    |
|             | EDP1   |          | 1        | 1           | #Error | 8.03%    | #Error    |
|             | ERD1   |          | 1        | 1           | #Error | 6.02%    | #Error    |
|             | HRR1   |          | 1        | 1           | #Error | 11.29%   | #Error    |
|             | KRI1   |          | 1        | 1           | #Error | 6.02%    | #Error    |
|             | KVP1   |          | 1        | 1           | #Error | 11.29%   | #Error    |
|             | OML1   | (1)      | 1        | 2           | 2.84%  | 1.98%    | -0.87%    |
|             | PMP1   |          | 1        | 1           | #Error | 1.98%    | #Error    |
|             | SLM3   |          | 1        | 1           | #Error | 6.95%    | #Error    |
|             | TRM1   |          | 1        | 1           | #Error | 2.36%    | #Error    |
|             | VKL1   |          | 1        | 1           | #Error | 6.03%    | #Error    |
|             | BMD1   |          |          |             | #Error | #Error   | #Error    |
|             | DPR1   |          |          |             | #Error | #Error   | #Error    |
|             | NKL2   | 1        |          | (1)         | 17.28% | #Error   | #Error    |
|             | SGG1   |          |          |             | #Error | #Error   | #Error    |
|             | SLM2   | 1        |          | (1)         | 14.37% | #Error   | #Error    |
|             | Total  | 10       | 69       | 59          | 19.36% | 8.99%    | -10.37%   |
|             |        |          |          |             |        |          |           |
| SOUTH ARCOT | CUD1   | (1)      | 7        | 8           | 13.29% | 7.14%    | -6.15%    |
|             | POY2   |          | 6        | 6           | #Error | 5.21%    | #Error    |
|             | ULP1   | 1        | 6        | 5           | 10.86% | 3.79%    | -7.06%    |
|             | KML1   |          | 5        | 5           | #Error | 6.92%    | #Error    |
|             | POY1   | 1        | 5        | 4           | -0.45% | 13.68%   | 14.13%    |
|             | KLM1   | 1        | 3        | 2           | 21.84% | 3.36%    | -18.49%   |
|             | TRK1   |          | 3        | 3           | #Error | 7.74%    | #Error    |
|             | VPM1   |          | 3        | 3           | #Error | 14.85%   | #Error    |
|             | KKI2   |          | 2        | 2           | #Error | 13.76%   | #Error    |
|             | MKM1   |          | 2        | 2           | #Error | 13.50%   | #Error    |
|             | NVL2   |          | 2        | 2           | #Error | -101.39% | #Error    |
|             | SJI1   |          | 2        | 2           | #Error | 4.47%    | #Error    |
|             | VPM2   |          | 2        | 2           | #Error | 7.07%    | #Error    |
|             | CDM1   |          | 1        | 1           | #Error | 6.02%    | #Error    |
|             | PRT1   | 1        | 1        |             | 17.21% | 11.29%   | -5.92%    |
|             | STP1   |          | 1        | 1           | #Error | 11.62%   | #Error    |
|             | VCM1   |          | 1        | 1           | #Error | 6.02%    | #Error    |
|             | TDM1   | 1        |          | (1)         | 10.86% | #Error   | #Error    |
|             | TVM1   |          |          |             | #Error | #Error   | #Error    |
|             | TVM2   |          |          |             | #Error | #Error   | #Error    |
|             | Total  | 4        | 52       | 48          | 9.65%  | 7.33%    | -2.33%    |
|             |        |          |          |             |        |          |           |
| SOUTH-03    | DGL1   | 3        | 5        | 2           | 6.30%  | 4.12%    | -2.19%    |
|             | MDU1   | 3        | 5        | 2           | 9.26%  | 9.72%    | 0.46%     |
|             | MDU2   | 2        | 5        | 3           | 11.84% | 7.52%    | -4.32%    |
|             | TMM1   |          | 5        | 5           | #Error | -0.06%   | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | ADP1   |          | 2        | 2           | #Error | 8.53%  | #Error    |
|            | BNR1   | 1        | 2        | 1           | 13.39% | 6.57%  | -6.82%    |
|            | BTU1   |          | 2        | 2           | #Error | 10.56% | #Error    |
|            | CBM1   |          | 2        | 2           | #Error | 6.66%  | #Error    |
|            | DGL2   | 1        | 2        | 1           | 11.16% | 5.50%  | -5.66%    |
|            | DKI1   | 1        | 2        | 1           | 11.62% | 7.69%  | -3.93%    |
|            | MPA1   |          | 2        | 2           | #Error | 10.98% | #Error    |
|            | NKI1   | 1        | 2        | 1           | 11.38% | 14.53% | 3.15%     |
|            | NTM1   |          | 2        | 2           | #Error | 4.66%  | #Error    |
|            | PNI1   | 2        | 2        |             | 11.28% | 4.23%  | -7.04%    |
|            | TEN1   |          | 2        | 2           | #Error | -0.70% | #Error    |
|            | ATG1   | 1        | 1        |             | 21.87% | 6.02%  | -15.85%   |
|            | KPT1   | 1        | 1        |             | 16.48% | 6.95%  | -9.53%    |
|            | KRR1   |          | 1        | 1           | #Error | 1.85%  | #Error    |
|            | KYK1   |          | 1        | 1           | #Error | -7.43% | #Error    |
|            | MDU4   | 2        | 1        | (1)         | 12.90% | 8.01%  | -4.89%    |
|            | MDU6   | 1        | 1        |             | 11.20% | 10.08% | -1.11%    |
|            | ODM1   | 1        | 1        |             | 15.51% | 14.23% | -1.28%    |
|            | SGP1   |          | 1        | 1           | #Error | 1.49%  | #Error    |
|            | SVG1   |          | 1        | 1           | #Error | 11.29% | #Error    |
|            | TDI1   |          | 1        | 1           | #Error | 8.03%  | #Error    |
|            | TEN2   |          | 1        | 1           | #Error | 11.29% | #Error    |
|            | CMR1   | 2        |          | (2)         | 15.10% | #Error | #Error    |
|            | KKD2   | 1        |          | (1)         | 2.29%  | #Error | #Error    |
|            | MDU5   | 1        |          | (1)         | 2.29%  | #Error | #Error    |
|            | MLR1   |          |          |             | #Error | #Error | #Error    |
|            | MNM1   |          |          |             | #Error | #Error | #Error    |
|            | PKM1   |          |          |             | #Error | #Error | #Error    |
|            | PNV1   |          |          |             | #Error | #Error | #Error    |
|            | PVI1   | 1        |          | (1)         | 13.13% | 38.05% | 24.92%    |
|            | TPT1   | 1        |          | (1)         | 10.28% | #Error | #Error    |
|            | USL1   |          |          |             | #Error | #Error | #Error    |
|            | MDU3   | 1        | (1)      | (2)         | 16.54% | 12.46% | -4.07%    |
|            | Total  | 27       | 52       | 25          | 11.37% | 6.16%  | -5.21%    |
| WEST-01    |        |          |          |             |        |        |           |
|            | CBE4   |          | 8        | 8           | #Error | 7.76%  | #Error    |
|            | CBE2   |          | 6        | 6           | #Error | 7.90%  | #Error    |
|            | CBE3   | 2        | 4        | 2           | 14.68% | 11.26% | -3.42%    |
|            | CBE5   |          | 3        | 3           | #Error | 9.22%  | #Error    |
|            | SYM2   | 1        | 3        | 2           | 1.14%  | 9.70%  | 8.56%     |
|            | TPR3   | 1        | 3        | 2           | 7.29%  | 16.15% | 8.85%     |
|            | TPR4   | 2        | 3        | 1           | 10.32% | 13.27% | 2.95%     |
|            | AVI1   | 1        | 2        | 1           | 12.88% | 9.11%  | -3.77%    |
|            | CBE1   | 1        | 2        | 1           | 8.51%  | 7.46%  | -1.04%    |
|            | CBE6   | 1        | 2        | 1           | 11.09% | 9.51%  | -1.58%    |
|            | GBM1   |          | 2        | 2           | #Error | 6.99%  | #Error    |
|            | PPI1   |          | 2        | 2           | #Error | 15.47% | #Error    |
|            | KGM1   |          | 1        | 1           | #Error | 0.61%  | #Error    |
|            | KMD1   | 2        | 1        | (1)         | 19.29% | 4.29%  | -14.99%   |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-01     | KMR1   |          | 1        | 1           | #Error  | 15.82% | #Error    |
|             | MPM1   | 2        | 1        | (1)         | 15.49%  | 2.25%  | -13.25%   |
|             | PLI1   |          | 1        | 1           | #Error  | 0.02%  | #Error    |
|             | SNR1   | 1        | 1        |             | 6.12%   | 14.15% | 8.03%     |
|             | SUL1   | 1        | 1        |             | 18.07%  | 8.03%  | -10.03%   |
|             | TPR1   |          | 1        | 1           | #Error  | 6.03%  | #Error    |
|             | UAM1   |          | 1        | 1           | #Error  | 10.14% | #Error    |
|             | UMP1   |          | 1        | 1           | #Error  | -9.39% | #Error    |
|             | ANR1   |          |          |             | #Error  | #Error | #Error    |
|             | CNR1   |          |          |             | #Error  | #Error | #Error    |
|             | DPM2   |          |          |             | #Error  | #Error | #Error    |
|             | GDR1   |          |          |             | #Error  | #Error | #Error    |
|             | KGI1   |          |          |             | #Error  | #Error | #Error    |
|             | PDM1   |          |          |             | #Error  | #Error | #Error    |
|             | TPR2   | 1        |          | (1)         | -0.26%  | #Error | #Error    |
|             | Total  | 16       | 50       | 34          | 11.45%  | 9.24%  | -2.21%    |
|             |        |          |          |             |         |        |           |
| NORTH ARCOT | SBR1   |          | 5        | 5           | #Error  | 6.24%  | #Error    |
|             | VEL1   | 2        | 4        | 2           | 9.70%   | 4.96%  | -4.74%    |
|             | KPM1   |          | 3        | 3           | -84.58% | 2.09%  | 86.67%    |
|             | KPM2   | 2        | 3        | 1           | 4.47%   | 7.11%  | 2.64%     |
|             | SLG1   |          | 3        | 3           | #Error  | 4.83%  | #Error    |
|             | TRL1   |          | 3        | 3           | #Error  | 4.41%  | #Error    |
|             | TRR1   | 2        | 3        | 1           | 14.50%  | 2.80%  | -11.69%   |
|             | ABR1   |          | 2        | 2           | #Error  | 15.16% | #Error    |
|             | ANI1   |          | 2        | 2           | #Error  | 9.06%  | #Error    |
|             | CGM1   | 1        | 2        | 1           | 11.62%  | 8.39%  | -3.22%    |
|             | GDM1   |          | 2        | 2           | #Error  | 7.14%  | #Error    |
|             | TRT1   |          | 2        | 2           | #Error  | 7.81%  | #Error    |
|             | ARC2   | 1        | 1        |             | 14.37%  | 2.91%  | -11.45%   |
|             | BGR1   |          | 1        | 1           | #Error  | 6.95%  | #Error    |
|             | PLR1   | 1        | 1        |             | 10.48%  | 11.29% | 0.81%     |
|             | UGI1   | 2        | 1        | (1)         | 11.27%  | -7.43% | -18.70%   |
|             | VEL2   | 1        | 1        |             | 10.63%  | 17.07% | 6.45%     |
|             | VNB1   |          | 1        | 1           | #Error  | 6.95%  | #Error    |
|             | AKM1   |          |          |             | #Error  | #Error | #Error    |
|             | CPT1   | 1        |          | (1)         | 0.84%   | #Error | #Error    |
|             | CYR1   |          |          |             | #Error  | #Error | #Error    |
|             | PTU1   |          |          |             | #Error  | #Error | #Error    |
|             | VSI1   |          |          |             | #Error  | #Error | #Error    |
|             | WJD1   | 2        |          | (2)         | 4.48%   | #Error | #Error    |
|             | WJP1   | 1        |          | (1)         | 13.22%  | #Error | #Error    |
|             | Total  | 16       | 40       | 24          | 9.32%   | 6.13%  | -3.19%    |
|             |        |          |          |             |         |        |           |
| KL-SOUTH    | TVP1   |          | 4        | 4           | #Error  | 6.39%  | #Error    |
|             | KLR1   |          | 3        | 3           | #Error  | 4.66%  | #Error    |
|             | PAS1   |          | 1        | 1           | #Error  | 6.37%  | #Error    |
|             | Total  |          | 8        | 8           | #Error  | 6.05%  | #Error    |
|             | Total  | 133      | 901      | 768         | 11.19%  | 7.54%  | -3.65%    |