



# Fridge - Daily Sales Performance As on 23-03-2026 11:20:16 PM

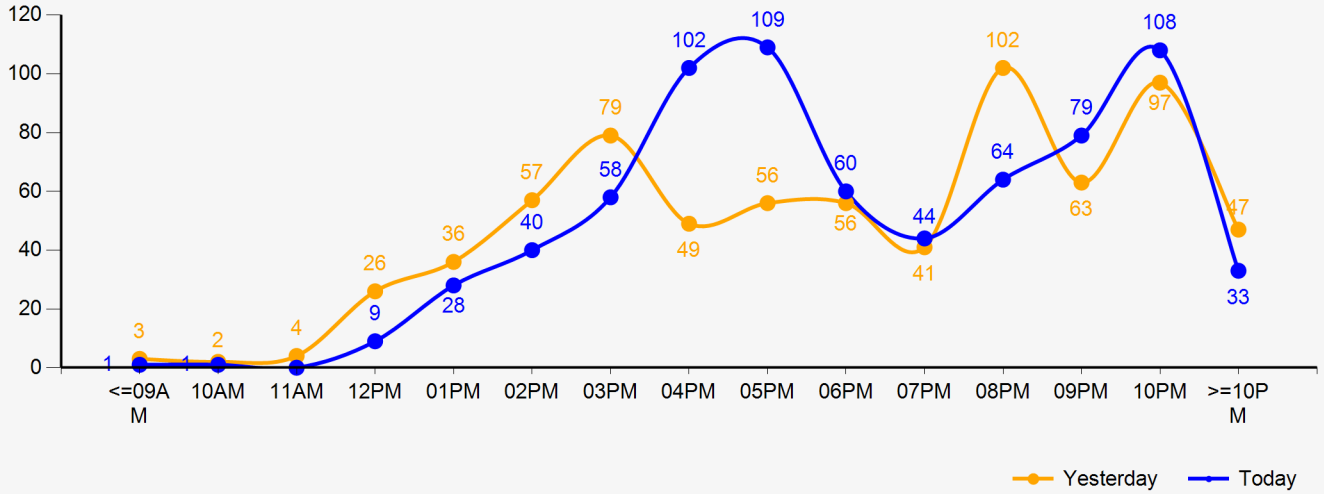
YD Sales : 718

YD GP%: 7.77%

TD Sales : 736

TD GP%: -11.57%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales   | TD Sales   | TD-YD Sales | YD GP%       | TD GP%         | TD-YD GP%      |
|---------------|------------|------------|-------------|--------------|----------------|----------------|
| CHENNAI-01    | 80         | 129        | 49          | 8.60%        | -36.95%        | -45.55%        |
| SOUTH-01      | 87         | 109        | 22          | 8.30%        | -13.73%        | -22.03%        |
| SOUTH-03      | 62         | 97         | 35          | 8.46%        | -21.65%        | -30.11%        |
| WEST-02       | 79         | 76         | (3)         | 9.08%        | -8.38%         | -17.46%        |
| TRICHY-01     | 54         | 70         | 16          | 8.46%        | -14.95%        | -23.40%        |
| WEST-01       | 87         | 54         | (33)        | 8.45%        | -12.37%        | -20.82%        |
| TIRUPATI-01   | 37         | 46         | 9           | 8.51%        | 7.23%          | -1.28%         |
| VIJAYAWADA-01 | 37         | 40         | 3           | 4.71%        | 5.32%          | 0.60%          |
| CHENNAI-02    | 105        | 39         | (66)        | 6.74%        | 6.01%          | -0.73%         |
| SOUTH ARCOT   | 29         | 34         | 5           | 8.81%        | 10.00%         | 1.19%          |
| NORTH ARCOT   | 48         | 30         | (18)        | 7.44%        | 11.91%         | 4.46%          |
| KL-SOUTH      | 8          | 11         | 3           | 4.62%        | 5.77%          | 1.14%          |
| KL-NORTH      | 5          | 1          | (4)         | -5.35%       | 2.56%          | 7.91%          |
| <b>Total</b>  | <b>718</b> | <b>736</b> | <b>18</b>   | <b>7.77%</b> | <b>-11.57%</b> | <b>-19.33%</b> |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |        |
|------------|--------|----------|----------|-------------|--------|---------|-----------|--------|
| CHENNAI-01 | WHC3   |          | 84       | 84          | #Error | -65.42% | #Error    |        |
|            | CH16   | 2        | 6        | 4           | 12.23% | 11.36%  | -0.87%    |        |
|            | CGL1   | 2        | 3        | 1           | 13.93% | 11.06%  | -2.86%    |        |
|            | CH05   | 7        | 3        | (4)         | 3.30%  | 5.12%   | 1.82%     |        |
|            | CH25   | 4        | 3        | (1)         | 8.38%  | 14.48%  | 6.10%     |        |
|            | CZWH   |          |          | 3           | 3      | #Error  | -5.29%    | #Error |
|            | AVD1   | 1        | 2        | 1           | 8.99%  | 13.34%  | 4.35%     |        |
|            | CH07   | 4        | 2        | (2)         | 6.60%  | 9.79%   | 3.18%     |        |
|            | CH19   | 5        | 2        | (3)         | 11.19% | 5.92%   | -5.27%    |        |
|            | CH30   | 1        | 2        | 1           | 3.70%  | 13.25%  | 9.54%     |        |
|            | CH35   | 4        | 2        | (2)         | 7.04%  | 10.34%  | 3.30%     |        |
|            | CH37   | 2        | 2        |             | 4.94%  | 12.80%  | 7.86%     |        |
|            | CH39   | 3        | 2        | (1)         | 11.38% | 15.41%  | 4.03%     |        |
|            | GUD1   | 1        | 2        | 1           | 13.28% | 5.26%   | -8.02%    |        |
|            | MRM1   | 4        | 2        | (2)         | 9.28%  | 6.17%   | -3.11%    |        |

| Sales Zone | Branch   | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |        |
|------------|----------|----------|----------|-------------|---------|---------|-----------|--------|
| CHENNAI-01 | CH08     | 2        | 1        | (1)         | 13.31%  | 9.73%   | -3.58%    |        |
|            | CH14     | 5        | 1        | (4)         | 7.90%   | 12.53%  | 4.63%     |        |
|            | CH22     | 2        | 1        | (1)         | 9.90%   | 8.36%   | -1.53%    |        |
|            | CH28     | 4        | 1        | (3)         | 13.80%  | 21.56%  | 7.77%     |        |
|            | CH29     |          | 1        | 1           | #Error  | 19.38%  | #Error    |        |
|            | CH47     | 1        | 1        |             | 13.11%  | 13.41%  | 0.30%     |        |
|            | CH48     | 5        | 1        | (4)         | 5.11%   | 13.83%  | 8.72%     |        |
|            | CH49     | 4        | 1        | (3)         | 12.96%  | 8.17%   | -4.79%    |        |
|            | KNR1     |          | 1        | 1           | #Error  | 10.25%  | #Error    |        |
|            | CH26     | 1        |          | (1)         | 8.86%   | #Error  | #Error    |        |
|            | CH38     | 4        |          | (4)         | 10.19%  | #Error  | #Error    |        |
|            | CH40     |          |          |             | #Error  | #Error  | #Error    |        |
|            | CH42     | 4        |          | (4)         | 12.27%  | #Error  | #Error    |        |
|            | CH45     | 5        |          | (5)         | 6.12%   | #Error  | #Error    |        |
|            | GUD2     | 3        |          | (3)         | 9.43%   | #Error  | #Error    |        |
|            | MC09     |          |          |             | #Error  | #Error  | #Error    |        |
|            | MC10     |          |          |             | #Error  | #Error  | #Error    |        |
|            | SKL1     | 2        |          | (2)         | 14.20%  | #Error  | #Error    |        |
|            | TKM1     | 2        |          | (2)         | 1.85%   | #Error  | #Error    |        |
|            | WCHN     | (4)      |          | 4           | 7.94%   | #Error  | #Error    |        |
|            | Total    | 80       | 129      | 49          | 8.60%   | -36.95% | -45.55%   |        |
|            | SOUTH-01 | S2SD     |          | 31          | 31      | #Error  | -76.48%   | #Error |
|            |          | TUT1     | 7        | 11          | 4       | 9.97%   | 10.53%    | 0.56%  |
| NGR1       |          | 3        | 5        | 2           | 7.72%   | 6.60%   | -1.12%    |        |
| ASM1       |          | 1        | 4        | 3           | 12.66%  | 6.29%   | -6.37%    |        |
| KVT1       |          | 4        | 4        |             | 11.12%  | 19.10%  | 7.98%     |        |
| RPM1       |          | 7        | 4        | (3)         | 8.83%   | 7.87%   | -0.97%    |        |
| TKS2       |          | 6        | 4        | (2)         | 6.13%   | 10.20%  | 4.07%     |        |
| APK1       |          | 1        | 3        | 2           | 22.13%  | 11.01%  | -11.12%   |        |
| RND1       |          | 3        | 3        |             | 4.67%   | -7.92%  | -12.59%   |        |
| SNL1       |          | 1        | 3        | 2           | 4.71%   | 4.86%   | 0.15%     |        |
| TCN1       |          | 3        | 3        |             | 10.99%  | 10.97%  | -0.02%    |        |
| TKS1       |          | 2        | 3        | 1           | 15.61%  | 7.81%   | -7.80%    |        |
| TVL1       |          | 8        | 3        | (5)         | 9.67%   | 0.13%   | -9.54%    |        |
| VLY1       |          | 5        | 3        | (2)         | 4.67%   | 14.12%  | 9.45%     |        |
| APK2       |          | 2        | 2        |             | -13.56% | 19.18%  | 32.74%    |        |
| KGL1       |          | 2        | 2        |             | 8.64%   | 2.06%   | -6.58%    |        |
| MAR1       |          | 1        | 2        | 1           | 14.40%  | 5.37%   | -9.03%    |        |
| SKD1       |          | 1        | 2        | 1           | -0.27%  | 12.15%  | 12.42%    |        |
| SVK1       |          | 5        | 2        | (3)         | 8.45%   | 12.35%  | 3.90%     |        |
| TUT2       |          | 4        | 2        | (2)         | 10.44%  | 8.50%   | -1.94%    |        |
| TYI1       |          | 1        | 2        | 1           | 7.42%   | 10.47%  | 3.05%     |        |
| VKM1       |          |          | 2        | 2           | 100.00% | 20.69%  | -79.31%   |        |
| VNR1       |          |          | 2        | 2           | #Error  | 18.59%  | #Error    |        |
| COL1       |          | 1        | 1        |             | 7.68%   | -25.82% | -33.50%   |        |
| KSM1       |          | 1        | 1        |             | 6.37%   | 4.75%   | -1.62%    |        |
| KYR1       |          | 2        | 1        | (1)         | 12.69%  | 6.24%   | -6.45%    |        |
| MMT1       |          |          | 1        | 1           | #Error  | 3.32%   | #Error    |        |

| Sales Zone | Branch   | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|----------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-01   | PDI1     | 1        | 1        |             | 2.74%   | 4.39%   | 1.66%     |
|            | SDI1     | 3        | 1        | (2)         | 7.74%   | 4.01%   | -3.73%    |
|            | SGT1     |          | 1        | 1           | #Error  | -0.26%  | #Error    |
|            | TKY1     |          | 1        | 1           | #Error  | 4.39%   | #Error    |
|            | ERL2     | 3        |          | (3)         | 10.73%  | #Error  | #Error    |
|            | PKD1     | 6        |          | (6)         | 11.39%  | #Error  | #Error    |
|            | STU2     |          |          |             | #Error  | #Error  | #Error    |
|            | UDN1     |          |          |             | #Error  | #Error  | #Error    |
|            | VNR2     | 3        |          | (3)         | 7.44%   | #Error  | #Error    |
|            | WHTV     | (1)      |          | 1           | 4.24%   | #Error  | #Error    |
|            | ARM1     | 1        | (1)      | (2)         | 10.25%  | -25.82% | -36.07%   |
|            | Total    | 87       | 109      | 22          | 8.30%   | -13.73% | -22.03%   |
|            | SOUTH-03 | SZSD     |          | 42          | 42      | #Error  | -73.92%   |
| ATG1       |          | 1        | 5        | 4           | 6.05%   | 8.22%   | 2.17%     |
| MDU2       |          | 5        | 4        | (1)         | 8.12%   | 9.42%   | 1.30%     |
| CBM1       |          | 1        | 3        | 2           | 14.25%  | 10.53%  | -3.72%    |
| MDU1       |          | 10       | 3        | (7)         | 7.95%   | 2.34%   | -5.61%    |
| NKI1       |          | 2        | 3        | 1           | 8.28%   | 7.96%   | -0.32%    |
| ADP1       |          | 1        | 2        | 1           | 7.98%   | 6.56%   | -1.43%    |
| DGL2       |          | 2        | 2        |             | 12.94%  | 10.36%  | -2.58%    |
| DKI1       |          | 2        | 2        |             | 7.64%   | 15.35%  | 7.71%     |
| KKD3       |          |          | 2        | 2           | #Error  | 10.83%  | #Error    |
| KRR1       |          | 3        | 2        | (1)         | 7.41%   | 12.16%  | 4.75%     |
| MDU3       |          | 2        | 2        |             | 10.62%  | 5.05%   | -5.57%    |
| MDU5       |          | 2        | 2        |             | 7.33%   | 13.18%  | 5.85%     |
| MPA1       |          | 1        | 2        | 1           | 10.03%  | 17.00%  | 6.97%     |
| PKM1       |          | 1        | 2        | 1           | 6.07%   | 5.37%   | -0.71%    |
| TDI1       |          | 1        | 2        | 1           | 17.35%  | 4.25%   | -13.10%   |
| TEN1       |          | 2        | 2        |             | 8.56%   | 9.59%   | 1.03%     |
| TEN2       |          | 2        | 2        |             | 14.56%  | 8.82%   | -5.74%    |
| TMM1       |          | 3        | 2        | (1)         | 8.09%   | 9.80%   | 1.71%     |
| TPT1       |          |          | 2        | 2           | #Error  | 6.17%   | #Error    |
| CMR1       |          |          | 1        | 1           | #Error  | 11.98%  | #Error    |
| KPT1       |          | 1        | 1        |             | 7.30%   | 10.87%  | 3.57%     |
| KYK1       |          |          | 1        | 1           | #Error  | 4.17%   | #Error    |
| MDU4       |          |          | 1        | 1           | #Error  | 7.98%   | #Error    |
| MLR1       |          | 1        | 1        |             | 10.57%  | 15.20%  | 4.63%     |
| NTM1       |          | 1        | 1        |             | 7.67%   | 5.99%   | -1.68%    |
| PNI1       |          |          | 1        | 1           | #Error  | 0.57%   | #Error    |
| PNV2       |          |          | 1        | 1           | #Error  | -12.38% | #Error    |
| SGP1       |          | 1        | 1        |             | 13.28%  | 4.39%   | -8.89%    |
| BNR1       |          | 3        |          | (3)         | 7.22%   | #Error  | #Error    |
| BTU1       |          | 1        |          | (1)         | 0.41%   | #Error  | #Error    |
| DGL1       |          | 3        |          | (3)         | 10.25%  | #Error  | #Error    |
| MDU6       |          | 1        |          | (1)         | 6.17%   | #Error  | #Error    |
| MDU7       |          | 3        |          | (3)         | 12.76%  | #Error  | #Error    |
| MNM1       |          | 1        |          | (1)         | -12.83% | #Error  | #Error    |
| ODM1       | 1        |          | (1)      | 5.99%       | #Error  | #Error  |           |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-03   | PVI1   | 1        |          | (1)         | -2.68%  | 851.97% | 854.66%   |
|            | SVG1   | 1        |          | (1)         | 14.03%  | #Error  | #Error    |
|            | USL1   | 2        |          | (2)         | 3.75%   | #Error  | #Error    |
|            | Total  | 62       | 97       | 35          | 8.46%   | -21.65% | -30.11%   |
| WEST-02    | WZWH   |          | 21       | 21          | #Error  | -73.52% | #Error    |
|            | ERD1   | 5        | 5        |             | 5.19%   | 9.76%   | 4.56%     |
|            | EPI1   | 5        | 4        | (1)         | 10.06%  | 13.51%  | 3.45%     |
|            | HSR1   | 2        | 4        | 2           | 13.02%  | 4.73%   | -8.30%    |
|            | KMM1   |          | 4        | 4           | #Error  | 7.43%   | #Error    |
|            | TCG1   | 2        | 4        | 2           | 13.25%  | 9.47%   | -3.77%    |
|            | SLM1   | 8        | 3        | (5)         | 12.51%  | 6.03%   | -6.48%    |
|            | VPD1   | 6        | 3        | (3)         | 1.17%   | 15.70%  | 14.53%    |
|            | APN1   |          | 2        | 2           | #Error  | 16.33%  | #Error    |
|            | BMD1   | 2        | 2        |             | 10.71%  | 10.39%  | -0.32%    |
|            | ERD2   | 3        | 2        | (1)         | 13.18%  | 21.68%  | 8.50%     |
|            | KVP1   | 1        | 2        | 1           | -12.38% | 9.68%   | 22.06%    |
|            | MTR1   | 2        | 2        |             | 0.52%   | 9.49%   | 8.96%     |
|            | RSP1   | 1        | 2        | 1           | 10.85%  | 9.77%   | -1.08%    |
|            | SLM3   | 1        | 2        | 1           | 4.39%   | 2.56%   | -1.84%    |
|            | ATU1   | 2        | 1        | (1)         | 9.90%   | 12.62%  | 2.72%     |
|            | DPR1   |          | 1        | 1           | #Error  | 5.99%   | #Error    |
|            | DPR2   | 3        | 1        | (2)         | 7.91%   | 15.51%  | 7.60%     |
|            | HRR1   | 2        | 1        | (1)         | 12.99%  | 16.97%  | 3.98%     |
|            | HSR2   | 5        | 1        | (4)         | 14.86%  | 14.87%  | 0.01%     |
|            | MCR1   | 2        | 1        | (1)         | 4.40%   | 13.28%  | 8.88%     |
|            | NKL2   | 2        | 1        | (1)         | 10.78%  | 4.75%   | -6.03%    |
|            | OML1   | 3        | 1        | (2)         | 1.58%   | 1.48%   | -0.10%    |
|            | PLC1   | 3        | 1        | (2)         | 12.34%  | 21.68%  | 9.34%     |
|            | SGG1   |          | 1        | 1           | #Error  | 1.99%   | #Error    |
|            | SGI1   |          | 1        | 1           | #Error  | 4.39%   | #Error    |
|            | SLM2   | 3        | 1        | (2)         | 8.53%   | 13.28%  | 4.75%     |
|            | TRM1   | 2        | 1        | (1)         | 15.22%  | 13.28%  | -1.94%    |
|            | VKL1   | 1        | 1        |             | 14.02%  | 15.34%  | 1.32%     |
|            | CMI1   | 3        |          | (3)         | 11.15%  | #Error  | #Error    |
|            | EDP1   | 2        |          | (2)         | 12.32%  | #Error  | #Error    |
|            | KAM1   |          |          |             | #Error  | #Error  | #Error    |
|            | KRI1   | 5        |          | (5)         | 10.34%  | #Error  | #Error    |
| PDR1       | 2      |          | (2)      | 12.21%      | #Error  | #Error  |           |
| PMP1       | 1      |          | (1)      | 4.39%       | #Error  | #Error  |           |
| Total      | 79     | 76       | (3)      | 9.08%       | -8.38%  | -17.46% |           |
| TRICHY-01  | TZSD   |          | 23       | 23          | #Error  | -68.99% | #Error    |
|            | TRY1   | 5        | 5        |             | 7.96%   | 13.56%  | 5.60%     |
|            | KUM1   | 8        | 4        | (4)         | 9.30%   | 8.50%   | -0.81%    |
|            | MVM1   | 3        | 4        | 1           | 5.00%   | 6.78%   | 1.78%     |
|            | NMM1   | 1        | 4        | 3           | 0.51%   | 8.20%   | 7.69%     |
|            | ORU1   | 1        | 3        | 2           | -0.67%  | 13.15%  | 13.82%    |
|            | PBR2   | 3        | 3        |             | 11.51%  | 12.56%  | 1.05%     |
|            | TVR1   |          | 3        | 3           | #Error  | 3.82%   | #Error    |

| Sales Zone | Branch  | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|---------|----------|----------|-------------|--------|---------|-----------|
| TRICHY-01  | TVR2    | 2        | 3        | 1           | 12.97% | 16.89%  | 3.92%     |
|            | AYR1    | 1        | 2        | 1           | 12.50% | 6.56%   | -5.94%    |
|            | NGT1    | 1        | 2        | 1           | 10.56% | 12.24%  | 1.68%     |
|            | PTK1    | 1        | 2        | 1           | 13.28% | -14.72% | -28.00%   |
|            | TNJ2    | 3        | 2        | (1)         | 3.91%  | 9.27%   | 5.36%     |
|            | TRY4    | 2        | 2        |             | 8.49%  | 12.89%  | 4.41%     |
|            | TTP1    | 3        | 2        | (1)         | 6.89%  | -13.80% | -20.69%   |
|            | APM1    | 1        | 1        |             | 21.19% | 12.70%  | -8.49%    |
|            | JKM1    | 2        | 1        | (1)         | 11.24% | 15.19%  | 3.95%     |
|            | NCK1    | 2        | 1        | (1)         | 13.05% | -1.99%  | -15.04%   |
|            | PBR1    | 4        | 1        | (3)         | 11.05% | 4.39%   | -6.65%    |
|            | TNJ1    | 2        | 1        | (1)         | 6.79%  | 13.51%  | 6.72%     |
|            | TRY2    |          | 1        | 1           | #Error | -12.38% | #Error    |
|            | TRY3    | 1        | 1        |             | 22.25% | 14.04%  | -8.21%    |
|            | KIK1    | 1        |          | (1)         | 9.15%  | #Error  | #Error    |
|            | KRN1    |          |          |             | #Error | #Error  | #Error    |
|            | MDI1    | 2        |          | (2)         | 4.58%  | #Error  | #Error    |
|            | MSI1    | 2        |          | (2)         | 8.59%  | #Error  | #Error    |
|            | PDK1    |          |          |             | #Error | #Error  | #Error    |
|            | TYR1    | 4        |          | (4)         | 6.36%  | #Error  | #Error    |
|            | WTRZ    | (1)      | (1)      |             | 19.34% | 18.99%  | -0.35%    |
|            | Total   | 54       | 70       | 16          | 8.46%  | -14.95% | -23.40%   |
|            | WEST-01 | WZSD     |          | 16          | 16     | #Error  | -64.61%   |
| CBE2       |         | 21       | 11       | (10)        | 9.19%  | 10.63%  | 1.43%     |
| TPR2       |         | 7        | 4        | (3)         | 4.83%  | 7.02%   | 2.18%     |
| KMD1       |         | 1        | 3        | 2           | 18.60% | 12.58%  | -6.03%    |
| UMP1       |         |          | 3        | 3           | #Error | 4.56%   | #Error    |
| AVI1       |         | 4        | 2        | (2)         | 11.12% | 8.06%   | -3.07%    |
| CBE4       |         | 7        | 2        | (5)         | 6.83%  | 8.59%   | 1.76%     |
| GDR1       |         |          | 2        | 2           | #Error | 8.83%   | #Error    |
| SUL1       |         | 3        | 2        | (1)         | 4.52%  | 8.87%   | 4.35%     |
| ANR1       |         |          | 1        | 1           | #Error | 4.64%   | #Error    |
| CBE1       |         | 1        | 1        |             | 11.44% | 7.67%   | -3.77%    |
| CBE6       |         | 2        | 1        | (1)         | 4.80%  | 9.82%   | 5.02%     |
| KGM1       |         |          | 1        | 1           | #Error | 13.41%  | #Error    |
| KMR1       |         | 9        | 1        | (8)         | 9.69%  | 10.07%  | 0.39%     |
| PLI1       |         | 1        | 1        |             | 4.39%  | 10.85%  | 6.46%     |
| PPI1       |         | 2        | 1        | (1)         | 4.50%  | 21.56%  | 17.07%    |
| SYM2       |         | 2        | 1        | (1)         | 8.43%  | 1.95%   | -6.47%    |
| TPR1       |         | 4        | 1        | (3)         | 16.54% | 4.75%   | -11.79%   |
| TPR3       |         | 1        | 1        |             | 10.25% | 19.40%  | 9.15%     |
| UAM1       |         | 3        | 1        | (2)         | 8.22%  | 15.65%  | 7.44%     |
| CBE3       |         |          |          |             | #Error | #Error  | #Error    |
| CBE5       |         | 1        |          | (1)         | 1.99%  | #Error  | #Error    |
| CNR1       |         | 1        |          | (1)         | -0.56% | #Error  | #Error    |
| DPM2       |         | 1        |          | (1)         | 17.83% | #Error  | #Error    |
| GBM1       |         | 2        |          | (2)         | 13.17% | #Error  | #Error    |
| KGI1       |         |          |          |             | #Error | #Error  | #Error    |

| Sales Zone  | Branch        | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|---------------|----------|----------|-------------|--------|---------|-----------|
| WEST-01     | MPM1          | 7        |          | (7)         | 9.60%  | #Error  | #Error    |
|             | PDM1          | 1        |          | (1)         | 4.39%  | #Error  | #Error    |
|             | SNR1          | 3        |          | (3)         | 7.40%  | #Error  | #Error    |
|             | TPR4          | 3        |          | (3)         | 4.38%  | #Error  | #Error    |
|             | WHCB          |          | (2)      | (2)         | #Error | 8.26%   | #Error    |
|             | Total         | 87       | 54       | (33)        | 8.45%  | -12.37% | -20.82%   |
| TIRUPATI-01 | PDT1          | 1        | 6        | 5           | 11.51% | 7.60%   | -3.91%    |
|             | CTO1          | 2        | 5        | 3           | 11.31% | 11.55%  | 0.24%     |
|             | TPY2          | 3        | 5        | 2           | 3.44%  | 4.50%   | 1.05%     |
|             | ATP1          | 1        | 4        | 3           | 10.65% | 8.13%   | -2.52%    |
|             | NDL1          |          | 4        | 4           | #Error | 4.17%   | #Error    |
|             | MPL1          | 1        | 3        | 2           | 5.05%  | 3.23%   | -1.82%    |
|             | KOU1          | 1        | 2        | 1           | 22.29% | 6.64%   | -15.66%   |
|             | NLR1          | 2        | 2        |             | 7.67%  | 8.40%   | 0.74%     |
|             | TPY1          | 1        | 2        | 1           | 17.29% | 5.74%   | -11.56%   |
|             | VKI1          | 1        | 2        | 1           | 8.98%  | 14.03%  | 5.05%     |
|             | ADI1          | 3        | 1        | (2)         | 7.99%  | 11.10%  | 3.11%     |
|             | BVL1          | 1        | 1        |             | 15.21% | 1.19%   | -14.02%   |
|             | DHN1          | 2        | 1        | (1)         | 10.66% | 9.88%   | -0.78%    |
|             | KDA1          | 2        | 1        | (1)         | 2.23%  | 7.49%   | 5.26%     |
|             | KHT1          | 1        | 1        |             | 4.84%  | 10.25%  | 5.41%     |
|             | KNL1          |          | 1        | 1           | #Error | 4.95%   | #Error    |
|             | KVL1          | 1        | 1        |             | 3.99%  | 13.98%  | 9.99%     |
|             | PGR1          |          | 1        | 1           | #Error | 11.71%  | #Error    |
|             | PMR1          | 3        | 1        | (2)         | 11.57% | 6.05%   | -5.52%    |
|             | RJP1          | 2        | 1        | (1)         | 3.36%  | 5.49%   | 2.12%     |
|             | TPI1          | 1        | 1        |             | 11.63% | 8.38%   | -3.24%    |
|             | GTL1          | 1        |          | (1)         | 15.33% | #Error  | #Error    |
|             | KAR1          |          |          |             | #Error | #Error  | #Error    |
|             | KDR1          |          |          |             | #Error | #Error  | #Error    |
|             | KNL2          |          |          |             | #Error | #Error  | #Error    |
|             | NYP1          | 1        |          | (1)         | 11.73% | #Error  | #Error    |
|             | PIL1          |          |          |             | #Error | #Error  | #Error    |
|             | PUT1          | 1        |          | (1)         | 8.17%  | #Error  | #Error    |
|             | RCY1          | 3        |          | (3)         | 7.20%  | #Error  | #Error    |
|             | SPE1          | 2        |          | (2)         | 11.66% | #Error  | #Error    |
|             | Total         | 37       | 46       | 9           | 8.51%  | 7.23%   | -1.28%    |
|             | VIJAYAWADA-01 | TVU1     | 1        | 4           | 3      | 6.24%   | 11.25%    |
| GNT1        |               | 1        | 3        | 2           | 3.46%  | 5.49%   | 2.03%     |
| TNK1        |               | 2        | 3        | 1           | 5.49%  | -8.12%  | -13.62%   |
| BPP1        |               |          | 2        | 2           | #Error | 12.02%  | #Error    |
| BVR1        |               | 1        | 2        | 1           | 2.89%  | 1.69%   | -1.20%    |
| CRL1        |               | 3        | 2        | (1)         | 8.13%  | 2.54%   | -5.59%    |
| JPT1        |               | 2        | 2        |             | 6.05%  | 8.87%   | 2.82%     |
| KND1        |               |          | 2        | 2           | #Error | 6.69%   | #Error    |
| NPR1        |               | 1        | 2        | 1           | 2.18%  | 15.20%  | 13.02%    |
| NRT1        |               |          | 2        | 2           | #Error | -6.25%  | #Error    |
| RAL1        |               | 3        | 2        | (1)         | 4.93%  | 12.21%  | 7.28%     |

| Sales Zone    | Branch     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |        |
|---------------|------------|----------|----------|-------------|--------|---------|-----------|--------|
| VIJAYAWADA-01 | RMV1       | 3        | 2        | (1)         | 5.52%  | 9.90%   | 4.38%     |        |
|               | TDD1       | 2        | 2        |             | 4.04%  | 4.10%   | 0.06%     |        |
|               | VJW1       |          | 2        | 2           | #Error | 2.06%   | #Error    |        |
|               | VJW3       | 2        | 2        |             | 2.99%  | 9.17%   | 6.18%     |        |
|               | ELU1       |          | 1        | 1           | #Error | 6.71%   | #Error    |        |
|               | GDV1       | 2        | 1        | (1)         | 6.40%  | 4.64%   | -1.76%    |        |
|               | OGL1       | 1        | 1        |             | 13.28% | 21.68%  | 8.40%     |        |
|               | PNR1       |          | 1        | 1           | #Error | 9.65%   | #Error    |        |
|               | PPM1       | 1        | 1        |             | 6.84%  | 13.09%  | 6.25%     |        |
|               | VUY1       | 1        | 1        |             | 6.63%  | 18.25%  | 11.62%    |        |
|               | AMP1       |          |          |             | #Error | #Error  | #Error    |        |
|               | CKT1       |          |          |             | #Error | #Error  | #Error    |        |
|               | DPE1       |          |          |             | #Error | #Error  | #Error    |        |
|               | GNT2       | 1        |          | (1)         | 22.72% | #Error  | #Error    |        |
|               | GVM1       | 3        |          | (3)         | 4.69%  | #Error  | #Error    |        |
|               | JGG1       |          |          |             | #Error | #Error  | #Error    |        |
|               | MTM1       |          |          |             | #Error | #Error  | #Error    |        |
|               | PAP1       | 1        |          | (1)         | 6.58%  | #Error  | #Error    |        |
|               | PRL1       | 1        |          | (1)         | -4.56% | #Error  | #Error    |        |
|               | TEL1       | 2        |          | (2)         | 12.62% | #Error  | #Error    |        |
|               | TNI1       |          |          |             | #Error | #Error  | #Error    |        |
|               | VJW2       | 1        |          | (1)         | 9.95%  | #Error  | #Error    |        |
|               | VJW4       |          |          |             | #Error | #Error  | #Error    |        |
|               | VJW5       | 2        |          | (2)         | 1.25%  | #Error  | #Error    |        |
|               | VKN1       |          |          |             | #Error | #Error  | #Error    |        |
|               | Total      |          | 37       | 40          | 3      | 4.71%   | 5.32%     | 0.60%  |
|               | CHENNAI-02 | CH03     | 27       | 7           | (20)   | 8.88%   | 3.66%     | -5.21% |
|               |            | CH06     | 4        | 5           | 1      | 7.66%   | 5.43%     | -2.24% |
| CH15          |            | 13       | 5        | (8)         | 5.43%  | 1.81%   | -3.62%    |        |
| CH51          |            | 6        | 4        | (2)         | 4.36%  | 3.87%   | -0.49%    |        |
| CH17          |            | 2        | 3        | 1           | 15.71% | 13.46%  | -2.25%    |        |
| CH18          |            | 6        | 3        | (3)         | 4.46%  | 11.58%  | 7.12%     |        |
| CH23          |            | 1        | 2        | 1           | 19.34% | -0.67%  | -20.01%   |        |
| CH33          |            | 1        | 2        | 1           | 11.28% | 18.00%  | 6.72%     |        |
| CH46          |            |          | 2        | 2           | #Error | 18.99%  | #Error    |        |
| CH21          |            | 7        | 1        | (6)         | 4.60%  | 13.28%  | 8.68%     |        |
| CH31          |            |          | 1        | 1           | #Error | 11.98%  | #Error    |        |
| CH34          |            | 5        | 1        | (4)         | 5.76%  | -29.59% | -35.35%   |        |
| CH44          |            | 1        | 1        |             | 15.10% | 1.48%   | -13.62%   |        |
| CH50          |            | 5        | 1        | (4)         | 8.25%  | 8.33%   | 0.08%     |        |
| PON1          |            | 1        | 1        |             | 17.56% | 16.97%  | -0.59%    |        |
| CH01          |            |          |          |             | #Error | #Error  | #Error    |        |
| CH12          |            | 2        |          | (2)         | 4.06%  | #Error  | #Error    |        |
| CH20          |            | 3        |          | (3)         | 7.93%  | #Error  | #Error    |        |
| CH24          |            | 6        |          | (6)         | 4.58%  | #Error  | #Error    |        |
| CH27          |            |          |          |             | #Error | #Error  | #Error    |        |
| CH32          |            |          |          |             | #Error | #Error  | #Error    |        |
| CH36          |            | 1        |          | (1)         | -0.43% | #Error  | #Error    |        |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02  | CH41   | 3        |          | (3)         | 4.15%  | #Error | #Error    |
|             | CH43   | 3        |          | (3)         | 8.73%  | #Error | #Error    |
|             | GPD1   | 2        |          | (2)         | 8.85%  | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   |          |          |             | #Error | #Error | #Error    |
|             | MJR1   | 4        |          | (4)         | 5.05%  | #Error | #Error    |
|             | UKI1   | 2        |          | (2)         | 10.27% | #Error | #Error    |
|             | Total  | 105      | 39       | (66)        | 6.74%  | 6.01%  | -0.73%    |
| SOUTH ARCOT | SJ12   | 2        | 5        | 3           | 9.48%  | 5.77%  | -3.72%    |
|             | TRK1   | 1        | 4        | 3           | 14.76% | 8.55%  | -6.21%    |
|             | KML1   | 1        | 3        | 2           | 12.62% | 16.50% | 3.88%     |
|             | NVL2   |          | 3        | 3           | #Error | 15.14% | #Error    |
|             | CDM1   |          | 2        | 2           | #Error | 3.57%  | #Error    |
|             | KLM1   | 2        | 2        |             | 8.33%  | 5.86%  | -2.47%    |
|             | MKM1   | 1        | 2        | 1           | 14.07% | 13.00% | -1.07%    |
|             | POY2   | 4        | 2        | (2)         | 7.41%  | 17.72% | 10.32%    |
|             | TDM1   | 4        | 2        | (2)         | 6.08%  | 17.00% | 10.92%    |
|             | ULP1   |          | 2        | 2           | #Error | 4.49%  | #Error    |
|             | VPM1   | 2        | 2        |             | -7.33% | 12.59% | 19.93%    |
|             | CUD1   | 2        | 1        | (1)         | 4.60%  | 5.99%  | 1.40%     |
|             | POY1   | 2        | 1        | (1)         | 8.59%  | 14.03% | 5.45%     |
|             | PRT1   |          | 1        | 1           | #Error | 8.16%  | #Error    |
|             | STP1   | 2        | 1        | (1)         | 13.31% | -2.88% | -16.19%   |
|             | TVM1   |          | 1        | 1           | #Error | 13.41% | #Error    |
|             | KKI2   | 2        |          | (2)         | 17.04% | #Error | #Error    |
|             | TVM2   |          |          |             | #Error | #Error | #Error    |
|             | VCM1   | 1        |          | (1)         | 13.50% | #Error | #Error    |
|             | VPM2   | 3        |          | (3)         | 14.35% | #Error | #Error    |
| Total       | 29     | 34       | 5        | 8.81%       | 10.00% | 1.19%  |           |
| NORTH ARCOT | KPM2   | 1        | 3        | 2           | 14.25% | 13.80% | -0.45%    |
|             | PLR1   | 1        | 3        | 2           | 13.28% | 7.79%  | -5.49%    |
|             | TRL1   | 5        | 3        | (2)         | 10.12% | 13.95% | 3.83%     |
|             | WJD1   | 1        | 3        | 2           | 5.99%  | 20.65% | 14.65%    |
|             | ABR1   | 3        | 2        | (1)         | 9.44%  | 14.13% | 4.69%     |
|             | AKM1   | 3        | 2        | (1)         | 5.40%  | 6.05%  | 0.65%     |
|             | CPT1   | 1        | 2        | 1           | 12.66% | 4.51%  | -8.15%    |
|             | GDM1   | 4        | 2        | (2)         | 7.47%  | 11.77% | 4.29%     |
|             | SBR1   | 6        | 2        | (4)         | 6.62%  | 5.59%  | -1.03%    |
|             | ANI1   |          | 1        | 1           | #Error | 3.57%  | #Error    |
|             | ARC2   | 3        | 1        | (2)         | 6.31%  | 10.18% | 3.87%     |
|             | BGR1   | 1        | 1        |             | 17.61% | 16.88% | -0.73%    |
|             | KPM1   | 2        | 1        | (1)         | 5.99%  | 5.69%  | -0.31%    |
|             | TRR1   | 3        | 1        | (2)         | -0.67% | -0.26% | 0.41%     |
|             | VEL1   | 1        | 1        |             | -0.26% | 19.58% | 19.83%    |
|             | VSI1   | 4        | 1        | (3)         | 9.20%  | 17.56% | 8.36%     |
|             | WJP1   | 2        | 1        | (1)         | 15.70% | 21.68% | 5.98%     |
|             | CGM1   |          |          |             | #Error | #Error | #Error    |
|             | CYR1   | 2        |          | (2)         | 8.71%  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| NORTH ARCOT | PTU1   | 1        |          | (1)         | -0.27% | #Error  | #Error    |
|             | SLG1   |          |          |             | #Error | #Error  | #Error    |
|             | TRT1   | 1        |          | (1)         | 5.99%  | #Error  | #Error    |
|             | UGI1   |          |          |             | #Error | #Error  | #Error    |
|             | VEL2   | 2        |          | (2)         | 6.16%  | #Error  | #Error    |
|             | VNB1   | 1        |          | (1)         | 13.27% | #Error  | #Error    |
|             | Total  | 48       | 30       | (18)        | 7.44%  | 11.91%  | 4.46%     |
| KL-SOUTH    | PAS1   | 5        | 4        | (1)         | 10.85% | 11.51%  | 0.66%     |
|             | PNL1   | 1        | 3        | 2           | -4.66% | 8.67%   | 13.34%    |
|             | KLR1   | 2        | 2        |             | 9.89%  | 7.41%   | -2.48%    |
|             | TVP1   |          | 2        | 2           | #Error | -0.52%  | #Error    |
|             | Total  | 8        | 11       | 3           | 4.62%  | 5.77%   | 1.14%     |
| KL-NORTH    | KZD1   | 6        | 2        | (4)         | -5.01% | -3.74%  | 1.28%     |
|             | WHKZ   | (1)      | (1)      |             | -3.65% | -11.90% | -8.25%    |
|             | Total  | 5        | 1        | (4)         | -5.35% | 2.56%   | 7.91%     |
|             | Total  | 718      | 736      | 18          | 7.77%  | -11.57% | -19.33%   |