

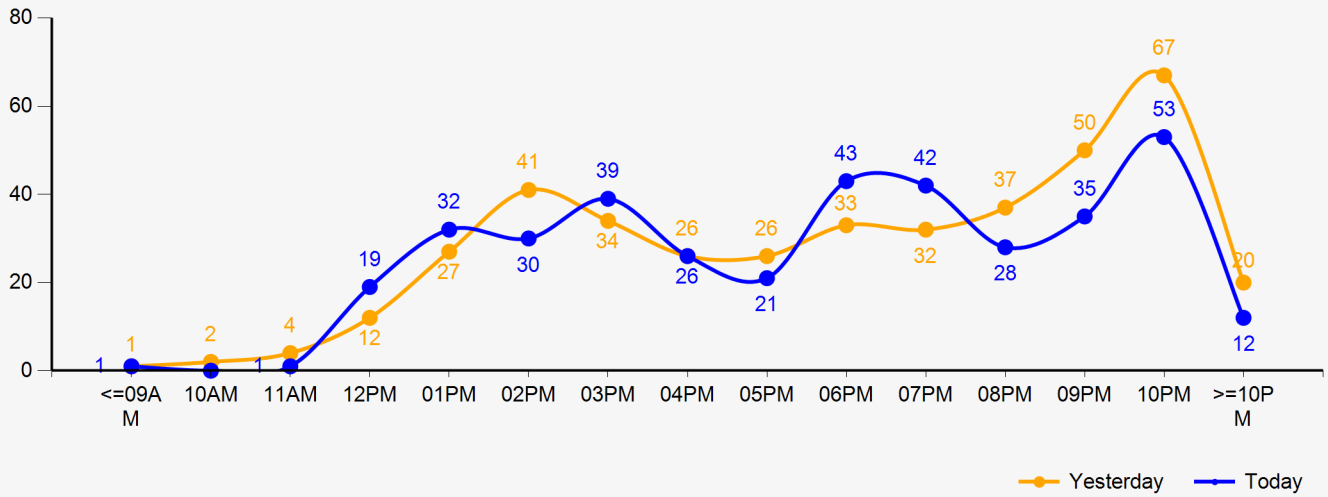
YD Sales : 412

YD GP%: 9.03%

TD Sales : 382

TD GP%: 9.88%

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      | 76       | 60       | (16)        | 10.71% | 10.00% | -0.71%    |
| WEST-01       | 26       | 51       | 25          | 8.50%  | 10.94% | 2.44%     |
| SOUTH-03      | 41       | 43       | 2           | 9.54%  | 9.65%  | 0.11%     |
| TRICHY-01     | 45       | 37       | (8)         | 10.26% | 10.15% | -0.11%    |
| CHENNAI-01    | 30       | 36       | 6           | 10.28% | 13.71% | 3.44%     |
| WEST-02       | 40       | 31       | (9)         | 12.40% | 13.72% | 1.31%     |
| NORTH ARCOT   | 13       | 24       | 11          | 15.23% | 10.51% | -4.72%    |
| SOUTH ARCOT   | 25       | 23       | (2)         | 10.66% | 7.14%  | -3.52%    |
| CHENNAI-02    | 25       | 22       | (3)         | 5.37%  | 11.68% | 6.31%     |
| KL-SOUTH      | 49       | 22       | (27)        | 2.23%  | 0.01%  | -2.22%    |
| VIJAYAWADA-01 | 21       | 21       |             | 9.96%  | 6.63%  | -3.34%    |
| TIRUPATI-01   | 21       | 12       | (9)         | 6.15%  | 5.82%  | -0.33%    |
| Total         | 412      | 382      | (30)        | 9.03%  | 9.88%  | 0.85%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | NGR1   | 4        | 8        | 4           | 13.16% | 10.27% | -2.89%    |
|            | MAR1   | 5        | 6        | 1           | 7.86%  | 11.46% | 3.60%     |
|            | ASM1   | 2        | 4        | 2           | 8.72%  | 4.44%  | -4.28%    |
|            | ERL2   | 2        | 3        | 1           | 10.69% | 16.54% | 5.85%     |
|            | TCN1   |          | 3        | 3           | #Error | 9.53%  | #Error    |
|            | TUT1   | 6        | 3        | (3)         | 11.87% | 5.80%  | -6.07%    |
|            | VNR2   | 2        | 3        | 1           | 14.22% | 9.32%  | -4.90%    |
|            | APK2   | 1        | 2        | 1           | 8.71%  | 18.34% | 9.63%     |
|            | KGL1   |          | 2        | 2           | #Error | 21.31% | #Error    |
|            | MMT1   |          | 2        | 2           | #Error | 13.58% | #Error    |
|            | PDI1   |          | 2        | 2           | #Error | 4.20%  | #Error    |
|            | PKD1   |          | 2        | 2           | #Error | 9.93%  | #Error    |
|            | SNL1   | 3        | 2        | (1)         | 15.14% | 15.04% | -0.11%    |
|            | STU2   | 1        | 2        | 1           | -1.02% | 7.05%  | 8.07%     |
|            | TKS2   | 2        | 2        |             | 4.98%  | 0.74%  | -4.24%    |
|            | TKY1   | 1        | 2        | 1           | 2.08%  | 7.20%  | 5.12%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | TVL1   | 2        | 2        |             | 19.44%  | 11.34% | -8.10%    |
|            | TYI1   | 1        | 2        | 1           | -0.86%  | 6.18%  | 7.03%     |
|            | UDN1   | 2        | 2        |             | 6.84%   | 8.51%  | 1.67%     |
|            | RND1   |          | 1        | 1           | #Error  | 25.95% | #Error    |
|            | RPM1   | 2        | 1        | (1)         | 23.29%  | 25.24% | 1.95%     |
|            | SVK1   | 1        | 1        |             | 19.62%  | 25.65% | 6.03%     |
|            | TUT2   | 2        | 1        | (1)         | 15.34%  | 11.48% | -3.85%    |
|            | VKM1   | 3        | 1        | (2)         | 12.21%  | 1.23%  | -10.98%   |
|            | VL1    | 2        | 1        | (1)         | 6.82%   | 30.09% | 23.27%    |
|            | VNR1   | 1        | 1        |             | 8.78%   | 11.72% | 2.94%     |
|            | ARM1   |          |          |             | #Error  | #Error | #Error    |
|            | COL1   |          |          |             | #Error  | #Error | #Error    |
|            | KSM1   |          |          |             | #Error  | #Error | #Error    |
|            | KVT1   | 3        |          | (3)         | 19.31%  | #Error | #Error    |
|            | KYR1   | 1        |          | (1)         | 11.49%  | #Error | #Error    |
|            | SDI1   | 23       |          | (23)        | 7.99%   | #Error | #Error    |
|            | SGT1   |          |          |             | #Error  | #Error | #Error    |
|            | SKD1   | 3        |          | (3)         | 15.86%  | #Error | #Error    |
|            | TKS1   | 1        |          | (1)         | 12.22%  | #Error | #Error    |
|            | TVL2   |          |          |             | #Error  | #Error | #Error    |
|            | APK1   |          | (1)      | (1)         | #Error  | 22.90% | #Error    |
|            | Total  | 76       | 60       | (16)        | 10.71%  | 10.00% | -0.71%    |
|            |        |          |          |             |         |        |           |
| WEST-01    | KMR1   | 2        | 9        | 7           | -13.73% | 8.81%  | 22.54%    |
|            | CBE2   | 1        | 5        | 4           | 22.90%  | 10.79% | -12.11%   |
|            | CBE3   |          | 4        | 4           | #Error  | 13.33% | #Error    |
|            | CBE6   | 1        | 4        | 3           | 8.60%   | 19.47% | 10.87%    |
|            | PLI1   | 1        | 4        | 3           | 11.16%  | 20.81% | 9.66%     |
|            | CBE1   |          | 3        | 3           | #Error  | 11.26% | #Error    |
|            | TPR3   |          | 3        | 3           | #Error  | 18.74% | #Error    |
|            | AVI1   |          | 2        | 2           | #Error  | 5.73%  | #Error    |
|            | CBE4   |          | 2        | 2           | #Error  | -2.55% | #Error    |
|            | PPI1   |          | 2        | 2           | #Error  | 14.81% | #Error    |
|            | UMP1   | 1        | 2        | 1           | 8.74%   | 16.98% | 8.24%     |
|            | CNR1   | 2        | 1        | (1)         | 14.93%  | 9.27%  | -5.66%    |
|            | DPM2   | 2        | 1        | (1)         | 16.54%  | 22.66% | 6.11%     |
|            | GDR1   | 4        | 1        | (3)         | 18.66%  | 8.68%  | -9.97%    |
|            | KGI1   |          | 1        | 1           | #Error  | 9.05%  | #Error    |
|            | KGM1   | 2        | 1        | (1)         | 12.39%  | 14.71% | 2.33%     |
|            | KMD1   |          | 1        | 1           | #Error  | 22.95% | #Error    |
|            | MPM1   | 1        | 1        |             | 9.47%   | 23.14% | 13.66%    |
|            | PDM1   |          | 1        | 1           | #Error  | 16.23% | #Error    |
|            | SUL1   |          | 1        | 1           | #Error  | 4.44%  | #Error    |
|            | SYM2   |          | 1        | 1           | #Error  | 8.96%  | #Error    |
|            | UAM1   | 2        | 1        | (1)         | 6.60%   | 4.48%  | -2.11%    |
|            | ANR1   |          |          |             | #Error  | #Error | #Error    |
|            | CBE5   |          |          |             | #Error  | #Error | #Error    |
|            | GBM1   | 1        |          | (1)         | 5.92%   | #Error | #Error    |
|            | SNR1   |          |          |             | #Error  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01    | TPR1   | 2        |          | (2)         | 23.44% | #Error | #Error    |
|            | TPR2   | 3        |          | (3)         | 4.52%  | #Error | #Error    |
|            | TPR4   | 1        |          | (1)         | 2.39%  | #Error | #Error    |
|            | Total  | 26       | 51       | 25          | 8.50%  | 10.94% | 2.44%     |
| SOUTH-03   | DGL1   | 5        | 7        | 2           | 17.60% | 6.63%  | -10.96%   |
|            | MDU1   | 1        | 4        | 3           | 10.61% | 0.56%  | -10.04%   |
|            | CBM1   |          | 2        | 2           | #Error | 14.36% | #Error    |
|            | DKI1   | 1        | 2        | 1           | 14.32% | 24.31% | 9.99%     |
|            | KYK1   |          | 2        | 2           | #Error | 16.27% | #Error    |
|            | MDU2   | 1        | 2        | 1           | 21.80% | 7.46%  | -14.34%   |
|            | MDU5   |          | 2        | 2           | #Error | 9.96%  | #Error    |
|            | MDU6   | 3        | 2        | (1)         | 4.40%  | 10.63% | 6.23%     |
|            | PNV1   | 1        | 2        | 1           | 3.91%  | 21.63% | 17.72%    |
|            | TPT1   | 1        | 2        | 1           | 11.34% | 23.13% | 11.79%    |
|            | ADP1   | 1        | 1        |             | 3.27%  | 16.31% | 13.04%    |
|            | ATG1   | 3        | 1        | (2)         | 18.74% | 5.36%  | -13.38%   |
|            | BNR1   |          | 1        | 1           | #Error | 8.69%  | #Error    |
|            | BTU1   |          | 1        | 1           | #Error | -2.31% | #Error    |
|            | KKD2   | 2        | 1        | (1)         | 10.51% | 19.02% | 8.51%     |
|            | KPT1   |          | 1        | 1           | #Error | 25.28% | #Error    |
|            | KRR1   | 3        | 1        | (2)         | 12.89% | 25.95% | 13.06%    |
|            | MDU4   |          | 1        | 1           | #Error | 19.16% | #Error    |
|            | MNM1   |          | 1        | 1           | #Error | 11.73% | #Error    |
|            | MPA1   |          | 1        | 1           | #Error | 8.07%  | #Error    |
|            | NTM1   | 1        | 1        |             | 10.00% | 4.44%  | -5.56%    |
|            | PNI1   |          | 1        | 1           | #Error | 27.25% | #Error    |
|            | PVI1   | 1        | 1        |             | 3.22%  | 22.66% | 19.43%    |
|            | TDI1   | 1        | 1        |             | 24.81% | 12.84% | -11.97%   |
|            | TEN2   | 3        | 1        | (2)         | 5.63%  | 4.65%  | -0.98%    |
|            | TMM1   | 3        | 1        | (2)         | 9.01%  | 0.98%  | -8.03%    |
|            | CMR1   |          |          |             | #Error | #Error | #Error    |
|            | DGL2   | 1        |          | (1)         | 2.87%  | #Error | #Error    |
|            | MDU3   |          |          |             | #Error | #Error | #Error    |
|            | MLR1   | 2        |          | (2)         | 6.88%  | #Error | #Error    |
|            | NKI1   | 1        |          | (1)         | 0.00%  | #Error | #Error    |
|            | ODM1   |          |          |             | #Error | #Error | #Error    |
|            | PKM1   |          |          |             | #Error | #Error | #Error    |
|            | SGP1   |          |          |             | #Error | #Error | #Error    |
|            | SVG1   | 2        |          | (2)         | 4.85%  | #Error | #Error    |
|            | TEN1   | 1        |          | (1)         | 25.95% | #Error | #Error    |
|            | USL1   | 3        |          | (3)         | 9.20%  | #Error | #Error    |
|            | Total  | 41       | 43       | 2           | 9.54%  | 9.65%  | 0.11%     |
| TRICHY-01  | TRY1   | 1        | 7        | 6           | 18.02% | 7.37%  | -10.65%   |
|            | MVM1   | 5        | 5        |             | 12.01% | 19.71% | 7.70%     |
|            | APM1   |          | 2        | 2           | #Error | 5.22%  | #Error    |
|            | KIK1   | 2        | 2        |             | 3.66%  | 8.00%  | 4.34%     |
|            | NCK1   | 3        | 2        | (1)         | 7.39%  | 17.28% | 9.88%     |
|            | NGT1   | 3        | 2        | (1)         | 9.06%  | 19.16% | 10.10%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|----------|-----------|
| TRICHY-01  | NMM1   | 1        | 2        | 1           | 13.12% | 21.87%   | 8.75%     |
|            | PBR2   | 2        | 2        |             | 12.78% | 7.09%    | -5.69%    |
|            | TNJ2   | 6        | 2        | (4)         | 12.52% | 16.00%   | 3.48%     |
|            | KRN1   |          | 1        | 1           | #Error | 21.32%   | #Error    |
|            | KUM1   | 4        | 1        | (3)         | 10.32% | 8.59%    | -1.74%    |
|            | MSI1   |          | 1        | 1           | #Error | 10.21%   | #Error    |
|            | PDK1   | 2        | 1        | (1)         | 6.41%  | 0.05%    | -6.36%    |
|            | PTK1   | 3        | 1        | (2)         | 16.25% | 20.40%   | 4.14%     |
|            | TNJ1   | 2        | 1        | (1)         | 8.49%  | 3.16%    | -5.34%    |
|            | TRY3   | 1        | 1        |             | 23.04% | 0.05%    | -22.99%   |
|            | TVR1   |          | 1        | 1           | #Error | 13.16%   | #Error    |
|            | TVR2   | 2        | 1        | (1)         | 8.94%  | 11.48%   | 2.54%     |
|            | TYR1   |          | 1        | 1           | #Error | 12.29%   | #Error    |
|            | TZSD   |          | 1        | 1           | #Error | -447.86% | #Error    |
|            | AYR1   | 2        |          | (2)         | 3.48%  | #Error   | #Error    |
|            | JKM1   | 1        |          | (1)         | 7.09%  | #Error   | #Error    |
|            | MDI1   | 2        |          | (2)         | 11.45% | #Error   | #Error    |
|            | ORU1   | 1        |          | (1)         | 5.91%  | #Error   | #Error    |
|            | PBR1   |          |          |             | #Error | #Error   | #Error    |
|            | TRY2   |          |          |             | #Error | #Error   | #Error    |
|            | TTP1   | 2        |          | (2)         | 8.71%  | #Error   | #Error    |
|            | Total  | 45       | 37       | (8)         | 10.26% | 10.15%   | -0.11%    |
|            |        |          |          |             |        |          |           |
| CHENNAI-01 | AVD1   | 1        | 4        | 3           | 8.98%  | 5.63%    | -3.35%    |
|            | CH28   | 2        | 4        | 2           | 7.80%  | 15.47%   | 7.67%     |
|            | CH05   |          | 3        | 3           | #Error | 10.21%   | #Error    |
|            | CH14   | 4        | 3        | (1)         | 17.50% | 19.35%   | 1.84%     |
|            | CH16   | 3        | 3        |             | 8.83%  | 14.46%   | 5.63%     |
|            | CH07   |          | 2        | 2           | #Error | 12.57%   | #Error    |
|            | CH08   | 1        | 2        | 1           | 23.66% | 13.37%   | -10.28%   |
|            | CH11   | 2        | 2        |             | 12.84% | 20.73%   | 7.89%     |
|            | CH48   |          | 2        | 2           | #Error | 7.13%    | #Error    |
|            | TKM1   | 1        | 2        | 1           | 0.81%  | 15.18%   | 14.37%    |
|            | WHC3   |          | 2        | 2           | #Error | -7.85%   | #Error    |
|            | CH19   |          | 1        | 1           | #Error | 25.24%   | #Error    |
|            | CH22   | 3        | 1        | (2)         | 18.05% | 10.96%   | -7.08%    |
|            | CH29   | 1        | 1        |             | 9.76%  | 20.49%   | 10.74%    |
|            | CH42   | 1        | 1        |             | 5.74%  | 17.48%   | 11.74%    |
|            | GUD1   | 3        | 1        | (2)         | 17.22% | 25.95%   | 8.73%     |
|            | KNR1   |          | 1        | 1           | #Error | 10.34%   | #Error    |
|            | MC10   |          | 1        | 1           | #Error | 10.34%   | #Error    |
|            | CGL1   | 1        |          | (1)         | 7.22%  | #Error   | #Error    |
|            | CH26   | 1        |          | (1)         | 20.47% | #Error   | #Error    |
|            | CH30   | 1        |          | (1)         | 3.84%  | #Error   | #Error    |
|            | CH35   |          |          |             | #Error | #Error   | #Error    |
|            | CH37   |          |          |             | #Error | #Error   | #Error    |
|            | CH38   |          |          |             | #Error | #Error   | #Error    |
|            | CH39   | 1        |          | (1)         | 14.86% | #Error   | #Error    |
|            | CH40   |          |          |             | #Error | #Error   | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-01  | CH45   | 1        |          | (1)         | 10.43%  | #Error | #Error    |
|             | CZWH   | 2        |          | (2)         | -7.78%  | #Error | #Error    |
|             | GUD2   | 1        |          | (1)         | 5.79%   | #Error | #Error    |
|             | MC02   |          |          |             | #Error  | #Error | #Error    |
|             | MC09   |          |          |             | #Error  | #Error | #Error    |
|             | MRM1   |          |          |             | #Error  | #Error | #Error    |
|             | SKL1   |          |          |             | #Error  | #Error | #Error    |
|             | Total  | 30       | 36       | 6           | 10.28%  | 13.71% | 3.44%     |
| WEST-02     | VPD1   |          | 5        | 5           | #Error  | 16.03% | #Error    |
|             | HSR1   | 1        | 4        | 3           | -10.82% | 6.08%  | 16.90%    |
|             | HSR2   | 4        | 3        | (1)         | 13.48%  | 6.38%  | -7.10%    |
|             | ATU1   | 2        | 2        |             | 18.95%  | 15.50% | -3.45%    |
|             | ERD1   | 1        | 2        | 1           | 11.72%  | 15.07% | 3.35%     |
|             | ERD2   | 1        | 2        | 1           | 16.19%  | 10.87% | -5.33%    |
|             | KVP1   |          | 2        | 2           | #Error  | 11.96% | #Error    |
|             | SLM1   | 2        | 2        |             | -2.17%  | 16.62% | 18.79%    |
|             | SLM2   | 3        | 2        | (1)         | 18.30%  | 12.11% | -6.19%    |
|             | DPR2   |          | 1        | 1           | #Error  | 8.32%  | #Error    |
|             | EDP1   |          | 1        | 1           | #Error  | 19.66% | #Error    |
|             | EPI1   | 1        | 1        |             | 24.41%  | 22.79% | -1.62%    |
|             | KRI1   | 1        | 1        |             | 19.16%  | 21.73% | 2.57%     |
|             | MTR1   |          | 1        | 1           | #Error  | 19.16% | #Error    |
|             | NKL2   | 2        | 1        | (1)         | 19.80%  | 16.06% | -3.74%    |
|             | PDR1   | 1        | 1        |             | 12.75%  | 23.75% | 10.99%    |
|             | APN1   |          |          |             | #Error  | #Error | #Error    |
|             | BMD1   |          |          |             | #Error  | #Error | #Error    |
|             | CMI1   | 1        |          | (1)         | 19.07%  | #Error | #Error    |
|             | DPR1   |          |          |             | #Error  | #Error | #Error    |
|             | HRR1   | 1        |          | (1)         | 15.14%  | #Error | #Error    |
|             | KMM1   |          |          |             | #Error  | #Error | #Error    |
|             | MCR1   | 2        |          | (2)         | 17.70%  | #Error | #Error    |
|             | OML1   | 1        |          | (1)         | 22.95%  | #Error | #Error    |
|             | PLC1   | 1        |          | (1)         | -11.11% | #Error | #Error    |
|             | PMP1   |          |          |             | #Error  | #Error | #Error    |
|             | RSP1   | 3        |          | (3)         | 9.34%   | #Error | #Error    |
|             | SGG1   |          |          |             | #Error  | #Error | #Error    |
|             | SGI1   | 1        |          | (1)         | 22.13%  | #Error | #Error    |
|             | SLM3   | 2        |          | (2)         | 21.03%  | #Error | #Error    |
|             | TCG1   | 2        |          | (2)         | 19.18%  | #Error | #Error    |
|             | TRM1   | 5        |          | (5)         | 17.12%  | #Error | #Error    |
|             | VKL1   | 1        |          | (1)         | 8.32%   | #Error | #Error    |
|             | WZWH   | 1        |          | (1)         | 2.96%   | #Error | #Error    |
|             | Total  | 40       | 31       | (9)         | 12.40%  | 13.72% | 1.31%     |
| NORTH ARCOT | WJD1   |          | 4        | 4           | #Error  | 18.60% | #Error    |
|             | AKM1   |          | 2        | 2           | #Error  | 13.62% | #Error    |
|             | ARC2   | 1        | 2        | 1           | 14.86%  | -8.65% | -23.51%   |
|             | CPT1   |          | 2        | 2           | #Error  | 13.06% | #Error    |
|             | GDM1   | 1        | 2        | 1           | 19.38%  | 9.56%  | -9.82%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| NORTH ARCOT | KPM1   |          | 2        | 2           | #Error | 14.51%  | #Error    |
|             | KPM2   |          | 2        | 2           | #Error | 15.70%  | #Error    |
|             | TRT1   | 1        | 2        | 1           | 10.34% | 20.05%  | 9.71%     |
|             | ABR1   |          | 1        | 1           | #Error | 6.03%   | #Error    |
|             | PLR1   |          | 1        | 1           | #Error | 10.22%  | #Error    |
|             | SBR1   | 1        | 1        |             | 17.72% | 1.65%   | -16.08%   |
|             | TRR1   | 2        | 1        | (1)         | 8.69%  | 22.06%  | 13.36%    |
|             | VEL2   | 1        | 1        |             | 18.84% | -13.73% | -32.57%   |
|             | VSI1   | 2        | 1        | (1)         | 15.67% | 8.98%   | -6.69%    |
|             | ANI1   |          |          |             | #Error | #Error  | #Error    |
|             | BGR1   |          |          |             | #Error | #Error  | #Error    |
|             | CGM1   | 1        |          | (1)         | 2.44%  | #Error  | #Error    |
|             | CYR1   |          |          |             | #Error | #Error  | #Error    |
|             | PTU1   |          |          |             | #Error | #Error  | #Error    |
|             | SLG1   |          |          |             | #Error | #Error  | #Error    |
|             | TRL1   | (1)      |          | 1           | 7.41%  | #Error  | #Error    |
|             | UGI1   | 1        |          | (1)         | 16.24% | #Error  | #Error    |
|             | VEL1   |          |          |             | #Error | #Error  | #Error    |
|             | VNB1   | 1        |          | (1)         | 19.37% | #Error  | #Error    |
|             | WJP1   | 2        |          | (2)         | 21.24% | #Error  | #Error    |
|             | Total  | 13       | 24       | 11          | 15.23% | 10.51%  | -4.72%    |
| SOUTH ARCOT |        |          |          |             |        |         |           |
|             | SJI1   | 3        | 4        | 1           | 3.97%  | -5.37%  | -9.34%    |
|             | TRK1   | 3        | 4        | 1           | 14.43% | 14.62%  | 0.19%     |
|             | VPM2   | 2        | 3        | 1           | 16.51% | 3.07%   | -13.44%   |
|             | CDM1   | 2        | 2        |             | 12.20% | 14.86%  | 2.65%     |
|             | CUD1   | 2        | 1        | (1)         | 21.76% | 20.06%  | -1.70%    |
|             | KKI2   |          | 1        | 1           | #Error | 11.66%  | #Error    |
|             | KLM1   | 2        | 1        | (1)         | 7.68%  | 8.67%   | 0.99%     |
|             | KML1   | 1        | 1        |             | 17.45% | 10.64%  | -6.81%    |
|             | POY2   | 1        | 1        |             | 16.52% | 21.65%  | 5.14%     |
|             | PRT1   | 1        | 1        |             | 7.68%  | 2.54%   | -5.14%    |
|             | STP1   | 2        | 1        | (1)         | 10.45% | 7.10%   | -3.35%    |
|             | TDM1   | 1        | 1        |             | 3.22%  | 9.03%   | 5.81%     |
|             | ULP1   | 1        | 1        |             | 10.69% | 19.04%  | 8.35%     |
|             | VCM1   |          | 1        | 1           | #Error | 12.47%  | #Error    |
|             | MKM1   |          |          |             | #Error | #Error  | #Error    |
|             | NVL2   | (1)      |          | 1           | 18.05% | #Error  | #Error    |
|             | POY1   | 2        |          | (2)         | 8.57%  | #Error  | #Error    |
|             | TVM1   | 2        |          | (2)         | 19.80% | #Error  | #Error    |
|             | TVM2   | 1        |          | (1)         | 8.80%  | #Error  | #Error    |
|             | VPM1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 25       | 23       | (2)         | 10.66% | 7.14%   | -3.52%    |
| CHENNAI-02  |        |          |          |             |        |         |           |
|             | CH09   | 1        | 3        | 2           | 0.64%  | 20.38%  | 19.74%    |
|             | CH15   | 2        | 3        | 1           | 5.77%  | -23.82% | -29.59%   |
|             | CH31   |          | 3        | 3           | #Error | 23.43%  | #Error    |
|             | CH12   |          | 2        | 2           | #Error | 5.86%   | #Error    |
|             | CH20   | 2        | 2        |             | 15.02% | 13.84%  | -1.18%    |
|             | CH21   | 2        | 2        |             | 11.89% | 4.58%   | -7.31%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02    | GPD1   |          | 2        | 2           | 22.77% | 15.81% | -6.95%    |
|               | MJR1   | 1        | 2        | 1           | 11.12% | 14.00% | 2.87%     |
|               | CH24   | 2        | 1        | (1)         | 19.15% | 16.82% | -2.33%    |
|               | CH44   |          | 1        | 1           | #Error | 25.95% | #Error    |
|               | PON1   | 1        | 1        |             | 16.74% | 7.03%  | -9.71%    |
|               | CH01   |          |          |             | #Error | #Error | #Error    |
|               | CH03   | 5        |          | (5)         | 1.99%  | -8.70% | -10.69%   |
|               | CH06   | 1        |          | (1)         | 11.69% | #Error | #Error    |
|               | CH17   |          |          |             | #Error | #Error | #Error    |
|               | CH18   | 1        |          | (1)         | 0.79%  | #Error | #Error    |
|               | CH23   | (1)      |          | 1           | 17.65% | #Error | #Error    |
|               | CH27   | 1        |          | (1)         | 3.92%  | #Error | #Error    |
|               | CH32   |          |          |             | #Error | #Error | #Error    |
|               | CH33   | 2        |          | (2)         | 15.21% | 25.07% | 9.86%     |
|               | CH34   | 1        |          | (1)         | 23.47% | #Error | #Error    |
|               | CH36   |          |          |             | #Error | #Error | #Error    |
|               | CH41   | 2        |          | (2)         | 22.06% | #Error | #Error    |
|               | CH43   | 2        |          | (2)         | -1.72% | #Error | #Error    |
|               | CH46   |          |          |             | #Error | #Error | #Error    |
|               | MC05   |          |          |             | #Error | #Error | #Error    |
|               | MC06   |          |          |             | #Error | #Error | #Error    |
|               | MC08   |          |          |             | #Error | #Error | #Error    |
|               | UKI1   |          |          |             | #Error | 37.16% | #Error    |
|               | Total  | 25       | 22       | (3)         | 5.37%  | 11.68% | 6.31%     |
| KL-SOUTH      |        |          |          |             |        |        |           |
|               | TVP1   | 18       | 14       | (4)         | -0.08% | 0.42%  | 0.50%     |
|               | PAS1   | 20       | 7        | (13)        | 3.73%  | -1.36% | -5.09%    |
|               | KLR1   | 11       | 1        | (10)        | 4.93%  | 6.38%  | 1.45%     |
|               | Total  | 49       | 22       | (27)        | 2.23%  | 0.01%  | -2.22%    |
| VIJAYAWADA-01 |        |          |          |             |        |        |           |
|               | VJW4   | 1        | 6        | 5           | 23.04% | 5.69%  | -17.35%   |
|               | GNT1   | 1        | 3        | 2           | 18.74% | -5.46% | -24.20%   |
|               | PAP1   |          | 3        | 3           | #Error | 20.50% | #Error    |
|               | RAL1   | 1        | 3        | 2           | 0.05%  | 10.75% | 10.70%    |
|               | TNK1   | 3        | 2        | (1)         | 15.65% | 11.95% | -3.69%    |
|               | GVM1   | 1        | 1        |             | 12.64% | 9.98%  | -2.66%    |
|               | NRT1   | 1        | 1        |             | 9.17%  | 8.71%  | -0.46%    |
|               | TDD1   | 1        | 1        |             | 14.38% | 4.47%  | -9.91%    |
|               | TEL1   | 1        | 1        |             | 7.46%  | 14.44% | 6.99%     |
|               | AMP1   |          |          |             | #Error | #Error | #Error    |
|               | BPP1   |          |          |             | #Error | #Error | #Error    |
|               | BVR1   | 1        |          | (1)         | 12.82% | #Error | #Error    |
|               | CKT1   | 1        |          | (1)         | 19.87% | #Error | #Error    |
|               | CRL1   | 1        |          | (1)         | 15.79% | #Error | #Error    |
|               | DPE1   |          |          |             | #Error | #Error | #Error    |
|               | ELU1   |          |          |             | #Error | #Error | #Error    |
|               | GDV1   |          |          |             | #Error | #Error | #Error    |
|               | GNT2   |          |          |             | #Error | #Error | #Error    |
|               | JGG1   | 1        |          | (1)         | 2.90%  | #Error | #Error    |
|               | JPT1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%    | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|-----------|-----------|
| VIJAYAWADA-01 | KDR1   |          |          |             | #Error | #Error    | #Error    |
|               | KND1   | 2        |          | (2)         | 10.82% | #Error    | #Error    |
|               | MTM1   |          |          |             | #Error | #Error    | #Error    |
|               | OGL1   |          |          |             | #Error | #Error    | #Error    |
|               | PNR1   |          |          |             | #Error | #Error    | #Error    |
|               | PPM1   |          |          |             | #Error | #Error    | #Error    |
|               | PRL1   |          |          |             | #Error | #Error    | #Error    |
|               | RMV1   |          |          |             | #Error | #Error    | #Error    |
|               | TVU1   | 1        |          | (1)         | 2.08%  | #Error    | #Error    |
|               | VJW1   | 2        |          | (2)         | 3.22%  | #Error    | #Error    |
|               | VJW2   | 1        |          | (1)         | 23.75% | #Error    | #Error    |
|               | VJW3   |          |          |             | #Error | #Error    | #Error    |
|               | VJW5   |          |          |             | #Error | #Error    | #Error    |
|               | VKN1   | 1        |          | (1)         | 11.48% | #Error    | #Error    |
|               | VUY1   |          |          |             | #Error | #Error    | #Error    |
|               | Total  | 21       | 21       |             | 9.96%  | 6.63%     | -3.34%    |
|               |        |          |          |             |        |           |           |
| TIRUPATI-01   | MPL1   | 1        | 2        | 1           | 5.85%  | 8.57%     | 2.71%     |
|               | CTO1   | 2        | 1        | (1)         | 9.36%  | 13.39%    | 4.04%     |
|               | KNL2   |          | 1        | 1           | #Error | 3.33%     | #Error    |
|               | KVL1   | 1        | 1        |             | 6.77%  | 0.72%     | -6.05%    |
|               | NDL1   |          | 1        | 1           | #Error | 15.34%    | #Error    |
|               | NLR1   | 1        | 1        |             | -9.30% | 17.54%    | 26.84%    |
|               | PDT1   | 1        | 1        |             | 8.42%  | -9.82%    | -18.24%   |
|               | PMR1   |          | 1        | 1           | #Error | 3.23%     | #Error    |
|               | PUT1   |          | 1        | 1           | #Error | 11.02%    | #Error    |
|               | SPE1   | 2        | 1        | (1)         | 7.16%  | 18.89%    | 11.74%    |
|               | TPY2   | 2        | 1        | (1)         | -4.26% | -1.70%    | 2.57%     |
|               | VKI1   |          | 1        | 1           | #Error | 3.90%     | #Error    |
|               | ATP1   | 1        |          | (1)         | 18.85% | #Error    | #Error    |
|               | BVL1   |          |          |             | #Error | #Error    | #Error    |
|               | DHN1   | 1        |          | (1)         | 3.22%  | #Error    | #Error    |
|               | GTL1   |          |          |             | #Error | #Error    | #Error    |
|               | KDA1   | 1        |          | (1)         | 3.22%  | #Error    | #Error    |
|               | KHT1   | 2        |          | (2)         | 18.61% | #Error    | #Error    |
|               | KNL1   |          |          |             | #Error | #Error    | #Error    |
|               | KOU1   | 1        |          | (1)         | 2.15%  | #Error    | #Error    |
|               | NYP1   | 2        |          | (2)         | 5.29%  | #Error    | #Error    |
|               | PGR1   | 1        |          | (1)         | -5.39% | #Error    | #Error    |
|               | PIL1   |          |          |             | #Error | #Error    | #Error    |
|               | RCY1   | 2        |          | (2)         | 14.34% | -1019.81% | -1034.15% |
|               | RJP1   |          |          |             | #Error | #Error    | #Error    |
|               | TPI1   | (1)      |          | 1           | 5.25%  | #Error    | #Error    |
|               | TPY1   | 1        |          | (1)         | 6.46%  | #Error    | #Error    |
|               | ADI1   |          | (1)      | (1)         | #Error | 17.82%    | #Error    |
|               | Total  | 21       | 12       | (9)         | 6.15%  | 5.82%     | -0.33%    |
|               | Total  | 412      | 382      | (30)        | 9.03%  | 9.88%     | 0.85%     |