

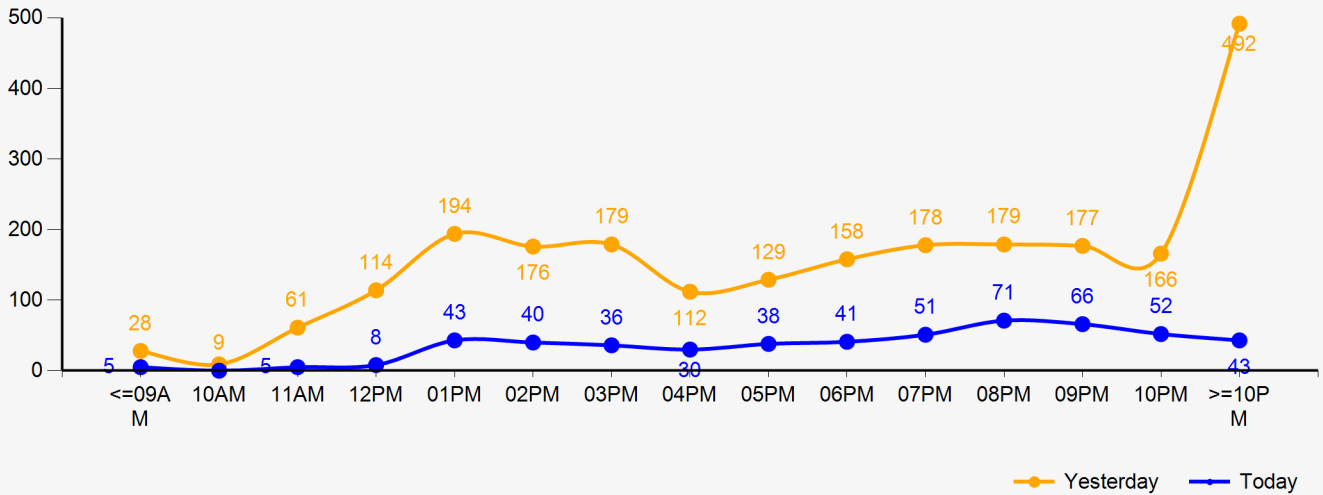
YD Sales : 2352

YD GP%: 3.38%

TD Sales : 529

TD GP%: 7.61%

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      | 350      | 87       | (263)       | 3.62%  | 7.40%  | 3.78%     |
| TRICHY-01     | 383      | 75       | (308)       | 3.66%  | 7.43%  | 3.78%     |
| SOUTH-03      | 226      | 58       | (168)       | 3.84%  | 7.77%  | 3.93%     |
| CHENNAI-01    | 234      | 57       | (177)       | 4.45%  | 7.92%  | 3.47%     |
| CHENNAI-02    | 206      | 49       | (157)       | 4.66%  | 8.87%  | 4.21%     |
| SOUTH ARCOT   | 225      | 48       | (177)       | 2.83%  | 7.46%  | 4.63%     |
| WEST-02       | 228      | 39       | (189)       | 1.43%  | 10.42% | 8.99%     |
| NORTH ARCOT   | 150      | 36       | (114)       | 4.41%  | 7.16%  | 2.75%     |
| WEST-01       | 140      | 30       | (110)       | 2.67%  | 8.25%  | 5.58%     |
| TIRUPATI-01   | 106      | 27       | (79)        | 2.03%  | 6.13%  | 4.09%     |
| VIJAYAWADA-01 | 89       | 21       | (68)        | 1.97%  | 1.14%  | -0.82%    |
| KL-SOUTH      | 15       | 2        | (13)        | 0.15%  | 9.61%  | 9.46%     |
| Total         | 2352     | 529      | (1823)      | 3.38%  | 7.61%  | 4.23%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TUT1   | 30       | 9        | (21)        | 2.07%  | 8.31%  | 6.25%     |
|            | TVL1   | 30       | 9        | (21)        | 4.35%  | 10.79% | 6.43%     |
|            | KVT1   | 21       | 5        | (16)        | 5.10%  | 6.71%  | 1.61%     |
|            | MAR1   | 23       | 5        | (18)        | 4.85%  | 6.77%  | 1.93%     |
|            | RND1   | 13       | 5        | (8)         | 3.89%  | 7.79%  | 3.89%     |
|            | ERL2   | 6        | 4        | (2)         | 10.17% | 5.83%  | -4.34%    |
|            | NGR1   | 11       | 4        | (7)         | 5.62%  | 4.68%  | -0.94%    |
|            | TKS2   | 16       | 4        | (12)        | 2.69%  | 1.15%  | -1.55%    |
|            | UDN1   | 4        | 4        |             | 4.18%  | 8.32%  | 4.14%     |
|            | RPM1   | 22       | 3        | (19)        | 3.82%  | 8.09%  | 4.28%     |
|            | SNL1   | 12       | 3        | (9)         | 3.84%  | 6.69%  | 2.85%     |
|            | SVK1   | 11       | 3        | (8)         | 3.41%  | 5.08%  | 1.67%     |
|            | TCN1   | 7        | 3        | (4)         | 6.23%  | 11.50% | 5.27%     |
|            | TKS1   | 6        | 3        | (3)         | 2.29%  | 2.50%  | 0.21%     |
|            | TUT2   | 15       | 3        | (12)        | 1.15%  | 2.38%  | 1.23%     |
|            | KGL1   | 1        | 2        | 1           | 0.60%  | 8.91%  | 8.31%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | PKD1   | 10       | 2        | (8)         | 2.84%  | 17.17% | 14.33%    |
|            | SKD1   | 7        | 2        | (5)         | 5.85%  | 11.51% | 5.66%     |
|            | TKY1   | 6        | 2        | (4)         | 6.70%  | 14.39% | 7.69%     |
|            | TYI1   | 5        | 2        | (3)         | 2.64%  | 0.91%  | -1.72%    |
|            | APK1   | 8        | 1        | (7)         | 3.26%  | 2.16%  | -1.10%    |
|            | ARM1   | 4        | 1        | (3)         | 1.06%  | 3.71%  | 2.65%     |
|            | ASM1   | 9        | 1        | (8)         | 2.85%  | 13.28% | 10.43%    |
|            | KSM1   | 2        | 1        | (1)         | 6.34%  | 1.30%  | -5.04%    |
|            | KYR1   | 4        | 1        | (3)         | 9.47%  | 8.47%  | -0.99%    |
|            | PDI1   | 5        | 1        | (4)         | 3.15%  | 20.16% | 17.01%    |
|            | SDI1   | 4        | 1        | (3)         | 5.94%  | -5.60% | -11.54%   |
|            | SGT1   | 3        | 1        | (2)         | 3.05%  | 15.73% | 12.69%    |
|            | VLY1   | 6        | 1        | (5)         | 3.21%  | 3.18%  | -0.03%    |
|            | VNR1   | 8        | 1        | (7)         | 1.74%  | 3.83%  | 2.10%     |
|            | APK2   | 4        |          | (4)         | -3.41% | #Error | #Error    |
|            | COL1   | 1        |          | (1)         | 2.39%  | #Error | #Error    |
|            | MMT1   | 5        |          | (5)         | -0.83% | #Error | #Error    |
|            | STU2   | 8        |          | (8)         | 1.35%  | #Error | #Error    |
|            | TVL2   |          |          |             | #Error | #Error | #Error    |
|            | VKM1   | 6        |          | (6)         | 3.29%  | #Error | #Error    |
|            | VNR2   | 17       |          | (17)        | 1.35%  | #Error | #Error    |
|            | Total  | 350      | 87       | (263)       | 3.62%  | 7.40%  | 3.78%     |
|            |        |          |          |             |        |        |           |
| TRICHY-01  | MVM1   | 31       | 13       | (18)        | 3.37%  | 5.75%  | 2.38%     |
|            | JKM1   | 19       | 6        | (13)        | 5.35%  | 6.30%  | 0.95%     |
|            | MDI1   | 15       | 5        | (10)        | 2.21%  | 5.26%  | 3.05%     |
|            | TNJ1   | 38       | 5        | (33)        | 3.69%  | 3.41%  | -0.27%    |
|            | TRY1   | 32       | 5        | (27)        | 4.50%  | 6.71%  | 2.20%     |
|            | PBR1   | 5        | 4        | (1)         | 5.60%  | 13.33% | 7.73%     |
|            | PTK1   | 18       | 4        | (14)        | 0.87%  | 5.94%  | 5.07%     |
|            | KIK1   | 14       | 3        | (11)        | 1.40%  | 14.74% | 13.33%    |
|            | MSI1   | 9        | 3        | (6)         | 1.77%  | 12.02% | 10.24%    |
|            | NGT1   | 18       | 3        | (15)        | 1.49%  | 11.17% | 9.67%     |
|            | ORU1   | 10       | 3        | (7)         | 3.66%  | 8.73%  | 5.07%     |
|            | PBR2   | 13       | 3        | (10)        | 6.79%  | 7.98%  | 1.19%     |
|            | TYR1   | 11       | 3        | (8)         | 4.45%  | 11.19% | 6.73%     |
|            | AYR1   | 6        | 2        | (4)         | 4.45%  | 6.98%  | 2.53%     |
|            | KRN1   | 6        | 2        | (4)         | -1.88% | 12.72% | 14.60%    |
|            | KUM1   | 19       | 2        | (17)        | 0.36%  | 11.54% | 11.17%    |
|            | TRY4   | 9        | 2        | (7)         | 8.90%  | 5.14%  | -3.77%    |
|            | TVR2   | 26       | 2        | (24)        | 2.22%  | 1.89%  | -0.33%    |
|            | APM1   | 2        | 1        | (1)         | 1.82%  | 14.74% | 12.92%    |
|            | NCK1   | 9        | 1        | (8)         | 8.07%  | 15.58% | 7.52%     |
|            | PDK1   | 3        | 1        | (2)         | 7.02%  | 9.33%  | 2.31%     |
|            | TNJ2   | 21       | 1        | (20)        | 2.01%  | 7.35%  | 5.34%     |
|            | TRY3   | 6        | 1        | (5)         | 5.60%  | 15.03% | 9.43%     |
|            | NMM1   | 14       |          | (14)        | 9.63%  | #Error | #Error    |
|            | TRY2   | 3        |          | (3)         | 10.52% | #Error | #Error    |
|            | TTP1   | 12       |          | (12)        | 4.09%  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TVR1   | 14       |          | (14)        | 3.68%  | #Error | #Error    |
|            | Total  | 383      | 75       | (308)       | 3.66%  | 7.43%  | 3.78%     |
| SOUTH-03   |        |          |          |             |        |        |           |
|            | DGL1   | 15       | 5        | (10)        | 1.65%  | 8.42%  | 6.77%     |
|            | TEN1   | 5        | 4        | (1)         | 8.04%  | 5.28%  | -2.75%    |
|            | TEN2   | 9        | 4        | (5)         | 6.59%  | 11.54% | 4.94%     |
|            | ATG1   | 9        | 3        | (6)         | 0.89%  | 2.72%  | 1.83%     |
|            | DGL2   | 3        | 3        |             | 13.25% | 14.41% | 1.16%     |
|            | MDU6   | 13       | 3        | (10)        | 3.38%  | 9.01%  | 5.63%     |
|            | PVI1   | 8        | 3        | (5)         | 8.18%  | 14.77% | 6.60%     |
|            | SVG1   | 9        | 3        | (6)         | -0.72% | 3.79%  | 4.51%     |
|            | TDI1   | 6        | 3        | (3)         | 0.58%  | 10.87% | 10.30%    |
|            | BNR1   | 1        | 2        | 1           | 15.15% | 1.64%  | -13.50%   |
|            | CBM1   | 9        | 2        | (7)         | 4.56%  | 5.94%  | 1.38%     |
|            | DKI1   | 10       | 2        | (8)         | 4.67%  | 21.71% | 17.04%    |
|            | KPT1   | 3        | 2        | (1)         | 6.25%  | 14.72% | 8.46%     |
|            | MDU1   | 19       | 2        | (17)        | 4.13%  | 4.88%  | 0.75%     |
|            | MDU2   | 14       | 2        | (12)        | 2.95%  | 15.64% | 12.69%    |
|            | ODM1   |          | 2        | 2           | #Error | -4.87% | #Error    |
|            | PNI1   | 2        | 2        |             | 4.79%  | 7.89%  | 3.10%     |
|            | PNV2   | 1        | 2        | 1           | 0.60%  | 8.10%  | 7.50%     |
|            | SGP1   | 4        | 2        | (2)         | 7.99%  | 7.15%  | -0.84%    |
|            | TPT1   | 5        | 2        | (3)         | 6.43%  | 7.87%  | 1.44%     |
|            | KKD3   | 11       | 1        | (10)        | 11.25% | 12.05% | 0.80%     |
|            | MDU3   | 5        | 1        | (4)         | 1.46%  | 3.90%  | 2.44%     |
|            | MDU5   | 1        | 1        |             | 3.08%  | 14.99% | 11.90%    |
|            | MNM1   | 1        | 1        |             | 16.61% | 9.33%  | -7.28%    |
|            | PKM1   | 4        | 1        | (3)         | 4.14%  | 3.71%  | -0.44%    |
|            | ADP1   | 7        |          | (7)         | 3.62%  | #Error | #Error    |
|            | BTU1   | 2        |          | (2)         | 1.82%  | #Error | #Error    |
|            | CMR1   | 2        |          | (2)         | -6.69% | #Error | #Error    |
|            | KRR1   | 11       |          | (11)        | 0.77%  | #Error | #Error    |
|            | KYK1   | 4        |          | (4)         | -0.63% | #Error | #Error    |
|            | MDU4   | 3        |          | (3)         | 3.10%  | #Error | #Error    |
|            | MLR1   | 4        |          | (4)         | 4.14%  | #Error | #Error    |
|            | MPA1   | 7        |          | (7)         | 5.23%  | #Error | #Error    |
|            | NKI1   | 6        |          | (6)         | 7.29%  | #Error | #Error    |
|            | NTM1   | 1        |          | (1)         | 2.61%  | #Error | #Error    |
|            | TMM1   | 9        |          | (9)         | 4.31%  | #Error | #Error    |
|            | USL1   | 3        |          | (3)         | 7.64%  | #Error | #Error    |
|            | Total  | 226      | 58       | (168)       | 3.84%  | 7.77%  | 3.93%     |
| CHENNAI-01 |        |          |          |             |        |        |           |
|            | CH16   | 14       | 7        | (7)         | 3.16%  | 8.25%  | 5.09%     |
|            | CH30   | 10       | 5        | (5)         | 2.89%  | 7.89%  | 4.99%     |
|            | CH07   | 9        | 4        | (5)         | 5.73%  | 9.36%  | 3.63%     |
|            | CH19   | 9        | 4        | (5)         | 3.09%  | 10.02% | 6.93%     |
|            | CH48   | 15       | 4        | (11)        | 4.12%  | 10.29% | 6.17%     |
|            | TKM1   | 7        | 4        | (3)         | 3.48%  | 9.83%  | 6.35%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01 | CH08   | 13       | 3        | (10)        | 3.70%  | 1.51%   | -2.20%    |
|            | CH28   | 6        | 3        | (3)         | 4.30%  | 14.57%  | 10.27%    |
|            | MRM1   | 10       | 3        | (7)         | 8.58%  | 13.72%  | 5.14%     |
|            | AVD1   | 9        | 2        | (7)         | -1.37% | 5.46%   | 6.83%     |
|            | CH05   | 14       | 2        | (12)        | 3.60%  | 21.79%  | 18.19%    |
|            | CH14   | 10       | 2        | (8)         | 6.18%  | 6.66%   | 0.48%     |
|            | CH22   | 12       | 2        | (10)        | 6.33%  | 21.58%  | 15.25%    |
|            | CH35   | 8        | 2        | (6)         | 1.33%  | 13.52%  | 12.20%    |
|            | CH42   | 9        | 2        | (7)         | 6.37%  | 7.87%   | 1.49%     |
|            | WHC3   |          | 2        | 2           | #Error | -64.31% | #Error    |
|            | CH11   | 12       | 1        | (11)        | 4.81%  | 27.26%  | 22.45%    |
|            | CH37   | 4        | 1        | (3)         | 3.86%  | 3.71%   | -0.15%    |
|            | CH38   | 12       | 1        | (11)        | 1.68%  | 15.03%  | 13.35%    |
|            | GUD1   | 8        | 1        | (7)         | 8.26%  | 27.26%  | 19.00%    |
|            | GUD2   | 7        | 1        | (6)         | 5.97%  | 0.13%   | -5.83%    |
|            | MC10   |          | 1        | 1           | #Error | 10.93%  | #Error    |
|            | CGL1   | 4        |          | (4)         | 1.17%  | #Error  | #Error    |
|            | CH26   | 1        |          | (1)         | 0.36%  | #Error  | #Error    |
|            | CH29   | 2        |          | (2)         | 7.50%  | #Error  | #Error    |
|            | CH39   | 5        |          | (5)         | 4.76%  | #Error  | #Error    |
|            | CH40   |          |          |             | #Error | #Error  | #Error    |
|            | CH45   | 13       |          | (13)        | 5.26%  | #Error  | #Error    |
|            | KNR1   | 6        |          | (6)         | 15.14% | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | SKL1   | 5        |          | (5)         | 5.79%  | #Error  | #Error    |
|            | Total  | 234      | 57       | (177)       | 4.45%  | 7.92%   | 3.47%     |
| CHENNAI-02 |        |          |          |             |        |         |           |
|            | CH20   | 16       | 7        | (9)         | 1.68%  | 5.37%   | 3.68%     |
|            | CH09   | 10       | 5        | (5)         | 2.85%  | 2.32%   | -0.52%    |
|            | CH17   | 12       | 5        | (7)         | 4.65%  | 10.71%  | 6.06%     |
|            | CH33   | 8        | 4        | (4)         | 5.07%  | 18.95%  | 13.88%    |
|            | CH21   | 14       | 3        | (11)        | 6.59%  | 9.69%   | 3.10%     |
|            | CH27   | 4        | 3        | (1)         | 2.98%  | 8.28%   | 5.30%     |
|            | CH31   | 2        | 3        | 1           | 7.19%  | 6.91%   | -0.28%    |
|            | CH43   | 7        | 3        | (4)         | 7.02%  | 12.10%  | 5.08%     |
|            | CH03   | 18       | 2        | (16)        | 3.86%  | 29.65%  | 25.79%    |
|            | CH12   | 14       | 2        | (12)        | 5.93%  | 8.02%   | 2.10%     |
|            | CH15   | 25       | 2        | (23)        | 4.00%  | 5.25%   | 1.25%     |
|            | CH18   | 14       | 2        | (12)        | 11.71% | 6.96%   | -4.76%    |
|            | PON1   | 4        | 2        | (2)         | 7.46%  | 9.28%   | 1.83%     |
|            | CH06   | 3        | 1        | (2)         | 3.88%  | 2.43%   | -1.44%    |
|            | CH23   | 7        | 1        | (6)         | 4.90%  | 2.86%   | -2.04%    |
|            | CH24   | 7        | 1        | (6)         | 1.26%  | 23.43%  | 22.17%    |
|            | CH41   | 5        | 1        | (4)         | 0.57%  | 19.00%  | 18.44%    |
|            | GPD1   | 3        | 1        | (2)         | 4.10%  | 15.04%  | 10.94%    |
|            | MJR1   | 7        | 1        | (6)         | 5.20%  | 27.26%  | 22.06%    |
|            | CH01   |          |          |             | #Error | #Error  | #Error    |
|            | CH32   | 2        |          | (2)         | 15.87% | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-02  | CH34   | 10       |          | (10)        | 3.68%   | #Error | #Error    |
|             | CH36   | 2        |          | (2)         | 4.97%   | #Error | #Error    |
|             | CH44   | 4        |          | (4)         | 2.22%   | #Error | #Error    |
|             | CH46   | 4        |          | (4)         | 6.69%   | #Error | #Error    |
|             | MC05   |          |          |             | #Error  | #Error | #Error    |
|             | MC06   | 2        |          | (2)         | 1.72%   | #Error | #Error    |
|             | UKI1   | 2        |          | (2)         | 2.61%   | #Error | #Error    |
|             | Total  | 206      | 49       | (157)       | 4.66%   | 8.87%  | 4.21%     |
| SOUTH ARCOT | POY1   | 16       | 10       | (6)         | 4.05%   | 3.35%  | -0.70%    |
|             | POY2   | 14       | 10       | (4)         | 5.44%   | 7.20%  | 1.76%     |
|             | VPM2   | 16       | 5        | (11)        | 4.16%   | 6.68%  | 2.51%     |
|             | CUD1   | 20       | 4        | (16)        | 5.01%   | 16.28% | 11.27%    |
|             | PRT1   | 7        | 3        | (4)         | 2.31%   | 1.88%  | -0.44%    |
|             | VPM1   | 9        | 3        | (6)         | 1.32%   | 14.81% | 13.48%    |
|             | CDM1   | 20       | 2        | (18)        | 1.61%   | 0.67%  | -0.95%    |
|             | KKI2   | 10       | 2        | (8)         | -0.12%  | 20.40% | 20.51%    |
|             | KML1   | 9        | 2        | (7)         | 0.29%   | 7.95%  | 7.67%     |
|             | MKM1   | 5        | 2        | (3)         | 3.23%   | 9.58%  | 6.35%     |
|             | VCM1   | 7        | 2        | (5)         | 2.69%   | 6.23%  | 3.54%     |
|             | KLM1   | 14       | 1        | (13)        | 4.08%   | 14.67% | 10.58%    |
|             | NVL2   | 16       | 1        | (15)        | 1.51%   | -3.62% | -5.13%    |
|             | TVM1   | 7        | 1        | (6)         | 0.30%   | 11.89% | 11.59%    |
|             | SJI2   | 11       |          | (11)        | 2.59%   | #Error | #Error    |
|             | STP1   | 6        |          | (6)         | 0.80%   | #Error | #Error    |
|             | TDM1   | 10       |          | (10)        | 1.54%   | #Error | #Error    |
|             | TRK1   | 18       |          | (18)        | 1.77%   | 12.28% | 10.51%    |
|             | TVM2   | 2        |          | (2)         | 3.55%   | #Error | #Error    |
|             | ULP1   | 9        |          | (9)         | 3.91%   | -6.68% | -10.59%   |
|             | WHUT   | (1)      |          | 1           | -4.16%  | #Error | #Error    |
|             | Total  | 225      | 48       | (177)       | 2.83%   | 7.46%  | 4.63%     |
| WEST-02     | ERD1   | 10       | 3        | (7)         | -20.47% | 10.39% | 30.86%    |
|             | ERD2   | 8        | 3        | (5)         | 3.33%   | 15.08% | 11.75%    |
|             | HSR2   | 9        | 3        | (6)         | 5.31%   | 6.43%  | 1.13%     |
|             | KRI1   | 2        | 3        | 1           | 9.54%   | 3.49%  | -6.04%    |
|             | VPD1   | 13       | 3        | (10)        | -0.46%  | 11.96% | 12.42%    |
|             | HSR1   | 10       | 2        | (8)         | 0.80%   | 8.81%  | 8.00%     |
|             | OML1   | 4        | 2        | (2)         | 1.77%   | 9.18%  | 7.42%     |
|             | SGG1   | 2        | 2        |             | 7.46%   | 14.27% | 6.81%     |
|             | SGI1   | 7        | 2        | (5)         | 3.55%   | 23.52% | 19.96%    |
|             | SLM1   | 18       | 2        | (16)        | -0.27%  | -1.09% | -0.82%    |
|             | TCG1   | 1        | 2        | 1           | -0.15%  | 13.53% | 13.68%    |
|             | ATU1   | 14       | 1        | (13)        | 5.90%   | 19.00% | 13.10%    |
|             | CMI1   | 6        | 1        | (5)         | -3.26%  | 17.34% | 20.60%    |
|             | DPR1   | 2        | 1        | (1)         | 6.97%   | 12.45% | 5.48%     |
|             | DPR2   | 5        | 1        | (4)         | -0.89%  | 15.35% | 16.25%    |
|             | KMM1   | 1        | 1        |             | 9.96%   | 19.01% | 9.05%     |
|             | KVP1   | 4        | 1        | (3)         | 2.95%   | 14.74% | 11.79%    |
|             | MTR1   | 5        | 1        | (4)         | 2.45%   | 19.19% | 16.75%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-02     | NKL2   | 16       | 1        | (15)        | 5.31%  | 8.02%   | 2.71%     |
|             | PDR1   | 7        | 1        | (6)         | 1.65%  | 8.02%   | 6.37%     |
|             | PMP1   | 6        | 1        | (5)         | 7.13%  | 19.15%  | 12.01%    |
|             | SLM2   | 16       | 1        | (15)        | 3.10%  | 16.52%  | 13.42%    |
|             | TRM1   | 8        | 1        | (7)         | 1.19%  | 3.71%   | 2.51%     |
|             | APN1   | 8        |          | (8)         | 1.68%  | #Error  | #Error    |
|             | BMD1   | 5        |          | (5)         | 2.30%  | #Error  | #Error    |
|             | EDP1   | 3        |          | (3)         | 7.32%  | #Error  | #Error    |
|             | EPI1   | 4        |          | (4)         | 3.09%  | #Error  | #Error    |
|             | HRR1   | 5        |          | (5)         | 4.65%  | #Error  | #Error    |
|             | MCR1   | 3        |          | (3)         | 4.66%  | #Error  | #Error    |
|             | PLC1   | 5        |          | (5)         | 6.13%  | #Error  | #Error    |
|             | RSP1   | 12       |          | (12)        | 2.14%  | #Error  | #Error    |
|             | SLM3   | 3        |          | (3)         | -4.60% | #Error  | #Error    |
|             | VKL1   | 6        |          | (6)         | 5.02%  | #Error  | #Error    |
|             | Total  | 228      | 39       | (189)       | 1.43%  | 10.42%  | 8.99%     |
|             |        |          |          |             |        |         |           |
| NORTH ARCOT | KPM2   | 9        | 6        | (3)         | 6.51%  | 7.32%   | 0.81%     |
|             | TRL1   | 10       | 5        | (5)         | 6.43%  | 3.75%   | -2.68%    |
|             | SBR1   | 7        | 4        | (3)         | 8.04%  | 3.71%   | -4.33%    |
|             | CPT1   | 7        | 3        | (4)         | 2.16%  | 9.51%   | 7.35%     |
|             | VEL2   | 13       | 3        | (10)        | 9.61%  | 11.81%  | 2.20%     |
|             | ANI1   | 6        | 2        | (4)         | 1.99%  | 12.44%  | 10.44%    |
|             | KPM1   | 6        | 2        | (4)         | 1.89%  | 3.70%   | 1.81%     |
|             | TRT1   | 5        | 2        | (3)         | 3.81%  | 8.07%   | 4.26%     |
|             | ARC2   | 1        | 1        |             | 4.56%  | 3.83%   | -0.73%    |
|             | BGR1   | 4        | 1        | (3)         | 1.51%  | 21.02%  | 19.51%    |
|             | GDM1   | 3        | 1        | (2)         | 4.41%  | 19.15%  | 14.74%    |
|             | PLR1   | 3        | 1        | (2)         | 3.01%  | 3.71%   | 0.70%     |
|             | TRR1   | 5        | 1        | (4)         | 1.98%  | 3.89%   | 1.90%     |
|             | VEL1   | 7        | 1        | (6)         | 3.20%  | 10.93%  | 7.74%     |
|             | VNB1   | 5        | 1        | (4)         | 1.28%  | 10.05%  | 8.77%     |
|             | VSI1   | 3        | 1        | (2)         | 4.01%  | 3.71%   | -0.31%    |
|             | WJD1   | 3        | 1        | (2)         | -1.71% | 16.72%  | 18.43%    |
|             | ABR1   | 12       |          | (12)        | 5.68%  | #Error  | #Error    |
|             | AKM1   | 12       |          | (12)        | 7.21%  | #Error  | #Error    |
|             | CGM1   | 8        |          | (8)         | 1.73%  | #Error  | #Error    |
|             | CYR1   | 8        |          | (8)         | 5.07%  | 100.00% | 94.93%    |
|             | PTU1   | 3        |          | (3)         | 9.53%  | #Error  | #Error    |
|             | SLG1   | 1        |          | (1)         | 14.74% | #Error  | #Error    |
|             | UGI1   | 7        |          | (7)         | -0.03% | #Error  | #Error    |
|             | WJP1   | 2        |          | (2)         | 7.47%  | #Error  | #Error    |
|             | Total  | 150      | 36       | (114)       | 4.41%  | 7.16%   | 2.75%     |
|             |        |          |          |             |        |         |           |
| WEST-01     | UAM1   | 10       | 4        | (6)         | -0.10% | 9.81%   | 9.91%     |
|             | CBE2   | 13       | 3        | (10)        | -3.81% | 6.74%   | 10.55%    |
|             | PLI1   | 6        | 3        | (3)         | 4.19%  | 4.38%   | 0.19%     |
|             | TPR1   | 5        | 3        | (2)         | 0.93%  | 6.11%   | 5.18%     |
|             | CBE6   | 2        | 2        |             | 6.94%  | 3.69%   | -3.26%    |
|             | PDM1   | 5        | 2        | (3)         | 7.41%  | 14.10%  | 6.70%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01     | SNR1   | 5        | 2        | (3)         | 14.02% | 16.22% | 2.20%     |
|             | TPR3   |          | 2        | 2           | #Error | 20.54% | #Error    |
|             | CBE1   | 3        | 1        | (2)         | 6.13%  | 2.16%  | -3.97%    |
|             | CBE3   | 2        | 1        | (1)         | 6.39%  | 13.34% | 6.95%     |
|             | CBE4   | 10       | 1        | (9)         | 4.40%  | 15.50% | 11.10%    |
|             | CBE5   | 1        | 1        |             | 2.86%  | 9.61%  | 6.76%     |
|             | DPM2   | 4        | 1        | (3)         | -0.42% | 7.48%  | 7.90%     |
|             | GDR1   | 1        | 1        |             | 0.60%  | 12.07% | 11.47%    |
|             | KMD1   |          | 1        | 1           | #Error | 20.19% | #Error    |
|             | KMR1   | 3        | 1        | (2)         | 14.82% | 11.92% | -2.89%    |
|             | PPI1   | 3        | 1        | (2)         | 5.09%  | 17.00% | 11.91%    |
|             | UMP1   | 13       | 1        | (12)        | 4.19%  | 3.83%  | -0.36%    |
|             | AVI1   | 1        |          | (1)         | 0.26%  | #Error | #Error    |
|             | CNR1   | 7        |          | (7)         | 2.18%  | #Error | #Error    |
|             | GBM1   | 3        |          | (3)         | 4.89%  | #Error | #Error    |
|             | KGI1   | 6        |          | (6)         | 2.34%  | #Error | #Error    |
|             | KGM1   | 2        |          | (2)         | 5.00%  | #Error | #Error    |
|             | MPM1   | 4        |          | (4)         | -1.82% | #Error | #Error    |
|             | SUL1   | 7        |          | (7)         | 2.02%  | #Error | #Error    |
|             | SYM2   | 9        |          | (9)         | 4.38%  | #Error | #Error    |
|             | TPR2   | 7        |          | (7)         | 9.18%  | #Error | #Error    |
|             | TPR4   | 7        |          | (7)         | 1.94%  | #Error | #Error    |
|             | ANR1   | 1        | (1)      | (2)         | 0.60%  | 31.22% | 30.63%    |
|             | Total  | 140      | 30       | (110)       | 2.67%  | 8.25%  | 5.58%     |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | KHT1   | 2        | 3        | 1           | 2.63%  | 2.37%  | -0.26%    |
|             | KNL2   | 6        | 2        | (4)         | 6.81%  | 1.04%  | -5.77%    |
|             | NDL1   | 5        | 2        | (3)         | 3.12%  | 15.85% | 12.73%    |
|             | NLR1   | 3        | 2        | (1)         | 1.35%  | 0.68%  | -0.67%    |
|             | NYP1   | 3        | 2        | (1)         | 4.06%  | 3.58%  | -0.47%    |
|             | PGR1   | 1        | 2        | 1           | 11.87% | 10.25% | -1.61%    |
|             | PUT1   | 4        | 2        | (2)         | 10.70% | 11.80% | 1.10%     |
|             | RJP1   | 6        | 2        | (4)         | 1.44%  | 9.14%  | 7.70%     |
|             | TPY2   | 6        | 2        | (4)         | -3.98% | 7.96%  | 11.94%    |
|             | BVL1   | 5        | 1        | (4)         | 5.29%  | 4.52%  | -0.77%    |
|             | KNL1   | 5        | 1        | (4)         | -1.71% | 0.60%  | 2.31%     |
|             | KOU1   | 5        | 1        | (4)         | 4.59%  | -2.12% | -6.71%    |
|             | PDT1   | 4        | 1        | (3)         | 2.27%  | 7.88%  | 5.61%     |
|             | PIL1   | 7        | 1        | (6)         | 1.48%  | 20.18% | 18.69%    |
|             | PMR1   | 5        | 1        | (4)         | -2.40% | 18.73% | 21.13%    |
|             | RCY1   | 1        | 1        |             | 3.74%  | 15.69% | 11.96%    |
|             | TPI1   | 1        | 1        |             | 5.74%  | -0.82% | -6.56%    |
|             | ADI1   | 7        |          | (7)         | 3.35%  | #Error | #Error    |
|             | ATP1   | 3        |          | (3)         | -0.99% | #Error | #Error    |
|             | CTO1   | 4        |          | (4)         | 0.44%  | #Error | #Error    |
|             | DHN1   | 1        |          | (1)         | 4.64%  | #Error | #Error    |
|             | GTL1   | 1        |          | (1)         | 8.00%  | #Error | #Error    |
|             | KDA1   | 4        |          | (4)         | -3.18% | #Error | #Error    |
|             | KVL1   | 6        |          | (6)         | -0.44% | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|---------|-----------|
| TIRUPATI-01   | MPL1   | 1        |          | (1)         | 3.81%  | #Error  | #Error    |
|               | SPE1   | 5        |          | (5)         | 7.01%  | #Error  | #Error    |
|               | TPY1   | 2        |          | (2)         | 6.34%  | #Error  | #Error    |
|               | VKI1   | 3        |          | (3)         | 4.03%  | #Error  | #Error    |
|               | Total  | 106      | 27       | (79)        | 2.03%  | 6.13%   | 4.09%     |
| VIJAYAWADA-01 |        |          |          |             |        |         |           |
|               | BVR1   | 7        | 3        | (4)         | 2.98%  | 1.86%   | -1.12%    |
|               | CKT1   | 3        | 2        | (1)         | -2.64% | 0.47%   | 3.11%     |
|               | PAP1   | 3        | 2        | (1)         | 5.61%  | 6.35%   | 0.75%     |
|               | VJW3   |          | 2        | 2           | #Error | 6.06%   | #Error    |
|               | CRL1   | 6        | 1        | (5)         | 2.93%  | 10.01%  | 7.07%     |
|               | DPE1   | 2        | 1        | (1)         | 4.04%  | 10.12%  | 6.08%     |
|               | GNT1   | 2        | 1        | (1)         | 0.32%  | 7.96%   | 7.64%     |
|               | KDR1   | 1        | 1        |             | 3.74%  | 11.60%  | 7.86%     |
|               | PNR1   | 1        | 1        |             | 1.95%  | 14.62%  | 12.68%    |
|               | PRL1   | 3        | 1        | (2)         | 3.74%  | 7.96%   | 4.22%     |
|               | RAL1   | 5        | 1        | (4)         | -0.49% | 5.43%   | 5.92%     |
|               | TEL1   | 1        | 1        |             | -2.93% | 0.60%   | 3.52%     |
|               | TNI1   | 4        | 1        | (3)         | 4.67%  | 3.14%   | -1.52%    |
|               | VJW1   | 2        | 1        | (1)         | -1.79% | -24.00% | -22.21%   |
|               | VJW4   | 2        | 1        | (1)         | 5.49%  | -1.83%  | -7.31%    |
|               | VJW5   |          | 1        | 1           | #Error | 7.96%   | #Error    |
|               | AMP1   | 4        |          | (4)         | 9.00%  | #Error  | #Error    |
|               | BPP1   | 1        |          | (1)         | 9.93%  | #Error  | #Error    |
|               | ELU1   | 3        |          | (3)         | 3.34%  | #Error  | #Error    |
|               | GDV1   | 2        |          | (2)         | 7.08%  | #Error  | #Error    |
|               | GNT2   | 3        |          | (3)         | 5.61%  | #Error  | #Error    |
|               | GVM1   | 7        |          | (7)         | 4.85%  | #Error  | #Error    |
|               | JGG1   |          |          |             | #Error | #Error  | #Error    |
|               | JPT1   |          |          |             | #Error | #Error  | #Error    |
|               | KND1   | 1        |          | (1)         | 8.06%  | #Error  | #Error    |
|               | MTM1   | 1        |          | (1)         | 8.05%  | #Error  | #Error    |
|               | NPR1   | 3        |          | (3)         | -1.10% | #Error  | #Error    |
|               | NRT1   | 2        |          | (2)         | -2.99% | #Error  | #Error    |
|               | OGL1   | (1)      |          | 1           | 2.77%  | #Error  | #Error    |
|               | PPM1   | 1        |          | (1)         | -2.68% | #Error  | #Error    |
|               | RMV1   | 2        |          | (2)         | -2.42% | #Error  | #Error    |
|               | TDD1   | 1        |          | (1)         | 5.95%  | #Error  | #Error    |
|               | TNK1   | 7        |          | (7)         | 5.05%  | #Error  | #Error    |
|               | TVU1   | 3        |          | (3)         | 6.72%  | #Error  | #Error    |
|               | VJW2   | 2        |          | (2)         | 8.18%  | #Error  | #Error    |
|               | VKN1   | 5        |          | (5)         | -3.99% | #Error  | #Error    |
|               | VUY1   |          |          |             | #Error | #Error  | #Error    |
|               | Total  | 89       | 21       | (68)        | 1.97%  | 1.14%   | -0.82%    |
| KL-SOUTH      |        |          |          |             |        |         |           |
|               | KLR1   | 3        | 1        | (2)         | 6.22%  | 12.05%  | 5.83%     |
|               | TVP1   | 12       | 1        | (11)        | -0.81% | 9.08%   | 9.90%     |
|               | PAS1   |          |          |             | #Error | #Error  | #Error    |
|               | Total  | 15       | 2        | (13)        | 0.15%  | 9.61%   | 9.46%     |
|               | Total  | 2352     | 529      | (1823)      | 3.38%  | 7.61%   | 4.23%     |

