

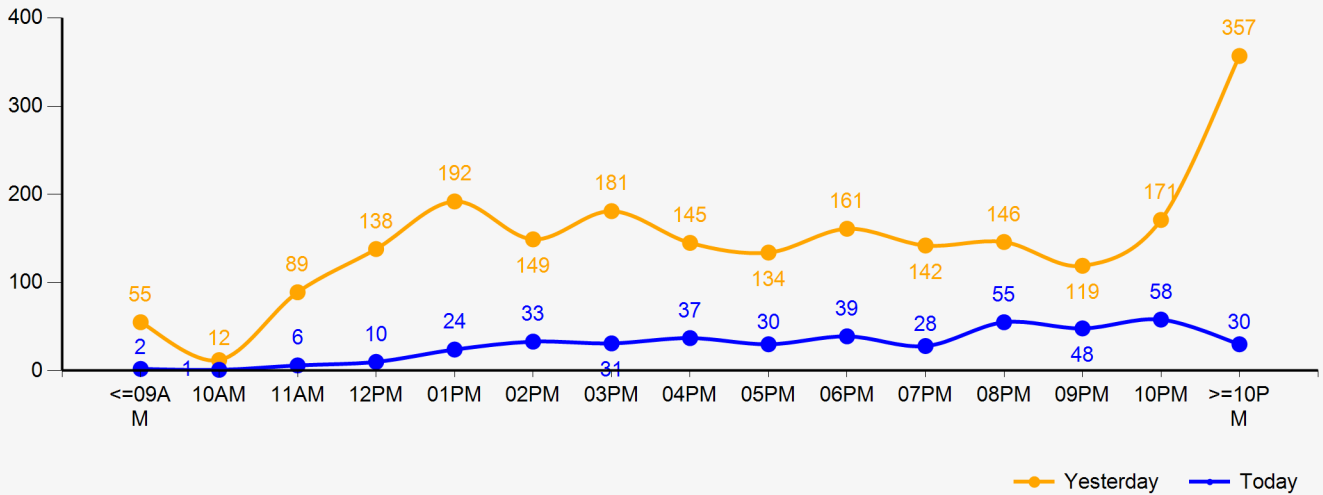
YD Sales : 2191

YD GP%: 5.18%

TD Sales : 432

TD GP%: 9.29%

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      | 305      | 79       | (226)       | 4.70%  | 8.42%  | 3.72%     |
| CHENNAI-01    | 249      | 49       | (200)       | 5.30%  | 10.79% | 5.49%     |
| SOUTH-03      | 183      | 44       | (139)       | 4.45%  | 7.15%  | 2.70%     |
| CHENNAI-02    | 239      | 40       | (199)       | 6.07%  | 10.39% | 4.32%     |
| TRICHY-01     | 237      | 40       | (197)       | 6.59%  | 12.47% | 5.88%     |
| WEST-01       | 202      | 34       | (168)       | 4.66%  | 6.74%  | 2.08%     |
| SOUTH ARCOT   | 167      | 27       | (140)       | 4.21%  | 11.74% | 7.53%     |
| VIJAYAWADA-01 | 96       | 27       | (69)        | 3.92%  | 8.93%  | 5.01%     |
| NORTH ARCOT   | 158      | 26       | (132)       | 5.30%  | 11.20% | 5.90%     |
| WEST-02       | 248      | 23       | (225)       | 5.11%  | 9.65%  | 4.54%     |
| TIRUPATI-01   | 82       | 22       | (60)        | 6.03%  | 9.89%  | 3.85%     |
| KL-SOUTH      | 25       | 21       | (4)         | 2.80%  | 2.38%  | -0.42%    |
| Total         | 2191     | 432      | (1759)      | 5.18%  | 9.29%  | 4.11%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | RPM1   | 37       | 16       | (21)        | 2.77%  | 7.42%  | 4.64%     |
|            | S2SD   |          | 8        | 8           | #Error | -1.87% | #Error    |
|            | SVK1   | 14       | 5        | (9)         | 4.68%  | 9.08%  | 4.39%     |
|            | TKS2   | 14       | 5        | (9)         | -0.21% | 15.30% | 15.51%    |
|            | VKM1   | 6        | 5        | (1)         | 11.02% | 7.51%  | -3.51%    |
|            | TUT1   | 20       | 4        | (16)        | 4.67%  | 15.64% | 10.98%    |
|            | SKD1   | 7        | 3        | (4)         | 13.46% | 22.99% | 9.53%     |
|            | TCN1   | 8        | 3        | (5)         | 6.92%  | 8.39%  | 1.47%     |
|            | TYI1   | 5        | 3        | (2)         | 10.71% | 6.23%  | -4.48%    |
|            | VLV1   | 5        | 3        | (2)         | -0.67% | 6.00%  | 6.67%     |
|            | ERL2   | 9        | 2        | (7)         | 9.04%  | 0.53%  | -8.51%    |
|            | MAR1   | 20       | 2        | (18)        | 5.97%  | 12.52% | 6.55%     |
|            | NGR1   | 10       | 2        | (8)         | 4.67%  | 5.20%  | 0.53%     |
|            | RND1   | 11       | 2        | (9)         | 6.80%  | 13.53% | 6.73%     |
|            | VNR1   | 7        | 2        | (5)         | 7.70%  | 9.72%  | 2.02%     |
|            | APK1   | 7        | 1        | (6)         | 11.57% | 23.66% | 12.09%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | ASM1   | 6        | 1        | (5)         | 10.37%  | 14.08% | 3.71%     |
|            | COL1   | 2        | 1        | (1)         | -8.06%  | 22.47% | 30.54%    |
|            | KGL1   | 6        | 1        | (5)         | 10.67%  | 5.92%  | -4.75%    |
|            | MMT1   | 4        | 1        | (3)         | 5.14%   | 13.39% | 8.25%     |
|            | PDI1   | 3        | 1        | (2)         | 7.63%   | 23.39% | 15.76%    |
|            | SDI1   | 12       | 1        | (11)        | 0.38%   | 22.06% | 21.67%    |
|            | SGT1   | 2        | 1        | (1)         | 1.16%   | 5.36%  | 4.20%     |
|            | STU2   | 5        | 1        | (4)         | 2.39%   | 5.42%  | 3.03%     |
|            | TKS1   | 6        | 1        | (5)         | -3.90%  | 12.43% | 16.34%    |
|            | TKY1   | 9        | 1        | (8)         | 5.46%   | 4.93%  | -0.53%    |
|            | TUT2   | 5        | 1        | (4)         | 10.16%  | 0.71%  | -9.45%    |
|            | TVL1   | 16       | 1        | (15)        | 6.28%   | 16.90% | 10.62%    |
|            | UDN1   | 2        | 1        | (1)         | 13.61%  | -9.29% | -22.90%   |
|            | APK2   | 3        |          | (3)         | 9.23%   | #Error | #Error    |
|            | ARM1   | 3        |          | (3)         | 6.18%   | #Error | #Error    |
|            | KSM1   | 2        |          | (2)         | 1.95%   | #Error | #Error    |
|            | KVT1   | 9        |          | (9)         | 8.66%   | #Error | #Error    |
|            | KYR1   | 4        |          | (4)         | 9.06%   | #Error | #Error    |
|            | PKD1   | 3        |          | (3)         | 7.71%   | #Error | #Error    |
|            | SNL1   | 5        |          | (5)         | 3.10%   | #Error | #Error    |
|            | TVL2   | 3        |          | (3)         | -14.41% | #Error | #Error    |
|            | VNR2   | 15       |          | (15)        | 7.14%   | #Error | #Error    |
|            | Total  | 305      | 79       | (226)       | 4.70%   | 8.42%  | 3.72%     |
| CHENNAI-01 | CH16   | 15       | 7        | (8)         | 10.43%  | 12.03% | 1.61%     |
|            | CH05   | 14       | 6        | (8)         | 2.50%   | 6.29%  | 3.78%     |
|            | CH14   | 33       | 6        | (27)        | 5.06%   | 13.58% | 8.52%     |
|            | CH07   | 8        | 3        | (5)         | 2.08%   | 10.02% | 7.95%     |
|            | CH22   | 7        | 3        | (4)         | 4.95%   | 10.76% | 5.81%     |
|            | CH39   | 3        | 3        |             | 5.88%   | 7.68%  | 1.79%     |
|            | AVD1   | 11       | 2        | (9)         | 4.26%   | 22.26% | 17.99%    |
|            | CH08   | 12       | 2        | (10)        | -0.53%  | 11.54% | 12.07%    |
|            | CH30   | 5        | 2        | (3)         | 6.75%   | 1.88%  | -4.87%    |
|            | CH42   | 5        | 2        | (3)         | 8.41%   | 11.71% | 3.30%     |
|            | CH45   | 12       | 2        | (10)        | 5.58%   | 16.22% | 10.64%    |
|            | CH48   | 11       | 2        | (9)         | 0.20%   | 4.33%  | 4.13%     |
|            | GUD2   | 7        | 2        | (5)         | 6.99%   | 14.57% | 7.58%     |
|            | CH28   | 9        | 1        | (8)         | 10.65%  | 14.82% | 4.17%     |
|            | CH40   | 1        | 1        |             | 6.37%   | 13.42% | 7.05%     |
|            | GUD1   | 10       | 1        | (9)         | 12.73%  | 14.31% | 1.58%     |
|            | KNR1   | 8        | 1        | (7)         | 3.72%   | 2.38%  | -1.33%    |
|            | MRM1   | 9        | 1        | (8)         | 10.62%  | 15.22% | 4.60%     |
|            | SKL1   | 7        | 1        | (6)         | 4.24%   | 13.97% | 9.73%     |
|            | TKM1   | 5        | 1        | (4)         | -4.16%  | 12.90% | 17.06%    |
|            | CGL1   | 7        |          | (7)         | 10.72%  | #Error | #Error    |
|            | CH11   | 9        |          | (9)         | 9.74%   | #Error | #Error    |
|            | CH19   | 16       |          | (16)        | -0.06%  | #Error | #Error    |
|            | CH26   | 4        |          | (4)         | 10.89%  | #Error | #Error    |
|            | CH29   |          |          |             | #Error  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-01 | CH35   | 10       |          | (10)        | 6.18%   | #Error | #Error    |
|            | CH37   | 6        |          | (6)         | 11.41%  | #Error | #Error    |
|            | CH38   | 4        |          | (4)         | 6.25%   | #Error | #Error    |
|            | MC02   |          |          |             | #Error  | #Error | #Error    |
|            | MC09   |          |          |             | #Error  | #Error | #Error    |
|            | MC10   | 1        |          | (1)         | 1.40%   | #Error | #Error    |
|            | Total  | 249      | 49       | (200)       | 5.30%   | 10.79% | 5.49%     |
| SOUTH-03   |        |          |          |             |         |        |           |
|            | MDU1   | 11       | 6        | (5)         | 5.28%   | 3.63%  | -1.65%    |
|            | SZSD   |          | 5        | 5           | #Error  | -1.73% | #Error    |
|            | MDU6   | 5        | 4        | (1)         | 1.01%   | 2.02%  | 1.00%     |
|            | DGL1   | 7        | 3        | (4)         | 6.32%   | 8.72%  | 2.41%     |
|            | MDU2   | 15       | 3        | (12)        | 3.60%   | 14.31% | 10.71%    |
|            | MDU3   | 7        | 2        | (5)         | 6.29%   | 4.65%  | -1.65%    |
|            | MDU5   | 2        | 2        |             | 10.47%  | 17.19% | 6.71%     |
|            | ADP1   | 12       | 1        | (11)        | 8.18%   | 4.42%  | -3.76%    |
|            | ATG1   | 1        | 1        |             | -27.17% | 25.95% | 53.13%    |
|            | BTU1   | 6        | 1        | (5)         | 8.73%   | -8.03% | -16.76%   |
|            | CBM1   | 9        | 1        | (8)         | 2.42%   | 3.27%  | 0.85%     |
|            | CMR1   | 3        | 1        | (2)         | 9.19%   | 3.80%  | -5.39%    |
|            | KPT1   | 5        | 1        | (4)         | 6.97%   | 8.32%  | 1.35%     |
|            | KRR1   | 5        | 1        | (4)         | 6.13%   | 4.27%  | -1.86%    |
|            | KYK1   | 4        | 1        | (3)         | 8.15%   | 22.21% | 14.06%    |
|            | MPA1   | 7        | 1        | (6)         | 4.71%   | 5.64%  | 0.94%     |
|            | NKI1   | 3        | 1        | (2)         | 8.27%   | 10.05% | 1.79%     |
|            | NTM1   | 3        | 1        | (2)         | 6.15%   | 23.66% | 17.51%    |
|            | PNI1   | 3        | 1        | (2)         | -7.80%  | 4.78%  | 12.58%    |
|            | PNV1   | 3        | 1        | (2)         | 6.30%   | 17.82% | 11.52%    |
|            | SGP1   | 4        | 1        | (3)         | 11.42%  | 22.90% | 11.48%    |
|            | SVG1   | 3        | 1        | (2)         | 3.46%   | 7.81%  | 4.35%     |
|            | TDI1   | 3        | 1        | (2)         | 8.19%   | 10.96% | 2.78%     |
|            | TEN2   | 4        | 1        | (3)         | 6.14%   | 13.45% | 7.31%     |
|            | TMM1   | 9        | 1        | (8)         | 2.61%   | 13.90% | 11.30%    |
|            | TPT1   | 8        | 1        | (7)         | 9.28%   | 23.04% | 13.76%    |
|            | BNR1   | 2        |          | (2)         | 16.17%  | #Error | #Error    |
|            | DGL2   | 3        |          | (3)         | 3.05%   | #Error | #Error    |
|            | DKI1   | 3        |          | (3)         | 6.10%   | #Error | #Error    |
|            | KKD2   | 4        |          | (4)         | 1.48%   | #Error | #Error    |
|            | MDU4   | 4        |          | (4)         | 7.61%   | #Error | #Error    |
|            | MLR1   | 3        |          | (3)         | 6.62%   | #Error | #Error    |
|            | MNM1   | 1        |          | (1)         | 11.54%  | #Error | #Error    |
|            | ODM1   | 3        |          | (3)         | -12.29% | #Error | #Error    |
|            | PKM1   | 1        |          | (1)         | 5.87%   | #Error | #Error    |
|            | PVI1   | 5        |          | (5)         | -0.99%  | #Error | #Error    |
|            | TEN1   | 4        |          | (4)         | 4.23%   | #Error | #Error    |
|            | USL1   | 8        |          | (8)         | 6.04%   | #Error | #Error    |
|            | Total  | 183      | 44       | (139)       | 4.45%   | 7.15%  | 2.70%     |
| CHENNAI-02 |        |          |          |             |         |        |           |
|            | CH15   | 14       | 5        | (9)         | 6.06%   | 8.40%  | 2.34%     |
|            | CH12   | 22       | 4        | (18)        | 7.67%   | 3.01%  | -4.66%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-02 | CH34   | 15       | 4        | (11)        | 5.84%   | 10.09% | 4.26%     |
|            | CH41   | 7        | 4        | (3)         | 4.22%   | 10.03% | 5.82%     |
|            | MJR1   | 9        | 4        | (5)         | 4.28%   | 18.46% | 14.17%    |
|            | CH03   | 17       | 3        | (14)        | 7.44%   | 8.09%  | 0.65%     |
|            | PON1   | 5        | 3        | (2)         | 6.67%   | 9.44%  | 2.77%     |
|            | CH06   | 11       | 2        | (9)         | 3.67%   | 15.36% | 11.69%    |
|            | CH24   | 8        | 2        | (6)         | 7.57%   | 7.62%  | 0.05%     |
|            | CH09   | 7        | 1        | (6)         | 6.29%   | -0.43% | -6.72%    |
|            | CH18   | 15       | 1        | (14)        | 2.37%   | 10.30% | 7.93%     |
|            | CH20   | 11       | 1        | (10)        | 6.16%   | 14.82% | 8.66%     |
|            | CH27   | 2        | 1        | (1)         | 11.40%  | 4.90%  | -6.50%    |
|            | CH33   | 5        | 1        | (4)         | 10.77%  | 19.02% | 8.25%     |
|            | CH44   | 11       | 1        | (10)        | 6.73%   | 21.56% | 14.82%    |
|            | GPD1   | 10       | 1        | (9)         | 6.39%   | 15.62% | 9.23%     |
|            | MC06   | 2        | 1        | (1)         | -6.89%  | 19.96% | 26.85%    |
|            | UKI1   | 9        | 1        | (8)         | 5.41%   | 21.33% | 15.92%    |
|            | CH01   |          |          |             | #Error  | #Error | #Error    |
|            | CH17   | 7        |          | (7)         | 7.41%   | #Error | #Error    |
|            | CH21   | 25       |          | (25)        | 5.81%   | #Error | #Error    |
|            | CH23   | 6        |          | (6)         | 9.54%   | #Error | #Error    |
|            | CH31   | 6        |          | (6)         | 6.62%   | #Error | #Error    |
|            | CH32   | 1        |          | (1)         | 4.90%   | #Error | #Error    |
|            | CH36   | 2        |          | (2)         | 0.95%   | #Error | #Error    |
|            | CH43   | 9        |          | (9)         | 7.72%   | #Error | #Error    |
|            | CH46   | 3        |          | (3)         | 11.04%  | #Error | #Error    |
|            | MC05   |          |          |             | #Error  | #Error | #Error    |
|            | MC08   |          |          |             | #Error  | #Error | #Error    |
|            | Total  | 239      | 40       | (199)       | 6.07%   | 10.39% | 4.32%     |
| TRICHY-01  |        |          |          |             |         |        |           |
|            | JKM1   | 8        | 5        | (3)         | 8.96%   | 21.11% | 12.14%    |
|            | TRY1   | 29       | 4        | (25)        | 3.59%   | 7.78%  | 4.19%     |
|            | KIK1   | 21       | 3        | (18)        | 9.10%   | 21.17% | 12.08%    |
|            | KUM1   | 17       | 3        | (14)        | 9.67%   | 4.44%  | -5.23%    |
|            | MVM1   | 18       | 3        | (15)        | 8.29%   | 11.24% | 2.95%     |
|            | TNJ1   | 20       | 3        | (17)        | 6.90%   | 2.40%  | -4.50%    |
|            | APM1   | 4        | 2        | (2)         | 9.01%   | 10.69% | 1.68%     |
|            | AYR1   | 2        | 2        |             | -17.15% | 11.11% | 28.25%    |
|            | MDI1   | 9        | 2        | (7)         | 6.14%   | 11.72% | 5.58%     |
|            | PBR2   | 12       | 2        | (10)        | 2.82%   | 19.39% | 16.57%    |
|            | TNJ2   | 9        | 2        | (7)         | 6.99%   | 7.04%  | 0.05%     |
|            | TYR1   | 9        | 2        | (7)         | 6.27%   | 18.85% | 12.58%    |
|            | NCK1   | 5        | 1        | (4)         | 11.63%  | 18.99% | 7.36%     |
|            | NMM1   | 7        | 1        | (6)         | 12.94%  | 27.25% | 14.31%    |
|            | PDK1   | 2        | 1        | (1)         | 3.48%   | 23.82% | 20.33%    |
|            | PTK1   | 4        | 1        | (3)         | 1.27%   | 13.57% | 12.30%    |
|            | TRY2   | 1        | 1        |             | 11.54%  | 27.25% | 15.70%    |
|            | TTP1   | 4        | 1        | (3)         | 9.05%   | 10.64% | 1.59%     |
|            | TVR2   | 10       | 1        | (9)         | 9.71%   | 12.01% | 2.31%     |
|            | KRN1   | 6        |          | (6)         | 10.75%  | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| TRICHY-01   | MSI1   | 5        |          | (5)         | 16.49%  | #Error | #Error    |
|             | NGT1   | 11       |          | (11)        | 6.43%   | #Error | #Error    |
|             | ORU1   | 9        |          | (9)         | 6.13%   | #Error | #Error    |
|             | PBR1   | 3        |          | (3)         | 12.23%  | #Error | #Error    |
|             | TRY3   | 3        |          | (3)         | 12.62%  | #Error | #Error    |
|             | TVR1   | 9        |          | (9)         | 2.70%   | #Error | #Error    |
|             | Total  | 237      | 40       | (197)       | 6.59%   | 12.47% | 5.88%     |
| WEST-01     |        |          |          |             |         |        |           |
|             | WZSD   |          | 5        | 5           | #Error  | -1.53% | #Error    |
|             | CBE2   | 20       | 3        | (17)        | 5.98%   | -0.43% | -6.42%    |
|             | UMP1   | 3        | 3        |             | 4.42%   | 4.87%  | 0.45%     |
|             | AVI1   | 4        | 2        | (2)         | 5.75%   | 1.57%  | -4.19%    |
|             | CBE4   | 8        | 2        | (6)         | 5.69%   | 21.34% | 15.65%    |
|             | CBE6   | 7        | 2        | (5)         | 6.52%   | 4.38%  | -2.14%    |
|             | CNR1   | 5        | 2        | (3)         | 4.20%   | 13.28% | 9.08%     |
|             | MPM1   | 5        | 2        | (3)         | 12.64%  | 11.72% | -0.92%    |
|             | SNR1   | 5        | 2        | (3)         | 9.38%   | 10.51% | 1.13%     |
|             | CBE3   | 6        | 1        | (5)         | -3.15%  | 24.06% | 27.21%    |
|             | CBE5   | 3        | 1        | (2)         | 2.99%   | 14.30% | 11.31%    |
|             | DPM2   | 4        | 1        | (3)         | 16.23%  | 7.26%  | -8.97%    |
|             | GBM1   | 6        | 1        | (5)         | 8.38%   | 16.62% | 8.24%     |
|             | GDR1   | 4        | 1        | (3)         | 6.65%   | 20.51% | 13.86%    |
|             | KMD1   | 4        | 1        | (3)         | 2.50%   | 22.21% | 19.71%    |
|             | KMR1   | 9        | 1        | (8)         | -10.58% | 3.64%  | 14.23%    |
|             | PLI1   | 14       | 1        | (13)        | 7.44%   | 12.90% | 5.46%     |
|             | PPI1   | 7        | 1        | (6)         | 5.11%   | 6.90%  | 1.80%     |
|             | SUL1   | 4        | 1        | (3)         | 5.97%   | 25.95% | 19.98%    |
|             | TPR2   | 9        | 1        | (8)         | 9.68%   | 5.40%  | -4.28%    |
|             | ANR1   | 3        |          | (3)         | 6.07%   | #Error | #Error    |
|             | CBE1   | 6        |          | (6)         | 5.18%   | #Error | #Error    |
|             | KGI1   | 4        |          | (4)         | 6.14%   | #Error | #Error    |
|             | KGM1   | 2        |          | (2)         | 5.45%   | #Error | #Error    |
|             | PDM1   | 10       |          | (10)        | 6.95%   | #Error | #Error    |
|             | SYM2   | 3        |          | (3)         | 7.36%   | #Error | #Error    |
|             | TPR1   | 10       |          | (10)        | 5.51%   | #Error | #Error    |
|             | TPR3   | 8        |          | (8)         | 12.63%  | #Error | #Error    |
|             | TPR4   | 5        |          | (5)         | 11.11%  | #Error | #Error    |
|             | UAM1   | 24       |          | (24)        | 1.81%   | #Error | #Error    |
|             | Total  | 202      | 34       | (168)       | 4.66%   | 6.74%  | 2.08%     |
| SOUTH ARCOT |        |          |          |             |         |        |           |
|             | CDM1   | 12       | 4        | (8)         | 8.74%   | 11.05% | 2.31%     |
|             | VCM1   | 5        | 4        | (1)         | -6.61%  | 6.90%  | 13.51%    |
|             | POY2   | 12       | 3        | (9)         | 4.70%   | 2.74%  | -1.97%    |
|             | SJI1   | 8        | 3        | (5)         | 7.08%   | 15.56% | 8.48%     |
|             | CUD1   | 18       | 2        | (16)        | 2.93%   | 22.95% | 20.02%    |
|             | KKI2   | 5        | 2        | (3)         | 6.16%   | 16.75% | 10.59%    |
|             | NVL2   | 7        | 2        | (5)         | -3.55%  | 11.63% | 15.18%    |
|             | VPM2   | 10       | 2        | (8)         | 0.96%   | 5.43%  | 4.47%     |
|             | PRT1   | 7        | 1        | (6)         | 11.40%  | 24.06% | 12.66%    |
|             | STP1   | 7        | 1        | (6)         | 6.33%   | 23.14% | 16.81%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH ARCOT   | TRK1   | 11       | 1        | (10)        | 7.11%   | 21.68% | 14.57%    |
|               | TVM2   | 4        | 1        | (3)         | 3.27%   | 7.09%  | 3.82%     |
|               | ULP1   | 17       | 1        | (16)        | 8.17%   | 19.03% | 10.86%    |
|               | KLM1   | 11       |          | (11)        | 6.29%   | #Error | #Error    |
|               | KML1   | 9        |          | (9)         | -5.91%  | #Error | #Error    |
|               | MKM1   | 4        |          | (4)         | 8.71%   | #Error | #Error    |
|               | POY1   | 7        |          | (7)         | 2.94%   | #Error | #Error    |
|               | TDM1   | 8        |          | (8)         | 7.17%   | #Error | #Error    |
|               | TVM1   | 1        |          | (1)         | 11.54%  | #Error | #Error    |
|               | VPM1   | 4        |          | (4)         | 7.34%   | #Error | #Error    |
|               | Total  | 167      | 27       | (140)       | 4.21%   | 11.74% | 7.53%     |
|               |        |          |          |             |         |        |           |
| VIJAYAWADA-01 | CRL1   | 1        | 4        | 3           | 5.43%   | 5.07%  | -0.36%    |
|               | RAL1   | 3        | 3        |             | 9.53%   | 17.68% | 8.16%     |
|               | CKT1   | 5        | 2        | (3)         | 8.14%   | 16.48% | 8.34%     |
|               | GNT1   | 4        | 2        | (2)         | -4.93%  | -0.88% | 4.06%     |
|               | GNT2   | 2        | 2        |             | 7.52%   | 17.71% | 10.20%    |
|               | PAP1   | 3        | 2        | (1)         | 7.78%   | 10.92% | 3.14%     |
|               | TNK1   | 1        | 2        | 1           | 9.20%   | 1.28%  | -7.92%    |
|               | GDV1   | 3        | 1        | (2)         | 8.92%   | 5.92%  | -3.00%    |
|               | GVM1   | 3        | 1        | (2)         | 8.85%   | 19.16% | 10.31%    |
|               | JPT1   | 3        | 1        | (2)         | 9.94%   | -0.05% | -9.99%    |
|               | MTM1   | 2        | 1        | (1)         | -2.47%  | 3.22%  | 5.70%     |
|               | NRT1   | 10       | 1        | (9)         | 6.31%   | 19.12% | 12.81%    |
|               | OGL1   | 3        | 1        | (2)         | 14.57%  | 6.22%  | -8.35%    |
|               | TEL1   | 2        | 1        | (1)         | 16.35%  | 20.21% | 3.86%     |
|               | VJW1   | 13       | 1        | (12)        | -2.83%  | -6.83% | -3.99%    |
|               | VKN1   | 4        | 1        | (3)         | 10.20%  | 33.46% | 23.26%    |
|               | VUY1   | 1        | 1        |             | 5.36%   | 5.41%  | 0.06%     |
|               | AMP1   | 1        |          | (1)         | 1.12%   | #Error | #Error    |
|               | BPP1   |          |          |             | #Error  | #Error | #Error    |
|               | BVR1   | 2        |          | (2)         | 5.93%   | #Error | #Error    |
|               | DPE1   | 2        |          | (2)         | 1.12%   | #Error | #Error    |
|               | ELU1   | 3        |          | (3)         | 5.53%   | #Error | #Error    |
|               | JGG1   | 2        |          | (2)         | 0.35%   | #Error | #Error    |
|               | KDR1   | 1        |          | (1)         | 5.34%   | #Error | #Error    |
|               | KND1   | 1        |          | (1)         | 14.59%  | #Error | #Error    |
|               | PNR1   | 1        |          | (1)         | 3.58%   | #Error | #Error    |
|               | PPM1   |          |          |             | #Error  | #Error | #Error    |
|               | PRL1   |          |          |             | #Error  | #Error | #Error    |
|               | RMV1   | 2        |          | (2)         | 9.20%   | #Error | #Error    |
|               | TDD1   | 1        |          | (1)         | -5.17%  | #Error | #Error    |
|               | TVU1   |          |          |             | #Error  | #Error | #Error    |
|               | VJW2   | 2        |          | (2)         | 5.35%   | #Error | #Error    |
|               | VJW3   | 4        |          | (4)         | 1.68%   | #Error | #Error    |
|               | VJW4   | 10       |          | (10)        | -11.93% | #Error | #Error    |
|               | VJW5   | 1        |          | (1)         | 4.93%   | #Error | #Error    |
|               | Total  | 96       | 27       | (69)        | 3.92%   | 8.93%  | 5.01%     |
|               |        |          |          |             |         |        |           |
| NORTH ARCOT   |        |          |          |             |         |        |           |
|               | AKM1   | 7        | 3        | (4)         | 8.37%   | 8.05%  | -0.32%    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| NORTH ARCOT | WJP1   | 5        | 3        | (2)         | 7.61%   | 11.67% | 4.06%     |
|             | GDM1   | 8        | 2        | (6)         | 4.05%   | 16.55% | 12.50%    |
|             | KPM2   | 15       | 2        | (13)        | 2.15%   | 7.88%  | 5.73%     |
|             | SBR1   | 8        | 2        | (6)         | 7.65%   | 8.51%  | 0.87%     |
|             | TRT1   | 3        | 2        | (1)         | 6.90%   | 10.67% | 3.76%     |
|             | VEL2   | 13       | 2        | (11)        | 10.50%  | 12.35% | 1.85%     |
|             | VNB1   | 4        | 2        | (2)         | 9.23%   | 11.55% | 2.32%     |
|             | ANI1   | 5        | 1        | (4)         | 10.56%  | 14.35% | 3.78%     |
|             | CGM1   | 6        | 1        | (5)         | 7.02%   | 5.42%  | -1.61%    |
|             | CPT1   | 8        | 1        | (7)         | -11.51% | 4.58%  | 16.08%    |
|             | SLG1   |          | 1        | 1           | #Error  | 1.65%  | #Error    |
|             | TRL1   | 21       | 1        | (20)        | 5.14%   | 16.51% | 11.37%    |
|             | TRR1   | 4        | 1        | (3)         | 5.91%   | 8.58%  | 2.67%     |
|             | VSI1   | 4        | 1        | (3)         | 15.03%  | 16.51% | 1.48%     |
|             | WJD1   | 4        | 1        | (3)         | 6.98%   | 15.18% | 8.20%     |
|             | ABR1   | 8        |          | (8)         | -0.83%  | #Error | #Error    |
|             | ARC2   | 10       |          | (10)        | 7.78%   | #Error | #Error    |
|             | BGR1   | 2        |          | (2)         | 7.01%   | #Error | #Error    |
|             | CYR1   | 5        |          | (5)         | 7.01%   | #Error | #Error    |
|             | KPM1   | 6        |          | (6)         | 7.63%   | #Error | #Error    |
|             | PLR1   | 2        |          | (2)         | 7.89%   | #Error | #Error    |
|             | PTU1   | 2        |          | (2)         | -0.08%  | #Error | #Error    |
|             | UGI1   | 5        |          | (5)         | 8.63%   | #Error | #Error    |
|             | VEL1   | 3        |          | (3)         | 1.57%   | #Error | #Error    |
|             | Total  | 158      | 26       | (132)       | 5.30%   | 11.20% | 5.90%     |
| WEST-02     | SLM1   | 16       | 4        | (12)        | 4.79%   | 11.18% | 6.39%     |
|             | BMD1   | 7        | 2        | (5)         | 14.71%  | 21.74% | 7.03%     |
|             | PLC1   | 1        | 2        | 1           | 4.90%   | 8.86%  | 3.96%     |
|             | TCG1   | 7        | 2        | (5)         | -2.01%  | 11.43% | 13.44%    |
|             | APN1   | 9        | 1        | (8)         | 8.41%   | 19.04% | 10.63%    |
|             | ATU1   | 13       | 1        | (12)        | 8.25%   | 19.91% | 11.66%    |
|             | CMI1   | 2        | 1        | (1)         | 6.41%   | 11.48% | 5.07%     |
|             | ERD1   | 11       | 1        | (10)        | 7.11%   | 2.18%  | -4.94%    |
|             | ERD2   | 11       | 1        | (10)        | 6.72%   | 23.04% | 16.32%    |
|             | HRR1   | 3        | 1        | (2)         | 12.39%  | 18.84% | 6.45%     |
|             | HSR1   | 9        | 1        | (8)         | 5.55%   | 6.36%  | 0.80%     |
|             | HSR2   | 21       | 1        | (20)        | 1.95%   | -6.69% | -8.64%    |
|             | KRI1   | 5        | 1        | (4)         | 3.37%   | 7.02%  | 3.65%     |
|             | MTR1   | 4        | 1        | (3)         | 6.46%   | 7.09%  | 0.63%     |
|             | PDR1   | 4        | 1        | (3)         | 1.77%   | 10.45% | 8.68%     |
|             | SLM2   | 13       | 1        | (12)        | 5.26%   | 10.34% | 5.07%     |
|             | VKL1   | 3        | 1        | (2)         | 5.72%   | 25.66% | 19.93%    |
|             | DPR1   | 6        |          | (6)         | 1.03%   | #Error | #Error    |
|             | DPR2   | 6        |          | (6)         | 2.81%   | #Error | #Error    |
|             | EDP1   | 10       |          | (10)        | 4.44%   | #Error | #Error    |
|             | EPI1   | 5        |          | (5)         | 6.58%   | #Error | #Error    |
|             | KMM1   | 2        |          | (2)         | 6.89%   | #Error | #Error    |
|             | KVP1   | 2        |          | (2)         | 8.52%   | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02     | MCR1   | 11       |          | (11)        | 11.47% | #Error | #Error    |
|             | NKL2   | 7        |          | (7)         | 2.56%  | #Error | #Error    |
|             | OML1   | 7        |          | (7)         | -5.06% | #Error | #Error    |
|             | PMP1   | 7        |          | (7)         | 4.46%  | #Error | #Error    |
|             | RSP1   | 9        |          | (9)         | 8.15%  | #Error | #Error    |
|             | SGG1   | 2        |          | (2)         | 5.63%  | #Error | #Error    |
|             | SGI1   | 10       |          | (10)        | 2.34%  | #Error | #Error    |
|             | SLM3   | 10       |          | (10)        | 1.70%  | #Error | #Error    |
|             | TRM1   | 4        |          | (4)         | 10.20% | #Error | #Error    |
|             | VPD1   | 11       |          | (11)        | 8.45%  | #Error | #Error    |
|             | Total  | 248      | 23       | (225)       | 5.11%  | 9.65%  | 4.54%     |
| TIRUPATI-01 |        |          |          |             |        |        |           |
|             | TPY2   | 5        | 3        | (2)         | -0.31% | 9.36%  | 9.67%     |
|             | ATP1   | 2        | 2        |             | 11.33% | 4.79%  | -6.54%    |
|             | CTO1   | 6        | 2        | (4)         | 10.92% | 12.94% | 2.01%     |
|             | KNL1   | 1        | 2        | 1           | 9.20%  | 19.31% | 10.11%    |
|             | RJP1   | 3        | 2        | (1)         | 12.02% | 15.33% | 3.31%     |
|             | GTL1   | 2        | 1        | (1)         | 11.76% | 11.75% | 0.00%     |
|             | KDA1   | 3        | 1        | (2)         | 2.73%  | 14.43% | 11.69%    |
|             | KHT1   | 2        | 1        | (1)         | 5.45%  | 5.92%  | 0.47%     |
|             | KNL2   | 2        | 1        | (1)         | 1.75%  | 4.16%  | 2.42%     |
|             | KVL1   | 2        | 1        | (1)         | -2.37% | 12.90% | 15.27%    |
|             | NDL1   | 9        | 1        | (8)         | 10.16% | 4.42%  | -5.74%    |
|             | NLR1   | 1        | 1        |             | 8.74%  | 7.88%  | -0.86%    |
|             | PGR1   | 2        | 1        | (1)         | 5.35%  | -8.93% | -14.28%   |
|             | PMR1   | 1        | 1        |             | 5.75%  | 8.63%  | 2.88%     |
|             | SPE1   | 3        | 1        | (2)         | 11.33% | 22.95% | 11.62%    |
|             | TPY1   | 3        | 1        | (2)         | 4.50%  | 15.29% | 10.79%    |
|             | ADI1   | 3        |          | (3)         | 2.97%  | #Error | #Error    |
|             | BVL1   | 1        |          | (1)         | 18.90% | #Error | #Error    |
|             | DHN1   | 5        |          | (5)         | 5.54%  | #Error | #Error    |
|             | KOU1   | 2        |          | (2)         | 6.73%  | #Error | #Error    |
|             | MPL1   | 5        |          | (5)         | 1.57%  | #Error | #Error    |
|             | NYP1   | 2        |          | (2)         | 0.53%  | #Error | #Error    |
|             | PDT1   | 7        |          | (7)         | 3.94%  | #Error | #Error    |
|             | PIL1   | 1        |          | (1)         | 5.38%  | #Error | #Error    |
|             | PUT1   | 2        |          | (2)         | 11.48% | #Error | #Error    |
|             | RCY1   | 4        |          | (4)         | 12.33% | #Error | #Error    |
|             | TPI1   | 2        |          | (2)         | 8.51%  | #Error | #Error    |
|             | VKI1   | 1        |          | (1)         | 4.93%  | #Error | #Error    |
|             | Total  | 82       | 22       | (60)        | 6.03%  | 9.89%  | 3.85%     |
| KL-SOUTH    |        |          |          |             |        |        |           |
|             | PAS1   | 8        | 12       | 4           | -3.19% | -0.88% | 2.31%     |
|             | TVP1   | 13       | 7        | (6)         | 5.86%  | 8.67%  | 2.82%     |
|             | KLR1   | 4        | 2        | (2)         | 8.58%  | 1.79%  | -6.78%    |
|             | Total  | 25       | 21       | (4)         | 2.80%  | 2.38%  | -0.42%    |
|             | Total  | 2191     | 432      | (1759)      | 5.18%  | 9.29%  | 4.11%     |