

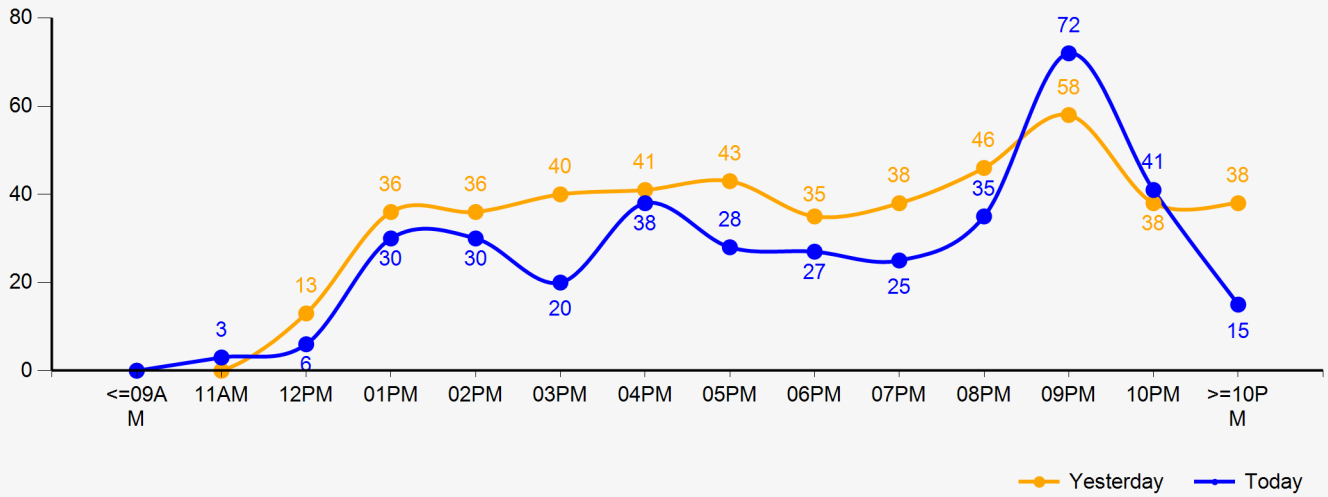
YD Sales : 462

YD GP%: 10.13%

TD Sales : 370

TD GP%: 10.53%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03      | 55       | 56       | 1           | 8.44%  | 8.68%  | 0.25%     |
| SOUTH-01      | 68       | 55       | (13)        | 10.44% | 10.36% | -0.07%    |
| TRICHY-01     | 66       | 54       | (12)        | 9.47%  | 12.27% | 2.80%     |
| WEST-02       | 31       | 36       | 5           | 9.22%  | 14.60% | 5.38%     |
| CHENNAI-02    | 39       | 32       | (7)         | 11.56% | 8.31%  | -3.25%    |
| WEST-01       | 42       | 32       | (10)        | 9.24%  | 14.85% | 5.61%     |
| CHENNAI-01    | 46       | 30       | (16)        | 14.62% | 9.46%  | -5.16%    |
| VIJAYAWADA-01 | 29       | 24       | (5)         | 3.99%  | 9.63%  | 5.65%     |
| SOUTH ARCOT   | 30       | 19       | (11)        | 14.36% | 6.69%  | -7.67%    |
| NORTH ARCOT   | 31       | 17       | (14)        | 13.66% | 12.88% | -0.78%    |
| TIRUPATI-01   | 21       | 11       | (10)        | 8.14%  | 13.39% | 5.26%     |
| KL-SOUTH      | 4        | 4        |             | 15.53% | -5.07% | -20.60%   |
| Total         | 462      | 370      | (92)        | 10.13% | 10.53% | 0.40%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | DGL1   | 3        | 5        | 2           | 3.61%  | 4.15%  | 0.54%     |
|            | ATG1   | 4        | 4        |             | 6.14%  | 13.98% | 7.85%     |
|            | MDU1   | 6        | 4        | (2)         | 1.66%  | 2.85%  | 1.19%     |
|            | MLR1   | 2        | 4        | 2           | 13.76% | 9.21%  | -4.56%    |
|            | TMM1   | 1        | 4        | 3           | 14.33% | 6.62%  | -7.71%    |
|            | MDU2   | 3        | 3        |             | 8.90%  | 1.69%  | -7.21%    |
|            | PVI1   |          | 3        | 3           | 39.29% | 5.70%  | -33.59%   |
|            | CBM1   | 1        | 2        | 1           | 1.88%  | 15.57% | 13.70%    |
|            | DGL2   | 4        | 2        | (2)         | 5.25%  | 9.27%  | 4.02%     |
|            | KPT1   |          | 2        | 2           | #Error | 6.44%  | #Error    |
|            | MDU5   | 1        | 2        | 1           | 23.36% | 16.66% | -6.70%    |
|            | MPA1   | 1        | 2        | 1           | 9.68%  | 10.68% | 1.00%     |
|            | NTM1   | 2        | 2        |             | 14.83% | 10.91% | -3.92%    |
|            | TEN2   | 5        | 2        | (3)         | 15.64% | -0.23% | -15.87%   |
|            | TPT1   | 1        | 2        | 1           | 11.66% | 28.52% | 16.86%    |
|            | ADP1   | 1        | 1        |             | 10.42% | 10.39% | -0.03%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-03   | BTU1   | 1        | 1        |             | 13.26%  | -3.92% | -17.18%   |
|            | KKD2   | 2        | 1        | (1)         | 18.15%  | 11.66% | -6.49%    |
|            | KRR1   |          | 1        | 1           | #Error  | 6.02%  | #Error    |
|            | MDU4   | 3        | 1        | (2)         | 13.80%  | 12.70% | -1.10%    |
|            | MDU6   | 2        | 1        | (1)         | 8.34%   | 22.21% | 13.87%    |
|            | MNM1   |          | 1        | 1           | #Error  | 13.82% | #Error    |
|            | NKI1   | 3        | 1        | (2)         | 6.64%   | 35.18% | 28.54%    |
|            | ODM1   |          | 1        | 1           | #Error  | 9.23%  | #Error    |
|            | PKM1   | 1        | 1        |             | 5.79%   | 14.33% | 8.54%     |
|            | PNI1   |          | 1        | 1           | #Error  | 14.39% | #Error    |
|            | PNV1   | 1        | 1        |             | 6.67%   | 14.49% | 7.82%     |
|            | SVG1   |          | 1        | 1           | -3.60%  | 22.91% | 26.52%    |
|            | TDI1   |          | 1        | 1           | #Error  | 11.02% | #Error    |
|            | USL1   | 2        | 1        | (1)         | 6.86%   | -3.32% | -10.17%   |
|            | BNR1   |          |          |             | 100.00% | #Error | #Error    |
|            | CMR1   |          |          |             | #Error  | #Error | #Error    |
|            | DKI1   | 2        |          | (2)         | 11.66%  | #Error | #Error    |
|            | TEN1   | 1        |          | (1)         | 10.35%  | #Error | #Error    |
|            | MDU3   | 2        | (1)      | (3)         | 0.10%   | 14.52% | 14.42%    |
|            | SGP1   |          | (1)      | (1)         | #Error  | 22.82% | #Error    |
|            | Total  | 55       | 56       | 1           | 8.44%   | 8.68%  | 0.25%     |
| SOUTH-01   | TVL1   | 8        | 6        | (2)         | 6.44%   | 13.44% | 6.99%     |
|            | ASM1   | 1        | 3        | 2           | 15.56%  | 18.97% | 3.41%     |
|            | KVT1   | 4        | 3        | (1)         | 18.71%  | 14.57% | -4.14%    |
|            | MAR1   | 2        | 3        | 1           | 7.87%   | 10.38% | 2.51%     |
|            | NGR1   |          | 3        | 3           | #Error  | -3.88% | #Error    |
|            | PKD1   | 7        | 3        | (4)         | 11.06%  | 16.95% | 5.88%     |
|            | RPM1   | 3        | 3        |             | 11.12%  | 8.89%  | -2.23%    |
|            | TCN1   | 5        | 3        | (2)         | 6.45%   | 7.98%  | 1.53%     |
|            | TUT1   | 3        | 3        |             | 10.94%  | 4.18%  | -6.75%    |
|            | TUT2   | 2        | 3        | 1           | 16.40%  | 11.44% | -4.95%    |
|            | KGL1   |          | 2        | 2           | #Error  | 7.72%  | #Error    |
|            | PDI1   | 4        | 2        | (2)         | 17.16%  | 10.07% | -7.09%    |
|            | SKD1   |          | 2        | 2           | #Error  | 6.06%  | #Error    |
|            | TKS1   | 3        | 2        | (1)         | 17.07%  | 11.66% | -5.41%    |
|            | TYI1   | 3        | 2        | (1)         | 9.82%   | 14.09% | 4.26%     |
|            | VNR1   | 2        | 2        |             | 14.92%  | 13.92% | -1.00%    |
|            | APK1   | 4        | 1        | (3)         | 15.88%  | 2.47%  | -13.41%   |
|            | ARM1   | 3        | 1        | (2)         | 1.72%   | 22.19% | 20.46%    |
|            | KYR1   | 1        | 1        |             | 19.63%  | 9.36%  | -10.27%   |
|            | RND1   |          | 1        | 1           | #Error  | 11.36% | #Error    |
|            | SDI1   | 1        | 1        |             | 13.82%  | 21.37% | 7.55%     |
|            | SGT1   | 1        | 1        |             | 5.10%   | 11.19% | 6.09%     |
|            | STU2   | 1        | 1        |             | 0.93%   | 9.25%  | 8.32%     |
|            | SVK1   | 1        | 1        |             | 12.63%  | 22.25% | 9.61%     |
|            | TKS2   | 1        | 1        |             | 12.87%  | -2.61% | -15.49%   |
|            | TKY1   |          | 1        | 1           | #Error  | 11.10% | #Error    |
|            | COL1   |          |          |             | #Error  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | ERL1   |          |          |             | #Error | #Error | #Error    |
|            | KSM1   | 1        |          | (1)         | 15.43% | #Error | #Error    |
|            | MMT1   | 2        |          | (2)         | 10.65% | #Error | #Error    |
|            | SNL1   | 1        |          | (1)         | 1.95%  | #Error | #Error    |
|            | TVL2   |          |          |             | #Error | #Error | #Error    |
|            | UDN1   |          |          |             | #Error | #Error | #Error    |
|            | VKM1   | 1        |          | (1)         | 21.70% | #Error | #Error    |
|            | VL1    | 1        |          | (1)         | 8.15%  | #Error | #Error    |
|            | VNR2   | 2        |          | (2)         | 18.13% | #Error | #Error    |
|            | Total  | 68       | 55       | (13)        | 10.44% | 10.36% | -0.07%    |
| TRICHY-01  | TNJ1   | 3        | 6        | 3           | 5.97%  | 8.76%  | 2.80%     |
|            | TRY1   | 10       | 6        | (4)         | 3.47%  | 7.86%  | 4.39%     |
|            | APM1   |          | 5        | 5           | #Error | 14.51% | #Error    |
|            | PBR2   |          | 5        | 5           | #Error | 14.25% | #Error    |
|            | KUM1   | 5        | 4        | (1)         | 9.64%  | 6.88%  | -2.76%    |
|            | MVM1   | 5        | 4        | (1)         | 12.08% | 11.66% | -0.42%    |
|            | NMM1   | 2        | 3        | 1           | 15.61% | 20.29% | 4.68%     |
|            | KIK1   | 1        | 2        | 1           | 7.27%  | 13.64% | 6.38%     |
|            | MSI1   | 1        | 2        | 1           | 0.82%  | 10.42% | 9.59%     |
|            | NCK1   | 3        | 2        | (1)         | 17.55% | 17.89% | 0.33%     |
|            | ORU1   | 2        | 2        |             | 8.86%  | 22.81% | 13.94%    |
|            | PTK1   | 2        | 2        |             | 15.71% | 11.24% | -4.47%    |
|            | AYR1   | 2        | 1        | (1)         | 4.72%  | 20.67% | 15.95%    |
|            | JKM1   |          | 1        | 1           | #Error | 8.36%  | #Error    |
|            | KRN1   | 4        | 1        | (3)         | 12.12% | 6.89%  | -5.23%    |
|            | MDI1   | 1        | 1        |             | 22.70% | 19.41% | -3.29%    |
|            | NGT1   | 3        | 1        | (2)         | 15.92% | 14.35% | -1.57%    |
|            | PDK1   | 3        | 1        | (2)         | 18.40% | 19.33% | 0.94%     |
|            | TNJ2   | 5        | 1        | (4)         | 11.05% | 12.83% | 1.78%     |
|            | TRY3   | 1        | 1        |             | 14.06% | 20.44% | 6.37%     |
|            | TVR1   | 3        | 1        | (2)         | 15.93% | 19.33% | 3.40%     |
|            | TVR2   | 4        | 1        | (3)         | 7.21%  | 16.50% | 9.30%     |
|            | TYR1   | 1        | 1        |             | 8.55%  | 7.01%  | -1.54%    |
|            | PBR1   | 2        |          | (2)         | 14.56% | #Error | #Error    |
|            | TRY2   |          |          |             | #Error | #Error | #Error    |
|            | TTP1   | 3        |          | (3)         | 12.96% | #Error | #Error    |
|            | Total  | 66       | 54       | (12)        | 9.47%  | 12.27% | 2.80%     |
| WEST-02    | SLM1   | 2        | 5        | 3           | 11.95% | 8.17%  | -3.77%    |
|            | NKL2   | 2        | 4        | 2           | 12.93% | 12.22% | -0.71%    |
|            | KVP1   | 2        | 3        | 1           | 5.71%  | 10.92% | 5.21%     |
|            | VPD1   | 1        | 3        | 2           | 21.76% | 19.38% | -2.39%    |
|            | ERD2   | 6        | 2        | (4)         | 8.51%  | 18.47% | 9.96%     |
|            | KRI1   | 1        | 2        | 1           | 12.74% | 13.43% | 0.69%     |
|            | MTR1   | 1        | 2        | 1           | 0.84%  | 21.84% | 21.00%    |
|            | PMP1   |          | 2        | 2           | #Error | 11.86% | #Error    |
|            | RSP1   | 2        | 2        |             | 20.77% | 17.24% | -3.53%    |
|            | TRM1   | 2        | 2        |             | 13.24% | 15.28% | 2.04%     |
|            | CMI1   |          | 1        | 1           | #Error | 15.86% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-02    | DPR1   | 1        | 1        |             | -10.02% | 20.45% | 30.47%    |
|            | DPR2   | 1        | 1        |             | 22.21%  | 15.61% | -6.61%    |
|            | EPI1   | (1)      | 1        | 2           | 3.36%   | 9.18%  | 5.81%     |
|            | HRR1   |          | 1        | 1           | #Error  | 16.39% | #Error    |
|            | HSR1   |          | 1        | 1           | #Error  | 7.14%  | #Error    |
|            | MCR1   | 1        | 1        |             | 22.73%  | 15.67% | -7.06%    |
|            | SLM2   |          | 1        | 1           | #Error  | 17.43% | #Error    |
|            | TCG1   |          | 1        | 1           | #Error  | 11.61% | #Error    |
|            | APN1   | 1        |          | (1)         | 22.90%  | #Error | #Error    |
|            | ATU1   | 1        |          | (1)         | 16.67%  | #Error | #Error    |
|            | BMD1   | 1        |          | (1)         | 7.09%   | #Error | #Error    |
|            | EDP1   | 1        |          | (1)         | -1.02%  | #Error | #Error    |
|            | ERD1   | 1        |          | (1)         | 22.21%  | #Error | #Error    |
|            | HSR2   | 3        |          | (3)         | 4.97%   | #Error | #Error    |
|            | KMM1   |          |          |             | #Error  | #Error | #Error    |
|            | OML1   |          |          |             | #Error  | #Error | #Error    |
|            | PDR1   |          |          |             | #Error  | #Error | #Error    |
|            | PLC1   | 1        |          | (1)         | 11.66%  | #Error | #Error    |
|            | SGG1   |          |          |             | #Error  | #Error | #Error    |
|            | SGI1   |          |          |             | #Error  | #Error | #Error    |
|            | SLM3   |          |          |             | #Error  | #Error | #Error    |
|            | VKL1   | 1        |          | (1)         | 16.73%  | #Error | #Error    |
|            | Total  | 31       | 36       | 5           | 9.22%   | 14.60% | 5.38%     |
| CHENNAI-02 |        |          |          |             |         |        |           |
|            | CH06   |          | 4        | 4           | #Error  | 5.06%  | #Error    |
|            | CH09   | 2        | 4        | 2           | 13.79%  | 9.57%  | -4.22%    |
|            | CH20   | 1        | 3        | 2           | 6.06%   | 7.27%  | 1.21%     |
|            | CH15   | 5        | 2        | (3)         | 2.47%   | -0.43% | -2.90%    |
|            | CH18   | 4        | 2        | (2)         | 11.65%  | 12.52% | 0.87%     |
|            | CH24   |          | 2        | 2           | #Error  | 8.40%  | #Error    |
|            | CH34   |          | 2        | 2           | #Error  | 8.29%  | #Error    |
|            | CH44   | 3        | 2        | (1)         | 14.47%  | 2.95%  | -11.52%   |
|            | MJR1   | 2        | 2        |             | 9.53%   | 8.57%  | -0.96%    |
|            | CH12   | 1        | 1        |             | 14.06%  | 21.75% | 7.68%     |
|            | CH17   | 4        | 1        | (3)         | 16.07%  | 17.33% | 1.26%     |
|            | CH21   | 2        | 1        | (1)         | 10.17%  | 12.66% | 2.49%     |
|            | CH23   |          | 1        | 1           | #Error  | 18.99% | #Error    |
|            | CH27   | 1        | 1        |             | 15.58%  | 15.75% | 0.17%     |
|            | CH31   |          | 1        | 1           | #Error  | 22.97% | #Error    |
|            | CH41   |          | 1        | 1           | #Error  | 10.65% | #Error    |
|            | PON1   | 3        | 1        | (2)         | 11.07%  | 22.90% | 11.82%    |
|            | UKI1   |          | 1        | 1           | 100.00% | 18.84% | -81.16%   |
|            | CH01   |          |          |             | #Error  | #Error | #Error    |
|            | CH03   | 2        |          | (2)         | 9.85%   | #Error | #Error    |
|            | CH32   |          |          |             | #Error  | #Error | #Error    |
|            | CH33   | 3        |          | (3)         | 19.09%  | #Error | #Error    |
|            | CH36   | 1        |          | (1)         | 18.36%  | #Error | #Error    |
|            | CH43   | 1        |          | (1)         | 18.76%  | #Error | #Error    |
|            | CH46   | 1        |          | (1)         | 23.25%  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|---------|-----------|
| CHENNAI-02 | GPD1   | 3        |          | (3)         | 8.40%   | #Error  | #Error    |
|            | MC05   |          |          |             | #Error  | #Error  | #Error    |
|            | MC06   |          |          |             | #Error  | #Error  | #Error    |
|            | MC08   |          |          |             | #Error  | #Error  | #Error    |
|            | Total  | 39       | 32       | (7)         | 11.56%  | 8.31%   | -3.25%    |
| WEST-01    |        |          |          |             |         |         |           |
|            | CBE2   | 5        | 4        | (1)         | 14.11%  | 15.82%  | 1.71%     |
|            | AVI1   | 1        | 3        | 2           | 18.20%  | 16.79%  | -1.41%    |
|            | CBE1   | 2        | 3        | 1           | 16.13%  | 11.97%  | -4.16%    |
|            | TPR2   |          | 3        | 3           | #Error  | 18.53%  | #Error    |
|            | UAM1   | 3        | 3        |             | 5.50%   | 13.05%  | 7.55%     |
|            | ANR1   | 1        | 2        | 1           | -14.30% | 10.78%  | 25.08%    |
|            | CBE6   | 2        | 2        |             | 9.63%   | 11.69%  | 2.05%     |
|            | KMR1   | 2        | 2        |             | -0.72%  | -10.56% | -9.84%    |
|            | MPM1   |          | 2        | 2           | #Error  | 18.05%  | #Error    |
|            | CBE3   | 1        | 1        |             | 10.69%  | 8.69%   | -2.00%    |
|            | DPM2   |          | 1        | 1           | #Error  | 21.68%  | #Error    |
|            | GBM1   | 1        | 1        |             | -4.52%  | 14.59%  | 19.11%    |
|            | GDR1   | 2        | 1        | (1)         | 18.48%  | 18.99%  | 0.51%     |
|            | KGI1   |          | 1        | 1           | #Error  | 19.95%  | #Error    |
|            | KMD1   |          | 1        | 1           | #Error  | 34.43%  | #Error    |
|            | PPI1   | 2        | 1        | (1)         | 15.95%  | 18.36%  | 2.41%     |
|            | SUL1   |          | 1        | 1           | #Error  | 9.68%   | #Error    |
|            | CBE4   | 1        |          | (1)         | 16.51%  | #Error  | #Error    |
|            | CNR1   | 1        |          | (1)         | 14.25%  | #Error  | #Error    |
|            | KGM1   | 1        |          | (1)         | 16.05%  | #Error  | #Error    |
|            | PDM1   | 2        |          | (2)         | 11.41%  | #Error  | #Error    |
|            | PLI1   | 1        |          | (1)         | 14.55%  | #Error  | #Error    |
|            | SNR1   | 2        |          | (2)         | 16.16%  | #Error  | #Error    |
|            | SYM2   | 1        |          | (1)         | 20.67%  | #Error  | #Error    |
|            | TPR1   | 7        |          | (7)         | 11.65%  | #Error  | #Error    |
|            | TPR3   | 1        |          | (1)         | 1.22%   | #Error  | #Error    |
|            | TPR4   | 1        |          | (1)         | 1.75%   | #Error  | #Error    |
|            | UMP1   | 2        |          | (2)         | 20.35%  | #Error  | #Error    |
|            | Total  | 42       | 32       | (10)        | 9.24%   | 14.85%  | 5.61%     |
| CHENNAI-01 |        |          |          |             |         |         |           |
|            | CH16   | 6        | 4        | (2)         | 15.16%  | 3.95%   | -11.21%   |
|            | CH08   | 2        | 3        | 1           | 11.46%  | 12.71%  | 1.26%     |
|            | CH11   | 1        | 3        | 2           | 18.36%  | 18.21%  | -0.15%    |
|            | CH19   | 1        | 3        | 2           | 7.44%   | 6.31%   | -1.13%    |
|            | GUD1   | 3        | 3        |             | 15.78%  | 7.36%   | -8.42%    |
|            | CGL1   |          | 2        | 2           | #Error  | 0.81%   | #Error    |
|            | CH30   |          | 2        | 2           | #Error  | 9.75%   | #Error    |
|            | MRM1   | 3        | 2        | (1)         | 15.78%  | 13.21%  | -2.57%    |
|            | CH14   | 1        | 1        |             | 8.40%   | 23.57%  | 15.16%    |
|            | CH28   | 1        | 1        |             | 22.50%  | 16.82%  | -5.68%    |
|            | CH29   |          | 1        | 1           | #Error  | 4.98%   | #Error    |
|            | CH35   | 1        | 1        |             | 6.58%   | 16.27%  | 9.69%     |
|            | CH38   | 3        | 1        | (2)         | 21.03%  | 22.16%  | 1.13%     |
|            | CH39   | 1        | 1        |             | 16.05%  | 11.66%  | -4.39%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| CHENNAI-01    | CH42   | 3        | 1        | (2)         | 15.36%  | 16.51%  | 1.15%     |
|               | WHC3   |          | 1        | 1           | #Error  | -1.46%  | #Error    |
|               | AVD1   | 3        |          | (3)         | 13.15%  | #Error  | #Error    |
|               | CH05   | 3        |          | (3)         | 9.41%   | 157.29% | 147.88%   |
|               | CH07   |          |          |             | #Error  | #Error  | #Error    |
|               | CH22   |          |          |             | #Error  | #Error  | #Error    |
|               | CH26   | 1        |          | (1)         | 16.38%  | #Error  | #Error    |
|               | CH37   | 1        |          | (1)         | 19.33%  | #Error  | #Error    |
|               | CH40   |          |          |             | #Error  | #Error  | #Error    |
|               | CH45   | 3        |          | (3)         | 12.91%  | #Error  | #Error    |
|               | CH48   | 1        |          | (1)         | 16.38%  | #Error  | #Error    |
|               | CZWH   | 1        |          | (1)         | -6.72%  | #Error  | #Error    |
|               | GUD2   | 1        |          | (1)         | 5.02%   | #Error  | #Error    |
|               | KNR1   |          |          |             | #Error  | 17.27%  | #Error    |
|               | MC02   |          |          |             | #Error  | #Error  | #Error    |
|               | MC09   |          |          |             | #Error  | #Error  | #Error    |
|               | MC10   |          |          |             | #Error  | #Error  | #Error    |
|               | SKL1   | 2        |          | (2)         | 21.01%  | #Error  | #Error    |
|               | TKM1   | 4        |          | (4)         | 18.86%  | #Error  | #Error    |
|               | Total  | 46       | 30       | (16)        | 14.62%  | 9.46%   | -5.16%    |
|               |        |          |          |             |         |         |           |
| VIJAYAWADA-01 | BVR1   | 1        | 4        | 3           | 4.99%   | 10.50%  | 5.51%     |
|               | TNK1   | 4        | 3        | (1)         | -1.62%  | 5.83%   | 7.45%     |
|               | ELU1   |          | 2        | 2           | #Error  | 6.31%   | #Error    |
|               | GNT2   |          | 2        | 2           | #Error  | 12.60%  | #Error    |
|               | JPT1   |          | 2        | 2           | #Error  | 14.50%  | #Error    |
|               | RAL1   | 2        | 2        |             | -4.06%  | 12.72%  | 16.78%    |
|               | TEL1   | 1        | 2        | 1           | -7.49%  | 5.11%   | 12.60%    |
|               | CRL1   | 1        | 1        |             | 6.14%   | 10.98%  | 4.84%     |
|               | DPE1   | 2        | 1        | (1)         | 15.40%  | 6.57%   | -8.83%    |
|               | GVM1   | 2        | 1        | (1)         | 9.92%   | 11.66%  | 1.74%     |
|               | JGG1   |          | 1        | 1           | #Error  | 14.31%  | #Error    |
|               | MTM1   |          | 1        | 1           | #Error  | 9.98%   | #Error    |
|               | NRT1   | 1        | 1        |             | 5.70%   | 16.33%  | 10.63%    |
|               | PRL1   |          | 1        | 1           | #Error  | 7.90%   | #Error    |
|               | AMP1   | 1        |          | (1)         | 14.48%  | #Error  | #Error    |
|               | BPP1   |          |          |             | #Error  | #Error  | #Error    |
|               | CKT1   | 2        |          | (2)         | 9.07%   | #Error  | #Error    |
|               | GDV1   | 1        |          | (1)         | 8.07%   | #Error  | #Error    |
|               | GNT1   |          |          |             | #Error  | #Error  | #Error    |
|               | KDR1   |          |          |             | #Error  | #Error  | #Error    |
|               | KND1   | 1        |          | (1)         | 14.49%  | #Error  | #Error    |
|               | OGL1   | 1        |          | (1)         | 20.78%  | #Error  | #Error    |
|               | PAP1   | 2        |          | (2)         | 9.67%   | #Error  | #Error    |
|               | PNR1   |          |          |             | #Error  | #Error  | #Error    |
|               | PPM1   |          |          |             | #Error  | #Error  | #Error    |
|               | RMV1   | 2        |          | (2)         | 8.59%   | #Error  | #Error    |
|               | TDD1   |          |          |             | 100.00% | #Error  | #Error    |
|               | TVU1   | 1        |          | (1)         | 16.23%  | #Error  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|--------|-----------|
| VIJAYAWADA-01 | VJW1   | 3        |          | (3)         | -3.31% | #Error | #Error    |
|               | VJW2   |          |          |             | #Error | #Error | #Error    |
|               | VJW3   |          |          |             | #Error | #Error | #Error    |
|               | VJW4   |          |          |             | #Error | #Error | #Error    |
|               | VJW5   |          |          |             | #Error | #Error | #Error    |
|               | VKN1   | 1        |          | (1)         | 18.98% | #Error | #Error    |
|               | VUY1   |          |          |             | #Error | #Error | #Error    |
|               | Total  | 29       | 24       | (5)         | 3.99%  | 9.63%  | 5.65%     |
| SOUTH ARCOT   | SJI1   |          | 4        | 4           | #Error | -2.97% | #Error    |
|               | VPM2   | (2)      | 4        | 6           | -1.88% | 6.90%  | 8.78%     |
|               | CDM1   |          | 2        | 2           | #Error | 6.84%  | #Error    |
|               | CUD1   | 3        | 2        | (1)         | 13.94% | -0.67% | -14.61%   |
|               | KKI2   | 2        | 1        | (1)         | 15.25% | 9.25%  | -6.00%    |
|               | MKM1   |          | 1        | 1           | #Error | 15.90% | #Error    |
|               | POY1   | 4        | 1        | (3)         | 10.54% | 22.95% | 12.41%    |
|               | TRK1   | 5        | 1        | (4)         | 12.55% | 15.83% | 3.28%     |
|               | TVM1   | 1        | 1        |             | 16.31% | 23.36% | 7.05%     |
|               | TVM2   |          | 1        | 1           | #Error | 14.06% | #Error    |
|               | ULP1   | 3        | 1        | (2)         | 13.43% | 7.42%  | -6.01%    |
|               | KLM1   | 1        |          | (1)         | 7.32%  | #Error | #Error    |
|               | KML1   | 2        |          | (2)         | 6.68%  | #Error | #Error    |
|               | NVL2   |          |          |             | #Error | #Error | #Error    |
|               | POY2   | 1        |          | (1)         | 6.33%  | #Error | #Error    |
|               | PRT1   | 4        |          | (4)         | 16.59% | #Error | #Error    |
|               | STP1   | 1        |          | (1)         | 12.45% | #Error | #Error    |
|               | TDM1   | 2        |          | (2)         | 16.60% | #Error | #Error    |
|               | VCM1   | 1        |          | (1)         | 14.86% | #Error | #Error    |
|               | VPM1   | 2        |          | (2)         | 13.46% | #Error | #Error    |
|               | Total  | 30       | 19       | (11)        | 14.36% | 6.69%  | -7.67%    |
| NORTH ARCOT   | ABR1   | 1        | 2        | 1           | 71.06% | 13.99% | -57.07%   |
|               | CYR1   |          | 2        | 2           | #Error | 15.81% | #Error    |
|               | KPM2   | 7        | 2        | (5)         | 9.75%  | 16.90% | 7.15%     |
|               | TRT1   | 1        | 2        | 1           | 0.82%  | 8.89%  | 8.07%     |
|               | VSI1   | 2        | 2        |             | 16.91% | 20.22% | 3.31%     |
|               | AKM1   | 4        | 1        | (3)         | 15.64% | 16.83% | 1.19%     |
|               | SLG1   |          | 1        | 1           | #Error | 15.25% | #Error    |
|               | TRL1   | 1        | 1        |             | 4.99%  | 8.13%  | 3.14%     |
|               | TRR1   | 2        | 1        | (1)         | 13.54% | 15.17% | 1.63%     |
|               | VEL1   |          | 1        | 1           | #Error | 12.28% | #Error    |
|               | VEL2   | 3        | 1        | (2)         | 18.80% | 12.45% | -6.35%    |
|               | VNB1   | 1        | 1        |             | 18.84% | 10.85% | -7.99%    |
|               | ANI1   | 1        |          | (1)         | 14.78% | #Error | #Error    |
|               | ARC2   |          |          |             | #Error | #Error | #Error    |
|               | BGR1   |          |          |             | #Error | #Error | #Error    |
|               | CGM1   | 1        |          | (1)         | 19.16% | #Error | #Error    |
|               | CPT1   | 2        |          | (2)         | 22.79% | #Error | #Error    |
|               | GDM1   | 3        |          | (3)         | 8.15%  | #Error | #Error    |
|               | KPM1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|---------|-----------|
| NORTH ARCOT | PLR1   |          |          |             | #Error | #Error  | #Error    |
|             | PTU1   |          |          |             | #Error | #Error  | #Error    |
|             | SBR1   |          |          |             | #Error | #Error  | #Error    |
|             | UGI1   | 2        |          | (2)         | 14.56% | #Error  | #Error    |
|             | WJD1   |          |          |             | #Error | #Error  | #Error    |
|             | WJP1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 31       | 17       | (14)        | 13.66% | 12.88%  | -0.78%    |
| TIRUPATI-01 | PDT1   | 1        | 2        | 1           | 19.33% | 14.70%  | -4.63%    |
|             | RJP1   |          | 2        | 2           | #Error | 14.59%  | #Error    |
|             | DHN1   | 1        | 1        |             | 14.49% | 1.84%   | -12.64%   |
|             | GTL1   |          | 1        | 1           | #Error | 16.51%  | #Error    |
|             | KNL1   | 2        | 1        | (1)         | 14.39% | 15.44%  | 1.05%     |
|             | MPL1   | 1        | 1        |             | 14.47% | 6.64%   | -7.84%    |
|             | NDL1   |          | 1        | 1           | #Error | 14.60%  | #Error    |
|             | PIL1   |          | 1        | 1           | #Error | 16.41%  | #Error    |
|             | PMR1   | 1        | 1        |             | 12.78% | 15.04%  | 2.26%     |
|             | ADI1   | 3        |          | (3)         | 6.52%  | #Error  | #Error    |
|             | ATP1   | 2        |          | (2)         | 3.28%  | #Error  | #Error    |
|             | BVL1   |          |          |             | #Error | #Error  | #Error    |
|             | CTO1   | 1        |          | (1)         | 13.13% | #Error  | #Error    |
|             | KDA1   | 1        |          | (1)         | 10.69% | #Error  | #Error    |
|             | KHT1   | 4        |          | (4)         | 1.59%  | #Error  | #Error    |
|             | KNL2   |          |          |             | #Error | #Error  | #Error    |
|             | KOU1   |          |          |             | #Error | #Error  | #Error    |
|             | NLR1   | 2        |          | (2)         | 7.18%  | #Error  | #Error    |
|             | NYP1   |          |          |             | #Error | #Error  | #Error    |
|             | PGR1   | 1        |          | (1)         | 9.98%  | #Error  | #Error    |
|             | PUT1   | 1        |          | (1)         | 22.25% | #Error  | #Error    |
|             | RCY1   |          |          |             | #Error | #Error  | #Error    |
|             | SPE1   |          |          |             | #Error | #Error  | #Error    |
|             | TPI1   |          |          |             | #Error | #Error  | #Error    |
|             | TPY1   |          |          |             | #Error | #Error  | #Error    |
|             | TPY2   |          |          |             | #Error | #Error  | #Error    |
|             | VKI1   |          |          |             | #Error | #Error  | #Error    |
|             | Total  | 21       | 11       | (10)        | 8.14%  | 13.39%  | 5.26%     |
| KL-SOUTH    | PAS1   | 1        | 2        | 1           | 14.37% | -13.03% | -27.40%   |
|             | TVP1   | 3        | 2        | (1)         | 16.33% | 12.82%  | -3.51%    |
|             | Total  | 4        | 4        |             | 15.53% | -5.07%  | -20.60%   |
|             | Total  | 462      | 370      | (92)        | 10.13% | 10.53%  | 0.40%     |