

Yest. Sales

1,492

Today. Sales

581

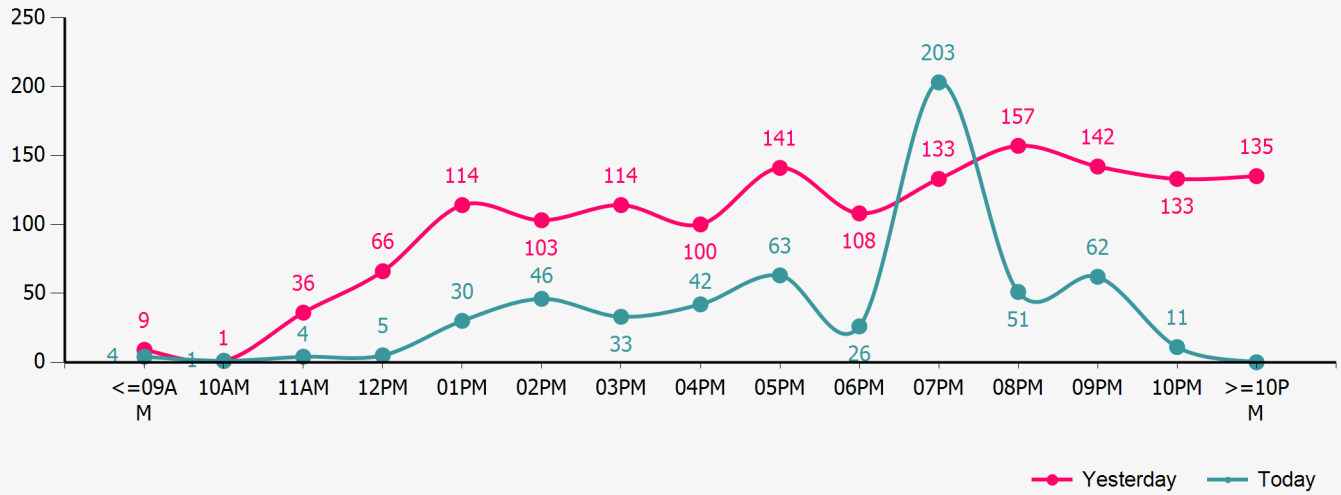
Yest. GP%

5.05%

Today GP% -

3.82%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|---------------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-02    | 224      | 154      | (70)        | 5.42%  | -40.79% | -46.21%   |
| SOUTH-03      | 84       | 66       | (18)        | 3.76%  | -6.65%  | -10.41%   |
| TRICHY-01     | 156      | 64       | (92)        | 7.02%  | 9.25%   | 2.22%     |
| SOUTH-01      | 278      | 60       | (218)       | 5.87%  | -1.54%  | -7.41%    |
| SOUTH ARCOT   | 91       | 38       | (53)        | 4.55%  | 8.31%   | 3.76%     |
| CHENNAI-01    | 173      | 35       | (138)       | 5.34%  | 0.08%   | -5.26%    |
| WEST-02       | 89       | 32       | (57)        | 7.44%  | -12.67% | -20.11%   |
| VIJAYAWADA-01 | 99       | 28       | (71)        | 0.80%  | 0.60%   | -0.20%    |
| NORTH ARCOT   | 115      | 26       | (89)        | 6.33%  | 6.76%   | 0.42%     |
| WEST-03       | 40       | 24       | (16)        | 4.39%  | -21.21% | -25.60%   |
| TIRUPATI-01   | 58       | 22       | (36)        | -0.54% | 6.34%   | 6.88%     |
| WEST-01       | 54       | 14       | (40)        | 6.92%  | 2.64%   | -4.28%    |
| KL-SOUTH      | 13       | 9        | (4)         | 1.09%  | -3.08%  | -4.18%    |
| KL-NORTH      | 15       | 7        | (8)         | -3.50% | 0.21%   | 3.70%     |
| KL-CENTRAL    | 3        | 2        | (1)         | -3.11% | 9.00%   | 12.10%    |
| HYDERABAD-01  |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| Total         | 1492     | 581      | (911)       | 5.05%  | -3.82%  | -8.88%    |

| Branch            | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|-------------------|----------|----------|-------------|--------|----------|-----------|
| <b>CHENNAI-02</b> |          |          |             |        |          |           |
| WHC3              |          | 122      | 122         | 0.00%  | -136.27% | -136.27%  |
| CH03              | 27       | 8        | (19)        | 5.91%  | 11.33%   | 5.43%     |
| CH17              | 11       | 4        | (7)         | 6.08%  | 11.88%   | 5.80%     |
| CH50              | 18       | 4        | (14)        | 5.43%  | 4.66%    | -0.77%    |
| CH43              | 5        | 3        | (2)         | 7.41%  | 12.75%   | 5.35%     |
| CH12              | 9        | 2        | (7)         | 2.72%  | 2.97%    | 0.25%     |
| CH21              | 18       | 2        | (16)        | 5.56%  | 9.84%    | 4.28%     |
| CH34              | 14       | 2        | (12)        | 6.88%  | -9.28%   | -16.16%   |
| MJR1              | 6        | 2        | (4)         | 7.91%  | 1.10%    | -6.81%    |
| CH15              | 9        | 1        | (8)         | 4.42%  | -0.19%   | -4.61%    |
| CH20              | 9        | 1        | (8)         | 2.56%  | 16.74%   | 14.18%    |

| Branch                    | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%   | TD-YD GP% |
|---------------------------|----------|----------|-------------|---------|----------|-----------|
| CH37                      | 2        | 1        | (1)         | 1.58%   | 9.37%    | 7.79%     |
| CH51                      | 9        | 1        | (8)         | 0.28%   | -20.05%  | -20.33%   |
| PON1                      | 5        | 1        | (4)         | 12.88%  | 16.89%   | 4.02%     |
| CH01                      | 1        |          | (1)         | 5.70%   | 0.00%    | -5.70%    |
| CH06                      | 5        |          | (5)         | 4.89%   | 0.00%    | -4.89%    |
| CH18                      | 10       |          | (10)        | 8.91%   | 0.00%    | -8.91%    |
| CH23                      | 5        |          | (5)         | 9.90%   | 0.00%    | -9.90%    |
| CH24                      | 4        |          | (4)         | 5.84%   | 0.00%    | -5.84%    |
| CH27                      |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| CH31                      | 3        |          | (3)         | 9.94%   | 0.00%    | -9.94%    |
| CH32                      |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| CH33                      | 10       |          | (10)        | 1.86%   | 0.00%    | -1.86%    |
| CH35                      | 5        |          | (5)         | 5.21%   | 0.00%    | -5.21%    |
| CH36                      | 8        |          | (8)         | 10.31%  | 0.00%    | -10.31%   |
| CH41                      | 11       |          | (11)        | 4.87%   | 0.00%    | -4.87%    |
| CH44                      | 13       |          | (13)        | 6.83%   | 0.00%    | -6.83%    |
| CH46                      | 2        |          | (2)         | 8.09%   | 0.00%    | -8.09%    |
| GPD1                      | 1        |          | (1)         | 11.66%  | 0.00%    | -11.66%   |
| MC05                      |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| MC06                      |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| UKI1                      | 5        |          | (5)         | 5.65%   | 0.00%    | -5.65%    |
| WCHN                      | (1)      |          | 1           | 7.71%   | 0.00%    | -7.71%    |
| <b>Total : CHENNAI-02</b> | 224      | 154      | (70)        | 5.42%   | -40.79%  | -46.21%   |
| <b>SOUTH-03</b>           |          |          |             |         |          |           |
| SZSD                      | (1)      | 27       | 28          | 22.92%  | -114.60% | -137.52%  |
| MDU1                      | 9        | 7        | (2)         | 4.80%   | 7.40%    | 2.60%     |
| DGL1                      | 4        | 5        | 1           | 3.61%   | 7.07%    | 3.45%     |
| MDU3                      | 5        | 3        | (2)         | 3.23%   | 2.05%    | -1.18%    |
| MDU7                      | 2        | 3        | 1           | -4.37%  | 12.17%   | 16.54%    |
| MDU4                      | 4        | 2        | (2)         | 7.75%   | 19.09%   | 11.34%    |
| MDU5                      | 3        | 2        | (1)         | 2.94%   | 8.48%    | 5.54%     |
| NKI1                      | 2        | 2        |             | 4.68%   | 15.60%   | 10.92%    |
| PVI1                      | 1        | 2        | 1           | 1.95%   | 8.44%    | 6.49%     |
| CBM1                      | 4        | 1        | (3)         | 12.05%  | 11.86%   | -0.19%    |
| CMR1                      | 1        | 1        |             | 3.88%   | 11.66%   | 7.78%     |
| DKI1                      | 1        | 1        |             | 7.69%   | 11.04%   | 3.35%     |
| KKD3                      | 4        | 1        | (3)         | 13.92%  | 16.89%   | 2.97%     |
| KPT1                      | 2        | 1        | (1)         | 12.89%  | 11.66%   | -1.23%    |
| MDU2                      | 1        | 1        |             | -0.23%  | 18.83%   | 19.06%    |
| MLR1                      | 3        | 1        | (2)         | 7.13%   | 17.65%   | 10.52%    |
| MNM1                      | 1        | 1        |             | 13.57%  | 2.40%    | -11.17%   |
| MPA1                      |          | 1        | 1           | 0.00%   | 8.77%    | 8.77%     |
| NTM1                      | 2        | 1        | (1)         | -10.06% | 18.57%   | 28.63%    |
| PKM1                      | 2        | 1        | (1)         | 5.93%   | 11.66%   | 5.73%     |
| TMM1                      | 2        | 1        | (1)         | -1.96%  | -1.75%   | 0.21%     |
| TPT1                      | 1        | 1        |             | 7.71%   | 11.66%   | 3.95%     |
| ADP1                      | 2        |          | (2)         | -9.55%  | 0.00%    | 9.55%     |
| ATG1                      |          |          |             | 47.05%  | 0.00%    | -47.05%   |
| BNR1                      |          |          |             | 0.00%   | 0.00%    | 0.00%     |

| Branch                   | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%   | TD-YD GP% |
|--------------------------|----------|----------|-------------|---------|----------|-----------|
| BTU1                     | 1        |          | (1)         | 13.91%  | 0.00%    | -13.91%   |
| DGL2                     | 1        |          | (1)         | 1.95%   | 0.00%    | -1.95%    |
| KRR1                     | 2        |          | (2)         | 16.28%  | 0.00%    | -16.28%   |
| KYK1                     | 1        |          | (1)         | 11.04%  | 0.00%    | -11.04%   |
| MDU6                     | 1        |          | (1)         | 2.31%   | 0.00%    | -2.31%    |
| ODM1                     |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| PNI1                     | 1        |          | (1)         | -21.61% | 0.00%    | 21.61%    |
| PNV2                     | 6        |          | (6)         | 6.40%   | 0.00%    | -6.40%    |
| SGP1                     | 1        |          | (1)         | 13.57%  | 0.00%    | -13.57%   |
| SVG1                     |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| TDI1                     | 3        |          | (3)         | 0.91%   | 0.00%    | -0.91%    |
| TEN1                     | 7        |          | (7)         | 5.65%   | 0.00%    | -5.65%    |
| TEN2                     | 2        |          | (2)         | 3.31%   | 0.00%    | -3.31%    |
| USL1                     | 3        |          | (3)         | 5.42%   | 0.00%    | -5.42%    |
| <b>Total : SOUTH-03</b>  | 84       | 66       | (18)        | 3.76%   | -6.65%   | -10.41%   |
| <b>TRICHY-01</b>         |          |          |             |         |          |           |
| TZSD                     |          | 7        | 7           | 0.00%   | -439.73% | -439.73%  |
| PBR2                     | 8        | 5        | (3)         | 8.46%   | 6.89%    | -1.58%    |
| TRY3                     | 3        | 5        | 2           | 8.61%   | 7.08%    | -1.53%    |
| KUM1                     | 7        | 4        | (3)         | 8.27%   | 13.45%   | 5.18%     |
| NGT1                     | 13       | 4        | (9)         | 10.48%  | 11.17%   | 0.69%     |
| TRY1                     | 18       | 4        | (14)        | 3.70%   | 12.36%   | 8.65%     |
| MDI1                     | 6        | 3        | (3)         | 4.47%   | 19.36%   | 14.89%    |
| MVM1                     | 8        | 3        | (5)         | 12.54%  | 11.11%   | -1.43%    |
| PTK1                     | 8        | 3        | (5)         | 9.04%   | 7.85%    | -1.20%    |
| TNJ1                     | 8        | 3        | (5)         | 13.72%  | 17.92%   | 4.21%     |
| TRY4                     | 4        | 3        | (1)         | 8.07%   | 17.70%   | 9.64%     |
| TVR1                     | 6        | 3        | (3)         | 8.33%   | 14.36%   | 6.04%     |
| TVR2                     | 6        | 3        | (3)         | -1.79%  | 8.57%    | 10.35%    |
| KUM2                     | 1        | 2        | 1           | 7.71%   | 15.47%   | 7.76%     |
| MSI1                     | 3        | 2        | (1)         | 5.98%   | 17.82%   | 11.84%    |
| PDK1                     | 4        | 2        | (2)         | 8.94%   | -7.00%   | -15.95%   |
| TTP1                     | 8        | 2        | (6)         | 7.03%   | 6.83%    | -0.20%    |
| TYR1                     | 5        | 2        | (3)         | 5.47%   | 8.62%    | 3.14%     |
| JKM1                     | 4        | 1        | (3)         | 7.01%   | 19.76%   | 12.75%    |
| KIK1                     | 10       | 1        | (9)         | 7.22%   | 19.63%   | 12.41%    |
| KRN1                     | 3        | 1        | (2)         | 15.47%  | 19.38%   | 3.92%     |
| PDK2                     | 1        | 1        |             | -19.49% | 2.79%    | 22.28%    |
| TNJ2                     | 10       | 1        | (9)         | 4.20%   | 14.84%   | 10.64%    |
| APM1                     | 1        |          | (1)         | 8.54%   | 0.00%    | -8.54%    |
| AYR1                     | 6        |          | (6)         | 6.24%   | 0.00%    | -6.24%    |
| NCK1                     |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| NMM1                     | 4        |          | (4)         | 10.40%  | 0.00%    | -10.40%   |
| ORU1                     | 2        |          | (2)         | 2.40%   | 0.00%    | -2.40%    |
| PBR1                     |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| TRY2                     |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| WTRZ                     | (1)      | (1)      |             | 15.47%  | 9.52%    | -5.95%    |
| <b>Total : TRICHY-01</b> | 156      | 64       | (92)        | 7.02%   | 9.25%    | 2.22%     |

| Branch                  | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%   | TD-YD GP% |
|-------------------------|----------|----------|-------------|---------|----------|-----------|
| <b>SOUTH-01</b>         |          |          |             |         |          |           |
| S2SD                    | 1        | 13       | 12          | 21.73%  | -188.76% | -210.48%  |
| NGR1                    | 11       | 5        | (6)         | 2.04%   | 5.54%    | 3.50%     |
| RPM1                    | 14       | 5        | (9)         | -0.01%  | 8.53%    | 8.54%     |
| KVT1                    | 19       | 4        | (15)        | 5.51%   | 0.70%    | -4.81%    |
| TKS2                    | 12       | 4        | (8)         | 2.33%   | 4.78%    | 2.44%     |
| APK2                    | 2        | 3        | 1           | -12.35% | -11.22%  | 1.12%     |
| RND2                    | 2        | 3        | 1           | 5.24%   | 11.59%   | 6.35%     |
| SKD1                    | 7        | 3        | (4)         | 1.83%   | 14.42%   | 12.59%    |
| TUT1                    | 32       | 3        | (29)        | 8.41%   | -0.53%   | -8.94%    |
| TUT2                    | 13       | 3        | (10)        | 5.48%   | 2.57%    | -2.91%    |
| TVL1                    | 22       | 3        | (19)        | 11.31%  | 7.09%    | -4.22%    |
| VNR2                    | 6        | 3        | (3)         | 10.61%  | -6.67%   | -17.29%   |
| SDI1                    | 5        | 2        | (3)         | 9.75%   | 6.77%    | -2.98%    |
| SNL1                    | 9        | 2        | (7)         | 1.86%   | 18.32%   | 16.46%    |
| KSM1                    |          | 1        | 1           | 0.00%   | 10.82%   | 10.82%    |
| KYR1                    | 4        | 1        | (3)         | 8.39%   | 18.33%   | 9.94%     |
| PDI1                    | 9        | 1        | (8)         | 7.27%   | 6.60%    | -0.67%    |
| UDN1                    | 3        | 1        | (2)         | 7.93%   | 12.60%   | 4.67%     |
| APK1                    | 5        |          | (5)         | 5.95%   | 0.00%    | -5.95%    |
| ARM1                    | 2        |          | (2)         | 6.36%   | 0.00%    | -6.36%    |
| ASM1                    | 3        |          | (3)         | 6.55%   | 0.00%    | -6.55%    |
| COL1                    | 3        |          | (3)         | 8.58%   | 0.00%    | -8.58%    |
| ERL2                    | 2        |          | (2)         | 7.65%   | 0.00%    | -7.65%    |
| KGL1                    | 3        |          | (3)         | 5.05%   | 0.00%    | -5.05%    |
| MAR1                    | 13       |          | (13)        | 3.36%   | 25.01%   | 21.65%    |
| MMT1                    | 5        |          | (5)         | 8.59%   | 0.00%    | -8.59%    |
| PKD1                    | 6        |          | (6)         | 6.77%   | 0.00%    | -6.77%    |
| RND1                    | 8        |          | (8)         | 7.04%   | 0.00%    | -7.04%    |
| SGT1                    | 2        |          | (2)         | 10.35%  | 0.00%    | -10.35%   |
| STU2                    | 1        |          | (1)         | 13.57%  | 0.00%    | -13.57%   |
| SVK1                    | 11       |          | (11)        | 6.92%   | 0.00%    | -6.92%    |
| TCN1                    | 7        |          | (7)         | -0.87%  | 0.00%    | 0.87%     |
| TKS1                    | 11       |          | (11)        | 5.96%   | 0.00%    | -5.96%    |
| TKY1                    | 4        |          | (4)         | 10.28%  | 0.00%    | -10.28%   |
| TYI1                    | 6        |          | (6)         | 1.84%   | 0.00%    | -1.84%    |
| VKM1                    | 1        |          | (1)         | 13.57%  | 0.00%    | -13.57%   |
| VLY1                    | 10       |          | (10)        | 7.76%   | 0.00%    | -7.76%    |
| VNR1                    | 5        |          | (5)         | 6.51%   | 0.00%    | -6.51%    |
| WHTV                    | (1)      |          | 1           | 11.04%  | 0.00%    | -11.04%   |
| <b>Total : SOUTH-01</b> | 278      | 60       | (218)       | 5.87%   | -1.54%   | -7.41%    |
| <b>SOUTH ARCOT</b>      |          |          |             |         |          |           |
| CUD1                    | 10       | 7        | (3)         | 5.26%   | 14.05%   | 8.79%     |
| POY1                    | 10       | 6        | (4)         | 3.51%   | 10.35%   | 6.84%     |
| SJI2                    | 4        | 5        | 1           | 4.27%   | 5.32%    | 1.04%     |
| CDM1                    | 6        | 3        | (3)         | 5.54%   | 9.11%    | 3.57%     |
| VPM2                    | 6        | 3        | (3)         | -1.26%  | -1.57%   | -0.31%    |
| MKM1                    | 1        | 2        | 1           | 5.94%   | 14.36%   | 8.41%     |
| TRK1                    | 4        | 2        | (2)         | 5.31%   | 7.01%    | 1.70%     |

| Branch                     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|----------------------------|----------|----------|-------------|--------|----------|-----------|
| VPM1                       | 2        | 2        |             | 5.44%  | 8.28%    | 2.84%     |
| KLM1                       | 7        | 1        | (6)         | 8.38%  | 9.34%    | 0.96%     |
| KML1                       | 2        | 1        | (1)         | 11.61% | 7.61%    | -4.01%    |
| NVL2                       | 4        | 1        | (3)         | 4.48%  | 11.66%   | 7.18%     |
| PRT1                       | 7        | 1        | (6)         | 6.99%  | 12.16%   | 5.17%     |
| TDM1                       | 3        | 1        | (2)         | 5.07%  | 2.07%    | -3.00%    |
| TVM1                       | 4        | 1        | (3)         | 6.00%  | 8.77%    | 2.77%     |
| TVM2                       | 4        | 1        | (3)         | -1.32% | 2.40%    | 3.72%     |
| ULP1                       | 4        | 1        | (3)         | 6.41%  | 10.06%   | 3.65%     |
| KKI2                       | 3        |          | (3)         | -1.80% | 0.00%    | 1.80%     |
| POY2                       | 4        |          | (4)         | 8.60%  | 0.00%    | -8.60%    |
| STP1                       | 3        |          | (3)         | 5.46%  | 0.00%    | -5.46%    |
| VCM1                       | 2        |          | (2)         | 9.60%  | 0.00%    | -9.60%    |
| VCM2                       | 2        |          | (2)         | 4.80%  | 0.00%    | -4.80%    |
| WHUT                       | (1)      |          | 1           | 5.94%  | 0.00%    | -5.94%    |
| <b>Total : SOUTH ARCOT</b> | 91       | 38       | (53)        | 4.55%  | 8.31%    | 3.76%     |
| <b>CHENNAI-01</b>          |          |          |             |        |          |           |
| MRM1                       | 6        | 7        | 1           | 5.19%  | 6.81%    | 1.63%     |
| CH47                       | 5        | 4        | (1)         | 8.24%  | 6.34%    | -1.90%    |
| CH49                       | 10       | 3        | (7)         | 3.10%  | 2.00%    | -1.10%    |
| CH14                       | 21       | 2        | (19)        | 4.87%  | 20.08%   | 15.21%    |
| CH16                       | 20       | 2        | (18)        | 5.22%  | -43.44%  | -48.67%   |
| CH25                       | 5        | 2        | (3)         | 7.64%  | 0.68%    | -6.96%    |
| CH28                       | 10       | 2        | (8)         | 2.82%  | -8.71%   | -11.53%   |
| CH42                       | 9        | 2        | (7)         | 8.82%  | 9.58%    | 0.76%     |
| GUD2                       |          | 2        | 2           | 0.00%  | 11.89%   | 11.89%    |
| AVD1                       | 7        | 1        | (6)         | 8.33%  | 2.40%    | -5.93%    |
| CH05                       | 13       | 1        | (12)        | 5.84%  | -4.54%   | -10.38%   |
| CH07                       | 6        | 1        | (5)         | 5.56%  | 3.00%    | -2.56%    |
| CH22                       | 4        | 1        | (3)         | -1.20% | 9.34%    | 10.54%    |
| CH26                       | 2        | 1        | (1)         | 7.29%  | 20.57%   | 13.27%    |
| CH45                       | 5        | 1        | (4)         | 4.37%  | 2.98%    | -1.40%    |
| CH48                       | 11       | 1        | (10)        | 5.70%  | 2.20%    | -3.50%    |
| GUD1                       | 5        | 1        | (4)         | 9.40%  | 2.40%    | -7.00%    |
| SKL1                       | 6        | 1        | (5)         | 2.65%  | 14.22%   | 11.57%    |
| CGL1                       | 1        |          | (1)         | 6.84%  | 0.00%    | -6.84%    |
| CH08                       | 2        |          | (2)         | 2.22%  | 0.00%    | -2.22%    |
| CH19                       | 10       |          | (10)        | 3.21%  | 0.00%    | -3.21%    |
| CH29                       |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| CH30                       | 7        |          | (7)         | 6.62%  | 0.00%    | -6.62%    |
| CH38                       | 1        |          | (1)         | 11.06% | 0.00%    | -11.06%   |
| CH39                       | 2        |          | (2)         | 9.98%  | 0.00%    | -9.98%    |
| CH40                       |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| KNR1                       | 2        |          | (2)         | 5.80%  | 0.00%    | -5.80%    |
| MC09                       |          |          |             | 0.00%  | 0.00%    | 0.00%     |
| TKM1                       | 3        |          | (3)         | 8.88%  | 0.00%    | -8.88%    |
| <b>Total : CHENNAI-01</b>  | 173      | 35       | (138)       | 5.34%  | 0.08%    | -5.26%    |
| <b>WEST-02</b>             |          |          |             |        |          |           |
| WZWH                       |          | 18       | 18          | 0.00%  | -120.73% | -120.73%  |

| Branch                 | YD Sales  | TD Sales  | TD-YD Sales | YD GP%       | TD GP%         | TD-YD GP%      |
|------------------------|-----------|-----------|-------------|--------------|----------------|----------------|
| HSR1                   | 4         | 3         | (1)         | 3.20%        | 5.93%          | 2.73%          |
| DPR1                   | 2         | 2         |             | 9.78%        | 17.11%         | 7.33%          |
| KVP1                   | 2         | 2         |             | 11.53%       | 8.51%          | -3.02%         |
| OML1                   | 5         | 2         | (3)         | 5.26%        | 15.71%         | 10.45%         |
| BMD1                   | 4         | 1         | (3)         | 11.18%       | 6.49%          | -4.69%         |
| HSR2                   | 4         | 1         | (3)         | 8.25%        | 16.89%         | 8.64%          |
| SLM1                   | 6         | 1         | (5)         | 3.03%        | 18.83%         | 15.80%         |
| TRM1                   | 3         | 1         | (2)         | 5.95%        | 10.06%         | 4.11%          |
| VPD1                   | 3         | 1         | (2)         | 8.89%        | 7.61%          | -1.29%         |
| APN1                   | 7         |           | (7)         | 3.08%        | 0.00%          | -3.08%         |
| ATU1                   | 7         |           | (7)         | 5.58%        | 0.00%          | -5.58%         |
| DPR2                   |           |           |             | 0.00%        | 0.00%          | 0.00%          |
| EDP1                   | 5         |           | (5)         | 12.19%       | 0.00%          | -12.19%        |
| EPI1                   | 5         |           | (5)         | 7.05%        | 0.00%          | -7.05%         |
| HRR1                   | 4         |           | (4)         | 10.41%       | 0.00%          | -10.41%        |
| KAM1                   | 1         |           | (1)         | 16.78%       | 0.00%          | -16.78%        |
| KRI1                   | 1         |           | (1)         | 18.16%       | 0.00%          | -18.16%        |
| MCR1                   | 3         |           | (3)         | 8.19%        | 0.00%          | -8.19%         |
| MTR1                   | 4         |           | (4)         | 10.29%       | 0.00%          | -10.29%        |
| PLC1                   | 6         |           | (6)         | 8.18%        | 0.00%          | -8.18%         |
| PMP1                   | 1         |           | (1)         | 16.56%       | 0.00%          | -16.56%        |
| PNG1                   | 5         |           | (5)         | 10.83%       | 0.00%          | -10.83%        |
| SGI1                   | 1         |           | (1)         | 11.66%       | 0.00%          | -11.66%        |
| SLM2                   | 3         |           | (3)         | 7.60%        | 0.00%          | -7.60%         |
| SLM3                   | 4         |           | (4)         | -3.92%       | 0.00%          | 3.92%          |
| WHKP                   | (1)       |           | 1           | 6.89%        | 0.00%          | -6.89%         |
| <b>Total : WEST-02</b> | <b>89</b> | <b>32</b> | <b>(57)</b> | <b>7.44%</b> | <b>-12.67%</b> | <b>-20.11%</b> |
| <b>VIJAYAWADA-01</b>   |           |           |             |              |                |                |
| OGL1                   | 3         | 3         |             | 5.10%        | -0.97%         | -6.07%         |
| NPR1                   |           | 2         | 2           | 0.00%        | 1.24%          | 1.24%          |
| PRL1                   | 6         | 2         | (4)         | 4.30%        | 8.56%          | 4.26%          |
| TDD1                   | 1         | 2         | 1           | 12.82%       | 13.25%         | 0.43%          |
| TNI1                   | 2         | 2         |             | -10.17%      | 4.34%          | 14.52%         |
| TNK1                   | 4         | 2         | (2)         | -5.91%       | 5.37%          | 11.28%         |
| VJW1                   | 3         | 2         | (1)         | 5.03%        | -1.84%         | -6.87%         |
| VJW3                   | 5         | 2         | (3)         | 2.23%        | 0.65%          | -1.58%         |
| VKN1                   | 1         | 2         | 1           | 0.58%        | 9.96%          | 9.39%          |
| BVR1                   | 8         | 1         | (7)         | -1.08%       | 8.99%          | 10.07%         |
| CKT1                   | 3         | 1         | (2)         | 4.98%        | 5.61%          | 0.63%          |
| ELU1                   | 2         | 1         | (1)         | 10.81%       | 6.14%          | -4.67%         |
| GNT1                   | 6         | 1         | (5)         | -0.82%       | -7.03%         | -6.21%         |
| GVM1                   | 1         | 1         |             | 0.58%        | -0.08%         | -0.66%         |
| TVU1                   |           | 1         | 1           | 0.00%        | 5.73%          | 5.73%          |
| VJW4                   | 1         | 1         |             | 3.83%        | 7.37%          | 3.54%          |
| VSK1                   | 7         | 1         | (6)         | -5.97%       | -25.56%        | -19.60%        |
| VUY1                   | 1         | 1         |             | 11.66%       | 11.66%         | 0.00%          |
| AMP1                   | 2         |           | (2)         | 1.74%        | 0.00%          | -1.74%         |
| BPP1                   | 1         |           | (1)         | 19.38%       | 0.00%          | -19.38%        |
| CRL1                   | 3         |           | (3)         | -0.39%       | 0.00%          | 0.39%          |

| Branch                       | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%   | TD-YD GP% |
|------------------------------|----------|----------|-------------|---------|----------|-----------|
| DPE1                         | 4        |          | (4)         | 3.43%   | 0.00%    | -3.43%    |
| GDV1                         | 1        |          | (1)         | -19.83% | 0.00%    | 19.83%    |
| GNT2                         | 1        |          | (1)         | 6.86%   | 0.00%    | -6.86%    |
| JGG1                         | 4        |          | (4)         | 7.64%   | 0.00%    | -7.64%    |
| JPT1                         | 2        |          | (2)         | 14.05%  | 0.00%    | -14.05%   |
| KND1                         | 3        |          | (3)         | 4.91%   | 0.00%    | -4.91%    |
| MTM1                         | 2        |          | (2)         | 5.08%   | 0.00%    | -5.08%    |
| NRT1                         | 5        |          | (5)         | 2.60%   | 0.00%    | -2.60%    |
| NZV1                         | 1        |          | (1)         | -19.83% | 0.00%    | 19.83%    |
| PAP1                         | 4        |          | (4)         | 9.55%   | 0.00%    | -9.55%    |
| PNR1                         |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| PPM1                         | 2        |          | (2)         | 2.10%   | 0.00%    | -2.10%    |
| RAL1                         | 3        |          | (3)         | 6.12%   | 0.00%    | -6.12%    |
| RMV1                         | 1        |          | (1)         | -1.88%  | -17.68%  | -15.80%   |
| TEL1                         | 3        |          | (3)         | 3.25%   | 0.00%    | -3.25%    |
| VJW2                         | 2        |          | (2)         | 2.79%   | 0.00%    | -2.79%    |
| VJW5                         | 1        |          | (1)         | 5.28%   | 0.00%    | -5.28%    |
| <b>Total : VIJAYAWADA-01</b> | 99       | 28       | (71)        | 0.80%   | 0.60%    | -0.20%    |
| <b>NORTH ARCOT</b>           |          |          |             |         |          |           |
| SBR1                         | 5        | 4        | (1)         | 5.41%   | -0.32%   | -5.73%    |
| VSI1                         | 5        | 4        | (1)         | 4.23%   | 9.37%    | 5.14%     |
| KPM2                         | 15       | 3        | (12)        | 4.84%   | 11.08%   | 6.25%     |
| VEL4                         | 4        | 3        | (1)         | 5.99%   | 3.40%    | -2.59%    |
| TRR1                         | 10       | 2        | (8)         | 5.59%   | 5.11%    | -0.48%    |
| ABR1                         | 3        | 1        | (2)         | 5.86%   | -1.12%   | -6.98%    |
| ANI1                         | 5        | 1        | (4)         | 12.83%  | 13.46%   | 0.63%     |
| CYR1                         | 2        | 1        | (1)         | 3.97%   | 14.03%   | 10.05%    |
| GDM1                         | 3        | 1        | (2)         | 8.86%   | 7.61%    | -1.25%    |
| KPM1                         | 2        | 1        | (1)         | 14.71%  | 9.37%    | -5.34%    |
| PLR1                         | 3        | 1        | (2)         | 7.74%   | -6.29%   | -14.03%   |
| TRT1                         | 5        | 1        | (4)         | 7.07%   | 5.70%    | -1.37%    |
| UGI1                         | 2        | 1        | (1)         | 11.90%  | 5.27%    | -6.63%    |
| VEL3                         | 4        | 1        | (3)         | 8.32%   | 6.89%    | -1.43%    |
| WJD1                         | 3        | 1        | (2)         | 8.62%   | 14.03%   | 5.40%     |
| AKM1                         | 5        |          | (5)         | 6.07%   | 0.00%    | -6.07%    |
| ARC2                         | 4        |          | (4)         | 9.52%   | 0.00%    | -9.52%    |
| BGR1                         | 2        |          | (2)         | 6.45%   | 0.00%    | -6.45%    |
| CGM1                         |          |          |             | 0.00%   | 0.00%    | 0.00%     |
| CPT1                         | 2        |          | (2)         | 8.33%   | 0.00%    | -8.33%    |
| PTU1                         | 1        |          | (1)         | 4.55%   | 0.00%    | -4.55%    |
| SLG1                         | 5        |          | (5)         | 3.59%   | 0.00%    | -3.59%    |
| TRL1                         | 6        |          | (6)         | 5.22%   | 0.00%    | -5.22%    |
| VEL1                         | 1        |          | (1)         | 6.92%   | 0.00%    | -6.92%    |
| VEL2                         | 7        |          | (7)         | 4.69%   | 0.00%    | -4.69%    |
| VNB1                         | 6        |          | (6)         | 4.04%   | 0.00%    | -4.04%    |
| WJP1                         | 5        |          | (5)         | 7.34%   | 0.00%    | -7.34%    |
| <b>Total : NORTH ARCOT</b>   | 115      | 26       | (89)        | 6.33%   | 6.76%    | 0.42%     |
| <b>WEST-03</b>               |          |          |             |         |          |           |
| W3SD                         |          | 13       | 13          | 0.00%   | -178.20% | -178.20%  |

| Branch                 | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|------------------------|----------|----------|-------------|---------|---------|-----------|
| AVI1                   | 3        | 2        | (1)         | 7.41%   | 11.92%  | 4.51%     |
| SGG1                   | 1        | 2        | 1           | 5.94%   | 13.92%  | 7.98%     |
| TPR1                   |          | 2        | 2           | 0.00%   | 2.40%   | 2.40%     |
| ERD2                   | 4        | 1        | (3)         | 9.14%   | 6.91%   | -2.23%    |
| KMM1                   | 2        | 1        | (1)         | 6.76%   | 5.70%   | -1.05%    |
| RSP1                   | 4        | 1        | (3)         | 11.19%  | 7.61%   | -3.58%    |
| SYM2                   | 1        | 1        |             | 10.64%  | 7.61%   | -3.03%    |
| TPR4                   | 3        | 1        | (2)         | -5.90%  | 19.38%  | 25.28%    |
| CMI1                   | 2        |          | (2)         | 7.65%   | 0.00%   | -7.65%    |
| ERD1                   | 5        |          | (5)         | 6.39%   | 0.00%   | -6.39%    |
| GBM1                   | 3        |          | (3)         | 6.44%   | 0.00%   | -6.44%    |
| KGM1                   | 1        |          | (1)         | 5.94%   | 0.00%   | -5.94%    |
| NKL2                   | 2        |          | (2)         | -12.04% | 0.00%   | 12.04%    |
| PDR1                   | 5        |          | (5)         | 9.15%   | 0.00%   | -9.15%    |
| TCG1                   | 1        |          | (1)         | 5.70%   | 0.00%   | -5.70%    |
| TPR2                   | 2        |          | (2)         | -4.89%  | 0.00%   | 4.89%     |
| TPR3                   | 1        |          | (1)         | 7.71%   | 0.00%   | -7.71%    |
| VKL1                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| <b>Total : WEST-03</b> | 40       | 24       | (16)        | 4.39%   | -21.21% | -25.60%   |
| <b>TIRUPATI-01</b>     |          |          |             |         |         |           |
| KNL1                   | 3        | 3        |             | 6.56%   | 13.73%  | 7.17%     |
| ATP1                   | 5        | 2        | (3)         | -4.32%  | -1.95%  | 2.37%     |
| KNL2                   | 3        | 2        | (1)         | 2.00%   | 10.25%  | 8.26%     |
| NYP1                   |          | 2        | 2           | 0.00%   | 8.44%   | 8.44%     |
| ADI1                   | 1        | 1        |             | 9.01%   | 3.50%   | -5.52%    |
| CTO1                   | 6        | 1        | (5)         | 8.06%   | 15.78%  | 7.72%     |
| DHN1                   | 2        | 1        | (1)         | 3.39%   | -4.73%  | -8.12%    |
| KDA1                   |          | 1        | 1           | 0.00%   | 2.92%   | 2.92%     |
| KHT1                   |          | 1        | 1           | 0.00%   | 11.66%  | 11.66%    |
| KVL1                   |          | 1        | 1           | 0.00%   | 10.64%  | 10.64%    |
| MPL1                   | 1        | 1        |             | -7.03%  | 6.99%   | 14.02%    |
| NDL1                   | 3        | 1        | (2)         | -1.11%  | 11.68%  | 12.79%    |
| PMR1                   | 3        | 1        | (2)         | -1.59%  | 11.79%  | 13.38%    |
| PUT1                   | 1        | 1        |             | 2.87%   | 10.83%  | 7.95%     |
| RCY1                   | 1        | 1        |             | -12.47% | 1.18%   | 13.65%    |
| TPY2                   | 3        | 1        | (2)         | 3.97%   | 3.22%   | -0.76%    |
| VKI1                   | 2        | 1        | (1)         | -0.80%  | 7.30%   | 8.10%     |
| BVL1                   | 1        |          | (1)         | 0.58%   | 0.00%   | -0.58%    |
| GTL1                   | 2        |          | (2)         | 8.16%   | 0.00%   | -8.16%    |
| KAR1                   | 3        |          | (3)         | 14.99%  | 0.00%   | -14.99%   |
| KDR1                   |          |          |             | 0.00%   | 0.00%   | 0.00%     |
| KOU1                   | 3        |          | (3)         | -0.88%  | 0.00%   | 0.88%     |
| NLR1                   | 1        |          | (1)         | 2.87%   | 0.00%   | -2.87%    |
| PDT1                   | 2        |          | (2)         | 1.94%   | 0.00%   | -1.94%    |
| PGR1                   | 1        |          | (1)         | -1.88%  | 0.00%   | 1.88%     |
| PIL1                   | 1        |          | (1)         | -19.83% | 0.00%   | 19.83%    |
| RJP1                   | 2        |          | (2)         | -0.92%  | 0.00%   | 0.92%     |
| SPE1                   | 5        |          | (5)         | -12.63% | 0.00%   | 12.63%    |
| TPI1                   | 1        |          | (1)         | -1.88%  | 0.00%   | 1.88%     |

| Branch                     | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|----------------------------|----------|----------|-------------|--------|---------|-----------|
| TPY1                       | 2        |          | (2)         | 9.72%  | 0.00%   | -9.72%    |
| <b>Total : TIRUPATI-01</b> | 58       | 22       | (36)        | -0.54% | 6.34%   | 6.88%     |
| <b>WEST-01</b>             |          |          |             |        |         |           |
| UAM1                       | 3        | 3        |             | 5.56%  | 10.13%  | 4.57%     |
| CBE2                       | 8        | 2        | (6)         | 2.75%  | 6.62%   | 3.87%     |
| KMR1                       | 7        | 2        | (5)         | 7.86%  | 1.37%   | -6.49%    |
| CBE1                       | 1        | 1        |             | 7.64%  | 19.38%  | 11.74%    |
| CBE5                       | 3        | 1        | (2)         | 13.12% | -15.34% | -28.46%   |
| DPM2                       | 1        | 1        |             | -5.77% | 7.61%   | 13.38%    |
| KGI1                       | 1        | 1        |             | 7.71%  | -6.29%  | -14.00%   |
| KMD1                       | 2        | 1        | (1)         | 5.84%  | 5.70%   | -0.14%    |
| PLI1                       | 1        | 1        |             | 7.71%  | 17.65%  | 9.94%     |
| PPI1                       | 2        | 1        | (1)         | 7.71%  | 14.31%  | 6.60%     |
| ANR1                       |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| CBE3                       | 6        |          | (6)         | 10.83% | 0.00%   | -10.83%   |
| CBE4                       | 2        |          | (2)         | 3.41%  | 0.00%   | -3.41%    |
| CBE6                       | 4        |          | (4)         | 3.36%  | 0.00%   | -3.36%    |
| CNR1                       |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| GDR1                       | 1        |          | (1)         | 5.70%  | 0.00%   | -5.70%    |
| MPM1                       | 3        |          | (3)         | 8.82%  | 0.00%   | -8.82%    |
| PDM1                       | 1        |          | (1)         | 20.27% | 0.00%   | -20.27%   |
| SNR1                       | 1        |          | (1)         | 3.47%  | 0.00%   | -3.47%    |
| SUL1                       | 5        |          | (5)         | 11.88% | 0.00%   | -11.88%   |
| UMP1                       | 3        |          | (3)         | 10.61% | 0.00%   | -10.61%   |
| WHCB                       | (1)      |          | 1           | 10.69% | 0.00%   | -10.69%   |
| <b>Total : WEST-01</b>     | 54       | 14       | (40)        | 6.92%  | 2.64%   | -4.28%    |
| <b>KL-SOUTH</b>            |          |          |             |        |         |           |
| TVP1                       | 4        | 7        | 3           | 2.99%  | -5.31%  | -8.30%    |
| PAS1                       | 4        | 5        | 1           | 2.86%  | 2.30%   | -0.56%    |
| KOM1                       | 2        | 1        | (1)         | 9.20%  | -2.69%  | -11.88%   |
| KLR1                       | 4        |          | (4)         | 2.99%  | 0.00%   | -2.99%    |
| PNL1                       |          |          |             | 0.00%  | 0.00%   | 0.00%     |
| TVSD                       | (1)      |          | 1           | 20.97% | 0.00%   | -20.97%   |
| WHTM                       |          | (4)      | (4)         | 0.00%  | 18.13%  | 18.13%    |
| <b>Total : KL-SOUTH</b>    | 13       | 9        | (4)         | 1.09%  | -3.08%  | -4.18%    |
| <b>KL-NORTH</b>            |          |          |             |        |         |           |
| KZD1                       | 10       | 5        | (5)         | -0.18% | 0.48%   | 0.66%     |
| BSY1                       | 3        | 2        | (1)         | -4.08% | 1.16%   | 5.24%     |
| KNU1                       | 2        | 1        | (1)         | -3.39% | -2.28%  | 1.12%     |
| VLC1                       | 1        |          | (1)         | 2.20%  | 0.00%   | -2.20%    |
| KZSD                       | (1)      | (1)      |             | 19.90% | -0.10%  | -20.00%   |
| <b>Total : KL-NORTH</b>    | 15       | 7        | (8)         | -3.50% | 0.21%   | 3.70%     |
| <b>KL-CENTRAL</b>          |          |          |             |        |         |           |
| KOC1                       | 3        | 2        | (1)         | -3.11% | 9.00%   | 12.10%    |
| <b>Total : KL-CENTRAL</b>  | 3        | 2        | (1)         | -3.11% | 9.00%   | 12.10%    |

| Branch                      | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-----------------------------|----------|----------|-------------|--------|--------|-----------|
| <b>HYDERABAD-01</b>         |          |          |             |        |        |           |
| HYD1                        |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| <b>Total : HYDERABAD-01</b> |          |          |             | 0.00%  | 0.00%  | 0.00%     |
| Grand Total                 | 1492     | 581      | (911)       | 5.05%  | -3.82% | -8.88%    |