

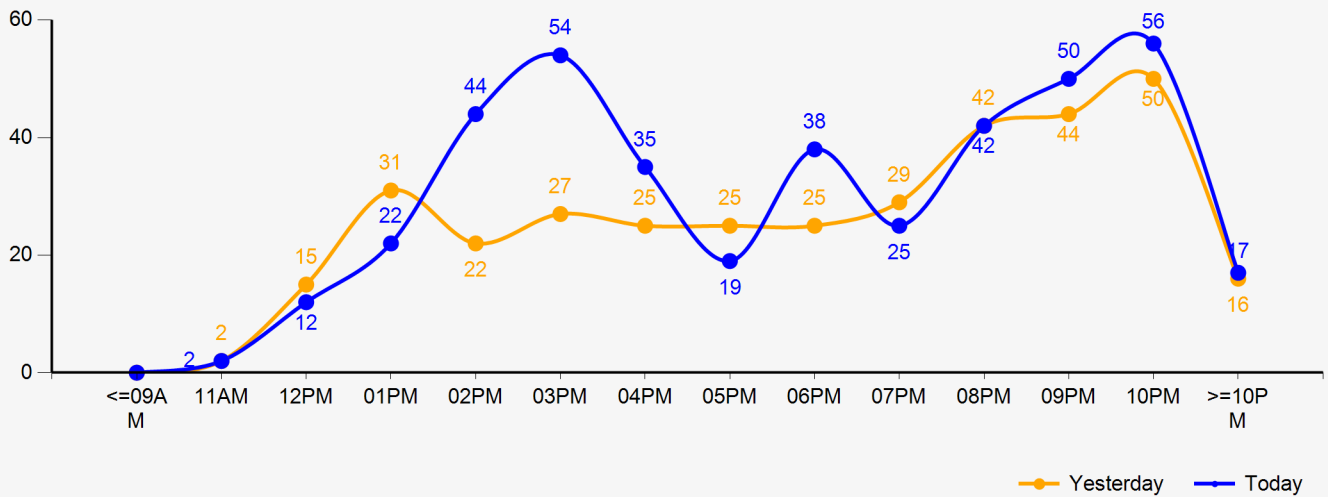
YD Sales : 353

YD GP%: 5.81%

TD Sales : 416

TD GP%: 7.50%

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      | 55       | 90       | 35          | -0.89% | 7.90%  | 8.80%     |
| CHENNAI-02    | 32       | 53       | 21          | 7.01%  | 6.77%  | -0.24%    |
| TRICHY-01     | 31       | 42       | 11          | 9.85%  | 10.37% | 0.52%     |
| CHENNAI-01    | 32       | 38       | 6           | 2.41%  | 8.57%  | 6.16%     |
| WEST-02       | 31       | 37       | 6           | 10.33% | 5.87%  | -4.46%    |
| WEST-01       | 38       | 35       | (3)         | 6.82%  | 6.46%  | -0.36%    |
| SOUTH-03      | 46       | 33       | (13)        | 4.93%  | 9.29%  | 4.36%     |
| SOUTH ARCOT   | 27       | 27       |             | 7.27%  | 8.65%  | 1.39%     |
| VIJAYAWADA-01 | 16       | 21       | 5           | 8.05%  | 4.53%  | -3.52%    |
| TIRUPATI-01   | 22       | 18       | (4)         | 8.80%  | 3.41%  | -5.39%    |
| NORTH ARCOT   | 18       | 17       | (1)         | 11.65% | 13.48% | 1.82%     |
| KL-SOUTH      | 5        | 5        |             | 14.54% | -0.50% | -15.03%   |
| Total         | 353      | 416      | 63          | 5.81%  | 7.50%  | 1.69%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | SNL1   | 2        | 25       | 23          | -4.94%  | 6.05%  | 10.99%    |
|            | UDN1   |          | 15       | 15          | #Error  | 7.12%  | #Error    |
|            | KVT1   | 4        | 5        | 1           | -20.74% | 10.26% | 31.00%    |
|            | RND1   | 2        | 5        | 3           | 17.54%  | 8.92%  | -8.62%    |
|            | NGR1   | 6        | 4        | (2)         | -1.40%  | 11.89% | 13.29%    |
|            | RPM1   | 2        | 4        | 2           | 0.05%   | 15.40% | 15.35%    |
|            | SVK1   | 1        | 4        | 3           | 22.82%  | 13.97% | -8.85%    |
|            | TUT1   | 3        | 4        | 1           | 5.66%   | 13.45% | 7.79%     |
|            | ASM1   | 1        | 3        | 2           | 14.50%  | 1.29%  | -13.22%   |
|            | TKS1   | 2        | 3        | 1           | 11.19%  | 8.64%  | -2.55%    |
|            | MAR1   | 3        | 2        | (1)         | 5.72%   | 16.47% | 10.75%    |
|            | TKS2   |          | 2        | 2           | 2.40%   | 18.07% | 15.67%    |
|            | TVL1   | 3        | 2        | (1)         | 7.58%   | -3.17% | -10.75%   |
|            | VLY1   |          | 2        | 2           | #Error  | 20.71% | #Error    |
|            | APK1   | 4        | 1        | (3)         | 9.96%   | 14.91% | 4.95%     |
|            | ARM1   | 1        | 1        |             | 20.26%  | 3.52%  | -16.74%   |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | KYR1   |          | 1        | 1           | #Error | 14.43% | #Error    |
|            | MMT1   |          | 1        | 1           | #Error | 19.33% | #Error    |
|            | PDI1   | 3        | 1        | (2)         | 9.26%  | 20.93% | 11.67%    |
|            | PKD1   | 1        | 1        |             | 12.95% | 4.09%  | -8.86%    |
|            | SGT1   |          | 1        | 1           | #Error | 15.64% | #Error    |
|            | TCN1   |          | 1        | 1           | #Error | 18.45% | #Error    |
|            | TUT2   | 2        | 1        | (1)         | 3.90%  | 10.16% | 6.26%     |
|            | VNR1   | 2        | 1        | (1)         | 11.80% | -8.27% | -20.07%   |
|            | COL1   |          |          |             | #Error | #Error | #Error    |
|            | ERL1   | 1        |          | (1)         | 15.41% | #Error | #Error    |
|            | KGL1   |          |          |             | #Error | #Error | #Error    |
|            | KSM1   |          |          |             | #Error | #Error | #Error    |
|            | SDI1   | 2        |          | (2)         | -3.58% | #Error | #Error    |
|            | STU2   |          |          |             | #Error | #Error | #Error    |
|            | TKY1   | 1        |          | (1)         | 18.40% | #Error | #Error    |
|            | TVL2   | 3        |          | (3)         | 6.86%  | #Error | #Error    |
|            | TYI1   | 2        |          | (2)         | 1.45%  | #Error | #Error    |
|            | VKM1   |          |          |             | 7.38%  | #Error | #Error    |
|            | VNR2   | 4        |          | (4)         | 1.39%  | #Error | #Error    |
|            | Total  | 55       | 90       | 35          | -0.89% | 7.90%  | 8.80%     |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH12   |          | 6        | 6           | #Error | 3.92%  | #Error    |
|            | CH03   | 5        | 5        |             | 8.27%  | 10.54% | 2.27%     |
|            | CH09   |          | 4        | 4           | #Error | 6.51%  | #Error    |
|            | CH18   |          | 4        | 4           | #Error | 10.97% | #Error    |
|            | CH21   | 1        | 4        | 3           | 10.12% | 6.10%  | -4.02%    |
|            | CH44   | 3        | 4        | 1           | 11.79% | 4.15%  | -7.64%    |
|            | CH24   | 4        | 3        | (1)         | 17.31% | 13.41% | -3.90%    |
|            | CH31   | 2        | 3        | 1           | 5.05%  | 8.79%  | 3.73%     |
|            | PON1   | 1        | 3        | 2           | 22.90% | 12.98% | -9.92%    |
|            | CH15   | 1        | 2        | 1           | 4.30%  | -2.45% | -6.75%    |
|            | CH20   |          | 2        | 2           | #Error | 5.40%  | #Error    |
|            | CH23   |          | 2        | 2           | #Error | 16.82% | #Error    |
|            | CH41   |          | 2        | 2           | 9.76%  | 11.41% | 1.66%     |
|            | MJR1   | 2        | 2        |             | 18.27% | -2.32% | -20.59%   |
|            | UKI1   | 2        | 2        |             | 16.40% | 21.95% | 5.55%     |
|            | CH06   | 4        | 1        | (3)         | 10.95% | 14.80% | 3.86%     |
|            | CH17   | 1        | 1        |             | 16.02% | 22.95% | 6.93%     |
|            | CH34   | 1        | 1        |             | 4.99%  | 23.37% | 18.38%    |
|            | CH43   |          | 1        | 1           | #Error | 18.45% | #Error    |
|            | GPD1   | 1        | 1        |             | -9.67% | 14.65% | 24.33%    |
|            | CH01   |          |          |             | #Error | #Error | #Error    |
|            | CH27   | 1        |          | (1)         | 6.64%  | #Error | #Error    |
|            | CH32   | 3        |          | (3)         | 23.15% | #Error | #Error    |
|            | CH33   |          |          |             | #Error | #Error | #Error    |
|            | CH36   |          |          |             | #Error | #Error | #Error    |
|            | CH46   |          |          |             | #Error | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   |          |          |             | #Error | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-02 | MC08   |          |          |             | #Error  | #Error | #Error    |
|            | Total  | 32       | 53       | 21          | 7.01%   | 6.77%  | -0.24%    |
| TRICHY-01  |        |          |          |             |         |        |           |
|            | TNJ1   | 5        | 5        |             | 11.36%  | 3.73%  | -7.62%    |
|            | TNJ2   | 3        | 5        | 2           | 16.22%  | 12.87% | -3.35%    |
|            | KUM1   | 2        | 4        | 2           | 9.16%   | 9.58%  | 0.43%     |
|            | TTP1   | 2        | 3        | 1           | 15.66%  | 22.93% | 7.27%     |
|            | TVR2   | 3        | 3        |             | 9.74%   | 11.60% | 1.86%     |
|            | KRN1   | 1        | 2        | 1           | 15.00%  | 13.44% | -1.56%    |
|            | MDI1   | 2        | 2        |             | 4.94%   | 9.10%  | 4.17%     |
|            | ORU1   | 1        | 2        | 1           | 19.33%  | 12.21% | -7.13%    |
|            | PBR1   | 1        | 2        | 1           | 18.92%  | 8.96%  | -9.96%    |
|            | TRY1   | 2        | 2        |             | 8.11%   | 11.52% | 3.41%     |
|            | TVR1   | 1        | 2        | 1           | 18.85%  | 21.23% | 2.38%     |
|            | TYR1   | 1        | 2        | 1           | 8.43%   | 19.32% | 10.89%    |
|            | AYR1   |          | 1        | 1           | #Error  | 12.84% | #Error    |
|            | JKM1   |          | 1        | 1           | #Error  | 10.00% | #Error    |
|            | KIK1   | 1        | 1        |             | 4.02%   | 9.15%  | 5.13%     |
|            | MSI1   |          | 1        | 1           | #Error  | 6.64%  | #Error    |
|            | MVM1   | 1        | 1        |             | 7.31%   | -1.02% | -8.34%    |
|            | PBR2   | 1        | 1        |             | 10.46%  | 12.81% | 2.34%     |
|            | PTK1   | 1        | 1        |             | 6.64%   | 6.64%  | 0.00%     |
|            | TRY3   |          | 1        | 1           | #Error  | 3.28%  | #Error    |
|            | APM1   |          |          |             | #Error  | #Error | #Error    |
|            | NCK1   | 2        |          | (2)         | -6.17%  | #Error | #Error    |
|            | NGT1   |          |          |             | #Error  | #Error | #Error    |
|            | NMM1   |          |          |             | #Error  | #Error | #Error    |
|            | PDK1   |          |          |             | #Error  | #Error | #Error    |
|            | TRY2   | 1        |          | (1)         | 22.21%  | #Error | #Error    |
|            | Total  | 31       | 42       | 11          | 9.85%   | 10.37% | 0.52%     |
| CHENNAI-01 |        |          |          |             |         |        |           |
|            | CH08   | 1        | 4        | 3           | 9.58%   | 3.80%  | -5.77%    |
|            | CH16   | 2        | 4        | 2           | 18.27%  | 13.76% | -4.51%    |
|            | CH22   | 4        | 3        | (1)         | -8.49%  | 12.93% | 21.43%    |
|            | CH45   |          | 3        | 3           | #Error  | 14.56% | #Error    |
|            | GUD1   | 3        | 3        |             | 14.34%  | 14.61% | 0.27%     |
|            | AVD1   | 1        | 2        | 1           | 3.73%   | -8.30% | -12.03%   |
|            | CH07   | 1        | 2        | 1           | 7.66%   | 2.73%  | -4.93%    |
|            | CH11   |          | 2        | 2           | 7.64%   | 8.49%  | 0.85%     |
|            | CH30   | 2        | 2        |             | -0.48%  | 8.78%  | 9.26%     |
|            | CH42   | 1        | 2        | 1           | 6.64%   | 7.96%  | 1.32%     |
|            | GUD2   |          | 2        | 2           | #Error  | 18.86% | #Error    |
|            | KNR1   |          | 2        | 2           | #Error  | 5.81%  | #Error    |
|            | CGL1   | 1        | 1        |             | -8.27%  | 16.13% | 24.40%    |
|            | CH05   | 1        | 1        |             | 3.74%   | 11.72% | 7.98%     |
|            | CH14   | 3        | 1        | (2)         | -10.85% | 13.32% | 24.17%    |
|            | CH28   | 2        | 1        | (1)         | 19.73%  | 19.57% | -0.16%    |
|            | CH40   |          | 1        | 1           | #Error  | 7.21%  | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | CH48   |          | 1        | 1           | #Error | 13.85% | #Error    |
|            | MRM1   | 1        | 1        |             | 18.45% | 8.37%  | -10.07%   |
|            | CH19   | 2        |          | (2)         | -1.79% | #Error | #Error    |
|            | CH26   |          |          |             | #Error | #Error | #Error    |
|            | CH29   |          |          |             | #Error | #Error | #Error    |
|            | CH35   | 1        |          | (1)         | 3.26%  | #Error | #Error    |
|            | CH37   |          |          |             | #Error | #Error | #Error    |
|            | CH38   |          |          |             | #Error | #Error | #Error    |
|            | CH39   | 2        |          | (2)         | 21.67% | 19.44% | -2.23%    |
|            | CZWH   | 1        |          | (1)         | -3.62% | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | SKL1   | 2        |          | (2)         | 21.94% | #Error | #Error    |
|            | TKM1   | 1        |          | (1)         | 10.02% | #Error | #Error    |
|            | Total  | 32       | 38       | 6           | 2.41%  | 8.57%  | 6.16%     |
|            |        |          |          |             |        |        |           |
| WEST-02    | ERD2   | 1        | 4        | 3           | 9.95%  | 3.00%  | -6.95%    |
|            | TRM1   | 1        | 4        | 3           | 12.84% | 6.69%  | -6.15%    |
|            | ATU1   | 1        | 3        | 2           | 19.61% | 14.92% | -4.69%    |
|            | EPI1   | 1        | 3        | 2           | 18.04% | 18.37% | 0.33%     |
|            | ERD1   | 2        | 3        | 1           | 4.78%  | 10.83% | 6.06%     |
|            | HSR2   | 2        | 3        | 1           | 7.41%  | 36.86% | 29.45%    |
|            | SLM1   | 5        | 3        | (2)         | 5.49%  | -7.10% | -12.59%   |
|            | BMD1   |          | 2        | 2           | #Error | 15.40% | #Error    |
|            | NKL2   | 2        | 2        |             | 12.32% | -1.07% | -13.39%   |
|            | APN1   |          | 1        | 1           | #Error | 8.49%  | #Error    |
|            | DPR1   |          | 1        | 1           | #Error | -6.28% | #Error    |
|            | EDP1   |          | 1        | 1           | #Error | 16.82% | #Error    |
|            | KRI1   | 2        | 1        | (1)         | 5.10%  | 14.23% | 9.13%     |
|            | MTR1   | 1        | 1        |             | 11.90% | 12.58% | 0.68%     |
|            | OML1   |          | 1        | 1           | #Error | 11.07% | #Error    |
|            | PLC1   | 1        | 1        |             | 15.55% | -8.27% | -23.82%   |
|            | PMP1   | 1        | 1        |             | 15.65% | 9.50%  | -6.15%    |
|            | TCG1   |          | 1        | 1           | #Error | 1.84%  | #Error    |
|            | VPD1   | 1        | 1        |             | 7.91%  | 23.36% | 15.45%    |
|            | CMI1   | 1        |          | (1)         | 13.12% | #Error | #Error    |
|            | DPR2   |          |          |             | #Error | #Error | #Error    |
|            | HRR1   |          |          |             | #Error | #Error | #Error    |
|            | HSR1   | 4        |          | (4)         | 16.01% | #Error | #Error    |
|            | KMM1   | 1        |          | (1)         | 2.60%  | #Error | #Error    |
|            | KVP1   | 1        |          | (1)         | 16.45% | #Error | #Error    |
|            | MCR1   | 1        |          | (1)         | 20.77% | #Error | #Error    |
|            | PDR1   |          |          |             | #Error | #Error | #Error    |
|            | RSP1   |          |          |             | #Error | #Error | #Error    |
|            | SGG1   |          |          |             | #Error | #Error | #Error    |
|            | SGI1   |          |          |             | #Error | #Error | #Error    |
|            | SLM2   | 1        |          | (1)         | 16.77% | #Error | #Error    |
|            | SLM3   | 1        |          | (1)         | 22.42% | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-02    | VKL1   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 31       | 37       | 6           | 10.33% | 5.87%   | -4.46%    |
| WEST-01    |        |          |          |             |        |         |           |
|            | CBE2   | 5        | 7        | 2           | 1.60%  | -2.07%  | -3.67%    |
|            | KMR1   | 1        | 4        | 3           | 1.73%  | 6.56%   | 4.82%     |
|            | CBE6   | 1        | 3        | 2           | 9.38%  | 9.29%   | -0.09%    |
|            | TPR1   | 4        | 3        | (1)         | -7.09% | 19.94%  | 27.03%    |
|            | KMD1   |          | 2        | 2           | #Error | 19.78%  | #Error    |
|            | TPR3   | 1        | 2        | 1           | 18.98% | 19.15%  | 0.17%     |
|            | UAM1   | 2        | 2        |             | 16.86% | 5.21%   | -11.65%   |
|            | ANR1   |          | 1        | 1           | #Error | -13.74% | #Error    |
|            | AVI1   |          | 1        | 1           | #Error | 23.04%  | #Error    |
|            | CBE1   |          | 1        | 1           | #Error | 10.84%  | #Error    |
|            | CNR1   |          | 1        | 1           | #Error | 11.89%  | #Error    |
|            | DPM2   |          | 1        | 1           | #Error | 6.63%   | #Error    |
|            | GBM1   | 1        | 1        |             | 17.42% | 18.87%  | 1.46%     |
|            | MPM1   |          | 1        | 1           | #Error | 20.49%  | #Error    |
|            | PPI1   | 2        | 1        | (1)         | -3.12% | 15.70%  | 18.82%    |
|            | SNR1   | 1        | 1        |             | 9.88%  | -2.05%  | -11.93%   |
|            | SUL1   | 3        | 1        | (2)         | 17.77% | 23.36%  | 5.59%     |
|            | TPR4   | 2        | 1        | (1)         | 11.41% | 6.21%   | -5.20%    |
|            | UMP1   | 1        | 1        |             | 17.52% | -3.11%  | -20.63%   |
|            | CBE3   | 1        |          | (1)         | 20.15% | #Error  | #Error    |
|            | CBE4   | 2        |          | (2)         | -2.05% | #Error  | #Error    |
|            | GDR1   | 2        |          | (2)         | 11.93% | #Error  | #Error    |
|            | KGI1   |          |          |             | #Error | #Error  | #Error    |
|            | KGM1   |          |          |             | #Error | #Error  | #Error    |
|            | PDM1   | 3        |          | (3)         | 14.47% | #Error  | #Error    |
|            | PLI1   | 3        |          | (3)         | 11.82% | #Error  | #Error    |
|            | SYM2   |          |          |             | #Error | #Error  | #Error    |
|            | TPR2   | 3        |          | (3)         | 2.36%  | #Error  | #Error    |
|            | Total  | 38       | 35       | (3)         | 6.82%  | 6.46%   | -0.36%    |
| SOUTH-03   |        |          |          |             |        |         |           |
|            | CBM1   | 5        | 3        | (2)         | 6.38%  | 11.92%  | 5.54%     |
|            | DGL1   | 3        | 3        |             | 7.66%  | 7.61%   | -0.04%    |
|            | MDU1   | 5        | 3        | (2)         | -6.05% | 5.36%   | 11.42%    |
|            | USL1   | 1        | 3        | 2           | 5.46%  | 10.75%  | 5.29%     |
|            | ATG1   | 2        | 2        |             | 12.70% | 15.23%  | 2.53%     |
|            | KRR1   |          | 2        | 2           | #Error | 6.06%   | #Error    |
|            | MDU3   | 1        | 2        | 1           | 4.35%  | 5.41%   | 1.06%     |
|            | MDU6   | 1        | 2        | 1           | 6.41%  | 6.36%   | -0.04%    |
|            | ADP1   | 2        | 1        | (1)         | 17.74% | 12.79%  | -4.96%    |
|            | BTU1   | 1        | 1        |             | 9.53%  | 16.41%  | 6.88%     |
|            | DGL2   | 2        | 1        | (1)         | 6.89%  | 14.90%  | 8.00%     |
|            | KKD2   | 2        | 1        | (1)         | 20.48% | 10.64%  | -9.84%    |
|            | MDU2   | 3        | 1        | (2)         | 15.69% | 0.79%   | -14.90%   |
|            | MDU4   |          | 1        | 1           | #Error | 16.63%  | #Error    |
|            | MDU5   |          | 1        | 1           | #Error | 12.05%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| SOUTH-03      | MNM1   | 1        | 1        |             | 11.86%  | 15.71%  | 3.85%     |
|               | NTM1   | 1        | 1        |             | 10.49%  | 10.43%  | -0.06%    |
|               | PNI1   | 1        | 1        |             | 15.19%  | 2.62%   | -12.57%   |
|               | PNV1   | 1        | 1        |             | 17.69%  | 15.17%  | -2.52%    |
|               | PVI1   | 1        | 1        |             | 22.32%  | 16.77%  | -5.55%    |
|               | SGP1   |          | 1        | 1           | #Error  | 17.68%  | #Error    |
|               | TPT1   | 1        | 1        |             | 12.95%  | 22.90%  | 9.95%     |
|               | BNR1   |          |          |             | #Error  | #Error  | #Error    |
|               | CMR1   | 1        |          | (1)         | 9.42%   | #Error  | #Error    |
|               | DKI1   | 1        |          | (1)         | 4.00%   | #Error  | #Error    |
|               | KPT1   | 1        |          | (1)         | 11.57%  | #Error  | #Error    |
|               | MLR1   | 3        |          | (3)         | 18.46%  | #Error  | #Error    |
|               | MPA1   | 1        |          | (1)         | 12.54%  | #Error  | #Error    |
|               | NKI1   |          |          |             | #Error  | #Error  | #Error    |
|               | PKM1   |          |          |             | #Error  | #Error  | #Error    |
|               | SVG1   |          |          |             | -19.41% | #Error  | #Error    |
|               | TDI1   |          |          |             | #Error  | #Error  | #Error    |
|               | TEN1   | 3        |          | (3)         | 13.47%  | #Error  | #Error    |
|               | TEN2   | 1        |          | (1)         | 18.68%  | #Error  | #Error    |
|               | TMM1   |          |          |             | #Error  | #Error  | #Error    |
|               | ODM1   | 1        | (1)      | (2)         | -12.13% | 15.71%  | 27.85%    |
|               | Total  | 46       | 33       | (13)        | 4.93%   | 9.29%   | 4.36%     |
| SOUTH ARCOT   |        |          |          |             |         |         |           |
|               | CUD1   | 7        | 4        | (3)         | 19.63%  | 13.96%  | -5.67%    |
|               | POY1   |          | 4        | 4           | #Error  | 9.41%   | #Error    |
|               | TRK1   | 2        | 3        | 1           | 2.10%   | 12.57%  | 10.47%    |
|               | CDM1   | 2        | 2        |             | 8.44%   | 8.14%   | -0.31%    |
|               | KLM1   | 2        | 2        |             | 16.76%  | 18.89%  | 2.13%     |
|               | TDM1   | 1        | 2        | 1           | -2.05%  | 16.12%  | 18.18%    |
|               | TVM2   |          | 2        | 2           | #Error  | 3.30%   | #Error    |
|               | VPM2   | 3        | 2        | (1)         | 7.73%   | 7.49%   | -0.24%    |
|               | KKI2   | 2        | 1        | (1)         | -9.80%  | 14.94%  | 24.74%    |
|               | KML1   |          | 1        | 1           | #Error  | -8.27%  | #Error    |
|               | POY2   | 1        | 1        |             | 19.03%  | 22.66%  | 3.62%     |
|               | PRT1   |          | 1        | 1           | #Error  | 18.12%  | #Error    |
|               | SJI1   |          | 1        | 1           | #Error  | -8.30%  | #Error    |
|               | VCM1   | 1        | 1        |             | 20.16%  | 7.36%   | -12.80%   |
|               | MKM1   |          |          |             | #Error  | #Error  | #Error    |
|               | NVL2   | 2        |          | (2)         | 7.17%   | #Error  | #Error    |
|               | STP1   |          |          |             | #Error  | #Error  | #Error    |
|               | TVM1   |          |          |             | #Error  | #Error  | #Error    |
|               | ULP1   | 3        |          | (3)         | 7.45%   | #Error  | #Error    |
|               | VPM1   | 1        |          | (1)         | 9.90%   | #Error  | #Error    |
|               | Total  | 27       | 27       |             | 7.27%   | 8.65%   | 1.39%     |
| VIJAYAWADA-01 |        |          |          |             |         |         |           |
|               | OGL1   | 1        | 3        | 2           | 14.53%  | 22.57%  | 8.04%     |
|               | RAL1   |          | 2        | 2           | #Error  | -0.89%  | #Error    |
|               | TDD1   | 2        | 2        |             | 10.82%  | -15.69% | -26.51%   |
|               | TNK1   | 2        | 2        |             | 6.90%   | -1.96%  | -8.86%    |
|               | VJW5   |          | 2        | 2           | #Error  | 13.40%  | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%   | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|----------|-----------|
| VIJAYAWADA-01 | BVR1   | 2        | 1        | (1)         | 13.34% | 19.09%   | 5.75%     |
|               | CKT1   |          | 1        | 1           | #Error | 3.46%    | #Error    |
|               | GDV1   | 1        | 1        |             | 12.84% | 14.78%   | 1.94%     |
|               | GVM1   |          | 1        | 1           | #Error | 19.04%   | #Error    |
|               | JGG1   |          | 1        | 1           | #Error | -5.32%   | #Error    |
|               | KDR1   | 1        | 1        |             | 22.27% | 18.45%   | -3.83%    |
|               | KND1   | 1        | 1        |             | 19.12% | 13.93%   | -5.19%    |
|               | NRT1   | 1        | 1        |             | -6.45% | 19.70%   | 26.15%    |
|               | PAP1   | 2        | 1        | (1)         | 14.85% | 6.64%    | -8.21%    |
|               | RMV1   |          | 1        | 1           | #Error | 5.99%    | #Error    |
|               | AMP1   |          |          |             | #Error | #Error   | #Error    |
|               | BPP1   |          |          |             | #Error | #Error   | #Error    |
|               | CRL1   | 1        |          | (1)         | 8.63%  | #Error   | #Error    |
|               | DPE1   | 1        |          | (1)         | -5.32% | #Error   | #Error    |
|               | ELU1   |          |          |             | #Error | #Error   | #Error    |
|               | GNT1   |          |          |             | #Error | #Error   | #Error    |
|               | GNT2   |          |          |             | #Error | #Error   | #Error    |
|               | JPT1   |          |          |             | #Error | #Error   | #Error    |
|               | MTM1   |          |          |             | #Error | #Error   | #Error    |
|               | PNR1   |          |          |             | #Error | #Error   | #Error    |
|               | PPM1   |          |          |             | #Error | #Error   | #Error    |
|               | PRL1   | 1        |          | (1)         | 12.72% | #Error   | #Error    |
|               | TEL1   |          |          |             | #Error | #Error   | #Error    |
|               | TVU1   |          |          |             | #Error | #Error   | #Error    |
|               | VJW1   |          |          |             | #Error | -389.43% | #Error    |
|               | VJW2   |          |          |             | #Error | #Error   | #Error    |
|               | VJW3   |          |          |             | #Error | #Error   | #Error    |
|               | VJW4   |          |          |             | #Error | #Error   | #Error    |
|               | VKN1   |          |          |             | #Error | #Error   | #Error    |
|               | VUY1   |          |          |             | #Error | #Error   | #Error    |
|               | Total  | 16       | 21       | 5           | 8.05%  | 4.53%    | -3.52%    |
| TIRUPATI-01   |        |          |          |             |        |          |           |
|               | NDL1   | 1        | 3        | 2           | 16.72% | 12.64%   | -4.08%    |
|               | NLR1   | 1        | 2        | 1           | 13.42% | -10.82%  | -24.24%   |
|               | TPY1   |          | 2        | 2           | #Error | 17.82%   | #Error    |
|               | BVL1   |          | 1        | 1           | #Error | 9.62%    | #Error    |
|               | DHN1   |          | 1        | 1           | #Error | 3.28%    | #Error    |
|               | KHT1   | 2        | 1        | (1)         | 8.73%  | 15.23%   | 6.49%     |
|               | KNL1   | 2        | 1        | (1)         | 12.18% | 7.89%    | -4.29%    |
|               | MPL1   |          | 1        | 1           | #Error | 3.40%    | #Error    |
|               | NYP1   |          | 1        | 1           | #Error | 3.95%    | #Error    |
|               | PMR1   | 1        | 1        |             | 16.68% | 12.95%   | -3.73%    |
|               | RCY1   | 1        | 1        |             | -2.05% | 22.91%   | 24.96%    |
|               | RJP1   |          | 1        | 1           | #Error | 17.39%   | #Error    |
|               | TPY2   | 1        | 1        |             | -0.49% | -2.17%   | -1.68%    |
|               | VKI1   |          | 1        | 1           | 41.57% | 5.36%    | -36.21%   |
|               | ADI1   |          |          |             | #Error | #Error   | #Error    |
|               | ATP1   | 2        |          | (2)         | 14.15% | #Error   | #Error    |
|               | CTO1   | 1        |          | (1)         | 16.22% | #Error   | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| TIRUPATI-01 | GTL1   | 1        |          | (1)         | 18.92%  | #Error | #Error    |
|             | KDA1   |          |          |             | #Error  | #Error | #Error    |
|             | KNL2   |          |          |             | #Error  | #Error | #Error    |
|             | KOU1   | 1        |          | (1)         | 23.04%  | #Error | #Error    |
|             | PDT1   | 2        |          | (2)         | 2.70%   | #Error | #Error    |
|             | PGR1   |          |          |             | #Error  | #Error | #Error    |
|             | PIL1   |          |          |             | #Error  | #Error | #Error    |
|             | PUT1   | 1        |          | (1)         | 16.41%  | #Error | #Error    |
|             | SPE1   | 1        |          | (1)         | 20.33%  | #Error | #Error    |
|             | TPI1   | 4        |          | (4)         | 2.99%   | #Error | #Error    |
|             | Total  | 22       | 18       | (4)         | 8.80%   | 3.41%  | -5.39%    |
|             |        |          |          |             |         |        |           |
| NORTH ARCOT | ABR1   |          | 2        | 2           | #Error  | 16.11% | #Error    |
|             | ARC2   | 2        | 2        |             | 8.09%   | 14.77% | 6.68%     |
|             | TRT1   |          | 2        | 2           | 100.00% | 14.69% | -85.31%   |
|             | VEL2   |          | 2        | 2           | 100.00% | 22.93% | -77.07%   |
|             | WJP1   | 1        | 2        | 1           | 22.90%  | 18.71% | -4.19%    |
|             | ANI1   | 1        | 1        |             | 14.72%  | 5.99%  | -8.74%    |
|             | GDM1   |          | 1        | 1           | #Error  | 7.22%  | #Error    |
|             | KPM1   | 2        | 1        | (1)         | 7.91%   | 10.36% | 2.45%     |
|             | PLR1   |          | 1        | 1           | #Error  | 8.86%  | #Error    |
|             | TRL1   | 4        | 1        | (3)         | 18.23%  | -1.02% | -19.25%   |
|             | UGI1   | 1        | 1        |             | 1.40%   | 21.87% | 20.47%    |
|             | VEL1   | 1        | 1        |             | 10.72%  | 17.50% | 6.78%     |
|             | WJD1   |          | 1        | 1           | #Error  | 9.14%  | #Error    |
|             | AKM1   | 2        |          | (2)         | 19.21%  | #Error | #Error    |
|             | BGR1   |          |          |             | #Error  | #Error | #Error    |
|             | CGM1   |          |          |             | #Error  | #Error | #Error    |
|             | CPT1   |          |          |             | #Error  | #Error | #Error    |
|             | CYR1   | 2        |          | (2)         | 4.82%   | #Error | #Error    |
|             | KPM2   | 1        |          | (1)         | 12.17%  | #Error | #Error    |
|             | PTU1   |          |          |             | #Error  | #Error | #Error    |
|             | SBR1   |          |          |             | #Error  | #Error | #Error    |
|             | SLG1   |          |          |             | #Error  | #Error | #Error    |
|             | TRR1   |          |          |             | #Error  | #Error | #Error    |
|             | VNB1   | 1        |          | (1)         | 20.26%  | #Error | #Error    |
|             | VSI1   |          |          |             | #Error  | #Error | #Error    |
|             | WHVL   |          | (1)      | (1)         | #Error  | 10.94% | #Error    |
|             | Total  | 18       | 17       | (1)         | 11.65%  | 13.48% | 1.82%     |
|             |        |          |          |             |         |        |           |
| KL-SOUTH    | TVP1   | 3        | 3        |             | 16.78%  | -1.52% | -18.30%   |
|             | PAS1   | 2        | 2        |             | 13.01%  | 2.45%  | -10.55%   |
|             | Total  | 5        | 5        |             | 14.54%  | -0.50% | -15.03%   |
|             | Total  | 353      | 416      | 63          | 5.81%   | 7.50%  | 1.69%     |