

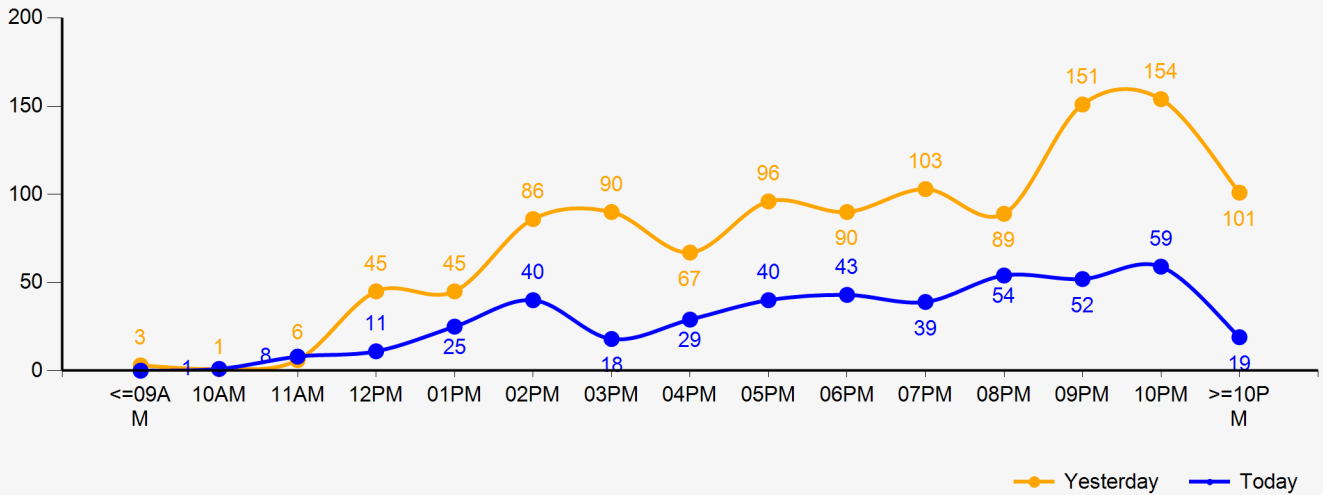
YD Sales : 1127

YD GP%: 5.79%

TD Sales : 438

TD GP%: 8.79%

Sales Trend Yesterday Vs Today By Hours



| Sales Zone    | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|---------------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01     | 139      | 58       | (81)        | 4.00%  | 7.52%  | 3.52%     |
| SOUTH-01      | 176      | 54       | (122)       | 5.69%  | 10.25% | 4.55%     |
| WEST-01       | 101      | 50       | (51)        | 5.86%  | 8.55%  | 2.68%     |
| SOUTH-03      | 133      | 48       | (85)        | 4.50%  | 7.93%  | 3.43%     |
| CHENNAI-01    | 122      | 43       | (79)        | 7.82%  | 11.78% | 3.96%     |
| WEST-02       | 115      | 36       | (79)        | 5.69%  | 10.08% | 4.39%     |
| CHENNAI-02    | 105      | 35       | (70)        | 4.68%  | 9.74%  | 5.06%     |
| TIRUPATI-01   | 37       | 35       | (2)         | 5.00%  | 4.53%  | -0.47%    |
| VIJAYAWADA-01 | 31       | 32       | 1           | 6.58%  | 5.33%  | -1.25%    |
| NORTH ARCOT   | 95       | 22       | (73)        | 7.65%  | 10.98% | 3.34%     |
| SOUTH ARCOT   | 58       | 21       | (37)        | 5.67%  | 9.43%  | 3.76%     |
| KL-SOUTH      | 15       | 4        | (11)        | 10.10% | 17.55% | 7.45%     |
| Total         | 1127     | 438      | (689)       | 5.79%  | 8.79%  | 3.00%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | TRY1   | 10       | 7        | (3)         | 4.12%  | 3.07%  | -1.05%    |
|            | TRY3   | 4        | 6        | 2           | 2.82%  | 9.24%  | 6.42%     |
|            | KUM1   | 11       | 4        | (7)         | 4.59%  | 9.54%  | 4.95%     |
|            | TNJ1   | 8        | 4        | (4)         | 11.87% | 10.34% | -1.52%    |
|            | TYR1   | 2        | 4        | 2           | -1.01% | 0.98%  | 1.99%     |
|            | AYR1   | 2        | 3        | 1           | 3.44%  | 8.69%  | 5.24%     |
|            | MVM1   | 8        | 3        | (5)         | 6.55%  | 14.06% | 7.51%     |
|            | ORU1   | 1        | 3        | 2           | -5.98% | 11.29% | 17.27%    |
|            | PBR1   |          | 3        | 3           | #Error | 4.38%  | #Error    |
|            | PTK1   | 3        | 3        |             | 4.89%  | 14.43% | 9.55%     |
|            | TVR2   | 16       | 3        | (13)        | -1.61% | 9.82%  | 11.43%    |
|            | MDI1   | 5        | 2        | (3)         | 5.21%  | 21.27% | 16.06%    |
|            | NCK1   | 4        | 2        | (2)         | 1.34%  | 13.56% | 12.23%    |
|            | TNJ2   | 11       | 2        | (9)         | 8.29%  | 11.21% | 2.91%     |
|            | APM1   | 3        | 1        | (2)         | 4.86%  | 4.91%  | 0.05%     |
|            | JKM1   | 2        | 1        | (1)         | -5.68% | 8.36%  | 14.03%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| TRICHY-01  | KIK1   | 19       | 1        | (18)        | -0.22%  | -3.83% | -3.61%    |
|            | NGT1   | 7        | 1        | (6)         | -2.13%  | 22.95% | 25.08%    |
|            | PBR2   | 4        | 1        | (3)         | 8.07%   | 14.98% | 6.92%     |
|            | PDK1   | 1        | 1        |             | -2.92%  | 4.89%  | 7.81%     |
|            | TRY2   |          | 1        | 1           | #Error  | 9.00%  | #Error    |
|            | TTP1   | 11       | 1        | (10)        | -3.11%  | 14.93% | 18.05%    |
|            | TVR1   | 1        | 1        |             | 7.04%   | 16.12% | 9.08%     |
|            | KRN1   | 3        |          | (3)         | 4.43%   | #Error | #Error    |
|            | MSI1   | 1        |          | (1)         | 8.36%   | #Error | #Error    |
|            | NMM1   | 2        |          | (2)         | 9.17%   | #Error | #Error    |
|            | Total  | 139      | 58       | (81)        | 4.00%   | 7.52%  | 3.52%     |
|            |        |          |          |             |         |        |           |
| SOUTH-01   | TVL1   | 18       | 6        | (12)        | 8.41%   | 4.81%  | -3.60%    |
|            | ERL2   | 9        | 5        | (4)         | 8.63%   | 11.88% | 3.25%     |
|            | KVT1   | 9        | 4        | (5)         | 3.56%   | 18.12% | 14.56%    |
|            | TKS1   | 3        | 4        | 1           | 5.91%   | 5.68%  | -0.23%    |
|            | RND1   | 3        | 3        |             | 1.63%   | 3.02%  | 1.40%     |
|            | TUT1   | 12       | 3        | (9)         | 7.23%   | 8.18%  | 0.94%     |
|            | VNR2   | 15       | 3        | (12)        | 5.80%   | 14.61% | 8.81%     |
|            | PDI1   | 3        | 2        | (1)         | 8.42%   | 14.94% | 6.52%     |
|            | SNL1   | 6        | 2        | (4)         | 6.24%   | 10.88% | 4.65%     |
|            | SVK1   | 9        | 2        | (7)         | 5.56%   | 22.27% | 16.71%    |
|            | TKS2   | 11       | 2        | (9)         | 4.71%   | 5.09%  | 0.38%     |
|            | TYI1   | 3        | 2        | (1)         | 13.72%  | 11.21% | -2.51%    |
|            | VKM1   | 3        | 2        | (1)         | 4.88%   | 22.92% | 18.04%    |
|            | ARM1   | 2        | 1        | (1)         | 5.78%   | 14.59% | 8.81%     |
|            | KSM1   | 2        | 1        | (1)         | 3.71%   | 3.75%  | 0.04%     |
|            | KYR1   | 1        | 1        |             | -18.96% | 17.09% | 36.04%    |
|            | MAR1   | 4        | 1        | (3)         | 6.30%   | 13.16% | 6.85%     |
|            | NGR1   | 6        | 1        | (5)         | -4.95%  | 12.88% | 17.83%    |
|            | PKD1   | 1        | 1        |             | 16.17%  | 13.15% | -3.02%    |
|            | RPM1   | 4        | 1        | (3)         | 9.28%   | 9.55%  | 0.27%     |
|            | SDI1   | 8        | 1        | (7)         | 10.24%  | 7.67%  | -2.57%    |
|            | SKD1   | 2        | 1        | (1)         | 7.74%   | 2.83%  | -4.91%    |
|            | TCN1   | 2        | 1        | (1)         | 6.63%   | 11.54% | 4.92%     |
|            | TKY1   | 2        | 1        | (1)         | 1.34%   | 18.99% | 17.65%    |
|            | TUT2   | 2        | 1        | (1)         | 0.92%   | 18.29% | 17.37%    |
|            | TVL2   |          | 1        | 1           | #Error  | 16.51% | #Error    |
|            | VNR1   | 1        | 1        |             | 10.93%  | 22.90% | 11.96%    |
|            | APK1   | 5        |          | (5)         | 2.02%   | #Error | #Error    |
|            | ASM1   | 4        |          | (4)         | 10.61%  | #Error | #Error    |
|            | COL1   | 2        |          | (2)         | 7.89%   | #Error | #Error    |
|            | ERL1   |          |          |             | #Error  | #Error | #Error    |
|            | KGL1   | 3        |          | (3)         | -6.22%  | #Error | #Error    |
|            | MMT1   | 2        |          | (2)         | 16.17%  | #Error | #Error    |
|            | SGT1   | 3        |          | (3)         | 12.01%  | #Error | #Error    |
|            | STU2   | 5        |          | (5)         | 4.46%   | #Error | #Error    |
|            | UDN1   | 5        |          | (5)         | 3.23%   | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | VL1Y   | 6        |          | (6)         | 1.34%  | #Error | #Error    |
|            | Total  | 176      | 54       | (122)       | 5.69%  | 10.25% | 4.55%     |
| WEST-01    |        |          |          |             |        |        |           |
|            | CBE2   | 13       | 12       | (1)         | 5.07%  | 5.01%  | -0.06%    |
|            | UAM1   | 4        | 7        | 3           | 3.87%  | 10.37% | 6.50%     |
|            | CBE1   | 2        | 3        | 1           | -0.16% | 9.54%  | 9.70%     |
|            | DPM2   | 5        | 3        | (2)         | -3.41% | 9.89%  | 13.30%    |
|            | TPR1   | 5        | 3        | (2)         | 8.12%  | 2.89%  | -5.24%    |
|            | CBE3   | 2        | 2        |             | 5.61%  | 14.14% | 8.53%     |
|            | CBE6   | 4        | 2        | (2)         | 7.16%  | 7.54%  | 0.38%     |
|            | KMD1   | 3        | 2        | (1)         | -0.09% | 21.76% | 21.86%    |
|            | KMR1   | 2        | 2        |             | 13.40% | 8.81%  | -4.59%    |
|            | SUL1   | 5        | 2        | (3)         | 4.05%  | 8.75%  | 4.70%     |
|            | SYM2   |          | 2        | 2           | #Error | 4.97%  | #Error    |
|            | AVI1   | 3        | 1        | (2)         | 8.89%  | 6.62%  | -2.27%    |
|            | CBE4   | 5        | 1        | (4)         | 7.86%  | 19.33% | 11.48%    |
|            | GBM1   | 1        | 1        |             | 3.61%  | 8.47%  | 4.86%     |
|            | GDR1   | 2        | 1        | (1)         | 3.44%  | 13.93% | 10.49%    |
|            | KGM1   | 1        | 1        |             | 15.12% | 22.90% | 7.77%     |
|            | MPM1   | 5        | 1        | (4)         | 7.21%  | 22.97% | 15.76%    |
|            | PDM1   | 1        | 1        |             | 22.90% | 18.96% | -3.94%    |
|            | PPI1   | 2        | 1        | (1)         | 8.12%  | 10.65% | 2.54%     |
|            | SNR1   | 6        | 1        | (5)         | 5.16%  | 4.44%  | -0.72%    |
|            | UMP1   | 2        | 1        | (1)         | 10.08% | 9.47%  | -0.61%    |
|            | ANR1   |          |          |             | #Error | #Error | #Error    |
|            | CNR1   | 1        |          | (1)         | 4.80%  | #Error | #Error    |
|            | KGI1   | 6        |          | (6)         | 4.55%  | #Error | #Error    |
|            | PLI1   | 4        |          | (4)         | 12.37% | #Error | #Error    |
|            | TPR2   | 10       |          | (10)        | 6.16%  | #Error | #Error    |
|            | TPR3   | 4        |          | (4)         | 8.51%  | #Error | #Error    |
|            | TPR4   | 3        |          | (3)         | 6.74%  | #Error | #Error    |
|            | Total  | 101      | 50       | (51)        | 5.86%  | 8.55%  | 2.68%     |
| SOUTH-03   |        |          |          |             |        |        |           |
|            | MDU2   | 15       | 8        | (7)         | 5.21%  | 8.14%  | 2.92%     |
|            | ATG1   | 2        | 4        | 2           | 1.34%  | 11.03% | 9.69%     |
|            | DGL1   | 9        | 3        | (6)         | 1.23%  | 9.94%  | 8.71%     |
|            | MDU1   | 13       | 3        | (10)        | 3.55%  | 2.41%  | -1.14%    |
|            | KRR1   | 4        | 2        | (2)         | 2.59%  | 6.47%  | 3.88%     |
|            | MNM1   | 2        | 2        |             | 10.22% | 15.66% | 5.44%     |
|            | PKM1   | 6        | 2        | (4)         | 8.86%  | 13.16% | 4.30%     |
|            | SVG1   |          | 2        | 2           | #Error | 1.06%  | #Error    |
|            | TEN1   | 2        | 2        |             | 4.66%  | 4.09%  | -0.57%    |
|            | TEN2   | 4        | 2        | (2)         | 3.66%  | 20.20% | 16.54%    |
|            | TPT1   | 2        | 2        |             | 7.92%  | 17.96% | 10.05%    |
|            | ADP1   | 2        | 1        | (1)         | 9.88%  | -3.08% | -12.96%   |
|            | BNR1   | 8        | 1        | (7)         | 5.94%  | 16.23% | 10.29%    |
|            | BTU1   | 1        | 1        |             | -4.43% | 2.56%  | 6.99%     |
|            | CBM1   | 3        | 1        | (2)         | 6.10%  | 13.13% | 7.03%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | DGL2   | 2        | 1        | (1)         | 5.34%  | 5.45%  | 0.10%     |
|            | KPT1   | 2        | 1        | (1)         | 16.25% | 9.01%  | -7.24%    |
|            | MDU4   | 3        | 1        | (2)         | 2.34%  | 15.64% | 13.30%    |
|            | MDU6   | 13       | 1        | (12)        | 4.76%  | 9.00%  | 4.25%     |
|            | MPA1   |          | 1        | 1           | #Error | 18.99% | #Error    |
|            | NKI1   | 2        | 1        | (1)         | 7.67%  | 6.18%  | -1.49%    |
|            | NTM1   |          | 1        | 1           | #Error | 6.53%  | #Error    |
|            | ODM1   | 2        | 1        | (1)         | 3.08%  | 10.96% | 7.88%     |
|            | PNV1   | 2        | 1        | (1)         | 1.34%  | 3.38%  | 2.04%     |
|            | PVI1   | 6        | 1        | (5)         | 4.07%  | 9.42%  | 5.34%     |
|            | SGP1   |          | 1        | 1           | #Error | 14.55% | #Error    |
|            | TDI1   | 2        | 1        | (1)         | 6.33%  | 14.79% | 8.45%     |
|            | CMR1   | 3        |          | (3)         | -2.57% | #Error | #Error    |
|            | DKI1   | 2        |          | (2)         | 8.70%  | #Error | #Error    |
|            | KKD2   | 2        |          | (2)         | 5.17%  | #Error | #Error    |
|            | MDU3   | 2        |          | (2)         | 3.65%  | #Error | #Error    |
|            | MDU5   | 3        |          | (3)         | -0.62% | #Error | #Error    |
|            | MLR1   | 5        |          | (5)         | 6.07%  | #Error | #Error    |
|            | PNI1   | 3        |          | (3)         | 2.96%  | #Error | #Error    |
|            | TMM1   | 6        |          | (6)         | 1.46%  | #Error | #Error    |
|            | USL1   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 133      | 48       | (85)        | 4.50%  | 7.93%  | 3.43%     |
|            |        |          |          |             |        |        |           |
| CHENNAI-01 | CH16   | 8        | 7        | (1)         | 13.05% | 14.23% | 1.18%     |
|            | MRM1   | 10       | 5        | (5)         | 8.13%  | 12.55% | 4.42%     |
|            | CH08   | 5        | 4        | (1)         | 9.27%  | 9.08%  | -0.19%    |
|            | CH11   | 6        | 3        | (3)         | 4.96%  | 8.17%  | 3.21%     |
|            | CH14   | 8        | 3        | (5)         | 2.86%  | 4.35%  | 1.49%     |
|            | GUD1   | 2        | 3        | 1           | 1.48%  | 18.62% | 17.14%    |
|            | CH05   | 6        | 2        | (4)         | 10.20% | 12.95% | 2.75%     |
|            | CH22   | 3        | 2        | (1)         | 9.67%  | 16.65% | 6.98%     |
|            | CH30   | 10       | 2        | (8)         | 6.78%  | 11.67% | 4.89%     |
|            | CH39   | 2        | 2        |             | 10.44% | 15.39% | 4.95%     |
|            | CH45   | 4        | 2        | (2)         | 5.24%  | 16.32% | 11.08%    |
|            | CH48   | 5        | 2        | (3)         | 3.62%  | 9.11%  | 5.50%     |
|            | AVD1   | 4        | 1        | (3)         | 3.92%  | -7.15% | -11.07%   |
|            | CGL1   | 4        | 1        | (3)         | 14.25% | 1.40%  | -12.84%   |
|            | CH07   | 10       | 1        | (9)         | 12.30% | 4.91%  | -7.39%    |
|            | CH42   | 3        | 1        | (2)         | 3.06%  | 12.11% | 9.05%     |
|            | KNR1   | 2        | 1        | (1)         | 8.82%  | 13.16% | 4.34%     |
|            | MC10   |          | 1        | 1           | #Error | 8.96%  | #Error    |
|            | TKM1   | 2        | 1        | (1)         | 3.84%  | 30.45% | 26.61%    |
|            | CH19   | 3        |          | (3)         | 9.04%  | #Error | #Error    |
|            | CH26   | 3        |          | (3)         | 16.18% | #Error | #Error    |
|            | CH28   | 5        |          | (5)         | 7.15%  | #Error | #Error    |
|            | CH29   |          |          |             | #Error | #Error | #Error    |
|            | CH35   | 4        |          | (4)         | 5.24%  | #Error | #Error    |
|            | CH38   | 2        |          | (2)         | 3.44%  | #Error | #Error    |
|            | CH40   | 1        |          | (1)         | 3.14%  | #Error | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| CHENNAI-01 | GUD2   | 3        |          | (3)         | 7.75%  | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | SKL1   | 6        |          | (6)         | 11.55% | #Error  | #Error    |
|            | CH37   | 1        | (1)      | (2)         | 3.06%  | 9.15%   | 6.09%     |
|            | Total  | 122      | 43       | (79)        | 7.82%  | 11.78%  | 3.96%     |
|            |        |          |          |             |        |         |           |
| WEST-02    | ERD2   | 4        | 4        |             | 10.77% | 11.80%  | 1.03%     |
|            | HSR2   | 2        | 4        | 2           | -8.41% | 10.83%  | 19.24%    |
|            | NKL2   | 6        | 4        | (2)         | 12.71% | 12.17%  | -0.53%    |
|            | SLM2   | 7        | 4        | (3)         | 4.85%  | 3.64%   | -1.21%    |
|            | HSR1   | 7        | 2        | (5)         | 7.46%  | 16.37%  | 8.91%     |
|            | KRI1   | 4        | 2        | (2)         | 8.23%  | 12.33%  | 4.10%     |
|            | MTR1   | 2        | 2        |             | 8.77%  | 13.36%  | 4.60%     |
|            | SLM1   | 5        | 2        | (3)         | 1.53%  | 12.96%  | 11.43%    |
|            | SLM3   | 8        | 2        | (6)         | 5.86%  | 2.66%   | -3.20%    |
|            | TRM1   | 4        | 2        | (2)         | 9.68%  | 20.99%  | 11.31%    |
|            | ATU1   | 4        | 1        | (3)         | 5.99%  | 8.58%   | 2.59%     |
|            | BMD1   | 1        | 1        |             | 7.04%  | 19.50%  | 12.46%    |
|            | DPR1   | 4        | 1        | (3)         | 0.12%  | 9.31%   | 9.19%     |
|            | DPR2   | 2        | 1        | (1)         | 10.78% | 10.54%  | -0.24%    |
|            | HRR1   | 2        | 1        | (1)         | 10.10% | -9.38%  | -19.48%   |
|            | KMM1   | 2        | 1        | (1)         | 1.38%  | 22.90%  | 21.52%    |
|            | PDR1   | 4        | 1        | (3)         | 7.72%  | 9.86%   | 2.14%     |
|            | SGI1   | 3        | 1        | (2)         | 2.80%  | 12.57%  | 9.76%     |
|            | APN1   | 2        |          | (2)         | 1.83%  | #Error  | #Error    |
|            | CMI1   | 1        |          | (1)         | 16.17% | #Error  | #Error    |
|            | EDP1   | 3        |          | (3)         | 7.45%  | #Error  | #Error    |
|            | EPI1   | 6        |          | (6)         | 1.88%  | #Error  | #Error    |
|            | ERD1   | 7        |          | (7)         | 4.80%  | #Error  | #Error    |
|            | KVP1   | 3        |          | (3)         | 8.76%  | #Error  | #Error    |
|            | MCR1   | 2        |          | (2)         | 7.67%  | #Error  | #Error    |
|            | OML1   | 4        |          | (4)         | 4.96%  | #Error  | #Error    |
|            | PLC1   | 4        |          | (4)         | 7.31%  | #Error  | #Error    |
|            | PMP1   | 3        |          | (3)         | 6.43%  | 100.00% | 93.57%    |
|            | RSP1   | 4        |          | (4)         | -1.23% | 7.12%   | 8.35%     |
|            | SGG1   |          |          |             | #Error | #Error  | #Error    |
|            | TCG1   | 3        |          | (3)         | 3.33%  | #Error  | #Error    |
|            | VKL1   | 1        |          | (1)         | 16.17% | #Error  | #Error    |
|            | VPD1   | 1        |          | (1)         | -4.43% | #Error  | #Error    |
|            | Total  | 115      | 36       | (79)        | 5.69%  | 10.08%  | 4.39%     |
|            |        |          |          |             |        |         |           |
| CHENNAI-02 | CH06   | 1        | 4        | 3           | -2.92% | 10.01%  | 12.93%    |
|            | CH03   | 12       | 3        | (9)         | 5.03%  | 17.43%  | 12.40%    |
|            | CH09   | 7        | 3        | (4)         | 2.93%  | 2.78%   | -0.15%    |
|            | CH18   | 9        | 3        | (6)         | 11.90% | 11.32%  | -0.58%    |
|            | CH12   | 5        | 2        | (3)         | 5.74%  | 10.48%  | 4.74%     |
|            | CH15   | 3        | 2        | (1)         | 2.05%  | 21.90%  | 19.85%    |
|            | CH21   | 8        | 2        | (6)         | 9.12%  | 6.35%   | -2.77%    |
|            | CH24   | 1        | 2        | 1           | 16.83% | 15.98%  | -0.85%    |
|            |        |          |          |             |        |         |           |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-02  | CH44   | 6        | 2        | (4)         | 2.45%  | 11.70% | 9.25%     |
|             | MJR1   | 3        | 2        | (1)         | 5.58%  | 3.43%  | -2.15%    |
|             | PON1   | 3        | 2        | (1)         | 4.24%  | 14.51% | 10.27%    |
|             | CH17   | 3        | 1        | (2)         | 11.79% | 4.99%  | -6.80%    |
|             | CH20   | 7        | 1        | (6)         | -3.21% | 3.37%  | 6.58%     |
|             | CH31   | 2        | 1        | (1)         | 2.01%  | 12.62% | 10.62%    |
|             | CH33   | 3        | 1        | (2)         | 9.14%  | 19.00% | 9.86%     |
|             | CH34   | 5        | 1        | (4)         | 2.42%  | 10.42% | 8.01%     |
|             | CH43   | 5        | 1        | (4)         | 6.78%  | 12.20% | 5.42%     |
|             | GPD1   | 4        | 1        | (3)         | -1.58% | 19.33% | 20.91%    |
|             | UKI1   | 1        | 1        |             | -4.43% | 22.90% | 27.33%    |
|             | CH01   |          |          |             | #Error | #Error | #Error    |
|             | CH23   | 3        |          | (3)         | 3.40%  | #Error | #Error    |
|             | CH27   | 3        |          | (3)         | 4.59%  | #Error | #Error    |
|             | CH32   | 1        |          | (1)         | 3.06%  | #Error | #Error    |
|             | CH36   | 2        |          | (2)         | 8.82%  | #Error | #Error    |
|             | CH41   | 5        |          | (5)         | 7.41%  | #Error | #Error    |
|             | CH46   | 2        |          | (2)         | 5.51%  | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   | 1        |          | (1)         | -4.43% | #Error | #Error    |
|             | MC08   |          |          |             | #Error | #Error | #Error    |
|             | Total  | 105      | 35       | (70)        | 4.68%  | 9.74%  | 5.06%     |
|             |        |          |          |             |        |        |           |
| TIRUPATI-01 | PGR1   |          | 5        | 5           | #Error | -3.40% | #Error    |
|             | ATP1   | 4        | 3        | (1)         | 6.98%  | 6.23%  | -0.74%    |
|             | KOU1   | 1        | 3        | 2           | 19.24% | 9.02%  | -10.22%   |
|             | NDL1   |          | 3        | 3           | #Error | 14.22% | #Error    |
|             | TPY2   | 1        | 3        | 2           | 9.00%  | -0.74% | -9.74%    |
|             | ADI1   | 3        | 2        | (1)         | -1.17% | 7.79%  | 8.96%     |
|             | CTO1   | 4        | 2        | (2)         | 9.49%  | 0.28%  | -9.21%    |
|             | KNL1   |          | 2        | 2           | #Error | 4.27%  | #Error    |
|             | KNL2   | 3        | 2        | (1)         | 0.87%  | 8.98%  | 8.11%     |
|             | DHN1   | 2        | 1        | (1)         | 8.52%  | 4.87%  | -3.65%    |
|             | GTL1   | 1        | 1        |             | 16.64% | 15.36% | -1.28%    |
|             | KHT1   |          | 1        | 1           | #Error | 14.04% | #Error    |
|             | MPL1   | 1        | 1        |             | -3.22% | 4.72%  | 7.94%     |
|             | NYP1   | 1        | 1        |             | 6.76%  | 10.94% | 4.17%     |
|             | PMR1   |          | 1        | 1           | #Error | 14.96% | #Error    |
|             | PUT1   | 2        | 1        | (1)         | 18.28% | 18.07% | -0.21%    |
|             | RCY1   |          | 1        | 1           | #Error | 9.88%  | #Error    |
|             | SPE1   |          | 1        | 1           | #Error | 8.58%  | #Error    |
|             | TPY1   | 2        | 1        | (1)         | 13.02% | 10.26% | -2.76%    |
|             | BVL1   | 3        |          | (3)         | 3.65%  | #Error | #Error    |
|             | KDA1   | 3        |          | (3)         | -1.50% | #Error | #Error    |
|             | NLR1   |          |          |             | #Error | #Error | #Error    |
|             | PDT1   | 5        |          | (5)         | 2.52%  | #Error | #Error    |
|             | PIL1   |          |          |             | #Error | #Error | #Error    |
|             | RJP1   |          |          |             | #Error | #Error | #Error    |
|             | TPI1   |          |          |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| TIRUPATI-01   | VKI1   | 1        |          | (1)         | -2.12%  | #Error | #Error    |
|               | Total  | 37       | 35       | (2)         | 5.00%   | 4.53%  | -0.47%    |
| VIJAYAWADA-01 |        |          |          |             |         |        |           |
|               | JPT1   |          | 5        | 5           | #Error  | 5.38%  | #Error    |
|               | PRL1   | 1        | 3        | 2           | 14.48%  | 1.44%  | -13.05%   |
|               | RAL1   |          | 3        | 3           | #Error  | 6.67%  | #Error    |
|               | TVU1   | 2        | 3        | 1           | 10.25%  | 6.17%  | -4.09%    |
|               | BVR1   | 2        | 2        |             | 8.57%   | 7.63%  | -0.94%    |
|               | ELU1   | 5        | 2        | (3)         | 2.79%   | 14.76% | 11.98%    |
|               | GDV1   |          | 2        | 2           | #Error  | 9.35%  | #Error    |
|               | NRT1   | 1        | 2        | 1           | 12.41%  | 2.74%  | -9.68%    |
|               | TDD1   | 1        | 2        | 1           | 6.16%   | 14.28% | 8.11%     |
|               | GNT1   | 1        | 1        |             | 3.37%   | 2.64%  | -0.73%    |
|               | GVM1   |          | 1        | 1           | #Error  | -1.35% | #Error    |
|               | OGL1   | 1        | 1        |             | 8.05%   | 6.34%  | -1.71%    |
|               | PPM1   |          | 1        | 1           | #Error  | 4.09%  | #Error    |
|               | TNK1   | 4        | 1        | (3)         | 11.02%  | 14.64% | 3.63%     |
|               | VJW2   |          | 1        | 1           | #Error  | 1.29%  | #Error    |
|               | VKN1   | 2        | 1        | (1)         | 11.37%  | 5.60%  | -5.77%    |
|               | VUY1   |          | 1        | 1           | #Error  | 4.02%  | #Error    |
|               | AMP1   | 1        |          | (1)         | -2.12%  | #Error | #Error    |
|               | BPP1   | 1        |          | (1)         | 7.89%   | #Error | #Error    |
|               | CKT1   | 1        |          | (1)         | 10.66%  | #Error | #Error    |
|               | CRL1   |          |          |             | #Error  | #Error | #Error    |
|               | DPE1   | 2        |          | (2)         | 3.61%   | #Error | #Error    |
|               | GNT2   |          |          |             | #Error  | #Error | #Error    |
|               | JGG1   | 1        |          | (1)         | 0.26%   | #Error | #Error    |
|               | KDR1   |          |          |             | #Error  | #Error | #Error    |
|               | KND1   | 1        |          | (1)         | 4.99%   | #Error | #Error    |
|               | MTM1   |          |          |             | #Error  | #Error | #Error    |
|               | PAP1   |          |          |             | #Error  | #Error | #Error    |
|               | PNR1   |          |          |             | #Error  | #Error | #Error    |
|               | RMV1   |          |          |             | 100.00% | #Error | #Error    |
|               | TEL1   | 1        |          | (1)         | 15.18%  | #Error | #Error    |
|               | VJW1   |          |          |             | #Error  | #Error | #Error    |
|               | VJW3   | 2        |          | (2)         | -1.92%  | #Error | #Error    |
|               | VJW4   |          |          |             | #Error  | #Error | #Error    |
|               | VJW5   | 1        |          | (1)         | 10.66%  | #Error | #Error    |
|               | Total  | 31       | 32       | 1           | 6.58%   | 5.33%  | -1.25%    |
| NORTH ARCOT   |        |          |          |             |         |        |           |
|               | WJD1   | 2        | 3        | 1           | -5.38%  | 21.18% | 26.56%    |
|               | BGR1   |          | 2        | 2           | #Error  | 7.60%  | #Error    |
|               | KPM2   | 8        | 2        | (6)         | 8.53%   | 11.77% | 3.24%     |
|               | TRL1   | 6        | 2        | (4)         | 4.75%   | 10.23% | 5.49%     |
|               | WJP1   | 3        | 2        | (1)         | 6.86%   | 10.75% | 3.88%     |
|               | ARC2   | 4        | 1        | (3)         | 12.96%  | 8.29%  | -4.68%    |
|               | CGM1   | 3        | 1        | (2)         | 8.24%   | 8.36%  | 0.12%     |
|               | CPT1   | 1        | 1        |             | 6.62%   | 11.44% | 4.81%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| NORTH ARCOT | CYR1   | 5        | 1        | (4)         | 7.70%   | 19.32% | 11.62%    |
|             | GDM1   | 7        | 1        | (6)         | 6.94%   | 13.76% | 6.82%     |
|             | KPM1   | 2        | 1        | (1)         | 9.34%   | 4.12%  | -5.22%    |
|             | PLR1   | 2        | 1        | (1)         | 5.52%   | -4.97% | -10.48%   |
|             | SBR1   | 8        | 1        | (7)         | 11.11%  | 13.04% | 1.93%     |
|             | UGI1   | 2        | 1        | (1)         | -28.37% | 4.69%  | 33.06%    |
|             | VEL1   | 3        | 1        | (2)         | 7.21%   | 19.01% | 11.80%    |
|             | VNB1   | 3        | 1        | (2)         | 2.03%   | 16.19% | 14.17%    |
|             | ABR1   | 4        |          | (4)         | 4.65%   | #Error | #Error    |
|             | AKM1   | 8        |          | (8)         | 9.70%   | #Error | #Error    |
|             | ANI1   | 4        |          | (4)         | 2.75%   | #Error | #Error    |
|             | PTU1   | 2        |          | (2)         | 1.19%   | #Error | #Error    |
|             | SLG1   | 4        |          | (4)         | 10.12%  | #Error | #Error    |
|             | TRR1   | 2        |          | (2)         | 6.83%   | #Error | #Error    |
|             | TRT1   | 2        |          | (2)         | 14.13%  | #Error | #Error    |
|             | VEL2   | 8        |          | (8)         | 9.10%   | #Error | #Error    |
|             | VSI1   | 2        |          | (2)         | 9.78%   | #Error | #Error    |
|             | Total  | 95       | 22       | (73)        | 7.65%   | 10.98% | 3.34%     |
|             |        |          |          |             |         |        |           |
| SOUTH ARCOT | CDM1   | 6        | 5        | (1)         | 4.64%   | 2.43%  | -2.21%    |
|             | TRK1   | 4        | 4        |             | 6.15%   | 22.74% | 16.59%    |
|             | SJI1   | 6        | 3        | (3)         | 3.14%   | 3.58%  | 0.44%     |
|             | POY1   | 9        | 2        | (7)         | 2.83%   | 10.98% | 8.15%     |
|             | TDM1   | 2        | 2        |             | 13.79%  | 15.86% | 2.07%     |
|             | ULP1   |          | 2        | 2           | #Error  | 21.07% | #Error    |
|             | CUD1   | 5        | 1        | (4)         | 5.48%   | 19.76% | 14.27%    |
|             | POY2   | 9        | 1        | (8)         | 9.30%   | 19.12% | 9.82%     |
|             | TVM1   | 2        | 1        | (1)         | 3.32%   | 19.33% | 16.01%    |
|             | TVM2   |          | 1        | 1           | #Error  | 5.76%  | #Error    |
|             | KKI2   | 1        |          | (1)         | 3.06%   | #Error | #Error    |
|             | KLM1   | 2        |          | (2)         | 7.42%   | #Error | #Error    |
|             | KML1   | 3        |          | (3)         | 6.20%   | #Error | #Error    |
|             | MKM1   | 4        |          | (4)         | 11.62%  | #Error | #Error    |
|             | NVL2   | 1        |          | (1)         | 13.15%  | #Error | #Error    |
|             | STP1   |          |          |             | #Error  | #Error | #Error    |
|             | VCM1   |          |          |             | #Error  | #Error | #Error    |
|             | VPM1   | 2        |          | (2)         | 1.98%   | #Error | #Error    |
|             | VPM2   | 1        |          | (1)         | -4.43%  | #Error | #Error    |
|             | PRT1   | 1        | (1)      | (2)         | 3.06%   | 23.36% | 20.30%    |
|             | Total  | 58       | 21       | (37)        | 5.67%   | 9.43%  | 3.76%     |
|             |        |          |          |             |         |        |           |
| KL-SOUTH    | TVP1   | 10       | 3        | (7)         | 11.33%  | 18.23% | 6.91%     |
|             | PAS1   | 5        | 1        | (4)         | 7.63%   | 3.48%  | -4.15%    |
|             | Total  | 15       | 4        | (11)        | 10.10%  | 17.55% | 7.45%     |
|             | Total  | 1127     | 438      | (689)       | 5.79%   | 8.79%  | 3.00%     |