

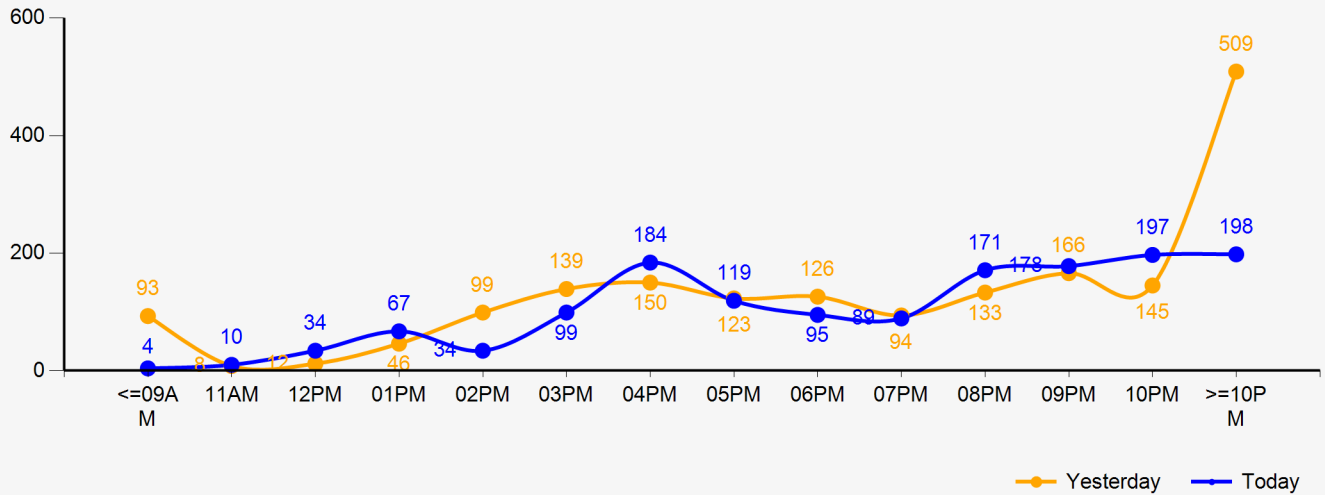
YD Sales : 1843

YD GP%: 4.94%

TD Sales : 1479

TD GP%: 4.36%

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      | 249      | 262      | 13          | 4.45%  | 4.88%  | 0.43%     |
| WEST-02       | 335      | 235      | (100)       | 4.03%  | 1.12%  | -2.91%    |
| SOUTH-03      | 196      | 186      | (10)        | 5.36%  | 6.54%  | 1.19%     |
| TRICHY-01     | 156      | 177      | 21          | 5.21%  | 6.85%  | 1.65%     |
| WEST-01       | 189      | 130      | (59)        | 3.65%  | 4.92%  | 1.27%     |
| CHENNAI-01    | 137      | 98       | (39)        | 8.12%  | 7.36%  | -0.77%    |
| CHENNAI-02    | 115      | 95       | (20)        | 6.56%  | 4.11%  | -2.46%    |
| SOUTH ARCOT   | 149      | 90       | (59)        | 7.10%  | 6.53%  | -0.57%    |
| TIRUPATI-01   | 90       | 79       | (11)        | 0.10%  | -2.77% | -2.87%    |
| NORTH ARCOT   | 158      | 77       | (81)        | 7.34%  | 7.54%  | 0.20%     |
| VIJAYAWADA-01 | 64       | 41       | (23)        | 1.36%  | 1.57%  | 0.20%     |
| KL-SOUTH      | 5        | 9        | 4           | 5.58%  | 7.29%  | 1.71%     |
| Total         | 1843     | 1479     | (364)       | 4.94%  | 4.36%  | -0.58%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | SVK1   | 12       | 24       | 12          | 1.21%  | 8.32%  | 7.11%     |
|            | KVT1   | 14       | 20       | 6           | 3.15%  | 6.58%  | 3.43%     |
|            | TUT1   | 18       | 18       |             | 3.97%  | 7.40%  | 3.43%     |
|            | TVL1   | 34       | 15       | (19)        | -3.21% | -0.39% | 2.82%     |
|            | VNR1   | 5        | 14       | 9           | 6.96%  | 5.92%  | -1.03%    |
|            | TKS1   | 9        | 12       | 3           | 5.96%  | 7.51%  | 1.55%     |
|            | VNR2   | 17       | 11       | (6)         | 3.19%  | 8.87%  | 5.68%     |
|            | PKD1   | 1        | 10       | 9           | 13.16% | 9.94%  | -3.21%    |
|            | RND1   | 4        | 10       | 6           | 7.33%  | 10.24% | 2.91%     |
|            | ERL2   | 4        | 8        | 4           | 10.43% | 8.54%  | -1.89%    |
|            | MAR1   | 4        | 8        | 4           | 7.25%  | 6.76%  | -0.48%    |
|            | TKS2   | 11       | 8        | (3)         | 7.79%  | 4.70%  | -3.09%    |
|            | TUT2   | 6        | 8        | 2           | 2.61%  | -3.51% | -6.12%    |
|            | ASM1   | 2        | 7        | 5           | 8.15%  | 6.25%  | -1.91%    |
|            | KYR1   | 7        | 7        |             | 6.93%  | 6.40%  | -0.53%    |
|            | RPM1   | 7        | 7        |             | 10.90% | 8.05%  | -2.85%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | SKD1   | 1        | 7        | 6           | -2.58% | 4.29%  | 6.86%     |
|            | APK1   | 4        | 6        | 2           | 9.71%  | 0.93%  | -8.79%    |
|            | MMT1   | 4        | 6        | 2           | 2.61%  | 1.66%  | -0.96%    |
|            | SDI1   | 8        | 6        | (2)         | 8.62%  | 4.96%  | -3.67%    |
|            | SNL1   | 11       | 6        | (5)         | 7.45%  | 10.01% | 2.57%     |
|            | ARM1   | 5        | 5        |             | 4.31%  | -1.68% | -5.99%    |
|            | NGR1   | 9        | 5        | (4)         | 8.66%  | 10.25% | 1.58%     |
|            | TCN1   | 9        | 5        | (4)         | 3.51%  | 11.71% | 8.20%     |
|            | VL1    | 12       | 5        | (7)         | 5.64%  | -0.03% | -5.67%    |
|            | PDI1   | 9        | 4        | (5)         | 12.11% | 5.08%  | -7.03%    |
|            | STU2   | 1        | 4        | 3           | 5.87%  | 5.53%  | -0.34%    |
|            | SGT1   | 2        | 3        | 1           | 16.11% | 4.23%  | -11.89%   |
|            | TYI1   | 4        | 3        | (1)         | 6.84%  | 5.29%  | -1.55%    |
|            | APK2   | 1        | 2        | 1           | 10.25% | 7.45%  | -2.79%    |
|            | KSM1   | 1        | 2        | 1           | 19.07% | 15.24% | -3.83%    |
|            | VKM1   | 6        | 2        | (4)         | 15.37% | 10.27% | -5.10%    |
|            | KGL1   | 1        | 1        |             | 7.93%  | 11.26% | 3.33%     |
|            | TKY1   | 2        | 1        | (1)         | 10.89% | 4.44%  | -6.44%    |
|            | TVL2   | 2        | 1        | (1)         | -1.88% | 13.58% | 15.46%    |
|            | UDN1   | 1        | 1        |             | 5.93%  | -0.94% | -6.87%    |
|            | COL1   | 1        |          | (1)         | 11.68% | #Error | #Error    |
|            | Total  | 249      | 262      | 13          | 4.45%  | 4.88%  | 0.43%     |
|            |        |          |          |             |        |        |           |
| WEST-02    | ERD2   | 27       | 20       | (7)         | 1.90%  | -3.05% | -4.95%    |
|            | SLM1   | 32       | 19       | (13)        | 1.36%  | -4.32% | -5.68%    |
|            | SLM3   | 7        | 14       | 7           | 3.72%  | 0.75%  | -2.97%    |
|            | CMI1   | 4        | 11       | 7           | 4.80%  | 8.73%  | 3.94%     |
|            | ERD1   | 20       | 11       | (9)         | -0.13% | -1.17% | -1.05%    |
|            | VPD1   | 11       | 11       |             | 6.71%  | 8.91%  | 2.20%     |
|            | EPI1   | 9        | 10       | 1           | 10.77% | 2.81%  | -7.96%    |
|            | HSR1   | 5        | 10       | 5           | 2.68%  | -4.25% | -6.93%    |
|            | KRI1   | 7        | 10       | 3           | 0.11%  | -3.73% | -3.84%    |
|            | SLM2   | 13       | 10       | (3)         | -0.16% | 0.43%  | 0.59%     |
|            | ATU1   | 7        | 9        | 2           | 3.56%  | 3.10%  | -0.45%    |
|            | OML1   | 21       | 9        | (12)        | 7.58%  | 5.58%  | -2.00%    |
|            | TRM1   | 24       | 9        | (15)        | 4.36%  | 0.14%  | -4.22%    |
|            | VKL1   | 2        | 8        | 6           | 7.19%  | 7.97%  | 0.79%     |
|            | EDP1   | 12       | 7        | (5)         | 8.30%  | 6.79%  | -1.51%    |
|            | HSR2   | 10       | 7        | (3)         | -5.26% | 1.49%  | 6.75%     |
|            | APN1   | 10       | 6        | (4)         | 6.74%  | 8.14%  | 1.40%     |
|            | MCR1   | 11       | 6        | (5)         | 6.01%  | 6.38%  | 0.37%     |
|            | NKL2   | 16       | 6        | (10)        | 3.02%  | 0.08%  | -2.94%    |
|            | MTR1   | 14       | 5        | (9)         | 0.62%  | -2.28% | -2.89%    |
|            | PLC1   | 9        | 5        | (4)         | 5.70%  | 6.48%  | 0.78%     |
|            | SGG1   | 5        | 5        |             | 6.20%  | -0.60% | -6.80%    |
|            | KMM1   | 2        | 4        | 2           | 10.96% | 4.44%  | -6.52%    |
|            | KVP1   | 5        | 4        | (1)         | 4.60%  | 5.17%  | 0.57%     |
|            | PDR1   | 9        | 4        | (5)         | 11.24% | 6.81%  | -4.43%    |
|            | PMP1   | 4        | 4        |             | 4.06%  | 0.22%  | -3.84%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-02    | RSP1   | 8        | 4        | (4)         | 8.91%  | 6.93%  | -1.99%    |
|            | TCG1   | 8        | 3        | (5)         | 8.49%  | 14.47% | 5.98%     |
|            | HRR1   | 6        | 2        | (4)         | 6.97%  | -9.82% | -16.79%   |
|            | DPR1   | 5        | 1        | (4)         | 2.32%  | 7.34%  | 5.02%     |
|            | DPR2   | 2        | 1        | (1)         | 5.75%  | 6.02%  | 0.27%     |
|            | BMD1   | 6        |          | (6)         | 6.53%  | #Error | #Error    |
|            | SGI1   | 4        |          | (4)         | 12.75% | #Error | #Error    |
|            | Total  | 335      | 235      | (100)       | 4.03%  | 1.12%  | -2.91%    |
| SOUTH-03   | DGL1   | 31       | 16       | (15)        | 5.76%  | 6.41%  | 0.65%     |
|            | MDU1   | 10       | 15       | 5           | 1.91%  | 5.37%  | 3.46%     |
|            | DKI1   | 4        | 9        | 5           | 8.01%  | 6.64%  | -1.37%    |
|            | MDU2   | 10       | 8        | (2)         | 0.80%  | 6.83%  | 6.03%     |
|            | MPA1   | 9        | 8        | (1)         | 6.57%  | 8.38%  | 1.81%     |
|            | ATG1   | 2        | 7        | 5           | 6.11%  | 11.54% | 5.43%     |
|            | MDU3   | 5        | 7        | 2           | 5.52%  | 2.19%  | -3.33%    |
|            | BTU1   | 4        | 6        | 2           | 4.01%  | 2.72%  | -1.28%    |
|            | TPT1   | 1        | 6        | 5           | 14.33% | 12.04% | -2.29%    |
|            | BNR1   | 7        | 5        | (2)         | 6.72%  | 3.02%  | -3.70%    |
|            | CBM1   | 9        | 5        | (4)         | 4.17%  | 7.28%  | 3.11%     |
|            | KRR1   | 5        | 5        |             | 9.03%  | 7.00%  | -2.03%    |
|            | PNV1   | 4        | 5        | 1           | 6.36%  | 3.02%  | -3.34%    |
|            | TDI1   | 1        | 5        | 4           | 9.57%  | 5.90%  | -3.67%    |
|            | TMM1   | 11       | 5        | (6)         | 3.69%  | 1.72%  | -1.97%    |
|            | CMR1   | 2        | 4        | 2           | -1.63% | 8.92%  | 10.55%    |
|            | DGL2   |          | 4        | 4           | #Error | 10.26% | #Error    |
|            | KKD3   | 6        | 4        | (2)         | 6.52%  | 7.33%  | 0.81%     |
|            | KPT1   | 16       | 4        | (12)        | 7.40%  | 9.20%  | 1.80%     |
|            | MDU4   |          | 4        | 4           | #Error | 5.35%  | #Error    |
|            | MDU5   |          | 4        | 4           | #Error | 13.41% | #Error    |
|            | MDU6   | 2        | 4        | 2           | 7.05%  | 1.95%  | -5.10%    |
|            | MNM1   | 1        | 4        | 3           | 22.90% | 14.00% | -8.90%    |
|            | NKI1   | 5        | 4        | (1)         | 8.52%  | 12.10% | 3.58%     |
|            | PVI1   | 6        | 4        | (2)         | 6.72%  | 8.88%  | 2.16%     |
|            | SGP1   | 1        | 4        | 3           | 11.32% | 7.88%  | -3.45%    |
|            | TEN1   | 6        | 4        | (2)         | 2.64%  | 1.14%  | -1.50%    |
|            | TEN2   | 5        | 4        | (1)         | 5.83%  | 5.65%  | -0.19%    |
|            | ADP1   | 6        | 3        | (3)         | 9.56%  | 6.85%  | -2.71%    |
|            | PKM1   | 3        | 3        |             | 10.95% | 3.08%  | -7.86%    |
|            | SVG1   | 2        | 3        | 1           | 0.65%  | 7.17%  | 6.52%     |
|            | USL1   | 3        | 3        |             | 5.30%  | 5.31%  | 0.02%     |
|            | KYK1   | 3        | 2        | (1)         | 5.53%  | 12.06% | 6.53%     |
|            | MLR1   | 2        | 2        |             | 12.97% | 16.92% | 3.95%     |
|            | NTM1   | 4        | 2        | (2)         | 6.63%  | 5.77%  | -0.86%    |
|            | ODM1   | 1        | 2        | 1           | -5.26% | 8.87%  | 14.13%    |
|            | PNI1   | 8        | 2        | (6)         | 3.44%  | 3.95%  | 0.51%     |
|            | KKD2   | 1        |          | (1)         | 9.68%  | #Error | #Error    |
|            | Total  | 196      | 186      | (10)        | 5.36%  | 6.54%  | 1.19%     |
| TRICHY-01  | TRY1   | 8        | 14       | 6           | 3.96%  | 6.78%  | 2.83%     |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| TRICHY-01  | TNJ2   | 12       | 13       | 1           | 3.20%   | 3.28%  | 0.08%     |
|            | KUM1   | 6        | 12       | 6           | 6.67%   | 9.20%  | 2.53%     |
|            | TYR1   | 13       | 12       | (1)         | 7.20%   | 10.24% | 3.04%     |
|            | MVM1   | 7        | 11       | 4           | 5.39%   | 9.96%  | 4.57%     |
|            | TNJ1   | 9        | 11       | 2           | 2.99%   | 5.53%  | 2.54%     |
|            | KRN1   | 6        | 10       | 4           | 7.58%   | 6.66%  | -0.92%    |
|            | JKM1   | 12       | 9        | (3)         | 1.63%   | 8.00%  | 6.37%     |
|            | TTP1   | 9        | 9        |             | 7.80%   | 7.51%  | -0.29%    |
|            | PBR1   | 3        | 8        | 5           | 5.46%   | 4.63%  | -0.83%    |
|            | PBR2   | 7        | 8        | 1           | 2.62%   | 8.91%  | 6.29%     |
|            | KIK1   | 2        | 7        | 5           | 2.58%   | 5.35%  | 2.77%     |
|            | MDI1   | 4        | 6        | 2           | 9.03%   | -0.19% | -9.22%    |
|            | PTK1   | 10       | 6        | (4)         | 1.77%   | 8.78%  | 7.01%     |
|            | AYR1   | 7        | 5        | (2)         | 10.07%  | 6.86%  | -3.20%    |
|            | ORU1   | 2        | 5        | 3           | 12.40%  | 8.54%  | -3.86%    |
|            | PDK1   | 2        | 5        | 3           | 7.35%   | 7.99%  | 0.64%     |
|            | TRY3   | 5        | 4        | (1)         | 1.54%   | 6.53%  | 5.00%     |
|            | TVR1   | 2        | 4        | 2           | 7.05%   | 6.47%  | -0.58%    |
|            | TVR2   | 5        | 4        | (1)         | 6.46%   | 7.75%  | 1.29%     |
|            | TRY2   | 4        | 3        | (1)         | 10.70%  | 14.36% | 3.66%     |
|            | APM1   | 3        | 2        | (1)         | 9.31%   | 13.43% | 4.12%     |
|            | MSI1   | 2        | 2        |             | 9.38%   | 6.25%  | -3.12%    |
|            | NCK1   | 4        | 2        | (2)         | 8.99%   | 5.41%  | -3.58%    |
|            | NGT1   | 3        | 2        | (1)         | 7.55%   | 10.25% | 2.69%     |
|            | NMM1   | 5        | 2        | (3)         | 10.92%  | 10.81% | -0.12%    |
|            | TRY4   | 4        | 1        | (3)         | 6.36%   | 0.83%  | -5.54%    |
|            | Total  | 156      | 177      | 21          | 5.21%   | 6.85%  | 1.65%     |
| WEST-01    |        |          |          |             |         |        |           |
|            | TPR2   | 16       | 18       | 2           | 5.63%   | 0.21%  | -5.43%    |
|            | TPR1   | 9        | 9        |             | 10.52%  | 0.13%  | -10.39%   |
|            | CBE2   | 35       | 7        | (28)        | -2.80%  | 5.89%  | 8.69%     |
|            | KGİ1   | 3        | 7        | 4           | 4.79%   | 3.49%  | -1.29%    |
|            | CBE1   | 5        | 6        | 1           | 4.73%   | 4.83%  | 0.10%     |
|            | PDM1   | 6        | 6        |             | 3.62%   | 10.68% | 7.07%     |
|            | SYM2   | 7        | 6        | (1)         | 7.50%   | 5.57%  | -1.92%    |
|            | UAM1   | 4        | 6        | 2           | 6.82%   | 6.69%  | -0.13%    |
|            | AVI1   | 7        | 5        | (2)         | 2.56%   | 2.93%  | 0.37%     |
|            | PLI1   | 14       | 5        | (9)         | 3.21%   | 5.34%  | 2.14%     |
|            | PPI1   | 6        | 5        | (1)         | 14.66%  | 5.50%  | -9.16%    |
|            | CBE3   |          | 4        | 4           | #Error  | 8.01%  | #Error    |
|            | CNR1   | 4        | 4        |             | 8.69%   | 2.12%  | -6.57%    |
|            | GBM1   | 2        | 4        | 2           | 7.05%   | 6.78%  | -0.27%    |
|            | KGM1   | 4        | 4        |             | 10.22%  | 9.82%  | -0.39%    |
|            | KMD1   | 5        | 4        | (1)         | 14.92%  | 20.91% | 5.99%     |
|            | ANR1   | 1        | 3        | 2           | -10.32% | 2.30%  | 12.62%    |
|            | CBE6   | 5        | 3        | (2)         | -1.55%  | 10.45% | 12.00%    |
|            | DPM2   | 8        | 3        | (5)         | 3.70%   | 3.88%  | 0.18%     |
|            | GDR1   | 4        | 3        | (1)         | 7.55%   | 2.89%  | -4.66%    |
|            | KMR1   | 6        | 3        | (3)         | 5.10%   | 3.45%  | -1.65%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| WEST-01    | SNR1   | 2        | 3        | 1           | 7.21%  | 1.31%   | -5.90%    |
|            | CBE4   | 4        | 2        | (2)         | 2.35%  | 6.79%   | 4.44%     |
|            | MPM1   | 4        | 2        | (2)         | 12.18% | 1.24%   | -10.93%   |
|            | SUL1   | 3        | 2        | (1)         | 13.21% | 9.61%   | -3.59%    |
|            | TPR3   | 8        | 2        | (6)         | 9.10%  | 19.92%  | 10.82%    |
|            | TPR4   | 6        | 2        | (4)         | 3.12%  | 13.95%  | 10.83%    |
|            | CBE5   | 2        | 1        | (1)         | 15.43% | 7.05%   | -8.37%    |
|            | UMP1   | 9        | 1        | (8)         | 6.83%  | 4.44%   | -2.39%    |
|            | Total  | 189      | 130      | (59)        | 3.65%  | 4.92%   | 1.27%     |
| CHENNAI-01 |        |          |          |             |        |         |           |
|            | CH08   | 12       | 10       | (2)         | 8.26%  | 10.55%  | 2.29%     |
|            | CH16   | 8        | 9        | 1           | 8.11%  | 10.38%  | 2.27%     |
|            | CH05   | 9        | 6        | (3)         | 8.22%  | 5.69%   | -2.53%    |
|            | CH11   | 3        | 6        | 3           | 3.67%  | 3.70%   | 0.03%     |
|            | CH14   | 7        | 6        | (1)         | 3.31%  | 1.30%   | -2.01%    |
|            | CH28   | 8        | 6        | (2)         | 17.02% | 18.96%  | 1.94%     |
|            | CH48   | 7        | 6        | (1)         | 0.62%  | 6.46%   | 5.84%     |
|            | GUD1   | 4        | 6        | 2           | 8.26%  | 6.69%   | -1.57%    |
|            | CGL1   | 3        | 5        | 2           | 6.38%  | 8.37%   | 2.00%     |
|            | MRM1   | 8        | 5        | (3)         | 11.08% | 6.09%   | -4.99%    |
|            | TKM1   | 5        | 5        |             | 8.27%  | 4.36%   | -3.91%    |
|            | CH22   | 6        | 4        | (2)         | 7.36%  | 8.23%   | 0.86%     |
|            | CH26   | 4        | 3        | (1)         | 11.42% | 4.56%   | -6.87%    |
|            | CH37   | 4        | 3        | (1)         | 10.78% | 5.11%   | -5.67%    |
|            | SKL1   | 3        | 3        |             | 8.26%  | 13.65%  | 5.39%     |
|            | AVD1   | 3        | 2        | (1)         | 9.71%  | 14.46%  | 4.75%     |
|            | CH30   | 4        | 2        | (2)         | 6.88%  | -0.40%  | -7.28%    |
|            | CH35   | 5        | 2        | (3)         | 6.27%  | 5.97%   | -0.30%    |
|            | CH42   | 3        | 2        | (1)         | 8.37%  | 11.33%  | 2.96%     |
|            | CH45   | 6        | 2        | (4)         | 10.77% | 5.55%   | -5.22%    |
|            | CZWH   |          | 2        | 2           | #Error | -7.21%  | #Error    |
|            | CH07   | 4        | 1        | (3)         | 9.21%  | 22.94%  | 13.73%    |
|            | CH29   |          | 1        | 1           | #Error | 4.43%   | #Error    |
|            | KNR1   | 5        | 1        | (4)         | 12.28% | 7.05%   | -5.22%    |
|            | CH19   | 7        |          | (7)         | 4.85%  | #Error  | #Error    |
|            | CH38   | 4        |          | (4)         | 8.88%  | #Error  | #Error    |
|            | CH39   | 2        |          | (2)         | 5.79%  | 100.00% | 94.21%    |
|            | CH40   | 1        |          | (1)         | -0.94% | #Error  | #Error    |
|            | GUD2   | 2        |          | (2)         | 11.42% | #Error  | #Error    |
|            | MC02   |          |          |             | #Error | #Error  | #Error    |
|            | MC09   |          |          |             | #Error | #Error  | #Error    |
|            | MC10   |          |          |             | #Error | #Error  | #Error    |
|            | Total  | 137      | 98       | (39)        | 8.12%  | 7.36%   | -0.77%    |
| CHENNAI-02 |        |          |          |             |        |         |           |
|            | CH03   | 10       | 9        | (1)         | 1.92%  | 1.20%   | -0.72%    |
|            | CH18   | 5        | 8        | 3           | 12.84% | 9.74%   | -3.10%    |
|            | CH20   | 3        | 8        | 5           | 0.32%  | 2.84%   | 2.52%     |
|            | CH06   | 5        | 6        | 1           | 30.02% | 6.03%   | -23.99%   |
|            | CH33   | 4        | 6        | 2           | 4.57%  | 3.73%   | -0.84%    |
|            | CH34   | 6        | 6        |             | 4.14%  | 4.29%   | 0.15%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| CHENNAI-02  | CH41   | 3        | 6        | 3           | 9.10%   | -0.65% | -9.75%    |
|             | CH44   | 6        | 5        | (1)         | 7.71%   | 0.08%  | -7.62%    |
|             | UKI1   | 2        | 5        | 3           | 7.92%   | 6.50%  | -1.41%    |
|             | CH09   | 7        | 4        | (3)         | 8.97%   | -2.34% | -11.31%   |
|             | CH15   | 6        | 4        | (2)         | 4.87%   | 5.23%  | 0.37%     |
|             | CH21   | 3        | 4        | 1           | 6.69%   | 6.21%  | -0.47%    |
|             | GPD1   | 3        | 4        | 1           | 18.43%  | 11.13% | -7.30%    |
|             | MJR1   | 11       | 4        | (7)         | 2.41%   | 5.89%  | 3.48%     |
|             | PON1   | 5        | 4        | (1)         | 7.23%   | 9.58%  | 2.35%     |
|             | CH43   | 4        | 3        | (1)         | 6.29%   | 21.32% | 15.03%    |
|             | CH24   | 4        | 2        | (2)         | 1.10%   | -0.24% | -1.35%    |
|             | MC06   | 3        | 2        | (1)         | 5.70%   | 0.45%  | -5.26%    |
|             | CH12   | 12       | 1        | (11)        | 8.03%   | 4.67%  | -3.36%    |
|             | CH17   | 7        | 1        | (6)         | 8.55%   | 7.05%  | -1.50%    |
|             | CH31   | 1        | 1        |             | 10.57%  | 4.03%  | -6.54%    |
|             | CH32   |          | 1        | 1           | #Error  | 5.93%  | #Error    |
|             | CH46   | 2        | 1        | (1)         | 31.82%  | 5.55%  | -26.27%   |
|             | CH01   |          |          |             | #Error  | #Error | #Error    |
|             | CH23   | 1        |          | (1)         | 9.74%   | #Error | #Error    |
|             | CH27   | 2        |          | (2)         | 5.93%   | #Error | #Error    |
|             | CH36   |          |          |             | 6.33%   | #Error | #Error    |
|             | MC05   |          |          |             | #Error  | #Error | #Error    |
|             | Total  | 115      | 95       | (20)        | 6.56%   | 4.11%  | -2.46%    |
| SOUTH ARCOT | TRK1   | 17       | 11       | (6)         | 11.33%  | 5.00%  | -6.33%    |
|             | KKI2   | 10       | 10       |             | 0.81%   | 5.03%  | 4.22%     |
|             | CDM1   | 19       | 9        | (10)        | 4.24%   | 10.84% | 6.61%     |
|             | KLM1   | 7        | 8        | 1           | 9.43%   | 5.95%  | -3.48%    |
|             | NVL2   | 5        | 6        | 1           | 9.91%   | 4.85%  | -5.07%    |
|             | POY1   | 5        | 6        | 1           | 5.54%   | 10.25% | 4.71%     |
|             | STP1   | 2        | 6        | 4           | 15.71%  | 8.55%  | -7.16%    |
|             | CUD1   | 10       | 5        | (5)         | 6.73%   | 3.46%  | -3.28%    |
|             | SJI2   | 18       | 5        | (13)        | 7.75%   | 8.45%  | 0.70%     |
|             | TDM1   | 8        | 5        | (3)         | 5.38%   | 5.25%  | -0.13%    |
|             | ULP1   | 6        | 4        | (2)         | 8.23%   | 5.86%  | -2.37%    |
|             | KML1   | 3        | 3        |             | 9.75%   | 8.97%  | -0.77%    |
|             | PRT1   | 4        | 3        | (1)         | 12.04%  | 9.09%  | -2.96%    |
|             | POY2   | 6        | 2        | (4)         | 4.36%   | 5.20%  | 0.84%     |
|             | TVM1   | 2        | 2        |             | 6.46%   | 6.74%  | 0.28%     |
|             | TVM2   | 3        | 2        | (1)         | 6.75%   | 8.28%  | 1.53%     |
|             | VPM2   | 10       | 2        | (8)         | 7.05%   | 11.62% | 4.57%     |
|             | VPM1   | 3        | 1        | (2)         | 17.42%  | 7.05%  | -10.37%   |
|             | MKM1   | 6        |          | (6)         | 11.76%  | #Error | #Error    |
|             | VCM1   | 5        |          | (5)         | 5.31%   | #Error | #Error    |
|             | Total  | 149      | 90       | (59)        | 7.10%   | 6.53%  | -0.57%    |
| TIRUPATI-01 | KNL2   | 4        | 15       | 11          | -3.02%  | -7.69% | -4.67%    |
|             | ADI1   | 12       | 8        | (4)         | -3.52%  | 2.04%  | 5.56%     |
|             | TPY1   | 2        | 7        | 5           | 9.02%   | -4.17% | -13.18%   |
|             | TPY2   | 5        | 7        | 2           | -11.41% | -8.28% | 3.13%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| TIRUPATI-01 | CTO1   | 6        | 5        | (1)         | -1.09%  | 7.76%   | 8.85%     |
|             | TPI1   | 5        | 5        |             | 4.79%   | -18.49% | -23.29%   |
|             | PIL1   | 1        | 4        | 3           | 1.08%   | 3.90%   | 2.83%     |
|             | DHN1   | 5        | 3        | (2)         | 6.22%   | 12.48%  | 6.26%     |
|             | KNL1   | 2        | 3        | 1           | 11.32%  | 12.13%  | 0.81%     |
|             | PUT1   | 3        | 3        |             | -1.05%  | 9.97%   | 11.02%    |
|             | KHT1   | 3        | 2        | (1)         | -5.54%  | 7.05%   | 12.59%    |
|             | KOU1   | 3        | 2        | (1)         | 6.68%   | 1.41%   | -5.28%    |
|             | MPL1   | 1        | 2        | 1           | 13.65%  | -2.45%  | -16.10%   |
|             | NDL1   | 3        | 2        | (1)         | 6.29%   | -8.43%  | -14.72%   |
|             | PGR1   | 2        | 2        |             | 7.20%   | -1.88%  | -9.08%    |
|             | RJP1   | 2        | 2        |             | 8.31%   | -1.54%  | -9.84%    |
|             | VKI1   | 3        | 2        | (1)         | -2.22%  | -9.64%  | -7.43%    |
|             | ATP1   | 5        | 1        | (4)         | -2.50%  | 10.57%  | 13.07%    |
|             | KDA1   | 2        | 1        | (1)         | 9.34%   | -7.13%  | -16.47%   |
|             | NLR1   | 1        | 1        |             | 11.26%  | 8.91%   | -2.36%    |
|             | NYP1   | 2        | 1        | (1)         | -32.52% | 3.82%   | 36.34%    |
|             | PDT1   | 2        | 1        | (1)         | 10.33%  | 14.33%  | 4.01%     |
|             | BVL1   | 1        |          | (1)         | -7.74%  | #Error  | #Error    |
|             | GTL1   | 2        |          | (2)         | 11.26%  | #Error  | #Error    |
|             | KVL1   | 6        |          | (6)         | 3.07%   | #Error  | #Error    |
|             | PMR1   | 4        |          | (4)         | -11.42% | #Error  | #Error    |
|             | RCY1   |          |          |             | #Error  | #Error  | #Error    |
|             | SPE1   | 3        |          | (3)         | 9.02%   | #Error  | #Error    |
|             | Total  | 90       | 79       | (11)        | 0.10%   | -2.77%  | -2.87%    |
| NORTH ARCOT | TRR1   | 11       | 11       |             | 3.23%   | 6.39%   | 3.16%     |
|             | CPT1   | 8        | 7        | (1)         | 9.38%   | 8.06%   | -1.32%    |
|             | KPM2   | 17       | 5        | (12)        | 6.75%   | 1.71%   | -5.04%    |
|             | SBR1   | 4        | 5        | 1           | 9.93%   | 8.97%   | -0.96%    |
|             | VNB1   | 5        | 5        |             | 8.93%   | 11.46%  | 2.53%     |
|             | CYR1   | 1        | 4        | 3           | 15.61%  | 7.20%   | -8.41%    |
|             | PLR1   | 4        | 4        |             | 2.37%   | 6.85%   | 4.47%     |
|             | VSI1   | 9        | 4        | (5)         | 3.62%   | 7.90%   | 4.27%     |
|             | ABR1   | 5        | 3        | (2)         | 7.82%   | 7.97%   | 0.15%     |
|             | BGR1   | 1        | 3        | 2           | 4.58%   | 11.38%  | 6.80%     |
|             | CGM1   | 13       | 3        | (10)        | 7.36%   | 5.68%   | -1.67%    |
|             | SLG1   | 5        | 3        | (2)         | 6.93%   | 2.61%   | -4.31%    |
|             | TRT1   | 7        | 3        | (4)         | 9.64%   | 2.48%   | -7.16%    |
|             | VEL2   | 3        | 3        |             | 10.34%  | 8.09%   | -2.25%    |
|             | PTU1   | 1        | 2        | 1           | 10.25%  | 17.98%  | 7.73%     |
|             | TRL1   | 10       | 2        | (8)         | 6.09%   | 7.20%   | 1.11%     |
|             | UGI1   | 5        | 2        | (3)         | 6.83%   | 9.29%   | 2.46%     |
|             | VEL1   | 3        | 2        | (1)         | 6.30%   | 11.26%  | 4.97%     |
|             | WJD1   | 5        | 2        | (3)         | 15.37%  | 6.61%   | -8.76%    |
|             | AKM1   | 8        | 1        | (7)         | 8.97%   | 1.17%   | -7.80%    |
|             | ANI1   | 5        | 1        | (4)         | 12.18%  | 5.21%   | -6.97%    |
|             | ARC2   | 4        | 1        | (3)         | 10.48%  | 6.02%   | -4.46%    |
|             | KPM1   | 6        | 1        | (5)         | 5.71%   | 5.55%   | -0.16%    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|---------|-----------|
| NORTH ARCOT   | GDM1   | 6        |          | (6)         | 4.55%   | #Error  | #Error    |
|               | WJP1   | 12       |          | (12)        | 11.47%  | #Error  | #Error    |
|               | Total  | 158      | 77       | (81)        | 7.34%   | 7.54%   | 0.20%     |
| VIJAYAWADA-01 |        |          |          |             |         |         |           |
|               | BVR1   | 6        | 5        | (1)         | -2.00%  | -2.53%  | -0.53%    |
|               | TNK1   | 3        | 4        | 1           | 0.55%   | -1.58%  | -2.13%    |
|               | CRL1   | 1        | 3        | 2           | -2.63%  | 9.00%   | 11.63%    |
|               | PAP1   | 3        | 3        |             | 3.01%   | 5.46%   | 2.45%     |
|               | RAL1   | 1        | 3        | 2           | 9.51%   | -1.47%  | -10.98%   |
|               | GNT1   | 4        | 2        | (2)         | -2.60%  | -10.44% | -7.84%    |
|               | NPR1   | 4        | 2        | (2)         | 2.10%   | 5.93%   | 3.83%     |
|               | NRT1   | 5        | 2        | (3)         | 4.54%   | -0.76%  | -5.30%    |
|               | PNR1   |          | 2        | 2           | #Error  | 12.81%  | #Error    |
|               | PPM1   |          | 2        | 2           | #Error  | 4.49%   | #Error    |
|               | CKT1   | 3        | 1        | (2)         | 8.11%   | 9.30%   | 1.19%     |
|               | DPE1   | 3        | 1        | (2)         | 4.36%   | -5.06%  | -9.42%    |
|               | ELU1   | 2        | 1        | (1)         | -8.28%  | -2.96%  | 5.32%     |
|               | GVM1   | 1        | 1        |             | -0.47%  | 3.68%   | 4.14%     |
|               | JGG1   | 2        | 1        | (1)         | 6.42%   | 11.26%  | 4.84%     |
|               | JPT1   | 3        | 1        | (2)         | 9.01%   | 9.38%   | 0.37%     |
|               | MTM1   |          | 1        | 1           | #Error  | 9.30%   | #Error    |
|               | OGL1   | 1        | 1        |             | 4.01%   | 12.36%  | 8.35%     |
|               | TNI1   | 1        | 1        |             | -7.00%  | 1.58%   | 8.58%     |
|               | TVU1   | 6        | 1        | (5)         | 6.87%   | 5.95%   | -0.92%    |
|               | VJW4   |          | 1        | 1           | #Error  | -4.77%  | #Error    |
|               | VJW5   |          | 1        | 1           | #Error  | 2.98%   | #Error    |
|               | VKN1   |          | 1        | 1           | #Error  | 11.11%  | #Error    |
|               | AMP1   | 1        |          | (1)         | 10.51%  | #Error  | #Error    |
|               | BPP1   | 1        |          | (1)         | -1.32%  | #Error  | #Error    |
|               | GDV1   |          |          |             | #Error  | #Error  | #Error    |
|               | GNT2   | 2        |          | (2)         | -3.86%  | #Error  | #Error    |
|               | KDR1   | 1        |          | (1)         | 3.60%   | #Error  | #Error    |
|               | KND1   | 1        |          | (1)         | 8.09%   | #Error  | #Error    |
|               | PRL1   | 1        |          | (1)         | 5.39%   | #Error  | #Error    |
|               | RMV1   | 3        |          | (3)         | 6.97%   | #Error  | #Error    |
|               | TDD1   |          |          |             | #Error  | #Error  | #Error    |
|               | TEL1   |          |          |             | #Error  | #Error  | #Error    |
|               | VJW1   | 2        |          | (2)         | 3.34%   | -3.27%  | -6.61%    |
|               | VJW2   | 1        |          | (1)         | -3.37%  | #Error  | #Error    |
|               | VJW3   | 2        |          | (2)         | -10.06% | #Error  | #Error    |
|               | VUY1   |          |          |             | #Error  | #Error  | #Error    |
|               | Total  | 64       | 41       | (23)        | 1.36%   | 1.57%   | 0.20%     |
| KL-SOUTH      |        |          |          |             |         |         |           |
|               | TVP1   | 2        | 7        | 5           | 5.84%   | 7.34%   | 1.50%     |
|               | PAS1   | 3        | 2        | (1)         | 5.15%   | 7.04%   | 1.89%     |
|               | KLR1   |          |          |             | #Error  | #Error  | #Error    |
|               | Total  | 5        | 9        | 4           | 5.58%   | 7.29%   | 1.71%     |
|               | Total  | 1843     | 1479     | (364)       | 4.94%   | 4.36%   | -0.58%    |