

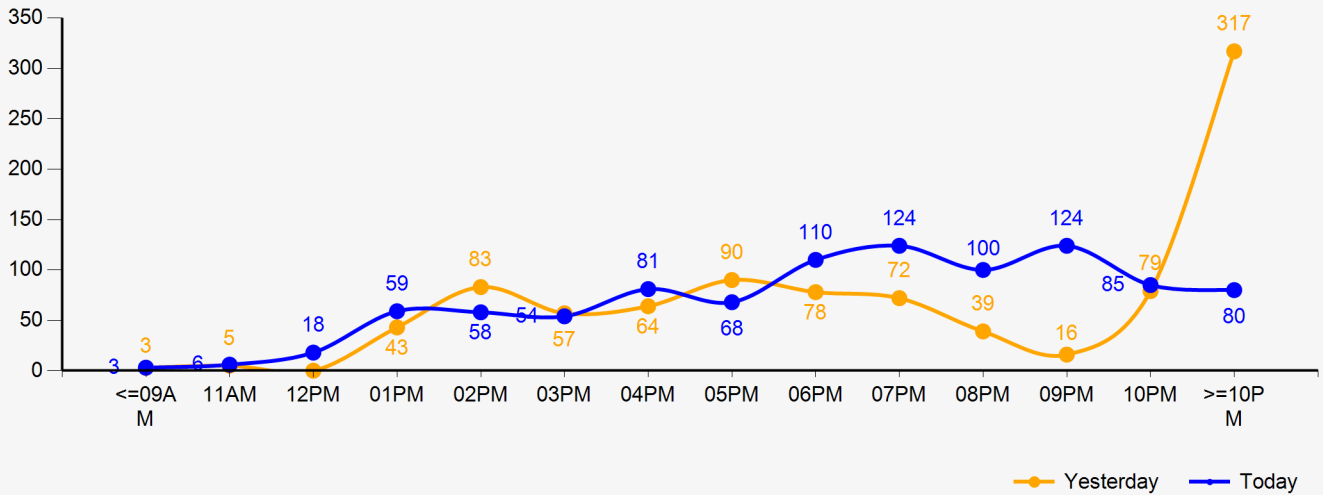
YD Sales : 946

YD GP%: 6.61%

TD Sales : 970

TD GP%: 5.06%

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      | 143      | 144      | 1           | 6.52%  | 3.77%  | -2.75%    |
| TRICHY-01     | 127      | 119      | (8)         | 9.30%  | 7.01%  | -2.29%    |
| WEST-02       | 109      | 117      | 8           | 9.73%  | 5.88%  | -3.85%    |
| SOUTH-03      | 94       | 106      | 12          | 9.55%  | 4.44%  | -5.11%    |
| CHENNAI-01    | 79       | 88       | 9           | 6.43%  | 6.49%  | 0.05%     |
| CHENNAI-02    | 74       | 81       | 7           | 0.50%  | 5.84%  | 5.34%     |
| WEST-01       | 87       | 76       | (11)        | 9.22%  | 5.00%  | -4.22%    |
| NORTH ARCOT   | 66       | 63       | (3)         | 9.15%  | 7.04%  | -2.11%    |
| TIRUPATI-01   | 52       | 63       | 11          | 1.01%  | 4.21%  | 3.20%     |
| SOUTH ARCOT   | 71       | 61       | (10)        | 8.31%  | 2.70%  | -5.61%    |
| VIJAYAWADA-01 | 37       | 46       | 9           | 2.66%  | 1.17%  | -1.49%    |
| KL-SOUTH      | 7        | 6        | (1)         | 6.21%  | -0.66% | -6.87%    |
| Total         | 946      | 970      | 24          | 6.61%  | 5.06%  | -1.55%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | TUT1   | 5        | 25       | 20          | 3.07%  | 4.02%  | 0.95%     |
|            | KVT1   | 15       | 11       | (4)         | 6.10%  | -9.50% | -15.60%   |
|            | TVL1   | 11       | 9        | (2)         | 1.59%  | -6.02% | -7.62%    |
|            | NGR1   | 10       | 7        | (3)         | 7.14%  | 0.34%  | -6.80%    |
|            | SVK1   | 10       | 6        | (4)         | 6.91%  | 3.01%  | -3.90%    |
|            | TCN1   | 6        | 6        |             | 10.41% | 6.63%  | -3.78%    |
|            | TUT2   | 10       | 6        | (4)         | 7.27%  | 4.42%  | -2.86%    |
|            | APK1   | 6        | 5        | (1)         | 11.67% | 9.42%  | -2.25%    |
|            | RPM1   | 5        | 5        |             | 13.82% | 6.33%  | -7.49%    |
|            | S2SD   |          | 5        | 5           | #Error | 0.00%  | #Error    |
|            | SDI1   | 3        | 5        | 2           | 6.93%  | 2.07%  | -4.86%    |
|            | TKS2   | 8        | 5        | (3)         | 4.40%  | 5.04%  | 0.65%     |
|            | VL1    | 3        | 5        | 2           | 6.12%  | -1.12% | -7.24%    |
|            | APK2   | 1        | 4        | 3           | 5.10%  | -0.38% | -5.48%    |
|            | RND1   | 3        | 4        | 1           | 19.12% | 7.58%  | -11.54%   |
|            | TKS1   | 6        | 4        | (2)         | 12.03% | 10.08% | -1.95%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH-01   | VNR2   | 5        | 4        | (1)         | 12.16%  | 6.33%  | -5.82%    |
|            | PDI1   | 1        | 3        | 2           | 11.83%  | 13.63% | 1.79%     |
|            | STU2   | 5        | 3        | (2)         | 8.21%   | 12.26% | 4.06%     |
|            | ASM1   |          | 2        | 2           | #Error  | 3.18%  | #Error    |
|            | COL1   | 3        | 2        | (1)         | 14.09%  | 5.83%  | -8.26%    |
|            | ERL2   | 1        | 2        | 1           | 12.58%  | 15.10% | 2.51%     |
|            | KGL1   | 1        | 2        | 1           | 1.64%   | 16.62% | 14.98%    |
|            | MAR1   | 1        | 2        | 1           | 8.96%   | 4.20%  | -4.77%    |
|            | SKD1   | 1        | 2        | 1           | 0.22%   | 13.88% | 13.66%    |
|            | UDN1   | 1        | 2        | 1           | 3.04%   | 5.35%  | 2.31%     |
|            | VKM1   | 1        | 2        | 1           | 10.43%  | 15.78% | 5.35%     |
|            | ARM1   |          | 1        | 1           | -29.12% | 17.18% | 46.30%    |
|            | KYR1   | 1        | 1        |             | 14.27%  | 5.55%  | -8.72%    |
|            | MMT1   |          | 1        | 1           | #Error  | 16.28% | #Error    |
|            | SNL1   | 5        | 1        | (4)         | 6.41%   | 1.82%  | -4.59%    |
|            | TVL2   | 1        | 1        |             | 8.96%   | -3.87% | -12.84%   |
|            | TYI1   | 1        | 1        |             | -2.22%  | 12.56% | 14.78%    |
|            | KSM1   | 1        |          | (1)         | 8.69%   | #Error | #Error    |
|            | PKD1   | 5        |          | (5)         | 10.37%  | 7.05%  | -3.32%    |
|            | SGT1   | 3        |          | (3)         | 4.40%   | #Error | #Error    |
|            | TKY1   | 1        |          | (1)         | 0.07%   | #Error | #Error    |
|            | VNR1   | 3        |          | (3)         | 4.98%   | #Error | #Error    |
|            | Total  | 143      | 144      | 1           | 6.52%   | 3.77%  | -2.75%    |
|            |        |          |          |             |         |        |           |
| TRICHY-01  | TRY1   | 5        | 12       | 7           | 8.75%   | 7.56%  | -1.19%    |
|            | TNJ1   | 10       | 9        | (1)         | 5.96%   | 5.68%  | -0.29%    |
|            | TRY4   | 6        | 9        | 3           | 0.65%   | 5.93%  | 5.28%     |
|            | MDI1   | 5        | 8        | 3           | 8.32%   | 5.95%  | -2.37%    |
|            | KRN1   | 3        | 7        | 4           | 9.40%   | 7.41%  | -1.98%    |
|            | KUM1   | 6        | 7        | 1           | 9.41%   | 8.91%  | -0.50%    |
|            | PBR2   | 10       | 7        | (3)         | 7.25%   | 10.06% | 2.81%     |
|            | APM1   |          | 6        | 6           | #Error  | 12.71% | #Error    |
|            | NGT1   | 3        | 6        | 3           | 14.43%  | 10.71% | -3.72%    |
|            | TZSD   |          | 6        | 6           | #Error  | 0.79%  | #Error    |
|            | TNJ2   | 7        | 5        | (2)         | 4.88%   | 2.05%  | -2.83%    |
|            | TYR1   | 9        | 5        | (4)         | 16.10%  | 5.97%  | -10.13%   |
|            | AYR1   | 2        | 4        | 2           | 2.70%   | 7.28%  | 4.58%     |
|            | JKM1   | 9        | 4        | (5)         | 7.31%   | 7.21%  | -0.11%    |
|            | PDK1   | 1        | 4        | 3           | 6.51%   | 4.44%  | -2.07%    |
|            | TTP1   | 7        | 4        | (3)         | 14.43%  | 5.53%  | -8.90%    |
|            | NCK1   | 8        | 3        | (5)         | 10.07%  | 7.82%  | -2.25%    |
|            | PBR1   | 3        | 3        |             | 11.78%  | 8.80%  | -2.99%    |
|            | TRY2   | 1        | 3        | 2           | 22.94%  | 7.83%  | -15.10%   |
|            | KIK1   | 5        | 2        | (3)         | 10.47%  | 6.46%  | -4.01%    |
|            | MSI1   | 3        | 2        | (1)         | 20.03%  | 1.87%  | -18.17%   |
|            | NMM1   | 2        | 2        |             | 11.63%  | 17.00% | 5.37%     |
|            | TVR2   | 4        | 2        | (2)         | 5.62%   | 7.35%  | 1.73%     |
|            | MVM1   | 9        | 1        | (8)         | 13.00%  | 22.90% | 9.90%     |
|            | ORU1   | 2        | 1        | (1)         | 9.94%   | 6.59%  | -3.35%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| TRICHY-01  | PTK1   | 3        | 1        | (2)         | 11.80% | 7.51%  | -4.29%    |
|            | TVR1   | 3        | 1        | (2)         | 11.53% | 10.25% | -1.28%    |
|            | TRY3   | 1        |          | (1)         | 10.74% | #Error | #Error    |
|            | WTRZ   |          | (5)      | (5)         | #Error | 8.08%  | #Error    |
|            | Total  | 127      | 119      | (8)         | 9.30%  | 7.01%  | -2.29%    |
| WEST-02    | ERD2   | 7        | 12       | 5           | 9.48%  | 7.59%  | -1.89%    |
|            | KRI1   | 1        | 7        | 6           | 19.06% | -1.66% | -20.73%   |
|            | SLM1   | 14       | 7        | (7)         | 8.95%  | 7.56%  | -1.40%    |
|            | EPI1   | 4        | 6        | 2           | 13.02% | 11.45% | -1.58%    |
|            | NKL2   | 2        | 6        | 4           | 6.07%  | 3.31%  | -2.77%    |
|            | OML1   | 5        | 6        | 1           | 7.56%  | 8.84%  | 1.28%     |
|            | SLM3   | 3        | 6        | 3           | 9.91%  | 5.87%  | -4.04%    |
|            | CMI1   |          | 5        | 5           | #Error | 7.27%  | #Error    |
|            | HSR2   | 5        | 5        |             | 4.33%  | 8.30%  | 3.97%     |
|            | MCR1   | 2        | 5        | 3           | 10.52% | 8.05%  | -2.47%    |
|            | TRM1   | 5        | 5        |             | 16.42% | 9.40%  | -7.02%    |
|            | WZWH   |          | 5        | 5           | #Error | 1.11%  | #Error    |
|            | APN1   | 3        | 4        | 1           | 15.01% | 5.91%  | -9.09%    |
|            | EDP1   | 1        | 4        | 3           | -6.51% | 5.36%  | 11.87%    |
|            | PLC1   | 3        | 4        | 1           | 10.59% | 3.36%  | -7.23%    |
|            | VKL1   |          | 4        | 4           | #Error | 8.67%  | #Error    |
|            | VPD1   | 6        | 4        | (2)         | 16.67% | 5.79%  | -10.89%   |
|            | ATU1   | 8        | 3        | (5)         | 12.19% | 1.24%  | -10.96%   |
|            | BMD1   | 6        | 3        | (3)         | 19.09% | 8.64%  | -10.45%   |
|            | DPR2   | 2        | 3        | 1           | 14.87% | 0.67%  | -14.20%   |
|            | SGG1   | 1        | 3        | 2           | -7.28% | 9.04%  | 16.32%    |
|            | PDR1   | 1        | 2        | 1           | -0.99% | 14.21% | 15.20%    |
|            | RSP1   | 1        | 2        | 1           | 3.41%  | 7.49%  | 4.07%     |
|            | SLM2   | 5        | 2        | (3)         | 1.20%  | 7.05%  | 5.85%     |
|            | TCG1   | 2        | 2        |             | 12.73% | 6.21%  | -6.52%    |
|            | HSR1   | 2        | 1        | (1)         | 16.93% | -5.85% | -22.78%   |
|            | SGI1   |          | 1        | 1           | #Error | 11.32% | #Error    |
|            | DPR1   | 5        |          | (5)         | 8.76%  | #Error | #Error    |
|            | ERD1   | 6        |          | (6)         | 13.01% | #Error | #Error    |
|            | HRR1   | 1        |          | (1)         | 19.12% | #Error | #Error    |
|            | KMM1   | 2        |          | (2)         | 7.05%  | #Error | #Error    |
|            | KVP1   | 1        |          | (1)         | 5.93%  | #Error | #Error    |
|            | MTR1   | 3        |          | (3)         | 13.92% | #Error | #Error    |
|            | PMP1   | 2        |          | (2)         | 4.16%  | #Error | #Error    |
|            | Total  | 109      | 117      | 8           | 9.73%  | 5.88%  | -3.85%    |
| SOUTH-03   | MDU1   | 12       | 18       | 6           | 7.06%  | 1.33%  | -5.72%    |
|            | DGL1   | 4        | 10       | 6           | 3.78%  | 3.08%  | -0.71%    |
|            | BNR1   | 4        | 4        |             | 7.35%  | -0.75% | -8.11%    |
|            | KYK1   | 2        | 4        | 2           | 21.86% | 6.85%  | -15.01%   |
|            | MDU2   | 7        | 4        | (3)         | 8.50%  | 1.14%  | -7.36%    |
|            | MDU3   | 2        | 4        | 2           | 13.96% | -4.30% | -18.26%   |
|            | NKI1   | 5        | 4        | (1)         | 14.55% | 11.03% | -3.52%    |
|            | TDI1   | 6        | 4        | (2)         | 11.54% | 4.34%  | -7.20%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-03   | CBM1   | 1        | 3        | 2           | 19.72% | 2.38%  | -17.34%   |
|            | DKI1   | 3        | 3        |             | 8.77%  | 6.09%  | -2.68%    |
|            | KRR1   | 3        | 3        |             | 12.88% | 0.87%  | -12.01%   |
|            | NTM1   | 5        | 3        | (2)         | 8.24%  | 9.15%  | 0.91%     |
|            | PNI1   |          | 3        | 3           | #Error | 6.23%  | #Error    |
|            | PNV1   | 2        | 3        | 1           | 9.06%  | 5.56%  | -3.50%    |
|            | PVI1   | 1        | 3        | 2           | 22.29% | 9.11%  | -13.19%   |
|            | SGP1   | 2        | 3        | 1           | 15.10% | 8.03%  | -7.07%    |
|            | TEN2   | 5        | 3        | (2)         | 8.02%  | 4.08%  | -3.94%    |
|            | TMM1   |          | 3        | 3           | #Error | 2.46%  | #Error    |
|            | ATG1   |          | 2        | 2           | #Error | 5.14%  | #Error    |
|            | DGL2   | 1        | 2        | 1           | 15.48% | 14.58% | -0.90%    |
|            | MDU4   | 5        | 2        | (3)         | 13.25% | 4.41%  | -8.84%    |
|            | MDU5   | 1        | 2        | 1           | 13.31% | 17.40% | 4.09%     |
|            | MDU6   | 4        | 2        | (2)         | 1.16%  | 4.61%  | 3.45%     |
|            | MPA1   | 4        | 2        | (2)         | 14.79% | 6.53%  | -8.27%    |
|            | SVG1   | 1        | 2        | 1           | 14.99% | 16.71% | 1.72%     |
|            | SZSD   |          | 2        | 2           | #Error | 0.75%  | #Error    |
|            | TPT1   | 2        | 2        |             | 18.20% | 22.89% | 4.69%     |
|            | ADP1   | 1        | 1        |             | 20.62% | 6.02%  | -14.60%   |
|            | BTU1   |          | 1        | 1           | #Error | -0.07% | #Error    |
|            | KKD3   | 3        | 1        | (2)         | -0.57% | 11.09% | 11.66%    |
|            | MLR1   | 1        | 1        |             | 21.81% | 14.33% | -7.47%    |
|            | PKM1   | 1        | 1        |             | 2.53%  | 12.48% | 9.96%     |
|            | USL1   | 1        | 1        |             | 13.21% | 2.90%  | -10.31%   |
|            | CMR1   | 2        |          | (2)         | 9.22%  | #Error | #Error    |
|            | KKD2   |          |          |             | #Error | #Error | #Error    |
|            | KPT1   |          |          |             | #Error | #Error | #Error    |
|            | MNM1   |          |          |             | #Error | #Error | #Error    |
|            | ODM1   | (1)      |          | 1           | 9.53%  | #Error | #Error    |
|            | TEN1   | 4        |          | (4)         | 9.50%  | #Error | #Error    |
|            | Total  | 94       | 106      | 12          | 9.55%  | 4.44%  | -5.11%    |
| CHENNAI-01 |        |          |          |             |        |        |           |
|            | CH16   | 2        | 9        | 7           | 6.48%  | 5.79%  | -0.69%    |
|            | CH05   | 5        | 7        | 2           | 8.36%  | 7.60%  | -0.76%    |
|            | CH42   | 2        | 6        | 4           | 10.38% | 8.26%  | -2.12%    |
|            | MRM1   | 4        | 6        | 2           | 5.91%  | 6.78%  | 0.88%     |
|            | CH48   | 2        | 5        | 3           | 13.98% | 2.94%  | -11.04%   |
|            | GUD2   | 3        | 5        | 2           | 4.81%  | 2.14%  | -2.67%    |
|            | CH11   | 4        | 4        |             | 5.86%  | 6.49%  | 0.63%     |
|            | CH14   | 9        | 4        | (5)         | 8.29%  | 10.35% | 2.07%     |
|            | CH22   | 1        | 4        | 3           | 11.32% | 9.96%  | -1.36%    |
|            | CH30   | 4        | 4        |             | 5.93%  | 3.18%  | -2.74%    |
|            | GUD1   |          | 4        | 4           | #Error | 8.79%  | #Error    |
|            | CGL1   | 1        | 3        | 2           | 9.09%  | 10.17% | 1.08%     |
|            | CH07   | 3        | 3        |             | 7.61%  | -1.87% | -9.48%    |
|            | CH28   | 3        | 3        |             | 11.38% | 11.19% | -0.20%    |
|            | KNR1   | 5        | 3        | (2)         | 12.16% | 8.24%  | -3.92%    |
|            | TKM1   | 1        | 3        | 2           | 20.51% | 7.77%  | -12.74%   |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| CHENNAI-01 | AVD1   | 8        | 2        | (6)         | 9.65%  | 12.72% | 3.07%     |
|            | CH08   | 2        | 2        |             | 9.58%  | 10.26% | 0.68%     |
|            | CH19   | 3        | 2        | (1)         | -5.96% | 9.38%  | 15.35%    |
|            | CH37   | 2        | 2        |             | 11.26% | 9.50%  | -1.76%    |
|            | SKL1   | 1        | 2        | 1           | 12.83% | 5.88%  | -6.95%    |
|            | CH35   | 3        | 1        | (2)         | 11.58% | 22.90% | 11.32%    |
|            | CH38   |          | 1        | 1           | #Error | 17.51% | #Error    |
|            | CH40   | 1        | 1        |             | 5.55%  | 3.91%  | -1.64%    |
|            | CH45   | 6        | 1        | (5)         | 7.81%  | 6.01%  | -1.79%    |
|            | WHC3   |          | 1        | 1           | #Error | 0.00%  | #Error    |
|            | CH26   | 3        |          | (3)         | 9.69%  | #Error | #Error    |
|            | CH29   |          |          |             | #Error | #Error | #Error    |
|            | CH39   | 1        |          | (1)         | 16.81% | #Error | #Error    |
|            | MC02   |          |          |             | #Error | #Error | #Error    |
|            | MC09   |          |          |             | #Error | #Error | #Error    |
|            | MC10   |          |          |             | #Error | #Error | #Error    |
|            | Total  | 79       | 88       | 9           | 6.43%  | 6.49%  | 0.05%     |
|            |        |          |          |             |        |        |           |
| CHENNAI-02 | CH03   | 8        | 11       | 3           | -2.86% | 4.46%  | 7.32%     |
|            | CH15   | 9        | 7        | (2)         | -4.60% | 5.52%  | 10.12%    |
|            | CH21   | 3        | 7        | 4           | 8.22%  | 3.55%  | -4.67%    |
|            | MJR1   | 3        | 6        | 3           | 6.54%  | 11.32% | 4.78%     |
|            | CH09   | 4        | 5        | 1           | 8.93%  | 7.39%  | -1.54%    |
|            | CH18   | 5        | 5        |             | 10.22% | 9.27%  | -0.95%    |
|            | CH06   | 5        | 4        | (1)         | 7.08%  | 6.63%  | -0.45%    |
|            | CH20   | 7        | 4        | (3)         | 2.24%  | 0.32%  | -1.93%    |
|            | CH43   | 1        | 4        | 3           | 7.05%  | 8.62%  | 1.56%     |
|            | GPD1   |          | 4        | 4           | #Error | 14.29% | #Error    |
|            | CH17   |          | 3        | 3           | #Error | 2.07%  | #Error    |
|            | CH34   | 1        | 3        | 2           | 4.67%  | 1.21%  | -3.46%    |
|            | CH41   | 1        | 3        | 2           | -4.11% | 2.94%  | 7.05%     |
|            | CH12   | 6        | 2        | (4)         | 5.20%  | 2.28%  | -2.92%    |
|            | CH23   | 3        | 2        | (1)         | 12.56% | 6.21%  | -6.35%    |
|            | CH32   |          | 2        | 2           | #Error | 7.92%  | #Error    |
|            | CH33   | 3        | 2        | (1)         | 14.79% | 10.81% | -3.99%    |
|            | CH44   | 2        | 2        |             | 10.34% | 1.57%  | -8.77%    |
|            | CH24   | 6        | 1        | (5)         | 7.83%  | -7.13% | -14.95%   |
|            | CH36   |          | 1        | 1           | #Error | 5.93%  | #Error    |
|            | CH46   |          | 1        | 1           | #Error | 15.48% | #Error    |
|            | PON1   | 1        | 1        |             | 7.05%  | 6.02%  | -1.03%    |
|            | UKI1   | 3        | 1        | (2)         | 12.76% | 7.57%  | -5.20%    |
|            | CH01   | 1        |          | (1)         | 22.90% | #Error | #Error    |
|            | CH27   | 1        |          | (1)         | -8.25% | #Error | #Error    |
|            | CH31   |          |          |             | #Error | #Error | #Error    |
|            | MC05   |          |          |             | #Error | #Error | #Error    |
|            | MC06   | 1        |          | (1)         | -1.64% | #Error | #Error    |
|            | Total  | 74       | 81       | 7           | 0.50%  | 5.84%  | 5.34%     |
|            |        |          |          |             |        |        |           |
| WEST-01    |        |          |          |             |        |        |           |
|            | CBE2   | 14       | 9        | (5)         | 8.02%  | 0.75%  | -7.27%    |
|            | TPR2   | 4        | 7        | 3           | 7.54%  | 10.67% | 3.12%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| WEST-01     | MPM1   | 2        | 6        | 4           | 11.54% | 6.58%  | -4.96%    |
|             | PDM1   | 1        | 6        | 5           | 7.05%  | 5.18%  | -1.87%    |
|             | TPR1   | 2        | 6        | 4           | 12.59% | 11.32% | -1.27%    |
|             | AVI1   | 2        | 5        | 3           | 3.96%  | 12.63% | 8.67%     |
|             | UAM1   | 4        | 5        | 1           | 4.54%  | -6.02% | -10.56%   |
|             | CBE4   | 3        | 4        | 1           | 5.76%  | 8.58%  | 2.82%     |
|             | KGM1   | 1        | 4        | 3           | 22.90% | 10.70% | -12.20%   |
|             | UMP1   | 3        | 4        | 1           | 6.35%  | 3.36%  | -2.99%    |
|             | DPM2   | 2        | 3        | 1           | 14.66% | 8.19%  | -6.47%    |
|             | CBE3   | 1        | 2        | 1           | 11.62% | 4.71%  | -6.91%    |
|             | PLI1   | 4        | 2        | (2)         | -0.12% | 6.94%  | 7.06%     |
|             | SYM2   | 7        | 2        | (5)         | 10.45% | 11.69% | 1.24%     |
|             | WZSD   |          | 2        | 2           | #Error | 0.81%  | #Error    |
|             | ANR1   | 1        | 1        |             | 14.78% | 15.47% | 0.69%     |
|             | CBE1   | 1        | 1        |             | -3.76% | 6.02%  | 9.78%     |
|             | CBE5   |          | 1        | 1           | #Error | 10.61% | #Error    |
|             | GBM1   |          | 1        | 1           | #Error | -9.74% | #Error    |
|             | KGI1   | 3        | 1        | (2)         | 4.52%  | 11.26% | 6.75%     |
|             | KMD1   | 2        | 1        | (1)         | 13.77% | 7.46%  | -6.31%    |
|             | SUL1   | 2        | 1        | (1)         | 21.25% | 5.55%  | -15.70%   |
|             | TPR3   | 3        | 1        | (2)         | 15.58% | 19.00% | 3.42%     |
|             | TPR4   | 4        | 1        | (3)         | 11.58% | 16.28% | 4.69%     |
|             | CBE6   | 2        |          | (2)         | 13.14% | #Error | #Error    |
|             | CNR1   | 2        |          | (2)         | 9.66%  | #Error | #Error    |
|             | GDR1   | 2        |          | (2)         | 14.04% | #Error | #Error    |
|             | KMR1   | 3        |          | (3)         | 9.22%  | #Error | #Error    |
|             | PPI1   | 4        |          | (4)         | 17.34% | #Error | #Error    |
|             | SNR1   | 8        |          | (8)         | 8.60%  | #Error | #Error    |
|             | Total  | 87       | 76       | (11)        | 9.22%  | 5.00%  | -4.22%    |
| NORTH ARCOT |        |          |          |             |        |        |           |
|             | SBR1   | 3        | 8        | 5           | 15.45% | 7.11%  | -8.34%    |
|             | KPM2   | 9        | 6        | (3)         | 8.52%  | 2.69%  | -5.82%    |
|             | ARC2   | 2        | 5        | 3           | 15.20% | 10.44% | -4.76%    |
|             | TRL1   | 4        | 5        | 1           | 10.10% | 6.26%  | -3.85%    |
|             | WJP1   | 3        | 5        | 2           | 5.71%  | 9.53%  | 3.82%     |
|             | CGM1   | 3        | 4        | 1           | 8.30%  | 9.55%  | 1.25%     |
|             | GDM1   | 4        | 4        |             | 7.37%  | 5.78%  | -1.59%    |
|             | TRR1   | 4        | 4        |             | 8.47%  | 4.48%  | -3.99%    |
|             | AKM1   | 2        | 3        | 1           | 7.81%  | 3.79%  | -4.02%    |
|             | CPT1   | 6        | 3        | (3)         | 7.74%  | 5.44%  | -2.29%    |
|             | TRT1   | 1        | 3        | 2           | 13.31% | 1.98%  | -11.33%   |
|             | VNB1   | 2        | 3        | 1           | 9.43%  | 11.97% | 2.53%     |
|             | PLR1   | 4        | 2        | (2)         | 9.51%  | 10.82% | 1.31%     |
|             | WJD1   | (1)      | 2        | 3           | 18.84% | 14.45% | -4.39%    |
|             | ABR1   | 3        | 1        | (2)         | 6.19%  | 23.29% | 17.11%    |
|             | ANI1   | 1        | 1        |             | 16.04% | 11.76% | -4.28%    |
|             | BGR1   | 2        | 1        | (1)         | 9.20%  | 5.55%  | -3.65%    |
|             | KPM1   |          | 1        | 1           | #Error | 9.12%  | #Error    |
|             | SLG1   | 1        | 1        |             | 3.60%  | 7.05%  | 3.46%     |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|--------|-----------|
| NORTH ARCOT | UGI1   | 4        | 1        | (3)         | 9.29%   | 5.55%  | -3.74%    |
|             | VSI1   | 3        | 1        | (2)         | 7.37%   | 9.58%  | 2.21%     |
|             | PTU1   |          |          |             | #Error  | #Error | #Error    |
|             | VEL1   |          |          |             | #Error  | #Error | #Error    |
|             | VEL2   | 2        |          | (2)         | 9.42%   | #Error | #Error    |
|             | CYR1   | 4        | (1)      | (5)         | 13.42%  | 15.24% | 1.82%     |
|             | Total  | 66       | 63       | (3)         | 9.15%   | 7.04%  | -2.11%    |
| TIRUPATI-01 |        |          |          |             |         |        |           |
|             | TPY2   | 3        | 7        | 4           | -1.45%  | 1.17%  | 2.62%     |
|             | TPY1   | 4        | 6        | 2           | 6.10%   | -2.62% | -8.72%    |
|             | PDT1   | 2        | 4        | 2           | 2.55%   | 5.72%  | 3.17%     |
|             | PIL1   | 2        | 4        | 2           | 5.63%   | 2.51%  | -3.12%    |
|             | PMR1   |          | 4        | 4           | 229.61% | 11.52% | -218.09%  |
|             | RCY1   | 2        | 4        | 2           | 16.10%  | 11.26% | -4.83%    |
|             | ADI1   | 6        | 3        | (3)         | 7.60%   | 0.47%  | -7.13%    |
|             | CTO1   | 5        | 3        | (2)         | -1.92%  | -0.90% | 1.02%     |
|             | DHN1   | 3        | 3        |             | 11.35%  | 19.42% | 8.07%     |
|             | KHT1   | 2        | 3        | 1           | -1.72%  | 7.64%  | 9.36%     |
|             | KOU1   |          | 3        | 3           | #Error  | -3.23% | #Error    |
|             | PUT1   | 1        | 3        | 2           | 17.64%  | 5.64%  | -11.99%   |
|             | BVL1   | 2        | 2        |             | 11.04%  | 18.58% | 7.54%     |
|             | KNL1   |          | 2        | 2           | #Error  | 2.18%  | #Error    |
|             | NLR1   |          | 2        | 2           | #Error  | 2.40%  | #Error    |
|             | PGR1   |          | 2        | 2           | #Error  | 10.59% | #Error    |
|             | RJP1   | 4        | 2        | (2)         | 3.88%   | 6.19%  | 2.31%     |
|             | ATP1   | 2        | 1        | (1)         | -2.63%  | 10.57% | 13.20%    |
|             | KDA1   | 3        | 1        | (2)         | -10.90% | 2.83%  | 13.73%    |
|             | KVL1   | 2        | 1        | (1)         | 7.47%   | -6.41% | -13.88%   |
|             | MPL1   |          | 1        | 1           | #Error  | 3.22%  | #Error    |
|             | NDL1   |          | 1        | 1           | #Error  | -1.21% | #Error    |
|             | NYP1   | 1        | 1        |             | 22.96%  | -0.09% | -23.05%   |
|             | GTL1   |          |          |             | #Error  | #Error | #Error    |
|             | KNL2   | 4        |          | (4)         | -8.48%  | #Error | #Error    |
|             | SPE1   | 2        |          | (2)         | 10.36%  | #Error | #Error    |
|             | TPI1   | 2        |          | (2)         | 10.95%  | #Error | #Error    |
|             | VKI1   |          |          |             | 100.00% | #Error | #Error    |
|             | Total  | 52       | 63       | 11          | 1.01%   | 4.21%  | 3.20%     |
| SOUTH ARCOT |        |          |          |             |         |        |           |
|             | KKI2   | 5        | 11       | 6           | 1.19%   | -6.50% | -7.68%    |
|             | VPM2   | 7        | 7        |             | 8.09%   | 8.05%  | -0.04%    |
|             | TRK1   | 10       | 6        | (4)         | 9.35%   | 5.95%  | -3.40%    |
|             | ULP1   | 4        | 6        | 2           | 7.17%   | 9.64%  | 2.47%     |
|             | KML1   | 3        | 5        | 2           | 5.36%   | 8.55%  | 3.18%     |
|             | NVL2   | 4        | 5        | 1           | 5.50%   | 3.83%  | -1.67%    |
|             | VCM1   | 3        | 5        | 2           | 10.34%  | 13.75% | 3.40%     |
|             | TDM1   | 1        | 4        | 3           | 20.62%  | 7.00%  | -13.61%   |
|             | CDM1   | 2        | 3        | 1           | 8.82%   | 7.35%  | -1.48%    |
|             | CUD1   | 9        | 2        | (7)         | 13.34%  | 9.99%  | -3.35%    |
|             | POY1   | 4        | 2        | (2)         | 8.84%   | 10.65% | 1.82%     |
|             | SJI2   | 4        | 2        | (2)         | 4.76%   | 12.37% | 7.61%     |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%    | TD-YD GP% |
|---------------|--------|----------|----------|-------------|--------|-----------|-----------|
| SOUTH ARCOT   | KLM1   | 3        | 1        | (2)         | 6.19%  | 5.55%     | -0.64%    |
|               | MKM1   | 2        | 1        | (1)         | 9.80%  | 8.09%     | -1.72%    |
|               | POY2   | 4        | 1        | (3)         | 13.40% | 18.84%    | 5.45%     |
|               | PRT1   | 1        | 1        |             | 5.10%  | 16.19%    | 11.09%    |
|               | TVM1   | 3        | 1        | (2)         | 8.44%  | 5.55%     | -2.89%    |
|               | TVM2   | 1        | 1        |             | 4.74%  | 5.21%     | 0.48%     |
|               | STP1   | 1        |          | (1)         | 18.91% | #Error    | #Error    |
|               | VPM1   |          |          |             | #Error | #Error    | #Error    |
|               | WHUT   |          | (3)      | (3)         | #Error | 8.65%     | #Error    |
|               | Total  | 71       | 61       | (10)        | 8.31%  | 2.70%     | -5.61%    |
| VIJAYAWADA-01 | TNK1   | 1        | 8        | 7           | -3.77% | 1.98%     | 5.75%     |
|               | NPR1   | 1        | 4        | 3           | 0.24%  | 9.23%     | 8.99%     |
|               | BVR1   | 2        | 3        | 1           | 2.43%  | -5.42%    | -7.85%    |
|               | MTM1   |          | 3        | 3           | #Error | 3.38%     | #Error    |
|               | TEL1   | 1        | 3        | 2           | 12.64% | 4.09%     | -8.55%    |
|               | VKN1   |          | 3        | 3           | #Error | 11.14%    | #Error    |
|               | GNT1   | 3        | 2        | (1)         | -1.62% | -8.42%    | -6.79%    |
|               | GNT2   | 1        | 2        | 1           | 3.31%  | 2.63%     | -0.68%    |
|               | PAP1   |          | 2        | 2           | #Error | 5.08%     | #Error    |
|               | TNI1   |          | 2        | 2           | #Error | 8.18%     | #Error    |
|               | AMP1   |          | 1        | 1           | #Error | 3.67%     | #Error    |
|               | BPP1   | 1        | 1        |             | 1.52%  | -2.43%    | -3.95%    |
|               | CKT1   | 2        | 1        | (1)         | 7.60%  | -5.96%    | -13.56%   |
|               | DPE1   |          | 1        | 1           | #Error | 4.44%     | #Error    |
|               | GDV1   |          | 1        | 1           | #Error | 9.37%     | #Error    |
|               | GVM1   |          | 1        | 1           | #Error | 11.27%    | #Error    |
|               | JPT1   | 1        | 1        |             | 10.00% | -1.50%    | -11.49%   |
|               | KDR1   |          | 1        | 1           | #Error | 8.11%     | #Error    |
|               | KND1   | 1        | 1        |             | 9.62%  | 0.50%     | -9.12%    |
|               | NRT1   | 3        | 1        | (2)         | 3.06%  | 3.18%     | 0.11%     |
|               | RMV1   |          | 1        | 1           | #Error | -15.15%   | #Error    |
|               | TDD1   |          | 1        | 1           | #Error | 4.75%     | #Error    |
|               | VJW3   |          | 1        | 1           | #Error | -0.69%    | #Error    |
|               | VJW5   | 1        | 1        |             | 4.13%  | 9.72%     | 5.59%     |
|               | CRL1   | 3        |          | (3)         | 1.88%  | #Error    | #Error    |
|               | ELU1   | 1        |          | (1)         | -7.00% | -1049.13% | -1042.13% |
|               | JGG1   |          |          |             | #Error | #Error    | #Error    |
|               | OGL1   | 3        |          | (3)         | 4.41%  | #Error    | #Error    |
|               | PNR1   | 1        |          | (1)         | -1.16% | #Error    | #Error    |
|               | PPM1   | 1        |          | (1)         | 10.26% | #Error    | #Error    |
|               | PRL1   | 3        |          | (3)         | 6.52%  | #Error    | #Error    |
|               | RAL1   | 4        |          | (4)         | 10.16% | #Error    | #Error    |
|               | TVU1   | 1        |          | (1)         | 2.13%  | #Error    | #Error    |
|               | VJW1   | 2        |          | (2)         | -7.36% | #Error    | #Error    |
|               | VJW2   |          |          |             | #Error | #Error    | #Error    |
|               | VJW4   |          |          |             | #Error | #Error    | #Error    |
|               | VUY1   |          |          |             | #Error | #Error    | #Error    |
|               | Total  | 37       | 46       | 9           | 2.66%  | 1.17%     | -1.49%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   |        |          |          |             |        |        |           |
|            | TVP1   | 4        | 4        |             | 6.29%  | -0.75% | -7.05%    |
|            | KLR1   | 1        | 1        |             | 11.43% | 65.64% | 54.21%    |
|            | PAS1   | 2        | 1        | (1)         | 2.85%  | 19.00% | 16.15%    |
|            | Total  | 7        | 6        | (1)         | 6.21%  | -0.66% | -6.87%    |
|            | Total  | 946      | 970      | 24          | 6.61%  | 5.06%  | -1.55%    |