

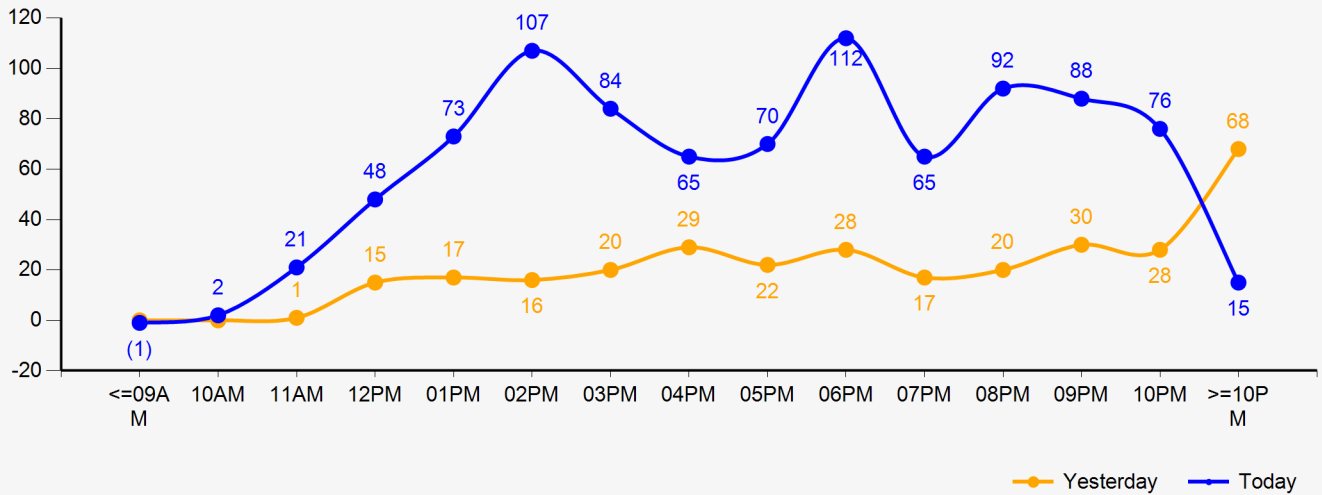
YD Sales : 311

YD GP%: 8.23%

TD Sales : 917

TD GP%: 1.08%

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      | 48       | 167      | 119         | 7.61%  | 0.88%  | -6.73%    |
| WEST-02       | 24       | 150      | 126         | 12.03% | 0.28%  | -11.74%   |
| TRICHY-01     | 28       | 144      | 116         | 14.04% | 1.18%  | -12.86%   |
| SOUTH-03      | 30       | 138      | 108         | 9.70%  | 0.95%  | -8.75%    |
| WEST-01       | 23       | 73       | 50          | 8.45%  | 3.36%  | -5.09%    |
| NORTH ARCOT   | 20       | 69       | 49          | 12.74% | 0.04%  | -12.70%   |
| CHENNAI-01    | 32       | 49       | 17          | 5.52%  | 0.98%  | -4.54%    |
| TIRUPATI-01   | 23       | 35       | 12          | 5.66%  | 2.31%  | -3.36%    |
| CHENNAI-02    | 21       | 33       | 12          | 14.85% | 1.67%  | -13.17%   |
| SOUTH ARCOT   | 14       | 31       | 17          | 9.26%  | -1.96% | -11.22%   |
| VIJAYAWADA-01 | 42       | 25       | (17)        | 1.29%  | 3.34%  | 2.05%     |
| KL-SOUTH      | 6        | 3        | (3)         | 6.84%  | 19.96% | 13.12%    |
| Total         | 311      | 917      | 606         | 8.23%  | 1.08%  | -7.15%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | S2SD   |          | 28       | 28          | #Error | -1.37% | #Error    |
|            | TVL1   | 5        | 13       | 8           | 4.13%  | -2.74% | -6.86%    |
|            | MAR1   | 3        | 10       | 7           | 9.51%  | 4.65%  | -4.85%    |
|            | RND1   |          | 10       | 10          | #Error | -0.05% | #Error    |
|            | TUT1   | 7        | 9        | 2           | 15.82% | 3.81%  | -12.01%   |
|            | TKS2   | 1        | 8        | 7           | 13.40% | -2.96% | -16.36%   |
|            | NGR1   | 4        | 7        | 3           | 6.14%  | -0.41% | -6.55%    |
|            | PKD1   |          | 7        | 7           | #Error | -0.05% | #Error    |
|            | TUT2   | 4        | 7        | 3           | 5.89%  | 0.74%  | -5.15%    |
|            | APK1   | 3        | 6        | 3           | 16.14% | -3.58% | -19.72%   |
|            | VNR1   | 1        | 5        | 4           | 19.00% | -4.49% | -23.48%   |
|            | APK2   |          | 4        | 4           | #Error | 5.00%  | #Error    |
|            | KVT1   | 3        | 4        | 1           | 7.68%  | 9.92%  | 2.24%     |
|            | SKD1   |          | 4        | 4           | #Error | 3.78%  | #Error    |
|            | TCN1   |          | 4        | 4           | #Error | -5.52% | #Error    |
|            | ASM1   | 3        | 3        |             | 6.87%  | -2.58% | -9.44%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| SOUTH-01   | COL1   |          | 3        | 3           | #Error | 0.53%  | #Error    |
|            | KGL1   |          | 3        | 3           | #Error | 11.46% | #Error    |
|            | KSM1   |          | 3        | 3           | #Error | 6.12%  | #Error    |
|            | RPM1   | 1        | 3        | 2           | 10.18% | 1.30%  | -8.87%    |
|            | STU2   |          | 3        | 3           | #Error | -1.80% | #Error    |
|            | TKS1   | 1        | 3        | 2           | -0.31% | 3.78%  | 4.09%     |
|            | PDI1   | 1        | 2        | 1           | 2.06%  | 11.48% | 9.42%     |
|            | SDI1   | 1        | 2        | 1           | 18.94% | 5.37%  | -13.56%   |
|            | SNL1   | 1        | 2        | 1           | 9.18%  | -0.66% | -9.83%    |
|            | SVK1   |          | 2        | 2           | -1.07% | 0.80%  | 1.87%     |
|            | TYI1   |          | 2        | 2           | #Error | 15.42% | #Error    |
|            | VKM1   |          | 2        | 2           | #Error | -9.17% | #Error    |
|            | VNR2   | 1        | 2        | 1           | 5.28%  | -9.17% | -14.44%   |
|            | ARM1   | 1        | 1        |             | -4.64% | -0.46% | 4.18%     |
|            | ERL2   | 1        | 1        |             | 16.67% | 16.62% | -0.05%    |
|            | SGT1   | 1        | 1        |             | 7.89%  | 10.03% | 2.15%     |
|            | TKY1   |          | 1        | 1           | #Error | -6.69% | #Error    |
|            | TVL2   |          | 1        | 1           | #Error | -3.84% | #Error    |
|            | UDN1   | 2        | 1        | (1)         | 16.62% | -8.33% | -24.95%   |
|            | KYR1   | 1        |          | (1)         | 11.11% | #Error | #Error    |
|            | MMT1   | 2        |          | (2)         | 6.61%  | #Error | #Error    |
|            | VLY1   |          |          |             | 28.63% | 64.76% | 36.13%    |
|            | Total  | 48       | 167      | 119         | 7.61%  | 0.88%  | -6.73%    |
| WEST-02    | WZWH   |          | 29       | 29          | #Error | -1.13% | #Error    |
|            | ATU1   |          | 10       | 10          | #Error | -0.17% | #Error    |
|            | TRM1   |          | 9        | 9           | #Error | -1.41% | #Error    |
|            | VKL1   |          | 7        | 7           | #Error | 4.08%  | #Error    |
|            | ERD1   | 3        | 6        | 3           | 7.37%  | 1.16%  | -6.20%    |
|            | ERD2   | 1        | 6        | 5           | 10.86% | -0.77% | -11.63%   |
|            | KVP1   |          | 6        | 6           | #Error | 1.25%  | #Error    |
|            | SLM1   |          | 6        | 6           | #Error | 6.85%  | #Error    |
|            | SLM2   |          | 6        | 6           | #Error | 3.90%  | #Error    |
|            | MCR1   |          | 5        | 5           | #Error | -2.19% | #Error    |
|            | OML1   |          | 5        | 5           | #Error | -2.04% | #Error    |
|            | PDR1   |          | 5        | 5           | #Error | -1.60% | #Error    |
|            | MTR1   | 1        | 4        | 3           | 14.75% | 6.22%  | -8.53%    |
|            | NKL2   | 3        | 4        | 1           | 18.79% | -2.04% | -20.83%   |
|            | SLM3   |          | 4        | 4           | #Error | -3.12% | #Error    |
|            | TCG1   |          | 4        | 4           | #Error | -0.18% | #Error    |
|            | VPD1   | 1        | 4        | 3           | 11.91% | 1.90%  | -10.01%   |
|            | EDP1   | 2        | 3        | 1           | 5.16%  | -2.91% | -8.07%    |
|            | EPI1   |          | 3        | 3           | #Error | -5.19% | #Error    |
|            | HRR1   |          | 3        | 3           | #Error | 1.00%  | #Error    |
|            | KRI1   | 2        | 3        | 1           | 15.78% | 0.41%  | -15.37%   |
|            | RSP1   | 1        | 3        | 2           | 12.23% | 8.67%  | -3.56%    |
|            | BMD1   | 3        | 2        | (1)         | 13.95% | 7.55%  | -6.39%    |
|            | HSR1   |          | 2        | 2           | #Error | -3.57% | #Error    |
|            | HSR2   |          | 2        | 2           | #Error | -2.76% | #Error    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|---------|--------|-----------|
| WEST-02    | PLC1   | 3        | 2        | (1)         | 11.46%  | -2.99% | -14.45%   |
|            | PMP1   |          | 2        | 2           | #Error  | -1.90% | #Error    |
|            | SGI1   |          | 2        | 2           | #Error  | 2.74%  | #Error    |
|            | CMI1   | 2        | 1        | (1)         | 11.02%  | -0.46% | -11.48%   |
|            | DPR1   | 1        | 1        |             | 14.75%  | 14.72% | -0.03%    |
|            | SGG1   |          | 1        | 1           | #Error  | 11.46% | #Error    |
|            | APN1   |          |          |             | #Error  | #Error | #Error    |
|            | DPR2   |          |          |             | #Error  | #Error | #Error    |
|            | KMM1   | 2        |          | (2)         | 12.94%  | #Error | #Error    |
|            | WHPD   | (1)      |          | 1           | 11.16%  | #Error | #Error    |
|            | Total  | 24       | 150      | 126         | 12.03%  | 0.28%  | -11.74%   |
| TRICHY-01  |        |          |          |             |         |        |           |
|            | PBR2   |          | 21       | 21          | #Error  | -1.03% | #Error    |
|            | MVM1   |          | 14       | 14          | #Error  | 2.51%  | #Error    |
|            | KUM1   |          | 11       | 11          | 100.00% | -0.64% | -100.64%  |
|            | NGT1   | 1        | 10       | 9           | 29.91%  | 6.05%  | -23.86%   |
|            | TZSD   |          | 9        | 9           | #Error  | -1.34% | #Error    |
|            | TRY1   | 6        | 8        | 2           | 12.18%  | 2.18%  | -10.01%   |
|            | MDI1   |          | 7        | 7           | #Error  | 0.51%  | #Error    |
|            | TNJ1   | 2        | 7        | 5           | 9.98%   | 4.51%  | -5.47%    |
|            | TYR1   |          | 7        | 7           | #Error  | 0.46%  | #Error    |
|            | PTK1   | 3        | 5        | 2           | 22.68%  | -2.70% | -25.38%   |
|            | TNJ2   | 1        | 5        | 4           | 20.48%  | 2.88%  | -17.60%   |
|            | TVR2   |          | 5        | 5           | #Error  | -4.36% | #Error    |
|            | JKM1   | 4        | 4        |             | 8.63%   | 0.49%  | -8.14%    |
|            | TVR1   |          | 4        | 4           | #Error  | 4.25%  | #Error    |
|            | APM1   | 1        | 3        | 2           | 7.73%   | -6.82% | -14.55%   |
|            | KIK1   |          | 3        | 3           | #Error  | -0.03% | #Error    |
|            | PBR1   |          | 3        | 3           | #Error  | 15.03% | #Error    |
|            | PDK1   | 1        | 3        | 2           | 2.33%   | 0.83%  | -1.51%    |
|            | TTP1   |          | 3        | 3           | #Error  | -1.24% | #Error    |
|            | AYR1   | 1        | 2        | 1           | 9.96%   | -3.43% | -13.39%   |
|            | KRN1   |          | 2        | 2           | #Error  | -0.46% | #Error    |
|            | NCK1   | 1        | 2        | 1           | 20.94%  | 13.20% | -7.74%    |
|            | TRY3   |          | 2        | 2           | #Error  | -0.04% | #Error    |
|            | TRY4   | 2        | 2        |             | 16.74%  | 19.27% | 2.54%     |
|            | NMM1   | 2        | 1        | (1)         | 13.42%  | -3.57% | -16.99%   |
|            | ORU1   |          | 1        | 1           | #Error  | -8.33% | #Error    |
|            | MSI1   | 1        |          | (1)         | 4.82%   | #Error | #Error    |
|            | TRY2   | 2        |          | (2)         | 21.49%  | #Error | #Error    |
|            | Total  | 28       | 144      | 116         | 14.04%  | 1.18%  | -12.86%   |
| SOUTH-03   |        |          |          |             |         |        |           |
|            | SZSD   |          | 23       | 23          | #Error  | -0.93% | #Error    |
|            | MDU1   | 3        | 12       | 9           | 17.27%  | -0.85% | -18.12%   |
|            | TDI1   |          | 8        | 8           | #Error  | 0.67%  | #Error    |
|            | MDU5   | 1        | 6        | 5           | 11.16%  | 5.44%  | -5.72%    |
|            | NTM1   |          | 6        | 6           | #Error  | -4.67% | #Error    |
|            | PNV2   | 1        | 6        | 5           | 27.26%  | 2.61%  | -24.65%   |
|            | PVI1   |          | 6        | 6           | #Error  | 10.64% | #Error    |
|            | ATG1   | 1        | 5        | 4           | 15.05%  | -1.38% | -16.43%   |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP%  | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|---------|-----------|
| SOUTH-03   | DGL1   | 2        | 5        | 3           | 10.42% | -0.34%  | -10.76%   |
|            | MDU6   | 1        | 5        | 4           | 2.05%  | -1.89%  | -3.94%    |
|            | CBM1   |          | 4        | 4           | #Error | 4.61%   | #Error    |
|            | KKD3   | 5        | 4        | (1)         | 11.41% | 11.49%  | 0.07%     |
|            | KRR1   | 2        | 4        | 2           | 18.96% | 0.21%   | -18.74%   |
|            | MDU2   | 3        | 4        | 1           | 4.14%  | 7.53%   | 3.39%     |
|            | TEN2   | 1        | 4        | 3           | 2.08%  | 5.27%   | 3.19%     |
|            | MDU4   |          | 3        | 3           | #Error | -2.76%  | #Error    |
|            | MNM1   | 2        | 3        | 1           | 15.41% | -12.07% | -27.48%   |
|            | MPA1   |          | 3        | 3           | #Error | -9.13%  | #Error    |
|            | TEN1   | 3        | 3        |             | 8.50%  | 1.82%   | -6.68%    |
|            | BNR1   |          | 2        | 2           | #Error | -1.41%  | #Error    |
|            | DGL2   | 1        | 2        | 1           | -1.99% | -0.63%  | 1.35%     |
|            | KPT1   |          | 2        | 2           | #Error | 13.20%  | #Error    |
|            | ODM1   |          | 2        | 2           | #Error | -6.67%  | #Error    |
|            | PNI1   |          | 2        | 2           | #Error | -1.58%  | #Error    |
|            | TMM1   |          | 2        | 2           | #Error | -2.98%  | #Error    |
|            | TPT1   | 1        | 2        | 1           | 16.40% | 2.46%   | -13.95%   |
|            | USL1   |          | 2        | 2           | #Error | 11.13%  | #Error    |
|            | ADP1   |          | 1        | 1           | #Error | 6.97%   | #Error    |
|            | CMR1   |          | 1        | 1           | #Error | 8.00%   | #Error    |
|            | DKI1   |          | 1        | 1           | #Error | 27.26%  | #Error    |
|            | MDU3   |          | 1        | 1           | #Error | -3.84%  | #Error    |
|            | MLR1   | 1        | 1        |             | -1.05% | 14.61%  | 15.67%    |
|            | PKM1   | 1        | 1        |             | 12.22% | -2.14%  | -14.36%   |
|            | SGP1   |          | 1        | 1           | #Error | 5.89%   | #Error    |
|            | SVG1   |          | 1        | 1           | #Error | -0.75%  | #Error    |
|            | BTU1   |          |          |             | #Error | #Error  | #Error    |
|            | KYK1   |          |          |             | #Error | #Error  | #Error    |
|            | NKI1   | 1        |          | (1)         | 17.55% | #Error  | #Error    |
|            | Total  | 30       | 138      | 108         | 9.70%  | 0.95%   | -8.75%    |
| WEST-01    |        |          |          |             |        |         |           |
|            | WZSD   |          | 17       | 17          | #Error | -1.70%  | #Error    |
|            | CBE2   | 1        | 10       | 9           | 45.46% | 0.12%   | -45.34%   |
|            | KMR1   |          | 5        | 5           | #Error | 4.86%   | #Error    |
|            | PLI1   | 1        | 5        | 4           | 8.98%  | 1.54%   | -7.44%    |
|            | SNR1   |          | 5        | 5           | #Error | 14.95%  | #Error    |
|            | UAM1   | 1        | 5        | 4           | 14.74% | -1.41%  | -16.15%   |
|            | CBE6   |          | 4        | 4           | #Error | 3.74%   | #Error    |
|            | CBE1   |          | 3        | 3           | #Error | 11.37%  | #Error    |
|            | GBM1   |          | 3        | 3           | #Error | 7.86%   | #Error    |
|            | CBE3   |          | 2        | 2           | #Error | 19.44%  | #Error    |
|            | CNR1   |          | 2        | 2           | #Error | 7.67%   | #Error    |
|            | GDR1   |          | 2        | 2           | #Error | -2.99%  | #Error    |
|            | MPM1   | 3        | 2        | (1)         | 12.74% | -0.75%  | -13.49%   |
|            | TPR2   | 3        | 2        | (1)         | 0.56%  | 1.59%   | 1.03%     |
|            | CBE4   | 1        | 1        |             | 1.53%  | -3.84%  | -5.37%    |
|            | DPM2   |          | 1        | 1           | #Error | 0.26%   | #Error    |
|            | KGI1   |          | 1        | 1           | #Error | -0.46%  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| WEST-01     | SYM2   | 3        | 1        | (2)         | 9.26%   | 20.18%  | 10.92%    |
|             | TPR3   | 2        | 1        | (1)         | 15.83%  | -2.14%  | -17.96%   |
|             | UMP1   | 1        | 1        |             | 9.55%   | -2.14%  | -11.69%   |
|             | ANR1   | 1        |          | (1)         | 25.22%  | -30.90% | -56.12%   |
|             | AVI1   | 1        |          | (1)         | 9.05%   | #Error  | #Error    |
|             | CBE5   |          |          |             | #Error  | #Error  | #Error    |
|             | KGM1   |          |          |             | #Error  | #Error  | #Error    |
|             | KMD1   |          |          |             | #Error  | #Error  | #Error    |
|             | PDM1   | 1        |          | (1)         | 19.00%  | #Error  | #Error    |
|             | PPI1   |          |          |             | #Error  | #Error  | #Error    |
|             | SUL1   | 1        |          | (1)         | 11.03%  | #Error  | #Error    |
|             | TPR1   | 2        |          | (2)         | 16.04%  | #Error  | #Error    |
|             | TPR4   | 1        |          | (1)         | 19.16%  | #Error  | #Error    |
|             | Total  | 23       | 73       | 50          | 8.45%   | 3.36%   | -5.09%    |
|             |        |          |          |             |         |         |           |
| NORTH ARCOT | TRR1   |          | 17       | 17          | #Error  | -2.74%  | #Error    |
|             | SBR1   | 1        | 5        | 4           | 6.94%   | -2.91%  | -9.85%    |
|             | TRL1   | 1        | 5        | 4           | 18.13%  | -2.02%  | -20.15%   |
|             | VEL2   | 3        | 5        | 2           | 13.01%  | 6.10%   | -6.91%    |
|             | WJP1   | 1        | 5        | 4           | 16.91%  | 2.93%   | -13.98%   |
|             | ARC2   | 1        | 4        | 3           | 8.24%   | 2.65%   | -5.59%    |
|             | KPM2   | 4        | 4        |             | 10.90%  | 5.47%   | -5.43%    |
|             | CGM1   |          | 3        | 3           | #Error  | -0.96%  | #Error    |
|             | SLG1   |          | 3        | 3           | #Error  | 9.24%   | #Error    |
|             | VEL1   |          | 3        | 3           | #Error  | 4.59%   | #Error    |
|             | VSI1   | 1        | 3        | 2           | 14.43%  | -0.59%  | -15.01%   |
|             | ABR1   | 2        | 2        |             | 19.26%  | 5.22%   | -14.05%   |
|             | BGR1   |          | 2        | 2           | #Error  | -0.90%  | #Error    |
|             | CPT1   | 1        | 2        | 1           | 14.74%  | -4.48%  | -19.22%   |
|             | PLR1   |          | 2        | 2           | #Error  | -0.46%  | #Error    |
|             | CYR1   | 1        | 1        |             | 11.39%  | -3.57%  | -14.96%   |
|             | TRT1   |          | 1        | 1           | #Error  | -0.53%  | #Error    |
|             | UGI1   |          | 1        | 1           | #Error  | 20.18%  | #Error    |
|             | VNB1   |          | 1        | 1           | #Error  | -9.75%  | #Error    |
|             | WJD1   | 1        | 1        |             | 19.00%  | -8.31%  | -27.31%   |
|             | AKM1   | 1        |          | (1)         | 13.13%  | #Error  | #Error    |
|             | ANI1   |          |          |             | #Error  | #Error  | #Error    |
|             | GDM1   | 1        |          | (1)         | 19.21%  | #Error  | #Error    |
|             | PTU1   |          |          |             | #Error  | #Error  | #Error    |
|             | KPM1   | 1        | (1)      | (2)         | 18.60%  | 9.58%   | -9.02%    |
|             | Total  | 20       | 69       | 49          | 12.74%  | 0.04%   | -12.70%   |
|             |        |          |          |             |         |         |           |
| CHENNAI-01  | CGL1   | 1        | 7        | 6           | 16.92%  | -0.32%  | -17.24%   |
|             | CH08   | 2        | 6        | 4           | 19.78%  | -0.27%  | -20.05%   |
|             | CH11   | 1        | 6        | 5           | 6.97%   | 1.70%   | -5.28%    |
|             | CH07   | 2        | 3        | 1           | 14.70%  | 2.81%   | -11.89%   |
|             | CH19   | 1        | 3        | 2           | 7.71%   | -1.46%  | -9.17%    |
|             | CH28   | 3        | 3        |             | -28.18% | -0.55%  | 27.63%    |
|             | CH45   | 2        | 3        | 1           | 10.86%  | 0.94%   | -9.92%    |
|             | CH16   | 1        | 2        | 1           | 12.22%  | -4.72%  | -16.94%   |
|             |        |          |          |             |         |         |           |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP%  | TD-YD GP% |
|-------------|--------|----------|----------|-------------|---------|---------|-----------|
| CHENNAI-01  | CH30   | 1        | 2        | 1           | 1.76%   | -18.02% | -19.78%   |
|             | SKL1   | 2        | 2        |             | 10.14%  | 19.46%  | 9.33%     |
|             | TKM1   |          | 2        | 2           | #Error  | 2.45%   | #Error    |
|             | AVD1   | 1        | 1        |             | 16.50%  | -0.46%  | -16.95%   |
|             | CH05   | 3        | 1        | (2)         | 5.90%   | 27.92%  | 22.02%    |
|             | CH14   | 4        | 1        | (3)         | 1.60%   | -27.45% | -29.05%   |
|             | CH22   | 1        | 1        |             | 14.38%  | 12.09%  | -2.29%    |
|             | CH35   |          | 1        | 1           | #Error  | 2.86%   | #Error    |
|             | CH39   |          | 1        | 1           | #Error  | 15.50%  | #Error    |
|             | CH40   | 1        | 1        |             | 8.00%   | -0.53%  | -8.53%    |
|             | GUD2   | 1        | 1        |             | 4.75%   | 8.61%   | 3.86%     |
|             | KNR1   | 1        | 1        |             | 14.73%  | -2.14%  | -16.86%   |
|             | MC10   |          | 1        | 1           | #Error  | -0.53%  | #Error    |
|             | CH26   |          |          |             | #Error  | #Error  | #Error    |
|             | CH29   |          |          |             | #Error  | #Error  | #Error    |
|             | CH37   |          |          |             | #Error  | #Error  | #Error    |
|             | CH38   | 1        |          | (1)         | 8.15%   | #Error  | #Error    |
|             | CH42   |          |          |             | #Error  | #Error  | #Error    |
|             | CH48   | 1        |          | (1)         | 5.10%   | #Error  | #Error    |
|             | GUD1   | 1        |          | (1)         | 17.00%  | #Error  | #Error    |
|             | MC02   |          |          |             | #Error  | #Error  | #Error    |
|             | MC09   |          |          |             | #Error  | #Error  | #Error    |
|             | MRM1   | 1        |          | (1)         | 13.90%  | #Error  | #Error    |
|             | Total  | 32       | 49       | 17          | 5.52%   | 0.98%   | -4.54%    |
|             |        |          |          |             |         |         |           |
| TIRUPATI-01 | ATP1   | 2        | 5        | 3           | 5.30%   | 0.23%   | -5.08%    |
|             | CTO1   | 1        | 3        | 2           | 9.40%   | 7.77%   | -1.64%    |
|             | RJP1   | 1        | 3        | 2           | 9.99%   | 7.75%   | -2.24%    |
|             | ADI1   | 2        | 2        |             | 5.61%   | 5.41%   | -0.20%    |
|             | KDA1   |          | 2        | 2           | #Error  | -1.07%  | #Error    |
|             | KHT1   | 1        | 2        | 1           | -3.79%  | -2.91%  | 0.88%     |
|             | KOU1   | 1        | 2        | 1           | 11.73%  | 9.26%   | -2.46%    |
|             | KVL1   |          | 2        | 2           | #Error  | -10.59% | #Error    |
|             | NDL1   | 1        | 2        | 1           | 1.95%   | 11.56%  | 9.61%     |
|             | NLR1   |          | 2        | 2           | #Error  | 6.02%   | #Error    |
|             | PDT1   | 1        | 2        | 1           | 7.88%   | 10.72%  | 2.84%     |
|             | PIL1   |          | 2        | 2           | #Error  | 3.43%   | #Error    |
|             | TPY2   | 1        | 2        | 1           | 7.96%   | 8.51%   | 0.56%     |
|             | BVL1   | 1        | 1        |             | -29.54% | 3.30%   | 32.84%    |
|             | GTL1   | 1        | 1        |             | 17.44%  | 7.99%   | -9.45%    |
|             | PGR1   | 1        | 1        |             | 14.67%  | 8.68%   | -5.99%    |
|             | VKI1   | 1        | 1        |             | 10.39%  | 9.99%   | -0.40%    |
|             | DHN1   | 1        |          | (1)         | 10.39%  | #Error  | #Error    |
|             | KNL1   | 1        |          | (1)         | 1.95%   | #Error  | #Error    |
|             | KNL2   | 2        |          | (2)         | 11.83%  | #Error  | #Error    |
|             | MPL1   | 1        |          | (1)         | 4.41%   | #Error  | #Error    |
|             | NYP1   |          |          |             | #Error  | #Error  | #Error    |
|             | PMR1   | (1)      |          | 1           | 8.09%   | #Error  | #Error    |
|             | PUT1   |          |          |             | #Error  | #Error  | #Error    |

| Sales Zone  | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|-------------|--------|----------|----------|-------------|--------|--------|-----------|
| TIRUPATI-01 | RCY1   | 2        |          | (2)         | 21.16% | #Error | #Error    |
|             | SPE1   |          |          |             | #Error | #Error | #Error    |
|             | TPI1   | 1        |          | (1)         | 7.88%  | #Error | #Error    |
|             | TPY1   | 1        |          | (1)         | 1.95%  | #Error | #Error    |
|             | Total  | 23       | 35       | 12          | 5.66%  | 2.31%  | -3.36%    |
| CHENNAI-02  |        |          |          |             |        |        |           |
|             | CH15   | 1        | 7        | 6           | 10.18% | 3.28%  | -6.90%    |
|             | CH03   | 3        | 6        | 3           | 17.15% | 4.99%  | -12.16%   |
|             | CH41   | 2        | 3        | 1           | 16.16% | 11.07% | -5.08%    |
|             | CH17   |          | 2        | 2           | #Error | -6.62% | #Error    |
|             | CH21   | 1        | 2        | 1           | 5.59%  | -3.75% | -9.34%    |
|             | CH34   | 1        | 2        | 1           | 11.45% | -0.46% | -11.90%   |
|             | CH43   |          | 2        | 2           | #Error | 2.87%  | #Error    |
|             | MJR1   | 2        | 2        |             | 15.48% | -0.85% | -16.33%   |
|             | PON1   | 1        | 2        | 1           | 19.01% | 16.09% | -2.92%    |
|             | CH06   |          | 1        | 1           | #Error | -0.53% | #Error    |
|             | CH09   |          | 1        | 1           | #Error | 6.47%  | #Error    |
|             | CH12   |          | 1        | 1           | #Error | -0.53% | #Error    |
|             | CH23   |          | 1        | 1           | #Error | -0.46% | #Error    |
|             | CH44   | 1        | 1        |             | 14.74% | -2.37% | -17.11%   |
|             | CH46   |          | 1        | 1           | #Error | 15.56% | #Error    |
|             | UKI1   | 1        | 1        |             | 20.94% | -4.76% | -25.70%   |
|             | CH01   |          |          |             | #Error | #Error | #Error    |
|             | CH18   | 1        |          | (1)         | 15.99% | #Error | #Error    |
|             | CH20   | 1        |          | (1)         | 14.00% | #Error | #Error    |
|             | CH27   |          |          |             | #Error | #Error | #Error    |
|             | CH31   | 1        |          | (1)         | 19.27% | #Error | #Error    |
|             | CH32   |          |          |             | #Error | #Error | #Error    |
|             | CH33   | 2        |          | (2)         | 18.25% | #Error | #Error    |
|             | GPD1   | 2        |          | (2)         | 7.65%  | #Error | #Error    |
|             | MC05   |          |          |             | #Error | #Error | #Error    |
|             | MC06   |          |          |             | #Error | #Error | #Error    |
|             | CH24   | 1        | (1)      | (2)         | 11.13% | 25.01% | 13.88%    |
|             | CH36   |          | (1)      | (1)         | #Error | 20.79% | #Error    |
|             | Total  | 21       | 33       | 12          | 14.85% | 1.67%  | -13.17%   |
| SOUTH ARCOT |        |          |          |             |        |        |           |
|             | KLM1   | 3        | 5        | 2           | 8.15%  | -0.80% | -8.95%    |
|             | KML1   |          | 5        | 5           | #Error | -2.49% | #Error    |
|             | TRK1   |          | 5        | 5           | #Error | 4.22%  | #Error    |
|             | POY2   | 2        | 4        | 2           | 0.10%  | 12.88% | 12.78%    |
|             | VPM2   | 1        | 3        | 2           | 7.96%  | -5.26% | -13.22%   |
|             | CDM1   | 1        | 2        | 1           | 10.90% | -5.91% | -16.81%   |
|             | TVM1   |          | 2        | 2           | #Error | 1.60%  | #Error    |
|             | CUD1   | 1        | 1        |             | 10.39% | -8.33% | -18.72%   |
|             | MKM1   | 1        | 1        |             | 11.28% | 9.52%  | -1.76%    |
|             | PRT1   |          | 1        | 1           | #Error | -3.57% | #Error    |
|             | SJI2   |          | 1        | 1           | #Error | -0.53% | #Error    |
|             | ULP1   | 1        | 1        |             | 14.78% | -0.46% | -15.23%   |
|             | VCM1   |          | 1        | 1           | #Error | -0.46% | #Error    |
|             | KKI2   |          |          |             | #Error | #Error | #Error    |

| Sales Zone    | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP%  | TD GP% | TD-YD GP% |
|---------------|--------|----------|----------|-------------|---------|--------|-----------|
| SOUTH ARCOT   | NVL2   |          |          |             | #Error  | #Error | #Error    |
|               | POY1   | 2        |          | (2)         | 15.46%  | #Error | #Error    |
|               | STP1   | 2        |          | (2)         | 16.14%  | #Error | #Error    |
|               | TDM1   |          |          |             | #Error  | #Error | #Error    |
|               | TVM2   |          |          |             | #Error  | #Error | #Error    |
|               | VPM1   |          |          |             | #Error  | #Error | #Error    |
|               | WHUT   |          | (1)      | (1)         | #Error  | 26.05% | #Error    |
|               | Total  | 14       | 31       | 17          | 9.26%   | -1.96% | -11.22%   |
| VIJAYAWADA-01 |        |          |          |             |         |        |           |
|               | RAL1   | 2        | 5        | 3           | 10.32%  | 0.87%  | -9.46%    |
|               | CRL1   | 8        | 3        | (5)         | 6.68%   | 9.05%  | 2.37%     |
|               | CKT1   |          | 2        | 2           | #Error  | -1.99% | #Error    |
|               | NRT1   |          | 2        | 2           | #Error  | -2.09% | #Error    |
|               | PAP1   |          | 2        | 2           | #Error  | 4.94%  | #Error    |
|               | TVU1   |          | 2        | 2           | #Error  | 5.07%  | #Error    |
|               | KND1   | 1        | 1        |             | -8.93%  | 5.74%  | 14.67%    |
|               | MTM1   |          | 1        | 1           | #Error  | -0.31% | #Error    |
|               | NPR1   | 2        | 1        | (1)         | 6.90%   | 12.72% | 5.82%     |
|               | PRL1   |          | 1        | 1           | #Error  | 5.75%  | #Error    |
|               | TDD1   |          | 1        | 1           | #Error  | -2.48% | #Error    |
|               | TEL1   | 3        | 1        | (2)         | 6.26%   | 10.30% | 4.04%     |
|               | TNK1   | 3        | 1        | (2)         | 0.66%   | -2.63% | -3.29%    |
|               | VJW1   | 1        | 1        |             | 12.05%  | 4.41%  | -7.64%    |
|               | VJW4   |          | 1        | 1           | #Error  | 20.15% | #Error    |
|               | AMP1   |          |          |             | #Error  | #Error | #Error    |
|               | BPP1   |          |          |             | #Error  | #Error | #Error    |
|               | BVR1   | 1        |          | (1)         | -0.04%  | #Error | #Error    |
|               | DPE1   | 1        |          | (1)         | -0.47%  | #Error | #Error    |
|               | ELU1   | 3        |          | (3)         | 3.02%   | #Error | #Error    |
|               | GDV1   | 2        |          | (2)         | 0.15%   | #Error | #Error    |
|               | GNT1   | 3        |          | (3)         | -0.46%  | #Error | #Error    |
|               | GNT2   | 1        |          | (1)         | 7.96%   | #Error | #Error    |
|               | GVM1   |          |          |             | #Error  | #Error | #Error    |
|               | JGG1   |          |          |             | #Error  | #Error | #Error    |
|               | JPT1   | 2        |          | (2)         | 4.95%   | #Error | #Error    |
|               | KDR1   |          |          |             | #Error  | #Error | #Error    |
|               | OGL1   | 2        |          | (2)         | -14.80% | #Error | #Error    |
|               | PNR1   |          |          |             | #Error  | #Error | #Error    |
|               | PPM1   | 1        |          | (1)         | 10.78%  | #Error | #Error    |
|               | RMV1   |          |          |             | #Error  | #Error | #Error    |
|               | TNI1   | 1        |          | (1)         | 0.14%   | #Error | #Error    |
|               | VJW2   |          |          |             | #Error  | #Error | #Error    |
|               | VJW3   | 3        |          | (3)         | 1.45%   | #Error | #Error    |
|               | VJW5   |          |          |             | #Error  | #Error | #Error    |
|               | VKN1   | 1        |          | (1)         | 5.96%   | #Error | #Error    |
|               | VUY1   | 1        |          | (1)         | 7.89%   | #Error | #Error    |
|               | Total  | 42       | 25       | (17)        | 1.29%   | 3.34%  | 2.05%     |
| KL-SOUTH      |        |          |          |             |         |        |           |
|               | TVP1   | 2        | 2        |             | 2.60%   | -4.72% | -7.32%    |
|               | PAS1   | 1        | 1        |             | 9.58%   | 99.20% | 89.62%    |

| Sales Zone | Branch | YD Sales | TD Sales | TD-YD Sales | YD GP% | TD GP% | TD-YD GP% |
|------------|--------|----------|----------|-------------|--------|--------|-----------|
| KL-SOUTH   | KLR1   | 3        |          | (3)         | 9.27%  | #Error | #Error    |
|            | Total  | 6        | 3        | (3)         | 6.84%  | 19.96% | 13.12%    |
|            | Total  | 311      | 917      | 606         | 8.23%  | 1.08%  | -7.15%    |